



NELSON DANIELS  
EXCELLENCE IN BUILDING

p +310.476.  
f +310.476.  
520 S. Sepulveda Blvd., Ste  
Los Angeles, CA 9

www.nelsondaniels

December 17, 2010

Katie O'Reilly Rogers ASLA  
114 East De La Guerra, #4  
Santa Barbara, California 93101

MANHATTAN B  
p +310.802.  
f +310.802.  
4108 A Highland  
Manhattan Beach, CA 9

RE: Bella Riviera, Pierre Landscape

Dear Katie –

We haven't met yet but you are working with our team up at El Encanto and I am looking forward to meeting you when that project is further along. I wanted to take an opportunity to put in a plug for a landscaper we've worked with quite a bit over the years and who is bidding on the Bella Riviera project that you've designed.

We've had great experiences with Pierre Landscape over the years on projects ranging from \$30,000 to upwards of \$500,000 here in the Los Angeles area. We've come to really appreciate the responsiveness of David Reed and others there in their office. The quality of their plant material selections never disappoints.

Although mostly doing residential work for the last 8 years, my partner Mark Daniels and I both came from the world of commercial construction (Morley, Peck/Jones) and dealing with a very professional company like Pierre is refreshing. If you have the opportunity to work with Pierre Landscape I think you'll appreciate their team approach, their communication skills, their attention to detail and the fact that they stand behind their work.

I'm sure in this market you have many landscape companies to choose from but I wanted to make sure you knew that you could be confident in Pierre Landscape's ability to perform to a high level if they are selected to perform the work on Bella Riviera. Feel free to contact me if you have any questions about their work.

Again, I am looking forward to meeting you up at El Encanto later this year.

Regards,

Shawn A. Nelson  
Nelson Daniels, Inc.

cc: Greg Sanders, Snyder Langston Fax (949) 225-3162