



ARCHITECTURE AND PLANNING

February 25, 1993

RE: Letter of Reference

FOR: Mr. Michael P. Orlando
The Orlando Company
1201 Camino del Mar, Suite 201
Del Mar, California 92014

To Whom It May Concern:


We have had the opportunity to work with Mr. Michael P. Orlando, first with his association with Sudberry Properties, Inc., and now with his new company. SGPA/Architecture and Planning was engaged by Mike to provide consulting services, including initial feasibility studies through construction contract administration on commercial/retail development projects. SGPA has made retail project planning a focused market segment for over twenty years.

Mike has demonstrated a real understanding of retail development, and the dynamic of achieving the property's highest and best use coupled with the realities of leasing. As an Architect with an interest in design quality, I admire Mike's sensitivity to the importance of the project's design -- while getting the most out of the construction cost budget.

With governmental processing having a significant impact these days, Mike's intuitive leadership in this area is a great value. His pro-active/hands-on approach is essential to the success of a project, and he has such a positive impact on the project where government review is often an obstacle to a successful development.

We are pleased to highly recommend the qualifications and professional talents of Mike Orlando. He has the ability to bring a depth of understanding to the complexities of commercial development and be a key individual on any development team. Don't hesitate to contact this office for further information.

Sincerely,



David L. Tilton, AIA
Senior Associate

DLT:dmp