



April 11, 2016

To Whom It May Concern,

My firm represents a large national technology firm. We were hired by this client to assist them with their national real estate needs and drive better financial terms and more flexible structures into their lease obligations. We recently partnered with Greg Gaddis for a requirement in Boise, Idaho. This was one of our first transactions with this client and so we had a desire to produce positive results right out of the gate.

We were faced with a need to downsize and provide for future uncertainty with flexible options and yet at the same time maintain existing lease rates that were set in place 5 years prior. However, the market had significantly tightened in favor of Landlords since that time. Through his knowledge of the local real estate market and the area's various landlord motivations, Greg was able to provide significant leverage in allowing us to negotiate the terms we needed in this location. Greg spent considerable time on the ground and on the phone working through solutions for each deal point. He even went so far as to manage the installation of some carpeting the local office needed!

Greg is a great partner and I would not hesitate to recommend his services!

Sincerely,

A handwritten signature in black ink, appearing to read "Jay Farmer".

Jay Farmer
Managing Director