



March 23, 2016

Valerie Barone
City Manager
City of Concord
1950 Parkside Drive
Concord, CA 94519

RE: Support of Lennar Urban for the former
Concord Naval Weapons Station

Dear Ms. Barone,

I am writing in support of Lennar Urban successfully securing the development rights and entitlements for the former Concord Naval Weapons Station.

Anvil Builders Inc. has had the opportunity and pleasure of working with Lennar at the former Candlestick Park (CP-01) and the Shipyard development over the last three years. We employ approximately 110 employees who are members of the Laborers, Local 261; Operating Engineers, local 30 and Carpenters Union Local 22.

Anvil Builders Inc. ("Anvil") is a service disabled Veteran owned company which has been in business for five plus years. I served and was injured in the Iraq War. Anvil self performs its own work. Specializing in excavation, wet & dry utilities, grading, site work, site concrete etc. Lennar has provided Anvil incredible opportunities to engage, train and expand our company. When other large developers doubted our capabilities, Lennar always supported Anvil's development and goals. Understanding the requirements of a rapidly growing minority owned small business, Lennar provided timely progress payments and access to their accounting department to preemptively work to make sure payments were never interrupted to Anvil.

Over the last five years Anvil has grown over 100% a year and this would not have been possible without the support and guidance of Lennar. Their guidance and mentorship has been substantial to our success.

Like the Concord Naval Station, the Shipyard property was formerly owned by the U.S. Navy. Lennar was exceptionally understanding of the complexities of the site, the variations in the existing conditions and required engineering expertise to successfully execute under challenging conditions.

Lennar has been adept in responding to the challenges of working in a disadvantaged neighborhood, responding to many specification changes and in complying with the rigorous documentation requirements of the City and County.

It is without qualification that I recommend Lennar Urban to the City of Concord. Your City would be well served to have such a conscientious strategic development partner!

Should you have any questions, please call.

Sincerely,



"HT" Hien Manh Tran
CEO & President
Anvil Builders Inc.