



February 14, 2008

To Whom It May Concern:

I am writing in enthusiastic support for Jonathan Martin. Until this academic year, I worked at Saklan Valley School as Director of Development and Marketing Initiatives, Network Administrator, and French Teacher. As Head of School, Jonathan was my immediate supervisor, and given my multiple responsibilities at the school, I am in an excellent position to comment on his many qualities and talents. Quite simply, Jonathan is a joy to work with: dedicated, determined, insightful, and consistently pleasant.

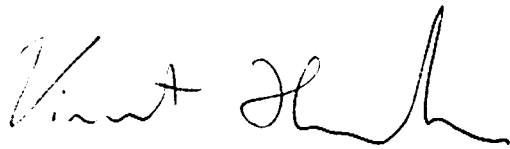
Jonathan is a take-charge person who ably tackled the challenges of being a school head. One of his best talents is his uncanny ability to articulate ideas, policies, and his vision for the school to a wide range of constituencies. Jonathan's vision for Saklan came out of both experience and a passionate philosophy. A small institution such as Saklan benefited immensely from his leadership in this regard. It also benefited from his rare ability to take on many administrative different roles. In addition to the increasingly more common head of school responsibilities such as fund-raising, he took charge of school admissions and financial aid, mentored the administrative team, supervised and evaluated teachers, and was fully accessible to parents.

I worked closely with Jonathan on the school's fundraising efforts. I was greatly appreciative of his style of management and leadership: He had a unique ability to inspire with his wise and intelligent comments, while never micro-managing. Ultimately, Saklan's fund raising efforts were very successful, in large part because of Jonathan's ability to tactfully educate the community about the importance of philanthropy while keeping the fundraising efforts focused and relevant. His instrumental leadership in the development of several marketing plans for Saklan resulted in increased admission into Saklan, leaving the school on more sound financial footing.

One of Jonathan's skills which was most impressive to me, and which illustrates his many talents, is his ability to work with and manage the school's relationship with the Board of Trustees. During board development meetings, I was always impressed by his ability to keep the focus of the conversation on what was at stake while listening to the understandable preoccupations of the trustees.

Jonathan will be a tremendous asset to any school or organization, and he has my highest recommendation. If you have further questions with regards to his background or qualifications, please do not hesitate to contact me by phone (301-841-2207) or e-mail ([vhermosilla@norwoodschoool.org](mailto:vhermosilla@norwoodschoool.org)).

Sincerely,

A handwritten signature in black ink, appearing to read "Vincent Hermosilla". The signature is fluid and cursive, with a prominent initial "V" and a long, sweeping underline.

Vincent Hermosilla  
Office of Institutional Advancement