

15 December 2016

Read Commercial Properties
6 Manhattan Square, Suite 102
Hampton, VA 23666

Dear Craig,

AOCE and I would like to acknowledge the outstanding service and support you have rendered to us over the last twelve years as our real estate agent. You have successfully guided us through three office moves that were exactly in tune with our business requirements. With each move, we relied on your deep experience of the commercial real estate industry in the local area, your expertise to match our requirements to what was available and your uncanny ability to identify improvements necessary to ensure the office spaces were the best possible. Finally, we are confident that your superb negotiation skills are solely responsible for our ability to get the best possible deal on these three separate occasions.

Our current office in Williamsburg is exactly the kind of space a small but rapidly growing company requires. It has sufficient space for our current workforce and ample room to accommodate further staff growth. Further, it is a showcase office in a great neighborhood, both selling points to potential employees as well as customers and partners. We are continually amazed at how you were able to find the space and get us into it.

In the past twelve years as our real estate agent, we have come to admire your honesty, professionalism and work ethic. Your due diligence on our office requirements was reflected in the materials you assembled prior to viewing properties. You ensured we were fully prepared for what we were about to see well before setting foot out the door. We also admire the way you have represented our interests during meetings with potential landlords ensuring we had a full picture of what we were buying before signing on the dotted line.

We at AOCE, from the CEO on down, have truly enjoyed working with you and look forward to continuing the relationship well into the future. Thanks for everything you have done.

Sincerely,



Richard M. Sayers, Jr.
Chief Operating Officer