

**MOFFATT
THOMAS**
Attorneys at Law

E. Renn Yorgason
Administrator
(208) 385-5421
ery@moffatt.com

MAILING ADDRESS: PO Box 829
Boise ID 83701-0829

PHYSICAL ADDRESS: 999 Main Street, Suite 1300
Boise ID 83702-9009
208.345.2000

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Dear Sir/Madame,

I have enjoyed a productive business relationship with Bill Beck for more than 20 years. Bill's honesty, integrity and calm demeanor make this highly principled gentleman very comfortable to work with. Bill was invaluable in helping us recently secure a lease of outstanding space. During the process he was persistent in keeping us informed, always thought in terms of what was best for our firm and in the end accomplished what he said he would do. He listened to understand our questions and competently explained underlying concepts and background factors. His deep understanding of the local office building market allows him to know how hard to push for a realistic agreement. His unique concept of exclusively representing only tenants makes Bill a natural choice for prospective tenants.

Very truly yours,

