



To Whom It May Concern:

I came to know Ray Hearn around 25 years ago. We met and became friends through our mutual love of the Game of Golf. I have worked in the Golf Business for the past 40+ years as a PGA Professional, first as the Head Professional at a small club in Northern Michigan, Cadillac Country Club, founded in 1910, for 17 years. Twenty-six years ago I left Cadillac Country Club, to start a Golf Academy, Kendall Academy of Golf, located at a large Driving Range and Retail Golf Store, called Miles of Golf. Miles of Golf is located in Southeast Michigan, where Ann Arbor and Ypsilanti come together. Within a few years of founding Kendall Academy, I became a Club Member at Washtenaw Country Club, Ypsilanti, Michigan, founded in 1899, the 3rd oldest Club in Michigan. It's first 9 holes designed by Herbert Way, who finished 2nd in the 1900 US Open. During the first 100 years of its glorious history, Washtenaw Country Club has been considered one of the great Country Clubs in the Midwest.

Myself and 2 others purchased, what is now known as Washtenaw Golf Club, a semi-private Golf Course, with a large Clubhouse, that is a great venue for Weddings, Banquets, and Golf Outings. However, its greatest asset is a wonderful historic Golf Course, that had become overgrown by trees that had become so big that they were overhanging into the Fairways and into each other. The trees had taken away the original playing lines and had made it difficult to maintain quality turf in many areas. Myself and my partners believed that if we could bring back this Diamond in the rough, we could have a wonderful Course and therefore a viable business. Although I have been a PGA Professional and competitive player for the past 40 years, I was aware that I needed guidance from an experienced Golf Course Architect. I have met a few Golf Course Architects over the years and had been contacted by at least one other since we purchased Washtenaw. The first person I thought of was Ray Hearn. As an old friend, I had followed his very decorated career. I never forgot how much I had enjoyed working with Ray and his tremendous skill and passion for his work and his love of the history of Golf and Golf Course Architecture.

Within an hour of his first site visit, I knew that I had done the right thing by reaching out to Ray for his insights and opinions. One of the things I appreciate most is his ability to listen to our thoughts and then steer us in the best way to expand our appeal to all types of players, how to bring back the "angles and options" the original Architect had intended by removing trees. Ray helped us to bring back the original lines and edges of the greens that complement the square landform of the original greens. I have 100% confidence that if we had an unlimited budget, he would show us how to spend it in the best way to accomplish the goals of our project and if we were on a very tight budget, he would show us how to get the best bang for our buck. I believe in

Ray's ability to help us to accomplish our goals, to present to us things that we may not have thought of and then put together a plan for success. With Ray's guidance we have been able to make improvements that go far beyond our original expectations and a plan going forward that we can implement as our budget allows.

We are very grateful to Ray for his guidance, his knowledge, his skill, and his passion. He has invigorated our Head Agronomist and made our Ownership Group feel part of the Team. Ray has visited often and always makes us feel that our project is his favorite and most important. Ray gets 5 stars from all who work and play at Washtenaw Golf Club. We wholeheartedly would recommend Ray Hearn for any Design, Redesign, Renovation, or Restoration.

Sincerely,

*Dave Kendall*

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