

Apartment Services Company, L.L.C.

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To Whom It May Concern

Re: Water Smart, Inc., water reduction program.

Dear Sir or Madame:

With the funds provided by a successful commercial law practice I began investing in the Tulsa Multifamily real estate market in the late 80s. By the early 90s I accelerated my investments, formed Apartment Services Company ("ASC"), and reduced my law practice to focus on real estate development and management.

Primary investments were distressed properties with significant deferred maintenance that could be converted into high efficiency, low maintenance units. Typical improvements included new roofs, new thermal pane windows, new exterior paint and/or siding, new high efficiency heat & air, separate electric metering, resurfacing parking lots, extensive carpentry repairs, extensive landscaping and sprinkler systems, construction and design of playgrounds, total remodels inside with substantial replacement of fixtures, tile, carpet, countertops and appliances.

In all I have been directly involved in the renovation of 10 apartment complexes in the Tulsa Metropolitan Area.

About this time last year I made arrangements with Tom Stallings, AKA "Tom the Toilet Man" of Water Smart, Inc. to replace over 900 toilets at 5 different locations, along with water saver showerheads and faucet aerators. Water Smart came with their crew and quickly and professionally got the job done. They were easy to work with and diligent in doing the job right. We have just completed our analysis of the savings and it would be fair to say that we achieved a 32% to 34% reduction in water usage. Some buildings had a higher percentage and some were lower.

The group I am involved with is actively pursuing further property acquisitions at this time. If a property we acquire has the old 3 to 5 gallon type toilets, our plan is to replace them and the showerheads and faucet aerators, with the ones from the Water Smart water reduction program. I have also had my own crew change out the toilets, showerheads and aerators, in over 80 additional units, with the ones from Water Smart.

Seeing is believing.

Sincerely,

Greg Guerrero, Managing Member of
Apartment Services Company, L.L.C.