



February 15, 2008

RE: Kathy Edwards, Dial Dunlap & Edwards

To Whom it May Concern:

I am writing you to provide a reference for Kathy Edwards of Dial, Dunlap & Edwards in Columbia. Our company, JDH Capital, LLC, hired Kathy in January of 2007 to provide leasing services for Broad River Village Shopping Center, located at the Peak Intersection of Broad River Road and I-26 in Northwest Columbia. I did not know Kathy personally at the time I joined JDH in February, but immediately began working with her to develop strategies for leasing up the center. Kathy dug in, did her homework fast on the market, and began a steady and persistent program of calls, emails and packages to a broad range of retail, restaurant and service tenants.

This effort began paying off immediately. Within a few days she had active prospects, which she converted to signed Letters of Intent, then quickly following up with the more detailed negotiations with each prospect to reach signed leases. During her marketing of the property to date, she has generated 10,750 square feet of executed leases, currently is negotiating several other Letters of Intent, and has continued with aggressive prospecting. We needed to hit some very aggressive milestones in order to convert to this center to permanent financing, and frankly, we could not have done it without Kathy's help.

In twenty years of work in the leasing, development, marketing and construction management of retail shopping centers throughout the Southeast and markets beyond, I have rarely met someone of Kathy's level of professionalism and drive. She learns her market and competition, learns what her property has to offer in competitive advantages, and works her program of calls and follow ups diligently. Her reporting is prompt and concise, her knowledge of lease language and negotiating strategies is very comprehensive, and she can quickly develop rapport with prospects. She also thinks more from a landlord than a tenant perspective, and works very hard to guard the ownerships rights and interests in all transactions. She has offered some creative solutions to deal structures, and it's fair to say we have both learned from each other.

Beyond that, she is just a joy to work with! Her outgoing, friendly personality helps her engender trust from all parties to a transaction or assignment. This intangible but priceless quality in a good salesperson, only comes from a combination of effort, success and years of experience. I recommend her highly, and would be happy to speak with you in person if you desire. Feel free to contact me, my information is provided below and on the enclosed card.

Sincerely,

A handwritten signature in black ink, appearing to read 'Alan A. Marshall, Jr.', written over a horizontal line.

Alan A. Marshall, Jr.
Vice President, Leasing and Sales
JDH Capital
704.496.7117 Direct
704-496-7118-Cell
alan.marshall@jdhcapital.com

TEL
704-357-1220

FAX:
704-357-0018

ADDRESS:
PO Box 19868 Charlotte, NC 28219
3735 Beam Road, Suite B Charlotte, NC 28217

WEB SITE:
jdhcapital.com