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February 10, 2017

To Whom It May Concern:

We met Mark Hanninen and the Kovall Construction crew towards the end of 2014 when we hired them to work on various projects in downtown Ely, MN. Kovall Construction has been an instrumental part of our projects in Ely. Over the past two years, Mark has shown that he has a wide spectrum of construction expertise, he is honest and fair with his customers, and the Kovall crew has consistently met our expectations when it comes to delivering high quality results.

The kind of jobs the Kovall Construction crew do for us are often unique because they are working in older historic buildings. They are always up for any challenge. When unexpected issues arise, they have a solution oriented attitude and have helped us design approaches that look great and/or help save money. During our projects, we have observed how Mark's employees and other construction tradesman like plumbers and electricians highly respect Mark's knowledge of construction. This is an invaluable quality in this business.

Most notably, Kovall Construction has completed the following projects for us:

- Salerno building (corner next to State Theater) exterior renovation
- Northern Grounds exterior renovation and interior trim
- Crapola Granola exterior
- First Avenue Office Suites interior (former James Drug Building)

We are constantly receiving compliments on work that they have completed for us. I have attached photos to this letter so you can see these projects first hand. It has been a pleasure working with Kovall Construction. From demolition to the final touches, we recommend Kovall Construction for your project.

Sincerely,

A handwritten signature in black ink, appearing to read "John & Tanner Ott". The signature is written in a cursive, flowing style with some loops and flourishes.

John & Tanner Ott

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