

**Stormwaterworks.com, LLC**

48 Union Street, Suite M  
Stamford, CT 06906-0905

Phone: 203-324-0045 / Fax: 203-324-0075 / [www.stormwaterworks.com](http://www.stormwaterworks.com)

March 18, 2009

Vincencia Andusei  
Vase Management, LLC  
360 Fairfield Avenue, Suite 200  
Bridgeport, CT 06604

Dear Vee:

Chris and I wanted to sincerely thank you for all of your work in putting together the conferences and programs that provide an opportunity to introduce businesses like ours with larger companies that are looking to partner with small and minority construction businesses. We have attended several of your conferences and some of the ways we have directly include:

1- Gaining business with new clients. We made a great connection last summer with one of the sponsors of your Mohegan Sun event. The introduction, follow-up and subsequent meeting resulted in our receipt of a large order from this new client AND we anticipate that they will be a repeat customer. To put this in context, I had personally tried unsuccessfully for several months to identify and make inroads at this company and just couldn't make it happen. This new part of our business is a **direct result** of attending your show and meeting the vendors. Thank you!

2- At this meeting and others that we have attended, we always make new connections with new potential clients. The vendors that participate in your shows are always friendly, knowledgeable and willing to connect us with the right people within their organizations. They seem most interested in working with small companies and are good guides in directing us through and helping us work with their large organizations.

3- Your programs give us the opportunity to stay "fresh" in the minds of existing clients.

4- We have the chance to learn about new and upcoming opportunities from the speakers at your events. Some have given coaching tips on being prepared and how to best present your company to prospective clients, while others have talked about upcoming rules, regulations and/or business requirements that small and minority businesses should know about.

Vee, we cannot say enough good things about the connections we have made and the doors that have opened because of your hard work. As the organizer of these events, you should know that you really are making a difference for small and minority owned businesses. THANK YOU!

We will see you at the next Vase Event!

Sincerely,

Nanda T. Zimmerman  
Stormwaterworks.com, LLC