



700 THIMBLE SHOALS BLVD. • SUITE 100 • NEWPORT NEWS, VA 23606

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May 24, 2012

Mr. F. Craig Read, President
Read Commercial Properties, Inc.
6 Manhattan Sq., Suite 102
Hampton, VA 23666

Dear Craig,

As we get settled into our new office space I want to take a minute to thank Read Commercial Properties for the work you and Will Andrews did on our new lease at 700 Thimble Shoals Blvd Newport News VA.

Until we met with you and Will last spring, we had not seriously considered moving to a new location. However you provided several alternative locations showing that we could save approximately \$200,000 over the term of the lease. Even though we were reluctant to commit to exploring every option, your persistence in helping us understand the market dynamics was most helpful.

Moving an office with over one hundred employees after 16 years in the same location is no small undertaking. Nevertheless moving to your building at 700 Thimble Shoals not only provided a rental savings in excess of \$200,000, but also gave us naming rights to the building and prominent signage, greatly enhancing our visibility. This exposure will help to promote us as a major employer in the marketplace. In addition we are excited to be in a space that is designed around our specific requirements. Finally the free rent provided by our Landlord substantially offset our moving costs.

Thank you for the work you performed to assist our company in making a good business decision. We are looking forward to many years in the facility. I would highly recommend that any company should consider speaking to the Read organization as a first step prior to renewing their lease.

Sincerely,

Gibbs & Cox Inc.

A handwritten signature in black ink, appearing to read "Jerry W. Pinkard", is written over the typed name and title.

Jerry W. Pinkard
Vice President-Design Group