

April 25, 2014

To Whom It May Concern,

This letter is written as reference for Ms. Nancy Ward. Ms. Ward and Grow Trade Consulting served as the Virginia Economic Development Partnership's Canadian representative office for over seven years. In that capacity, Ms. Ward assisted Virginia companies in their entry to the Canadian market and provided such assistance as market research, strategic guidance, regulatory approvals, identification of clients and partners, negotiation on behalf of Virginia exporters and much more. In addition, Ms. Ward participated in numerous visits to Virginia to meet with and advance Virginia exporters' business with Canada.

In all of her business dealings, I have found Ms. Ward to be professional, diligent and results-focused. She understands the mind of American business executives as they seek to do business in Canada and delivers what they request. More importantly, Ms. Ward anticipates many of the questions posed by businesses. Her understanding of the Canadian market is thorough and expands to most industries.

It has been a pleasure working with Ms. Ward these many years. She would be an asset to any organization. Should you require further information, I am happy to comment on Ms. Ward's outstanding service to the State of Virginia, USA, and may be reached at the email address and telephone number below.

Sincerely,



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