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To Whom It May Concern:

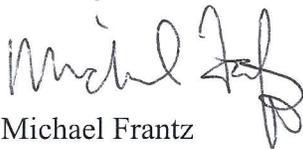
We have worked with Karl Beckmann and Beckmann Construction on four rounds of projects at our house in the Berkeley Hills. The first round of projects was in 1997 so we've now spanned ten years in working with Karl. Each grouping of projects has had different components and Karl's team has performed well in executing these assignments.

Over time our projects have grown in scope and each one has been on a time and materials basis. While we were initially nervous about this approach, we've found that when compared to other contracting approaches, we don't believe there to be any significant downsides. Many construction jobs inevitably involve changes in scope, unforeseen conditions requiring adjustment to the plan and the like. All of these situations can result in higher costs; but, they are not the result of basis upon which the contractor gets paid; but, rather due to the inherent uncertainties in construction and remodeling projects.

We've found that the time and materials basis allows us to more quickly make decisions and adjustments to the work plan and priorities. Karl and his team are good at highlighting issues as they arise and anticipating potential issues before they are determinable. We've found that we're more involved with the projects and therefore more appreciative of the results when completed.

We've also found his crew to be diligent and focused on delivering quality work. Several members of his team worked on some of our original projects back in 1997. Karl has also continued to broaden his team's skill sets and inventory of equipment and capabilities.

Best regards,



Michael Frantz
Berkeley, CA