



SAN JOSE UNIFIED  
SCHOOL DISTRICT

*All Students Can Learn... All Students Can Succeed!*

GERALD F. MATRANGA  
ASSOCIATE SUPERINTENDENT

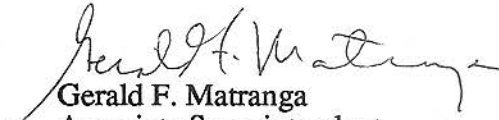
September 3, 1998

To Whom it May Concern:

The purpose of this letter is to serve as a reference for Ken Crown from The Greenspan Co. In the winter of 1997 the San José Unified School District sustained a substantial loss due to a fire at Hoover Middle School. The estimated damages were between \$750,000, and \$1 million. To maximize its claim the District employed Greenspan to coordinate the effort.

Mr. Crown did an extraordinary job of documenting, keeping all the players informed and securing timely advances to ensure the district had the funds available when required. He is very knowledgeable about facilities, the insurance industry and quality customer service. This week we received a check for over \$1.5 million in addition to the .5 million we received earlier. I was delighted with the service we received and I am pleased to recommend him to prospective clients.

Sincerely,

  
Gerald F. Matranga  
Associate Superintendent,  
Administrative Services

GFM:jg



September 11, 1998

Ken Crown, Vice President  
The Greenspan Company  
60 South Market, Suite 760  
San Jose, CA 95126

RE: Letter of Reference

To Whom It May Concern:

Ken Crown and the Greenspan Company were retained by Jerry Matranga, Associate Superintendent, to represent the San Jose Unified School District in a fire claim involving the Girls Locker Room at the Herbert Hoover Middle School. As the District's Construction Manager for its Bond Modernization Program, Kitchell CEM was awarded the reconstruction project and had the pleasure of working with Ken in obtaining an equitable Insurance settlement on behalf of San Jose Unified.

Mr. Crown has our unqualified recommendation to anyone who is considering his services. He is extremely thorough, knowledgeable and persistent in pursuing a settlement. The settlement resulting from his efforts at the Hoover Middle School could only be considered a complete success. If you have any questions regarding this matter please feel free to call John Kerss or Pam Kinzie at (408) 535-4730.

Sincerely,

A handwritten signature in dark ink, appearing to read 'John Kerss', written over a horizontal line.

John Kerss  
Project Manager

A handwritten signature in dark ink, appearing to read 'Pam Kinzie', written over a horizontal line.

Pam Kinzie  
Senior Project Manager



September 11, 1998

Ken Crown, Vice President  
The Greenspan Company  
60 South Market, Suite 760  
San Jose, CA 95126

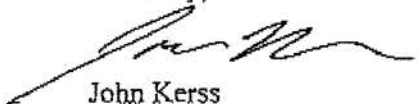
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Sincerely,



John Kerss  
Project Manager



Pam Kinzie  
Senior Project Manager

Kitchell CEM  
855 Lenzen Avenue, Suite 130, San Jose, CA 95126  
Fax (408) 275-0889 Phone (408) 535-4730