

# E·P·S

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Consulting & Plan Administration

July 21, 2016

Adam C. Starr, Sr. VP  
Brenner Real Estate Group  
1500 West Cypress Creek Road; Suite 409  
Ft. Lauderdale, FL 33309

Dear Adam:

You were originally recommended to us by one of our corporate clients who uses you in respect to their lease and other properties and you came highly recommended especially in regards to commercial real estate. As you have gleaned, I have no experience in commercial property, while on the other side, I personally buy and sell residential properties annually numbering anywhere from 10 to 16, less or more per annum.

Therefore, as I have found out over the many months you and I have been seeking a new office for us in the Fort Lauderdale area, I can be very detailed and a pain in the neck to an experienced person such as yourself.

I found your patience extraordinary over the many, many months we have been jointly analyzing available leaseholds and locations. If I were to compare your patience with mine in dealing with potential clients, you would fall closer to "sainthood" while I would have run out of patience long ago, and for that I truly appreciate your ability to ride with the curves punches I threw at you.

So, after this search beginning many months ago, you and I finally settled on the old Landmark Bank Building, now "One Financial Plaza", and the built out suite on the 6<sup>th</sup> floor which we believe is perfect for our size.

But, the real thank you, goes for the negotiations with the brokers representing the Landlord since we had to go back and forth on such areas as: (a) parking overnight in the garage; (b) the number of parking spaces currently and subsequently adjusted downward and upward according to proper notice and need; (c) damage deposit; (d) six-months of free rent (totally unexpected on our part) offset only by a change of an additional five months added to the end of the lease after five years; (e) the negotiations by you on the square footage beginning costs (slightly lower than anticipated); (f) you obtained, without cost the entire month of October for wiring and setup; and on and on and on.

Over all, the experience working with you indicates that there are truly professionals out there who take their profession as one to render services on behalf of clients, producing no harm and obtaining the very best arrangements possible through negotiations.

You are truly a gem, for which I respectfully thank you, now that the lease is sealed and ready to be delivered. My best wishes for your continued success for others.



Neil A. Useden, Chairman