

April 11, 2011

Membership Committee
Manufacturers' Golf and Country Club
511 Dreshertown Road
Fort Washington, PA 19034

Re: Family Membership Applications for the Smith Family

Dear Membership Committee:

It is my privilege and honor to introduce the Membership Committee to John Smith, his wife Amy, and their two children, Christopher and Charlie. Christopher and Charlie are 8 and 6 years old respectively. John and I met in 2009 through my relationship with Sterling Systems, where he serves as the company's CFO and COO.

As parochial as Philadelphia and the surrounding suburbs are, it is no surprise to meet someone with mutual friends in common. John and I met in January of 2009 as he started his career with Sterling Systems. As we began to work together, we soon realized that we grew up in very much the same area. John grew up in Chestnut Hill and I was raised in Blue Bell. He attended Germantown Academy while I went to St. Joe's Prep. I knew some of his extended family, the Walters and the Watsons, who were phenomenal people with great values and character. It is very likely John and I crossed paths prior to 2009 but had never been formally introduced.

Prior to Sterling Systems, John and his family had lived on the West Coast while John was the CFO of two telecommunications companies. They decided to return to the East Coast about six years ago as John pursued an opportunity with a telecommunications company in New Jersey. As John decided upon the next step in his career, he chose to join the team at Sterling Systems. At the time Sterling was in need of financial and operational leadership which John was confidently able to offer. The last two years have been quite an extraordinary experience professionally for both John and me. We have developed a strong relationship quite expeditiously in light of the rapid growth of his company. Among John's many responsibilities within the company, he is directly in charge of managing the Risk Management and Insurance Program, which my firm and I designed and manage. The relationship with John has been very rewarding and I am truly proud to say that I know and am friends with John.

John and Amy's two children, Christopher and Charlie, are a prominent reason for their choosing to pursue a membership at Manufacturers' Golf and Country Club. Christopher and Charlie plan to participate in the junior golf, tennis and swimming programs. They are both active in these areas already, among other pursuits, and would be great additions to already successful junior programs at Manufacturers. As well as I have come to know John and Amy over the past two years, I am certain that their two children will inspire pride and spirit now and throughout their teen years.

In closing, I would like to wholeheartedly commend John and Amy Smith for membership to Manufacturers'. John and Amy's integrity and strength of character will surely shine in the interview process with the Membership Committee. John's leadership qualities will be evident in his persona and presentation while Amy has a composed confidence and tremendous vitality. They are both active through the community and beyond. This is evidenced by their participation in the local CYO sports programs, their charitable endeavors with the MS Foundation, Germantown Academy and their alma mater, Virginia College. I believe John and Amy Smith will make wonderful additions to our Manufacturers' family and hope the Membership Committee looks favorably upon my endorsement and the Smith's application for Family Membership to Manufacturers'.

Sincerely,

Joseph P. O'Brien
O64

April 6, 2011

Membership Committee
MGCC
511 Dreshertown Road
Fort Washington, PA 19034

RE: Membership Application for John and Amy Smith

Dear Membership Committee,

I am submitting a letter of recommendation on behalf of John and Amy Smith who are applying for Family Golf Membership to Manufacturers. Joseph O'Brien, a close friend of both Susan and me, is the primary sponsor and asked us to spend some time with John to support his membership application as secondary sponsors. We have had the opportunity to spend a few hours with John and get to know him on a personal level. In our time together we were able to discern that John and his family would be an outstanding addition to the Manufacturers' family. John and Joseph have known each other on a both professional and personal level for quite a few years.

John and his wife Amy are from the Philadelphia area and met when they were both students at Virginia College in Virginia. They moved around quite a bit with John's job, having lived as far away as Denver, but decided to return to Philadelphia and have settled in Fort Washington. Their two sons have become active in swimming and the oldest has especially taken up a talent and a liking for golf. He has already been asking his father where he will be able to golf this summer. Both John and Amy intend on spending a significant amount of time at the club between golfing and social activities and they are looking forward to having the boys involved in the junior golf program.

John is very active at his alma mater, Germantown Academy, and devotes a lot of time to development work and fundraising for the school. Susan and I thought that this was an excellent example of the type of person he is and expect he will display the same type of enthusiasm and sense of civic responsibility in his membership at Manufacturers'. I am sure, as members of the club, the Smith's will both seek to participate in activities and on social committees in order to add value to our club family.

I submit that John is of high moral character and a very likeable person with a strong sense of connection and family responsibility. John and Amy are very excited for the opportunity to be considered for membership at Manufacturers and will certainly be a positive addition to our community.

Susan and I strongly endorse and recommend John and Amy Smith for Family Golf Membership at MGCC.

Best Regards,
Thomas Thompson