



5 February 2018

To whom it may concern:

It is my pleasure to offer this letter of recommendation for Todd DeNeffe.

I've worked with Todd over the past 2 and a half years as part of my agency's continual search for properties that may be suitable for use as shelter or permanent housing. That type of use is a bit out of the real estate limelight, so I have been particularly impressed by Todd's consistent level of attention and responsiveness. He's also been extremely generous, with much of his support coming in the form of donated time and advice. Regardless, I've greatly appreciated Todd's ability to quickly grasp our needs, identify possible options, help us assess the suitability of those options, and – when appropriate – use his substantial network to connect us to the relevant property owners. Todd has also proven to be an excellent source of advice and guidance on those occasions when we've entered into negotiations with property owners, both public and private. Throughout his work with us, Todd has remained focused on clarifying the likely parameters of any deal so as to help us decide how much effort we should invest along the way – a true advantage when you're trying to evaluate and triage numerous options. Finally, I would just add that Todd's frank and humorous manner make him fun to work with.

I'd be happy to provide additional information about our experience with Todd, if that would be helpful.

With best wishes,

A handwritten signature in black ink, appearing to read "George Devendorf". The signature is fluid and cursive, with a large initial "G" and a long, sweeping tail.

**George Devendorf** | Executive Director

Pronouns: He/Him/His

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