

Hi Marj:

I just want to let you know how appreciative I and many of the other members of the 7 various Escala Boards of Directors are for the outstanding services you provided during the independent bidding process of the management contracts we all inherited from the developers of Escala.

The professional manner in which you educated everyone with respect to the scope of the task, the type of manager that would best succeed in undertaking a project such as Escala and then guided us through the committee formation process, RFP preparation and distribution, bid analysis, interviews, selection and, finally, contract negotiation stages was so valuable to a group of volunteers, most of whom had no pertinent business experience in such a process.

That we were able to readily agree on the selection of our successor Management Company and work out a mutually agreeable fee arrangement that economically benefited all 7 Associations is also a testament to the quality of your guidance and leadership.

I can easily say that any Board of Directors that is in need of either verifying the reasonableness of their current management fees or seeking information as to what other quality management companies are available to provide the type of service they feel their members deserve at the best possible price, that they would be hard pressed to find a better person to be their advocate and assist them in such an important process.

Please don't hesitate to use my name as a reference or have any prospective client give me a call.

Ken Stuart
Escala -The Verandas Association
San Diego, CA