

# CONTROL CONCEPTS™

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8748 Clay Rd.  
Houston, TX 77080

January 6, 2014

To whom it may concern:

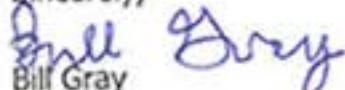
I had the pleasure of doing business with Clint Hankla and Dylan Schopper at Northwinds Commercial Realty in November of 2013. My company, Control Concepts, Inc., hired Clint Hankla and Dylan Schopper to negotiate our lease renewal and expansion for our Dallas office in November 2013. We have rented 13 years at the location. Clint and his mentor Dylan Schopper successfully negotiated an aggressive deal and saved us a lot of stress and money. For any commercial real estate needs in Texas, I will always recommend Clint and Dylan Northwinds Commercial Realty.

The Northwinds Commercial Realty Team is the best commercial real estate brokerage in Houston. They have a team approach to successfully completing real estate deals and are committed to being stronger as a team. Their hunger to negotiate and save this clients' money was ravenous. After three renewals in thirteen years we ended up being \$.30/ SF over market price. I was shocked! We considered moving as an option after finding out about the Dallas market. Moving the outfit would have been very costly and stressful. From Houston, Clint and Dylan negotiated a below market rate, six months abated rent and a build out allowance that allowed us to expand for little cost. Best of all, we didn't have to move to save money.

Northwinds did so much more than what I expected. They were there for the entire process and have frequently followed up through the build out process. Any problems or issues that have arisen, Clint and Dylan have done everything in their power to make things right. Northwinds is an extremely hard-working brokerage and is aggressive with everything they do.

I would characterize Clint Hankla and Dylan Schopper with Northwinds as fiercely loyal to their clients. If I can answer any questions or provide any additional information regarding Clint or Dylan with Northwinds, please do not hesitate to contact me at (281) 460-2516.

Sincerely,

  
Bill Gray

President- Control Concepts, Inc.  
8748 Clay Rd.  
Houston, TX 77080