

Hunter H. Glass  
756 Purple Sage Road  
Bandera, Texas 78003

Re: Recommendation Letter

1/19/2010

To whom it may concern:

I have used Longaro and Clarke on many projects in my capacity as developer for various companies including: Gables Residential, JPI, ZOM USA and Crescent-Resources, LLC. The most relevant to this RFP is the 5<sup>th</sup> Street and West Avenue project, now called ZOM Monarch. The project was inherently complicated because of its history and location. During the project, we dealt with a FEMA remapping of the floodplain – including challenging and correcting faulty City floodplain data, identifying and correcting previously conducted boundary survey data, negotiated City of Austin maintenance agreements of Shoal Creek, the Capital View Corridor, a negotiated increase in additional height, a negotiated increase in allowable ROW overhang, a negotiated continuation of the hike and bike trail with Parks and Recreation, the negotiation and burial of utilities and extension of water and wastewater lines in West Avenue and connection to Austin Energy's chilled water plant.

Longaro and Clarke was instrumental in getting each of these challenges through the City at a time when City resistance to downtown development still existed. Additionally, because this project was one of the first residential high rise projects in the CBD an inherent learning curve existed within different departments at the City. Longaro/Clarke, specifically Joe Longaro, was key in helping us navigate the process.

Because of my experience with this project as well as others, I highly recommend Longaro and Clarke. In addition to quality work, I have found their fees competitive and fair and their bids lacking the additional "gotcha" change orders. More importantly, I have found that the stamped drawings have been complete and straight forward with consideration paid towards the ultimate build-out costs.

If you would like to discuss additionally, please feel free to call me – 214-850-9566.

Sincerely,



Hunter H. Glass