

From: Kifah Laham <[REDACTED]>

To: "jeffrey E. [REDACTED]" <[REDACTED]>, "[REDACTED]" <[REDACTED]>

CC: Xavier CARTRON <[REDACTED]>

Subject: LSJ18.45: Presentation9-23-01-19

Date: Tue, 29 Jan 2019 11:07:17 +0000

Attachments: fallingwater-frank-lloyd-wright.jpg

Embedded: unnamed

Inline-Images: image001.png; image002.png

Dear Mr. Jeffrey

We take note of your last 2 emails (the below and attached), in which you expressed your dissatisfaction regarding the last Presentation that took place in Paris on the 23rd of January 2019.

It is with great astonishment; and without emotions, we take note of your comments especially after our last productive and positive meeting in Paris.

We do not question your mode of expression nor your approach but rather respect it. However, we consider it as subjective – In Design there is nothing called "Nice" or "Ugly" it is not Engineering or Mathematics where $1 + 1 = 2$.
Imagine if [Frank Lloyd Wright presented the "Falling Water" House \(copy attached\) and it was rejected. This most important house would have never been built. We want to build you a house to the same level as the "Falling Water".](#)

We wish to clarify few points and propose to you a Strategy for the future if you still wish to continue working with us:

1- Our current involvement is Master Plan with proposed Architecture Character and Space Program considering the Project Constraints.

In good will; and in order to resolve Major Site Constraints and to define the Client's Requirements, we went way beyond our contractual obligations and provided you in our last presentation the following:

- Our Initial Developed Architectural Concept/Approach
- Two Alternative Architectural Concepts/Approaches
- As-Built Site 3D Model
- 3 Optional 3D massing Studies.

We developed all the options to open up all the possible approach of the site development and not to resolve small details like adding a window or enlarging a room. We believe that the main points like General Buildings Locations, General Program, General Building Views, General Requirements are been met with minor exceptions.

This made us incur losses and costs that exceed our total contract value.

2- In the last presentation Xavier noted clearly that these Options (especially the third option) needs further development and this presentation is to agree on a the General Design Approach.

3- We were expecting after this last meeting, that you chose One General Scheme / Option and based on which we can start the Design Development Phase (with a New Higher Level Detailed Scope of Work, Involvement and Contract) to cover the following tasks:

- Design Development of One Architectural Option
- Interior Design and Landscape Design Concept Design and further Detailed Design
- Engaging Engineering Office to work in parallel with us on the Project Design Development (Geotechnical, MEP, Structure, Wind Testing, Hurricanes Simulation Modeling, etc,..). We already started our discussions with some.
- Involving Construction Company to work parallel with us on the Constructability and Logistics Plans and Pre-Studies. We already started our discussions with some.

If we agree on high level Option to develop, all your comments and details can be incorporated as we go and this is a common practice. But the comments should not hold the Project Development as we have major Constraints that we need to look into at this stage if you need to complete this project in 3 to 4 years.

4- Regarding your point about the project being too difficult. We are very confident about our Experience, we don't believe in the word "difficult". We can Design and Build to you the Best and Biggest Project in the World – this is what we are good at. We love challenges and we are experts in resolving it.

You appointed us to assist you in realizing this project, so we assume that you need to trust us and our approach (for sure under your directives and guidance).

Our projects that we are involved in became master pieces and or projects to be history of countries.

5- We have no objection to design on site and to setup a design team there – we can discuss such involvement details and costs if needed. We believe that this can be a plus, but with our 3D tools that we use we are able to simulate the site from our office.

6- Regarding your point about Xavier's comment to keep the existing pool. I think there is a big misunderstanding as for sure we don't want to keep the existing pool and the proof to that is that we eliminated it from our 3 options.

Stating the above, I think it is necessary to clarify our mutual commitments as soon as possible.

We remain at your disposal to discuss the next step and looking forward to continue working together on this exciting project.

Regards,

Kifah Laham

Chief Executive Officer



xavier cartron
PARIS

3, passage Kracher
75018 PARIS
FRANCE
Tel: +971 2 447 4845
Mob: [REDACTED]
Email: [REDACTED]

Web: xaviercartron.fr

From: J [mailto:[REDACTED]]
Sent: Saturday, January 26, 2019 3:13 PM
To: Kifah Laham; [REDACTED]
Cc: Xavier CARTRON; Olivier Molla
Subject: Re: LSJ18.45: Presentation9-23-01-19

It is painful to write this. you listed constraints but not detailed program. few of our conversation taken into consideration. . just look at the master bedroom. a room that i rarely open the window, has mostly windows (4) and doors (3). a dressing room that is totally dark. no natural light. that acts as the entracne to the bedroom awfull awful awful. a lobby that is dark. ?? only one bathroom attached. ? how does nurse nanay get to children area.? all very not right. .

Kifah , If you thought the project was too difficult and not worth your time. I wish you would have just told me so. we all have spent months skype s trips computer renderings. master plan . and from the first time I sat in your office I explained that i thought it impossible to try to design from an office. as opposed to walking drawing etc. this is the result. views that are not right. not nice. circulation of staff. maintenance etc. not respected. . I really do like both you and xavier. your talent is unique , the work you showed me was

extraordinary. you came with the highest recommendation. . I value your friendship . however, this last plain including the pixel that forgets that we are in a rainy environment not the desert , so walking from building to building in a day of rain was one of the main reasons NOT to have a similar plan to current. . and the fact that xavier said I could even keep the current horrible pool , is difficult for me to understand.

From: Kifah Laham
Sent: Friday, January 25, 2019 10:39 AM
To: jeffrey E. ([REDACTED])
Cc: Xavier CARTRON; Olivier Molla
Subject: LSJ18.45: Presentation9-23-01-19

Dear Mr. Jeffery,

It was very nice to see you again and thank you for visiting our office for the 23rd of January 2019 presentation.

Please find attached the Presentation as requested.

If you have any queries, please don't hesitate to let us know.

We are looking forward for your selection of the Design Option and to move forward to the next step.

Regards,

Kifah Laham
Chief Executive Officer



xavier cartron
PARIS

3, passage Kracher
75018 PARIS
FRANCE
Tel: +971 2 447 4845
Mob: +971 56 9111 007
[REDACTED]

Web: xaviercartron.fr