



## MERCANTILE COMMERCIAL CAPITAL, LLC

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I happily am writing this note to let you know of our growing relationship with Charles H. Edwards and the Gainsborough Group, Inc. He has been the contractor on at least 4 projects we have financed in the past 18 months for nearly \$11 million, and he has performed in an exemplary manner on each of them. Even in dealing with a particularly difficult situation, Charles was very gracious while completing each requirement and documentation in a timely manner. I only wish I could say the same of every GC we've ever worked with.

**"work is truly high quality..."**

Gainsborough's work is truly high quality, and Charles' "Fixed Fee" methodology of construction administration and his contracts (giving Clients full disclosure of all subs/costs) has gained high accolades in our marketplace. Surprisingly, more GC's don't or won't do this, and Charles and the Gainsborough Group are leaving them in the dust. I recommend them every chance I get and several prospective clients are considering them at this very moment.

**"important decisions...selecting the right GC doesn't have to be a difficult one anymore."**

There are plenty of important decisions to make in business, but selecting the right GC doesn't have to be a difficult one anymore. If you're only looking to bid GCs, however, don't bother Charles – he's for folks that know there's more to quality work than the lowest price and can appreciate it as such. Far too many people I know take the "traditional" route to picking their contractor, and then suffer for it later – it's like bending over dollars to pick up nickels. You can make your decision the ancient way, but why would you? No one HAS to do it the old-fashioned way, especially when Charles has a much better selection system.

**"exemplary business skills, resources and integrity."**

It is with great pleasure that I recommend the Gainsborough Group for ANY construction project that requires a GC with exemplary business skills, resources and integrity. That's right, I actually used the word "integrity" when describing a General Contractor! It's because with Charles, you'll get nothing less than complete and total honesty and integrity – he's a real burst of light in the dark and cryptic world of commercial construction.

If you haven't decided on a contractor yet, you'll do yourself a disservice if you don't contact Charles right away, and even if you have, you should still call Charles to see how refreshingly different he really is. Negotiating a construction contract doesn't have to feel like you're in the twentieth century battling with rival clans to the death ... IF you're dealing with the RIGHT contractor. Your only risk is in NOT involving Charles Edwards and the Gainsborough Group immediately.

**"nothing less than complete and total honesty and integrity..."**

Christopher G. Hurn  
President/CEO