

March 12, 2019



SM Engineering
9 Ninth Avenue North
Hopkins, MN 55343

Reference Letter

I would like to thank SM Engineering for the refund and savings Sun State Components received from our utility provider. Their service not only produced a refund but is expected to continue providing savings well into the future.

Jim Shanahan came out to my office and explained what the process would be. I was skeptical but Jim assured me there was no cost and very little effort on our part. The Agreement was short and simple. I decided to give them a chance.

Next thing I know I receive a check from my utility provider.

I am happy to recommend Jim and SM Engineering to companies that want to realize a reduction in utility costs.

Sincerely,

A handwritten signature in blue ink that reads "Gregory M. Brown". The signature is written in a cursive style with a long, sweeping underline.

Gregory M. Brown, CFO