



Newaygo Farms, Inc.

P.O. Box 30
Walkerville, Michigan 49456
(616) 847-9770

December 15, 1994

William R. Lievens
Capitol Group
310 North Cesar Chavez
Lansing, MI 48933

SUBJECT: Excellent Work On Newaygo Farms Projects

Dear Bill:

I want to express my sincere thanks and appreciation for the excellent government and public affairs work you performed for Newaygo Farms over the past year.

You did an outstanding job of planning and executing a successful strategy for securing the required "local share" funding to qualify for the \$142,000 Critical Bridges Act grant for the bridge over Beaver Creek on 204th Avenue. Our estimated annual savings from being able to route our trucks on 204th Avenue across the new bridge are projected to be \$15,000 per year, conservatively. We would not have been able to put together the winning strategy to secure the grant, negotiate the local financing package, and steer it through the township board and county road commission without your expert help. The favorable article in the local newspaper about Newaygo Farms' role in helping to secure the grant for the local township and county was an added bonus!

I also appreciate the excellent work you performed for us on Newaygo Farms' Plan For Effective Residuals Management (PERM) with the MDNR's Waste Management Division in Lansing. Your efforts resulted in timely review and approval of this critical project for our company.

Finally, as the result of your negotiation efforts with the MDNR, we were able to remove crippling restrictions applying to our SWAP grant; allowing us to accept and enjoy the full benefit of the \$250,000 award.

I truly appreciate your hard work and dedication to providing Newaygo Farms with an excellent return on its investment in retaining your services. I look forward to working with you in the year ahead.

Sincerely,

A handwritten signature in black ink, appearing to read "B.E. Haltenhoff".

B.E. Haltenhoff
President