



April 4, 2016

Richard K. Henneberg
Summit Commercial Real Estate, LLC
6858 Old Dominion Drive, Suite 103
McLean, Virginia 22101

Re: Our office relocation

Dear Rick,

I am writing to personally thank you for your service to Scott Long Construction, Inc. as our broker in our search for a new space. We are thrilled that our lease is signed, our plans are submitted, and we are counting the days until we occupy our new space!

We have been exceptionally impressed with a few features of your work:

First, your personal touch in listening to us – you took the time to understand what was important to our business and our employees. With that information you provided us with a game plan that included many tours and visits and lots of options.

Second, your ability to adjust to our changing needs without complaint was accommodating. A few times down the road I caused you to shift our strategy and you said “no problem” and shifted. That spirit of accommodation is appreciated.

Third, your effort in negotiations of the LOI and the lease was unexpectedly detailed and beneficial. I was surprised that you fought as hard as you did for us. In addition, your service in lease review certainly made my attorney’s efforts minimal.

Please share this letter of recommendation with your future customers. I am happy to talk to anyone considering hiring you as a broker. My personal phone number is 703-887-2086.

Sincerely,

SCOTT-LONG CONSTRUCTION, INC.

John

John B. Scott
President & CEO