



January 17, 2017

David Birenbaum
University of Toronto
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Dear Mr. Birenbaum,

Re. Letter of Reference and recommendation

Melrose Investments Inc./Randall Rose Homes Corp., has been asked to provide this letter of character and professional reference in support of The GeoFocus Group's effort to be approved by the University of Toronto as a Construction Contractor in response to the University of Toronto's Supplier Qualification.

It is with pleasure that I provide this letter and highly recommend The GeoFocus Group as a Construction Contractor .

I was first introduced to The GeoFocus Group approximately four years ago, when their team was first recommended to Melrose Investments Inc (Melrose). Melrose was considering and preparing to construct an ultra-luxury condominium project in Oakville, Ontario. The high recommendation of their firm had been provided by an acquaintance who owned an architectural precast concrete company and who had worked with The GeoFocus Group while they completed the construction of a \$16,000,000.00 Islamic community center and educational facility in Vaughan, Ontario.

Although we were all extremely impressed by the honesty of their presentation and construction expertise exhibited by Roger and Adam during several interviews, the principals of Melrose chose to retain an in-house project manager.

Notwithstanding the firms decision I was personally impressed by their team's presentation and eventually retained The GeoFocus Group to act as construction manager for the construction of my personal residence. I was tremendously impressed by their detailed approach to constructing the home, including but not limited to their team's persistent attention to documentation, detail, cost control and most importantly to us at the time, scheduling to completion. My residence was completed on time and on budget.

In January 2014, approximately one year after The GeoFocus Group completed my personal residence the principals of Melrose Investments Inc./Randall Rose Homes Corp., determined that the in-house project management approach was not the correct fit to construct the ultra-luxury condominium project that The GeoFocus Group had previously interviewed for. Adam and Roger were again interviewed by the principals of Melrose Investments Inc./Randall Rose Homes Corp., who subsequently decided to retain the Team to construct its \$80,000,000.00 Flag Ship condominium building in Oakville.

Since The GeoFocus Group was retained in May of 2014 I have had the pleasure of interacting with their team on a daily basis and observing their team's determined approach to contractual adherence. My position as Senior Project Manager in charge of The Randall Residences condominium project for Melrose has afforded me the ability and opportunity to regularly assess their potential, capabilities and reliability. I feel that The GeoFocus Group's ability is clearly exemplified by their keen awareness and performance in the construction environment.

The GeoFocus Group is extremely computer oriented and utilizes the latest communication, cost control, tracking and scheduling tools to keep us informed of the project's challenges and progress on a daily basis. While our project has encountered many design challenges The GeoFocus Group ensures that all challenges are promptly and fully discussed and ultimately, to date, they ensure that all issues are satisfactorily resolved. I have found that The GeoFocus Group has surrounded themselves with professionals of every discipline to assist them on "an as needed basis".

The GeoFocus Group's ability to quickly assess a problem and interpret drawings and contractual requirements was instrumental in our ability to perform the construction of our project, up to and including terminating an architectural firm who was not performing as required and retaining another firm.

Adam and Roger are individuals whom in addition to being personable are also extremely knowledgeable with construction technical requirements, construction contract law, OHSA requirements, and Regional and Municipal requirements.

I have firsthand knowledge that Adam and Roger and the rest of their team have an excellent relationship with many professionals including architects, engineers, quantity surveyors, third party inspectors and legal advisors. Adam and Roger are also well known and highly respected by the Oakville municipal inspectors involved with our project and always utilize regulatory requirements to ensure that our project meets and exceeds all necessary requirements.

Roger and Adam are honest, self-assured and determined individuals that do not stop short of the finish line. In my opinion, their team is responsible, dedicated and incredibly hard working. Adam and Roger have always managed to overcome obstacles with a focused and strategic approach. Most importantly their team listens and fully understands instructions before acting, which makes their team an ideal candidate for the arduous task of looking after construction projects and investigating its inherent problems and formulating moving forward and recovery strategies when necessary.

In short, I highly recommend The GeoFocus Group for any project that they are assigned. It is my belief that The GeoFocus Group has the management acumen, administrative focus, collaborative skills and personal qualities to successfully manage and administer any project that The GeoFocus Group undertakes.

Should you have any questions, or require any further information concerning The GeoFocus Group Team, Adam or Roger, please do not hesitate to contact me.

Yours truly

MELROSE INVESTMENTS INC.

A handwritten signature in blue ink, appearing to read 'DB', followed by a long horizontal line.

Davide Baldassarra, B.Eng.
Senior Management, Properties and Construction Division