



QUATTROCCHI KWOK
ARCHITECTS

April 4, 2011

To Whom it may Concern:

Based on our long and productive professional relationship, we are happy to provide this letter of recommendation for Swank Construction, Inc. Our firms have had a relationship dating back at least to 1996 when we worked together on the new American Canyon Middle School campus. In 2004 together we restored and modernized the charming old Salvador Elementary School north of Napa. And in 2006 Swank built two new gymnasiums that we designed for the Napa Valley USD at Redwood MS and Silverado MS. Each of these Projects was competitively bid, but Swank Construction always acted more like a collaborative partner such as one would expect only in a negotiated Contract. Another similar gym at Harvest MS is currently in the approval phase, and both NVUSD and QKA have been encouraging Swank to aggressively pursue this project since we would like them to build this one for us, too.

Here are just a few of the areas that I think Swank excels in:

- Aggressive maintenance of Schedule. This is so critical for school projects, and Swank was always looking ahead and trying to solve problems before they slowed things down.
- Dedication to achieving Owner's vision. Swank goes out of their way to understand what the Owner needs and desires are, and works in a way to achieve those goals.
- Fair and productive relationships with Subcontractors: Swank manages their subcontractors in an effective way in terms of preparation and scheduling and compensation. The change order requests that we saw were always pre-negotiated by Swank to exclude unwarranted requests, but the treatment was always fair and considerate enough to elicit good cooperation from Subcontractors.

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- Good people skills: Everyone I've worked with at Swank has had a pleasant "let's work together on this one" attitude. I'm sure there are others that I haven't met, but I can speak highly and warmly of my experience with Jerry, Alan, Forrest, Stan, and Jennifer.

We've been delighted with our experiences with Swank Construction in the past, and look forward to further Projects together. We unequivocally recommend Swank to other Architects and Districts, with the confidence that they will serve others as well as they have served us.

Sincerely,

Jon Stong



cc: file
Don Evans; NVUSD