

May 20, 2020

This letter is written in support of Greg Brown and Brown Development's excellent work on constructing our retirement home on the Big Island. My wife Tammy and I have owned a vacation home on the Kohala Coast since 2001. We started looking for property to build a larger retirement home/family compound starting in 2015. When our lot at Naupaka Place in Waikoloa came on the market in early 2017, we knew it was the right one for us. We did most of the initial design ourselves, ultimately deciding on a main house of approx. 5,000 square feet and a separate Ohana unit of just under 1,000 square feet.

My company, Edenbridge Homes, is located in the San Francisco Bay Area and is engaged in all facets of homebuilding and developing, from land acquisition to entitlement, mapping, construction and sales. Over the past 15 years, we have completed residential projects ranging from 3 homes to over 50 homes. Unfortunately our company does not operate in Hawaii, so Tammy and I were faced with the difficult decision of hiring a Hawaii general contractor.

We interviewed several contractors on the Big Island prior to starting our home. Specifically, we were looking for a firm that had deep experience with custom homes and that could also help us with architecture and permit processing. We were also very concerned with the project schedule, having seen other Hawaii projects languish for years before being completed. Brown Development invited us to Maui to view some of their completed homes and meet their team. We found Greg's team to be polished, professional and quite capable. We were impressed with Brown's history of work on Maui and their commitment to their Big Island expansion.

After several discussions, we agreed that the fairest form of contract would be a cost plus, whereby Greg's team would build the house as we specified and we would be billed the cost of labor and materials plus a profit/overhead percentage to Brown Development. Tammy and I were most comfortable with this format because Brown self-performs most of the work. From framing to roofing, pool construction and drywall, Greg has a broad group of excellent employees on both the Big Island and Maui that he efficiently implemented on our project. The quality of the work was outstanding and we saved 20-30% over comparable Big Island custom home projects. Moreover, Greg and his team completed our house in just over a year from the issuance of the building permit.

Since completion, Brown Development has been very responsive with the minor issues we have had with the house. Tammy and I are grateful for the opportunity to work with Greg and his group and would recommend them without hesitation.



Patrick J Geary