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

855 AVENUE • SAN JOSE, CALIFORNIA 95126 • (408) 535-6053 FAX (408) 535-2300

KITCHELL

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, knowledgable 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,

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

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