

June 30, 2012

To Whom It May Concern:

I have had the pleasure of working with Wynn-Smith Landscape Architecture, Inc. on a variety of projects over the last twenty-five years. Tim Smith is an extremely talented individual with a strong sense of what is appropriate for any given project. We have worked together on a variety of projects including commercial shopping centers and private residential projects.

Deeply committed to the practice of Landscape Architecture and the impact of his work on the environment, Tim is my go-to person on issues of appropriateness and sustainability as it relates to the built environment. He is keenly aware of the need to accommodate the needs of the client of each project. An important aspect of Tim's talent is the ability to look deep inside a project, to search beyond the surface. His inspiration comes from many sources and he is able to bring many facets of his life experience to the design process.

Another important aspect of Tim's working method is his willingness to listen to the needs of his client. These skills coupled with his outstanding creative abilities are essential to the success of his design work. His attention to detail and follow-through is outstanding. In addition, he is a team player, which is quite refreshing.

I can say without hesitation, those clients, architects, community groups, planning groups, etc. who have worked with Tim would agree that he is a very special and talented individual.

On a more personal level, my wife and I hired Tim to completely redesign the landscape and hardscape of our residence. After more than 20 years, our landscape had become dated and required high maintenance and water usage. Tim's redesign resulted in a low maintenance, low water usage environment infused with color that has enhanced the use of our property. We now spend many hours in our yard with family and friends. It is a wonderful place to be.

I would be more than happy to answer any questions or concerns anyone may have.

Sincerely,

A handwritten signature in black ink that reads "Ian J. Kay". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Ian J. Kay, AIA NCARB Architect