



July 11, 2017

To Whom It May Concern,

Because our Company, Salt & Straw, has been quickly and successfully growing in the last few years, our small production and administrative headquarters facility in the Central Eastside had become seriously inadequate and we needed a much more efficient and larger facility in Portland. We were referred to Todd DeNeffe and Cascade Commercial by another trusted broker who worked with us on our retail leases. Since he had intimate and comprehensive market knowledge, contacts and experience about opportunities in the core areas of Portland where we wanted to relocate, she thought he would be of tremendous assistance to us in finding the best possible building for our future needs.

Todd quickly understood from our initial contacts our unique requirements related to our timing, type of facility and our rather tight geographical preference. He was able to come up with some very good initial options but after understanding the size and costs, we found that these were not good fit. With Todd, we learned from these possibilities, which helped us better understand the market and our requirements. Due to his contacts and knowledge of what is going on in the market, he was able to present us with a building that was not on the market and lined up very well with our facility and financial goals. Though the property was bigger than what we needed and was a lease option rather than a purchase, it became more attractive as we understood that we could sublease the excess space until we needed it for further expansion and that a long term lease was a better arrangement due to the large capital investment we needed to make the building suitable for our operations. Additionally, the property is in the heart of the dynamic energy of the Central Eastside, where we wanted to be and near many of the innovative and fantastic food and beverage companies that we know and with whom we often collaborate.

Todd communicates well, really tries to understand the intimate needs of the companies he works with and is very creative in coming up with real estate and facility solutions that other brokers would either not consider or know about. He would be an excellent choice as a trusted real estate advisor and broker for any company looking to make a successful decisions about the very important aspects related to their facilities

and real estate.

Sincerely,

A handwritten signature in black ink that reads "Kim Malek". The signature is written in a cursive, flowing style.

Kim Malek