

Facilities Operations

100 Park Street
Glens Falls, NY 12801
(518) 926-2732
www.glensfallshospital.org

Date: 17 September 2012

To: PJ Beaudry
Bishop Beaudry Construction
4 Norman Drive
Colonie, NY 12205

From: Ron Zimmerman – VP, Plant Operations and Support Services
Glens Falls Hospital

RE: Wilton 2nd Floor Expansion Project, Glens Falls Hospital

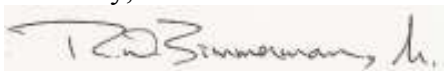
Dear Peter,

Now that the Wilton 2nd Floor Expansion Project is complete for Glens Falls Hospital, we need to take a minute to personally thank you and your team for one of our best projects in recent history. You should be proud of the level of professionalism displayed by every member of your team. To complete this build-out in an occupied, two story, high-volume, medical office building - with barely a few customer complaints - is a feat that only the very best could accomplish.

You demonstrated an uncanny ability to build partnerships – with everyone from our Construction Manager (Leal Construction Management), to our Practice Manager (Dawn Hiney). You are extremely knowledgeable, and your team has been responsive to our needs. Not once did we hear you say, “that’s not part of the contract...” – all too common vernacular in an industry that is riddled with change orders and ‘extras’. Instead, you were always quick to respond with, “we’ll make that happen”!

For the Facilities Team at Glens Falls Hospital, success is found in the relationships we build. We have found our relationship with Bishop Beaudry Construction most rewarding, and we look forward to continued successes in the future. Please feel free to share this with your entire team.

Sincerely,



Ronald W. Zimmerman, Jr.
VP, Plant Operations and Support Services