



Health Research  
of Hampton Roads

720 Thimble Shoals Blvd., Suite 110  
Newport News, Virginia 23606  
Phone 757-591-8100 Fax 757-591-8600

Chester L. "Tim" Fisher, Jr., M.D., M.P.H.  
Medical Director

December 22, 2016

F. Craig Read  
Read Commercial Properties, Inc.  
6 Manhattan Sq., Suite 102  
Hampton, VA 236676

Re: Lease at 720 Thimble Shoals Blvd.

Dear Craig,

Now that we have settled into our new offices, I would like to thank you for all of the help that Will Andrews with your company provided us.

My wife and I purchased Health Research of Hampton Roads Inc, three years ago expecting that we would outgrow the existing location. As that growth materialized, we engaged Will to help us find the facility that would permit us to take our business to the next level.

Will took the time not just to learn our requirements but also to acquire a general knowledge of what we do as in the industry of clinical pharmaceutical testing. He combined that with his knowledge of the local commercial real estate market to help us identify two excellent locations from which to choose.

Will was courteous, responsive, and focused on achieving our goals. He handled the negotiations with both potential landlords providing us with useful input throughout the process. Once the complete picture for both properties emerged and we made the final selection of 720 Thimble Shoals, he was able to navigate us through the fine points of the lease, helping us to get a lease better tailored to our needs.

I highly recommend you and Will to other business owners who are considering relocating their businesses or who simply need assistance in renewing an existing lease. Our new facility not only accommodates our future growth but does so in a manner that is efficient for us and comfortable for our patients. I believe that other business owners can benefit from a relationship with Read Commercial Properties just as we have.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ted R. Quinn', written over a horizontal line.

Ted R. Quinn  
Chief Operating Officer