



## DIRECT INVEST

School District Project Manager  
Pearl River School District  
Pearl River NY

Re: Scott Baird as Project Manager

ToWhom it May Concern:

I would highly recommend Scott Baird for the position of Project Manager for the Pearl River School District Renovation Project. I have known and worked with Scott for 2 years in varying capacities.

I worked for a real estate company called UrbanAmerica L.P. where we bought, sold, and managed commercial real estate in urban areas. We owned a property in Mount Vernon, New York that was in dire need of help. The facility was an old school that had been renovated and leased to a Rockland County operated Psychiatric Center. The tenant used the site as an outpatient facility for the mentally ill and homeless. The work that was being done by the tenant put unusual strain on the buildings systems and in particular put a strain on the services being provided and quality of the up-keep of the facility. For instance, patients were provided medication which at times made them sick causing the toilets to clog or patients would urinate in the halls causing increased cleaning costs. The Tenant unfortunately did not see the difficulties they were causing the building and when I met Scott were threatening to vacate unless the Landlord fixed these and other structural issues.


We hired Scott as our Project Manager to manage a construction project that would not only renovate the entire building without vacating the tenant but help restore the tenant's faith in the landlord. He immediately began communicating with the tenant to build a relationship and to understand their needs. This was pivotal in the success of the project. He created a plan that was utilized to create a \$1 million budget, which was presented and accepted by UrbanAmerica's senior management. He then bid-out the job, chose the necessary trades to work the job, and managed the 5 month renovation to budget with minimal disturbance to the tenant. I must say this was no easy task with the mistrust that existed between Landlord and Tenant.

Scott did an exemplary job as can be seen in the fact that in order to help UrbanAmerica from letting the building deteriorate again we hired Scott to manage the building on a daily basis. Since taking on this project at the end of last year he as improved the

monthly reporting provided for the building and continued improving the relationship between Landlord and Tenant.

If you would like to discuss Scott's role further please feel free to call me at 201-722-3595.

Sincerely,

A handwritten signature in blue ink, reading "Jeffrey S. Pappas". The signature is fluid and cursive, with the first name "Jeffrey" and last name "Pappas" clearly distinguishable.

Jeffrey S. Pappas  
**Acquisitions Manager**  
**Direct Invest LLC**