



28 January 2022

To Whom It May Concern:

Mr. Sam Betters played a vital role in the development of Estes Park Housing Authority's Peak View Apartments and growth of our organization. We are pleased to share our experience working with Mr. Betters.

In 2020 at the onset of the COVID-19 Pandemic, the Estes Park Housing Authority agreed to move forward with an ambitious endeavor to build a 26 rental apartment complex that would not seek Low-Income Housing Tax Credits and would serve those working within the Estes Park area. Our organization had little development experience although had a long history with Loveland Housing Authority. Mr. Betters reputation echoes throughout Northern Colorado. He is known for his development of hundreds of homes that provide safe, affordable, and attractive housing options to thousands of individuals and families in the Loveland areas. Our knowledge of his development success clearly attracted the Estes Park Housing Authority to inquire if he would be interested and available to consult on our project.

Not only did Mr. Betters bring over forty years of development experience in Colorado, he brought a team-inspiring ethic to the process. Mr. Betters was involved at the onset of the process for Request for Proposals of the Construction Management General Contractor (CMGC) through to opening of the project. The team included the selected Contractor, Architect, and the Housing Authority. Every single engagement with Mr. Betters, whether by phone or in-person, he brought a level of professionalism, fun, and trust in each person's abilities that created excitement and empowerment. When hurdles arose, we worked as a team to maintain the intended goals and purpose of the project. Mr. Betters was not the holder of all the answers, instead he had the powerful ability to bring solutions from all members of the team.

Mr. Betters' development abilities can be found throughout Loveland. His experience is invaluable as he has developed various projects. He is creative and knowledgeable regarding the financial complexities of development. He supported the Estes Park Housing Authority through the process of obtaining support and funds from local government, managing the needs and requests of lenders, and navigating the terrain of the development process.

My intent for sharing my experience is to convey the passion, encouragement, guidance, personable skills, approachability, and strength that is encompassed when you have the opportunity to work with Mr. Betters. In his wake, you not only are more informed and knowledgeable, you stand taller. Our residents

have stated repeatedly, the care and thoughtfulness that went into their home is appreciated. While that is a product of team effort, Mr. Betters ensured that we kept to the purpose and needs of the resident throughout the development process.

Lastly, I would like to add that the Estes Park Housing Authority, as an organization, has expanded its housing options and development capability through the generous time, education, and involvement by Mr. Sam Betters.

We proudly recommend him for any opportunity to be involved in your community!

As a reference, I have included images of our Peak View Apartments in Estes Park.

With high regards,



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