



I A Gonzales
Architects

5 June 2003

Prospective Client for D&H Construction

Re: Reference and referral
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Dear prospective client of Jeff and David's,

It is with great professional pleasure that I recommend to you working with D&H Construction. For many of us architects, good contractors are far and few in between, and when you find one that meets your needs and expectations, you make sure they stay in business. Not only does that mean that I continue to send my projects their way, but to recommend to others that their next project should be with them as well.

Let share with you briefly my experiences with D&H:

The Belvedere Place Apartments was our second project with D&H Construction (the Oaks Hotel Rehabilitation in Oakland, California being the first). In both projects, D&H Construction performed to my expectations, and in some instances on each job, exceed them.

The Belvedere Place project was a rehabilitation of a 26-unit apartment complex with two separate buildings. The project included extensive seismic upgrades, drainage work under the building, all new concrete flatwork, asphalt repaving, all new kitchens and baths, and new landscape work.

All rehabilitation projects require a well-organized approach due to the existing conditions that are not always obvious unless you're experienced and in some cases until they arise on the job. From the very beginning, D&H was extremely thorough and organized, starting with their bid proposals, which listed and clarified all items, to their weekly meeting notes, which were clear and helped all parties meet their obligations to complete the job on time and reasonably within budget.

The change orders on the project were written clearly and included appropriate back-up material. When additional information was requested to support costs, D&H provided it in short order and with clear explanations. Even with additional cost due to unforeseen conditions of the project, the total changes in cost were well below the project's contingency allowance for change orders, which is not always the case in a rehabilitation project. This is a testament to the entire team's efforts to work collaboratively and without the normal adversarial positions staked out. Everyone on the team (owner, developer, architect and contractor) each had a vested interest in the success of the project.



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The project had multiple lenders from the City of San Rafael, CHFA, and a private bank. D&H worked well with all of them, meeting all of their regulatory and bureaucratic requirements in a timely manner.

As in all projects, but especially in an phased, occupied rehabilitation where tenants are involved, scheduling is critical. D&H would start all job meetings with scheduling updates, enabling the owner to know exactly when the tenants could move back into the newly rehabilitated units. The project was completed before the amount of time in the contract.

The quality of work performed by D&H from the interiors to the exterior walkways met all of my expectations. Again, D&H is one of only a handful of contractors I have ever had the extreme pleasure of working with, and I look forward to working with them again and again.

Should you like to ask me any specific questions about working with Jeff, David or their subcontractors (many of whom we've had the occasion to use on smaller projects of limited scope already), please don't hesitate to call or email me.

Sincerely,

Irving A. Gonzales AIA
Principal

cc: File
IAG/ag