

March 28, 2014

To whom it may concern,

I have been engaged with Greg and his firm since 2002, previously at my former employer (Pacific Source) and more recently at my company, Island Contractors Supply LLC. Both companies are mainland-based material supply houses providing all manner of building materials, specifically dedicated to developers, contractors, and owner builders building homes in Hawaii. Brown Development is primarily engaged in the highly competitive residential luxury home market.

Greg has consistently outperformed his competitors over a long period of time. His keen insights into market trends, buyer awareness and desires, and ability to recognize opportunities in land acquisitions others do not see are major contributing factors to his success. These attributes coupled with razor sharp cost controls, unsurpassed speed, and accuracy on delivery of end product are truly an amazing combination that is rarely seen in this category of home in his market. Greg routinely delivers his end product in half the time of his competitors which given the challenges of building in the Islands is quite remarkable.

Greg and his company, Brown Development is one of our most highly valued customers and we are proud to be associated with his company.

Respectfully,

Mike Johnson
Member Agent
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