



**December 10, 2014**

Let me start off by saying that I've worked with a lot of people and many different organizations throughout my 37 year career in the restaurant industry. I've opened several restaurants and worked with quite a few construction firms, but none that can compare to the positive experience that we had with Joe McCafferty and his team at Encore Construction.

Joe exemplified the meaning of organized and open in his communication with us to complete the restaurant build out on schedule and per plans. Joe's level of commitment to working with us as the owners and with all of the vendors to get things done correctly and on time was refreshing to say the least. Joe made it look easy and brought calm to what can easily become a bit crazy at times.

Joe and his team have stood by their work and responded to every question and concern that we've had and done so in a very timely and professional manner.

I would highly recommended Joe and Encore Construction to anyone that is in need of their services. They know their business and it clearly shows.

Joe and his team are well respected by Newks Corporation for the work that they did for us as the first franchisees in Maryland. Because of this, they were hand selected and invited to attend the Newks franchise conference trade show this past year in New Orleans in recognition of the quality work and leadership that Joe and his team demonstrated.

We look forward to working with Joe and the Encore team as we continue to grow our business and build new locations.

Joe, thank you for being a true professional and for a job well done !

With great respect,

Thomas J. Saia, Jr. - Franchisee

Newks Eatery at The Village of Waugh Chapel – Gambrills, Md.