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William R. Taxay · Direct Dial 412 297 4925

February 6, 2007

To Whom It May Concern:

Re: David Zeve

I am the chair of the Real Estate Group at Cohen & Grigsby, P.C. and I want to recommend the real estate services provided by David Zeve.

While we regularly represent clients in complex lease negotiations, several years ago our law firm hired David to represent us in determining our best space opportunity. We felt that hiring David would enhance our negotiating leverage and help us get the best lease terms, even though, at the time, we wanted to renew our lease. However, during the process, the building ownership changed and the new owners were very aggressive in regards to renewal terms. Consequently, their best renewal offer was unacceptable to us and David searched the market for better options.

After David performed an extensive market and financial analyses to compare buildings within the market on an "apples to apples" basis, we negotiated the terms of a new lease in a new building. Unfortunately, immediately before our lease was signed the Landlord withdrew its proposal when a major corporate tenant (a client of ours) took the remaining vacant space in that building.

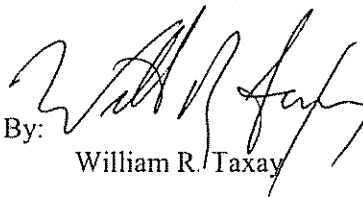
Following this withdrawal, we were forced to start the process again, but with much less time to make a decision. Under the circumstances, David's efficiency and attention to detail were instrumental in refining the terms of a new deal quickly at another building. His service saved us a significant amount of money and he managed the project through an unusually extensive process caused by the tightening market. We achieved an extremely aggressive lease package with the best rental rate and concession allowances among all of the buildings in its class.

In the end, we have great lease terms and space in a building that has served us well. Our satisfaction with our space and the building is owed largely to David's scrutiny of our needs and his ability to negotiate terms that serve our firm. His efforts and process helped us achieve our goals and objectives and we are very satisfied with the competitive advantage he brought in this process.

Please do not hesitate to contact me if you have any questions about David or his services.

Sincerely,

COHEN & GRIGSBY, P.C.

By: 
William R. Taxay

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