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January 8, 2021

To Whom It May Concern:

JKM Developers, LLC retained The Merchant Strategy, Inc., (TMS) as a consultant to provide government and community relations in connection with Lotis, a large scale mixed use project in the Village of Wellington. Sharon Merchant introduced JKM Developers principals to the Wellington Regional Medical Center CEO, HOA leaders, residents, the chamber and other business/community leaders.

While the project is of great economic value to the community at large, some residents still opposed it. Due to the diligent efforts of the TMS team and Sharon Merchant, we met with, compromised and won over the detractors. This made it much easier for the Planning and Zoning Members and the Village officials to support us. The project was approved unanimously.

I found TMS to be professional, informed, responsive, and dedicated to meeting the client's needs and would highly recommend them.

Sincerely

A handwritten signature in blue ink, appearing to read "John Markey".

John Markey
President
JKM Developers, LLC