

marinablue



June 17<sup>th</sup>, 2016

Strategic Claim Consultants  
949 Image Avenue  
Atlanta, Georgia 30349

Attention: Brandon Lewis

To whom it may concern:

In early summer 2015 Marina Blue suffered a massive flood due to a fresh water line malfunction ultimately damaging 60,000 square feet of our retail space over five floors. Marina Blue has over 500 residential condos and apartments supported by our retail space which are used all year round for vacationers and permanent residents. In the days after the break I realized that the enormity of the scope of the loss and how it was going to impact our building would require true advocate experts. Damages were in the millions and the loss of income/rents was going to have major impact on our ability to function as normal.

While we had been told by our agent/broker that he would assist in taking care of us we realized early on that this was not his role. This prompted us to interview several firms around the country to assist in the game planning, measurement, and documentation of the building damages along with financial losses. We also needed to address both our common area insurance, builders risk, and the tenants mandated insurance policies which all played a role in the ultimate settlements. Upon evaluation of these firms I engaged Strategic Claims based on their pedigree in handling large multi-layered losses and their overall reputation.

During the months that followed, we were reassured that the decision to hire Strategic Claims was the right one based on their expertise, diligence, and precise handling of all owners and commercial tenants. While we hope to never suffer through another flood event such as this, I would not hesitate to call Strategic Claims to represent our claims should the need arise.

Sincerely,

Joseph Grill  
Managing Partner, Asset manager  
Marina Blue Investments  
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