



January 9, 2012

To Whom It May Concern:

As the Acquisition Manager for ATEL Properties, I have had the pleasure of knowing and working alongside Mary Jo Cummings and Matt Kulbe for the last few months. During this time, Mary Jo and Matt has demonstrated a tremendous ability to make themselves available at all times for not only me, but for the tenants at our office property, as well as potential tenants requesting to see the property.

Being located in San Francisco, it can be quite challenging to oversee and manage a property that is located close to a thousand miles away. A major necessity to being successful and profitable is having a solid group of individuals that you can trust and will look after your property like it was their own. When I first came on board with ATEL Properties, this was not the case as the vacancy and tenant retention was at a very low level. After interviewing a number of leasing agents from both large and small firms, it became clear that the dedication and people skills displayed by Mary Jo and Matt was unmatched by others agents in the Denver market. Now, after five months working with Mary Jo and Matt, our property is up in occupancy by 10% with another 5-10% expected to come on board over the next six month.

It is for these reasons that I offer a high recommendation for Mary Jo Cummings and Matt Kulbe without reservations. Their determination and abilities are truly invaluable assets that are crucial for any great leasing agent. Any owner of a commercial property that is looking to help turn around an underperforming property, or continue to maintain a stable tenant base should strongly consider hiring Mary Jo Cummings and Matt Kulbe to assist in the leasing and renewal efforts. If you have any questions or concerns regarding this recommendation, please do not hesitate to contact me.

Sincerely,

Zack Johnson
Acquisition Manager
ATEL Properties