

Alfred Housing Committee, Inc.

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Ms. Barbara Lamphere
Lakewood Development Company
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Please accept this letter as recommendation of Lakewood Development, Two Plus Four Construction or Two Plus Four Management for any project you might be considering.

Often when writing a letter of recommendation, it is difficult to find enough areas that are extraordinary to make a case for exceptionality. In your companies' case (s), the difficulty comes in the infinite number of areas you excel and the fear of being too effusive about them. Herewith is my attempt:

In business, as in life, relationships have what is known as a "honeymoon period." This is the time when you are getting to know each other, you make allowances for differences, and find common ground from which to proceed. Unfortunately, this period is often shorter than we would like and is sometimes followed with a "less than loving" relationship." Not so with Lakewood and Two Plus Four. After our association of over 20 years, the development of 3 housing projects that we are ever-so proud of, and the day to day interaction involved in the management of the same, we feel like we are still on our "honeymoon" with all of you. In fact, so much so, we would ask that you be our partners again!

In the pre-development phase, we are fortunate to primarily work with you, Barb. Your knowledge of the development process is unequaled. You have no peers across the state in bringing a project to fruition. We are aware of your incredible wealth of knowledge of the process, but we cannot help but believe your personal interaction and the relationships you have honed over "lo, these many years," play a vital role in receiving funding approvals time after time. Some may call this your competitive edge; we would call it the key to your success. Your obvious and insatiable need to help people, coupled with your keen sense of the development process make this an unbelievably enjoyable and fulfilling part of working with your company. Might we add, you are so much fun!

During the construction phase, it is our complete pleasure to work with Sue Bacon Kimmel and Pete Wilson. In the case of Sue, we would be remiss in not stating the obvious, ... "the apple does not fall far from the tree." Who could possibly equal Dave Bacon when it comes to the construction phase of a project? The obvious answer, "why, his daughter, of course!" It is a known fact that in family-owned businesses, the second and succeeding generations are weaker and less productive than the originals. Sue Kimmel is a bright, enthusiastic, caring, and knowledgeable professional who was smart enough to "learn at the knee of the Master." To our benefit, Master, David Bacon is. Articulate and knowledgeable student is Sue. Her steely determination, coupled with her compassionate and easy-going demeanor, has brought this sometimes-demanding project in under-budget and in record time!

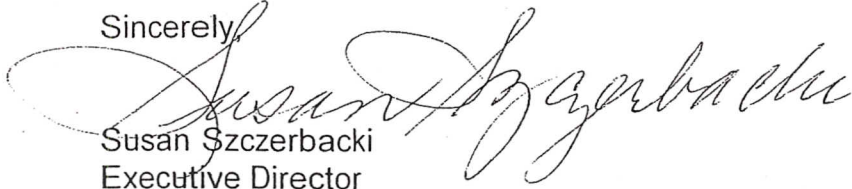
Again, in the case of Pete Wilson, the personnel at Two Plus Four can only be described in superlatives. There IS no one nicer, more professional, more organized, or more knowledgeable of every phase of construction. As long as we are discussing construction, we have to include Mark DeTomasso. Where do you find these people? We have never (ever) worked with anyone so completely ideal for a job. We all know how difficult it can be to work with municipal officials, both elected and staff. We know how difficult scheduling subcontractors, inspectors, and material deliveries can be. We also all know how weather can be so unpredictable and change the course of a project. Well, we have figured out that it is Mark's easy-going style, attention to detail, and his euphemistic and literal willingness to "get in the hole and dig with you," that makes him the definitive Clerk of the Works. Could you please explain the part where he controls the weather...now that's just scary!

Finally, your rental management team is beyond reproach. Once again, we have almost a daily interaction with Sue Kimmel or Kris Carey. Does every other management company make even the most obnoxious tenant or odious paperwork seem like fun? How is it possible that even the stickiest situation is resolved harmoniously and with no hard feelings? We have analyzed this and found that technical knowledge, an understanding of the human condition and a complete willingness to work with people make this possible. It is not going too far to say these people have been role models for all of us. We hope our joint management experience continues long into the future.

All this is to say, thank you for all your hard work on behalf of the people of Wellsville; the residents of Gardner Heights, Wellsville Woods and Carpenter Commons, in particular. We sure could not have done it and done it so well without all of you at Two Plus Four!

If you need a recommendation in the future, please use this letter albeit inadequate in expressing our respect and gratitude, as you see fit. We would be pleased to answer any further questions regarding our experiences with your company.

Sincerely,

A handwritten signature in cursive script, reading "Susan Szczerbacki". The signature is written in black ink and is positioned to the right of the typed name.

Susan Szczerbacki
Executive Director
Board of Directors and Staff