

John [REDACTED]  
First Vice President,  
Investments, CFM

Sonia [REDACTED]  
Investment Associate

November 14, 2002

Westcliffe Builders  
P.O. Box 1210  
Westcliffe, CO 81252



Dear Perry, Mark and Dennis:

We wanted to take this opportunity to thank you for the WONDERFUL job your company did in building our "dream home". Your attention to detail was outstanding, you took care of every aspect of our project and we would be grateful for the chance to recommend your services to any prospective client that you might have.

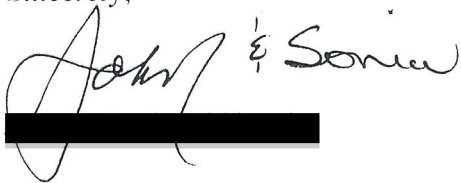
When we came to you, we had very little knowledge of what it takes to build a home from the ground up. We had heard from friends and family, that building a home is a tremendous undertaking. The fact that we still marvel over, even six years after completion, is that because of you, we were able to essentially build our home from over 700 miles away. Because of your talent, creativity and patience, we were able to build our home from California. That is an incredible feat!

We also appreciated the time you took to ensure that our home turned out exactly the way we wanted. Your methodical approach to each phase of our project helped to ensure that no detail was overlooked. We liked the fact that we were able to communicate with you on a regular basis and appreciated that you took the time to answer our questions.

The special care you took in adding "little things" to our home is what really makes it spectacular. Adding a step-up to our master bedroom so that the bed was set higher as you walked into the room has a dramatic effect on the entire master suite. We constantly enjoy the sunken tub in the master bathroom, with windows all around so that we can see the lights in town as well as the stars at night. And, the impressive effect of the huge windows in the "Great Room" when you walk in the door is something we never tire of.

You guys had the creative instincts to make plans laid out on paper into something really spectacular. We would never have been able to achieve building the beautiful home we have now without you! Please let us know if we can ever give any prospective client a tour of our home and "sing your praises" as you have so rightfully earned.

Sincerely,

  
[REDACTED]

November 11, 2002

To Whom It May Concern:


Westcliffe Builders has built two homes for us, one on Eagle Peak Ranch and one on Bull Domingo Ranch in rural Westcliffe. In both cases we were three states away, both employed in full time positions that did not allow us time to see the progress of the construction of our homes as often as we would have liked. In addition to building our homes, we depended on Westcliffe Builders to be our eyes and ears to negotiate the best prices for materials, to find quality subcontractors and to oversee the job from start to finish. As we were not on site, numerous phone calls, faxes were made to ensure our complete satisfaction. We were not disappointed.

Our Bull Domingo home was completed in 1999 where we now live full time. During the construction Westcliffe Builders made suggestions and recommendations to the original blueprint that both enhanced the appearance and increased the living space in our home. We have received numerous compliments and when people see our home for the first time, a frequent comment is about the "detail". The comment is, they can tell it's a Westcliffe Builder home by the detail, the finish work, the small things that are often the most important.

Thanks, guys, for all your hard work and long hours. We love our new home!

Sincerely,

*Paul Beth*  
*Norman Seydelt*



[REDACTED]

July 6, 2006

[REDACTED]

Dear Mike:

We can count on the fingers of one hand the number of "thank you" and appreciation letters we have written in the last thirty nine years to people who have done work for us. Reason? We believe that quality and excellence should be part of any job performance.

You and your people far exceeded what we consider normal. All worked as if they were working on their own houses. They were professional and exacting in detail during excavating, building the foundation, patios, roads, path, and in cleaning up and restoring the area. Wayne, Rick, and yourself were always available when either of us dropped by. You answered our questions honestly and excellent suggestions. Rick even went so far to as to drop another load or two of Indian Sunset on the driveway even though we told him the mistake was ours.

The best we can say is that after the last truck pulled out of the driveway what you left behind was just what we envisioned.

Thank you. We look forward to working with you again and recommending you to anyone who will listen.

Sincerely,

  
[REDACTED]

Cc: Westcliffe Builders

VICTOR [REDACTED]

June 19, 2003

Westcliffe Builders  
P.O. Box 1220  
Westcliffe, CO 81252

Dear Perry, Mark and Dennis,

Thank you so much for building our wonderful mountain home. It is all and more than we have dreamed of for many years.

From the design, through the planning, construction, and even holiday moving and decorating, working with each of you was a pleasant experience. We had great confidence in you, which provided us with comfort as we transferred to you the freedom to take care of the many details inherent in building a new home; and you did much better with this than we could have done ourselves. Each of you have unique talents which you use effectively and which compliment each other as you work so well together. You were always cognizant of costs and sought out the 'best buys' for us but never sacrificed quality. We appreciated your impeccable honesty and integrity as well as your friendly professional approach to us. You were always easy to contact. We knew that you were working for us and in our best interests, wanting us to have the best finished product possible. And that is just what happened. Our home is both very beautiful and very functional.

Not only were you outstanding craftsmen, but you found many outstanding craftsmen to work for you. Please extend our thanks to them. Particularly reference the electrical work, the stone work, the chinking, the masonry, and the tile work.

Westcliffe Builders you have our utmost respect for the outstanding quality of work you do. Perry, Mark and Dennis; Anita and I are honored to have you among our closest of friends.

Sincerely,

*W. K. [Signature]*, M.D.

**From:** Kimberlee [REDACTED]  
**To:** westcliffbuilders@yahoo.com;  
**Date:** Tue, April 20, 2010 9:09:38 AM  
**Cc:**  
**Subject:** Isn't it awesome!

Perry, Mark, and Dennis,

We just wanted to share these pictures with you, so you can see how beautiful our new home truly is. You took our basic ideas and built our dream home from the ground up. In fact, it is way beyond what we imagined it to be. Once the framing began, we knew it was going to be another quality home built by Westcliffe Builders. Your attention to every little detail made us realize that we certainly picked the right builders for the job. You kept us on budget, you were timely on all deadlines for the subcontractors, and your communication during the whole building process kept us in the loop at every phase. We especially liked the fact that your willingness to change direction, as we changed our minds, allowed our home to be exactly what we wanted. You definitely listen to what your customer wants, and are truly accommodating as long as it does not effect the integrity of your standards. This speaks volumes to your dedication to the building process. Be proud of what you do, because everyone who enters our home has only one word to say. WOW!

We can't ever thank you enough.

"We have nothing but good to say about Westcliffe Builders. In our minds, they are "the" builder. We designed our house and the drawings were rough at best. Off these plans, our house came in on budget and on time. There were no change orders or additional costs other than items we decided to change. Westcliffe Builders are also very creative and will offer suggestions based on their experiences. We welcome anyone who is considering building in the area to contact us as a referral. We're just looking forward to building again with Westcliffe Builders!"

Trish [REDACTED] & Mike [REDACTED]

10/14/02

To: Perry Smith and Mark Maloney  
From: John [REDACTED]

Gentlemen:

In this age of fast food, big box stores and impersonal service, it is rare to work with a company that embodies old-fashioned craftsmanship and integrity.

But that's just what I got when I signed on with Westcliffe Builders to build my home in Bull Domingo.

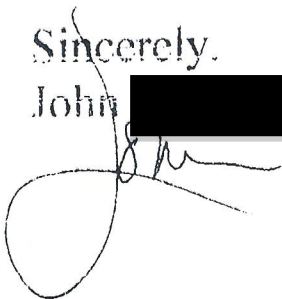
From a picture in a magazine, you designed my home from the ground up, and worked with me on virtually every detail to give me my own little piece of heaven in the Wet Mountain Valley.

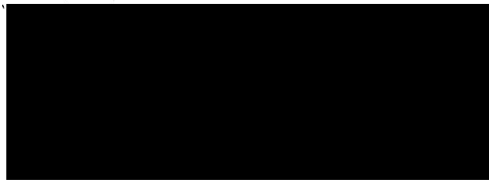
My bank, having heard of horror stories about other builders in the Valley, sent out an inspector to periodically check on your work. He told me it had been a long time since he had seen the quality of work that you put into my home. How rare, indeed, to buy something and have that product exceed my expectations.

Thank you for your talents and goodwill.

Sincerely,

John [REDACTED]

A handwritten signature in black ink, appearing to be 'John [REDACTED]', written over a black rectangular redaction box. The signature is cursive and includes a large loop at the end.



Dear Perry, Mark, and Dennis,


We wanted to express our appreciation for your craftsmanship in completing our wonderful "cabin" in Westcliffe.

We are thankful to have selected builders who shared in our excitement over the architectural plans for our "cabin," and valued your frequent consultation with us as we moved through the decision-making processes on the many important details along the way.

While living in another state and undertaking a building project can likely be exceptionally challenging and frustrating, working with you made this home-building experience very enjoyable.

Now that we are spending not-frequent-enough-vacation time in our new "cabin," we know that we selected the best builders in Westcliffe, and are confident that we would make the same choice again. In fact, we anticipate working with you on the "main house" in the not too distant future.

Sincerely,

Jim and Karen 





Westcliffe Builders built our home in 1995. We were living and working in another state and coordinated everything over the telephone. After meeting face to face on the property one time and discussing how we lived our lives, they built a home designed for our lifestyle within our budget and timeline. We came out to Colorado only once during the building process.

They handled every aspect of the construction of our home with professionalism. The unique design, quality workmanship and attention to detail cannot be missed when viewing any of their projects. In talking with others here in the Wet Mountain Valley now, we realize just how lucky we were to have selected builders that were not only talented, but ethical as well. We are proud to say our experience in having our retirement home built while in another state was exciting and virtually painless.

They are great to work with and we enthusiastically recommend Westcliffe Builders to anyone thinking of building here in this beautiful valley.

Barry and Michelle 

John and Sharon [REDACTED]

**LETTER OF RECOMMENDATION FOR  
WESTCLIFFE BUILDERS**

We are pleased to recommend the services of Westcliffe Builders. These gentlemen are very professional and worked very collaboratively with us on the building of our home.

Westcliffe Builders worked with us on each aspect of our home, beginning with the location of the house on the property. They assisted with the tweaking of the blueprints by making excellent suggestions for ideas that would enhance the design as well as be cost effective. As the house began to take shape, we were impressed with the quality of the workmanship, their neatness, and the speed in which the house was "under roof". Westcliffe Builders scheduled all the major building components for a smooth coordination of contractors coming and going on the job site. Whenever we had questions or wanted their input, they were available to meet with us and to satisfy our needs.

We highly recommend the services of Westcliffe Builders because of the quality of their work and their professionalism. They are personable, take pride in their craftsmanship, and are a great group of guys to work with. You won't go wrong selecting them as your builders for your home.

Sincerely,

*John and Sharon*

John and Sharon [REDACTED]  
[REDACTED]

Oct. 21,2002

To Whom It May Concern,

We used Westcliffe Builders to build our home. It was completed in May of 2000 and we couldn't be happier. Since we never built a home before, we had many concerns about the process but it turned out to be a wonderfully fun experience. Perry and Mark ( Dennis had not yet joined the company) were so easy to work with both personally and professionally. Although we had plans, on numerous occasions we sought their advice on how this or that would look, and we loved their ideas. On one occasion, we asked them to change something already completed and even though it probably was an extra days work, they did it willingly. We just can't say enough about how well we were able to work with them.

It's been two years now since we've moved in and we still never tire of showing off our home. The quality of their craftsmanship is there for everyone to see. We are proud to live here and would without question recommend Westcliffe Builders to anyone considering building in the valley.

Sincerely,

Vicki and Dick M 

