



**The Vineyards
Trattoria and Pizzeria**

To Whom It May Concern,

I am writing this letter as a testimonial to our experience with Rich Chinappi who assisted in brokering our deal for the purchase of the Vineyards Trattoria and Pizzeria.

We met Rich through a professional contact during the initial phases of our search for a viable turn key business that we could own and operate. Upon contacting Rich he was enthusiastic about meeting us and getting to know who we were, our experiences, and he quickly focused his attentions to specific businesses within our given parameters and the locations which interested us. Rich was insightful and took personal interest in ensuring we were looking at options that met our expectations and were within our capabilities to operate.

Rich took the time to walk us through many of the facets of ownership; things to look for and provided many insights based on his personal experience that were proven to work. Rich has a lifetime worth of experience in the industry and does not hesitate to share his experiences and even offered to remain on board with us as a consultant if need be.

Upon narrowing down our choices Rich was quick to engage the owner, in this case whom he also represented, and began working through a plethora of potential options that ultimately led to a purchase satisfactory to both parties and one that was consummated in a short amount of time. At no time did Rich ever mislead, attempt to steer us down a specific path, or become more of a representative to one party over the other. He provided pros and cons to various options and helped us walk through determining the best possible way forward. He was genuine in his focus and served both parties enthusiastically throughout the entire sale.

With very little prior experience in business ownership we are very happy with the way Rich took our capabilities and desires and translated them into the purchase of the restaurant that best fit our needs. I enthusiastically recommend Rich Chinappi to anyone giving serious consideration to selling or purchasing a restaurant and especially to someone who lacks experience in navigating these types of transactions.

A handwritten signature in black ink, appearing to read 'Shannon McConnell', is written over a horizontal line.

Very Respectfully
Jeremy DeMott
Shannon McConnell