

Associated General Contractors of Georgia, Inc.

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July 21, 2016

Trudy Shay Petty
Petty and Associates
14027 Memorial Drive, #115
Houston, TX 77079

Dear Trudy,

My staff and I had the great pleasure of working with you for nine years and we are very pleased with our results. You served as a consultant in many areas within our association contributing to our enhanced effectiveness in member satisfaction, member recruitment, and staff development. From the very beginning, you embraced my request to immerse yourself in AGC Georgia and get to know everyone on our team where you became one of us.

Your intimate knowledge of the construction industry, and behind-the-scenes familiarity of the AGC organization from working with many other chapters and AGC of America, made you a rare find and perfect match for us. During our work together to improve the Chapter's marketing and communication effectiveness, you were often asked to have an open dialogue with several chapter Board presidents who each thought highly of you and appreciated your efforts on their behalf.

Over the years, you served as a one-on-one professional coach to our senior staff, facilitated numerous strategic planning sessions with our Board of Directors and Young Leadership Program (YLP) Council, ghost wrote articles, and reworked marketing content for virtually every brochure, magazine, flyer, and even our new website to be more "member-focused." You created the framework for our first annual report to members in 2006 and wrote all content for the next eight issues. Feature articles you wrote on leadership, marketing, customer service, and communication appearing in our *Georgia Today* magazine were well received by members and you became a popular leadership and communications speaker at our professional development programs.

Our staff is a much higher-performing team because of your efforts, and we continue to see value from your time as our consultant. For anyone ready to move their staff and association past status quo and to the next level, I highly recommend you as an expert in your field. I especially value the great pride you take in your work and for always making us feel like we were your only client.

Beyond your work with us, several member firms retained your services where you helped them win new work and industry awards, grow their companies, and elevate their presence in the industry.

As you have more opportunities to work with other associations, please let their leadership know I'm open to them reaching out to me at 678-298-4120 or dunham@agcga.org.

Sincerely,

A handwritten signature in blue ink that reads 'Mike'.

Michael T. Dunham
Chief Executive Officer