



C A M E R A S Y S T E M S

January 2017

To Whom It May Concern:

My company Koerner Camera Systems has grown to be the largest film and video equipment rental business in the Northwest. We provide a large array of the most advanced equipment to the burgeoning and economically important film and video industry in the Northwest and beyond. Our clients are both local and national. Our gear is used by every major advertising and creative agency in Portland and many in Seattle in their work for such firms as Nike, Intel, Adidas as well as every major car company. We also provide equipment for most if not all TV shows (Grimm, Leverage, Portlandia) and movies shot in Oregon and many other states. The company has grown every year since its inception in 1995

As our company has grown, I have worked with Todd DeNeffe and Cascade Commercial Real Estate on two major moves and real estate transactions. Our first move was to what was thought to be a slovenly and somewhat depressed area along N Williams Ave in north Portland. Todd was able to see the potential of the area and the building and it was a fantastic move for us as this area has become one of the most desirable and vibrant areas of the city. We outgrew this facility and after a two year search in a very tough market, Todd has expertly represented us in a purchase of much larger and great building at an attractive price point close in Southeast Portland. Todd has done a great job on both deals especially in calling on his multiple sources of professionals to thoroughly analyze the condition of the real estate to avoid unforeseen issues or defects.

Todd is a trusted advisor and knows more about Portland commercial real estate especially in the core areas that anyone I have encountered. He communicates well and is honest and well thought out in his opinions and counsel. His ability to understand his client's needs and translate that into a dogged and intelligent pursuit of facility options is superb. His knowledge of market dynamics, trends, valuations, Portland neighborhoods, land use and city requirement was extremely helpful in first finding appropriate properties that were not often being marketed and then in negotiating and completing a successful purchase of a new building.

I would highly recommend Todd as a skilled, capable, experienced and knowledgeable commercial real estate professional.

Sincerely,

Michael Koerner

Michael Koerner Owner/President
Koerner Camera Systems Inc.