



IDC  
Cherrington Corporate Center  
200 Corporate Center Drive  
Suite 200  
Moon Township, Pennsylvania 15108  
Tel 412.269.4330  
Fax 412.269.4525

November 17, 2006

To Whom It May Concern:

We have used David Zeve as our Tenant Representative on real estate projects for our Pittsburgh regional offices, and were extremely satisfied with how he best represented our company and the positive impact his work had on our bottom line.

On each project, he effectively managed all aspects of the analyses, negotiations, and his approach helped us build leverage so that we secured excellent lease terms and rates. His planning and strategy secured our position in getting the landlords to compete for our tenancy and getting the best rental rates, construction allowances, and lease concessions to make the deals better than what the market offered at the time. His negotiation strategies and qualifications exceeded our expectations, which captured all the details in avoiding any surprises after the lease was signed. He managed to incorporate terms that affected key issues which protected our exposure and saved us money, even within the renewal term.

David's approach is very professional, client oriented and he catered to our needs and projected time schedules. He was very sensitive to our personal involvement and kept it to a minimum; getting us involved at important decision making junctures. David always communicated the information and results and he ensured to keeping us on schedule. His outstanding rapport with landlords was a valuable asset to reaching the office space deals we desired. He also provided comprehensive and accurate information on the market, many different scenarios of our projected costs of occupancy, unreimbursed relocation expenses and compared intangibles that enabled us to make our most educated decisions. He provided his array of services and got us the best terms all with a lot less of our time.

We are hopeful to work with David in the future, and appreciate all that he has done in assisting us in meeting our office space needs. I highly respect his abilities, skills, and recommend his professional services!!!

Sincerely,

A handwritten signature in blue ink that reads "Valerie Larcinese". The signature is fluid and cursive, with the first name being more prominent.

Valerie Larcinese  
Office Administrative Manager

cc: File

p:\8965\word\LTR06-10.doc