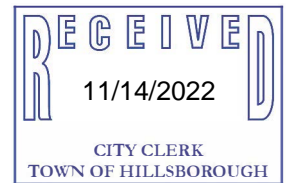




GREG TERRY

**Gregory J. Terry**  
Broker Associate  
650.678.1110  
greg@gregterry.com  
www.gregterry.com  
DRE 00957651



Gregory and Ahna Terry  
[REDACTED]  
Hillsborough, CA 94010

November 14, 2022

Town of Hillsborough  
1600 Floribunda Avenue  
Hillsborough, CA 94010

Re: 1950 Ralston Avenue/RG Developments Application

Dear Mayor and Council Members,

I am writing this letter of support for the project at 1950 Ralston Ave as applied for by Greg Gambrioli of RG Developments.

I have over thirty years of real estate (and construction) experience behind me, serving the local community as a real estate Broker. I have zero vested interest in the subject project. I am merely [REDACTED] support based on my professional experience as a real estate broker as well as a fellow general contractor.

I have known Greg for over twenty years and met him while watching him frame a roof in Burlingame with his Father-in-Law. I hadn't seen that kind of hands-on construction since the days of framing (working for) with my Father (Bud Terry). I laterally drove to my Dad's house, picked him up and drove him to the job site so he could witness what I had mired at, we were both reminded of the good old days when we worked together as Father and Son. From there I went on to from a deep and trusted friendship and professional relationship with Greg.

As time went on, I witnessed Greg's popularity grow in the community via his construction company. People were (are) impressed with Greg's affability, transparency with pricing, eye for detail and dedication to the craft. The end product of the builds completed by Greg caught the eye of some of the most accomplished people I know in the industry who wanted to know more about this "person". I recall having lunch with my good friend Farro Essalat one day and he mentioned "who is this RG person" ...I elaborated on who my friend Greg was and what he stood for in construction. I wound up connecting the two and I am pleased to say that Farro was elated to have another (of few) contractor he felt worthy of carrying out the design of his projects.

To this day I find myself seeking the enjoyment of watching one of Greg's projects from start to finish, the same way I seek watching one of Farro's projects. The level of care and attention to detail all in the vein of completing an aesthetic structure that is of lasting significance implanting the roots of fine architecture and quality construction is commendable.

**COMPASS**



GREG TERRY

**Gregory J. Terry**  
Broker Associate  
650.678.1110  
greg@gregterry.com  
www.gregterry.com  
DRE 00957651

As a resident of this great community, we value the land we reside on, our ability to abide by the [REDACTED] and apply them to a property in order to enhance and maximize its potential (and our enjoyment of them); which in turn generates value both intrinsic and emotional in nature. I can't imagine where our Town would be today if we were somehow stifled from being able to enhance our properties and capitalize on the fruits of our efforts. There should be no difference in a project being built for ultimate sale or a project being built for one's Family to enjoy as the ultimate use is the same and part of our building of a Town to be proud to reside in, Hillsborough.

Given the keen eye of the ADRB who has been appointed by "us" to assure consistency of design and accuracy of implementation, coupled with the expertise of Greg Gambrioli and his architectural team; I am extremely confident the end product of 1950 Ralston will, once again, be a monument to the process which makes our community a sought-after place to call "Home".

Sincerely,

Greg Terry

[REDACTED]  
Hillsborough, CA 94010