



CLEAR, CONCISE, EFFICIENTLY PRECISE REAL ESTATE PROFESSIONALS

During my tenure as Director of Real Estate for AT&T, I had the pleasure to meet Bill Howell; at the time, Bill was Director of Acquisitions, Development, and Asset Management for Mitsui Fudoson. Immediately following Bill's departure from Mitsui, we (AT&T) engaged Bill and his colleagues for various assignments. Most importantly AT&T engaged Bill and his Team to Asset Manage the AT&T corporate owned and corporate leased property portfolio in the seventeen (17) western states as well as other strategic properties located throughout the United States. The exclusive assignment included asset management oversight of corporate facilities, corporate lease buyouts; and coordination of appraisals, brokers, property disposition oversight, and development management. As my opening statement indicated, Bill and HAI Advisors handled our real estate service needs for the portfolio with very clear, concise, and efficient professionalism that exceeded our expectations.

Most sincerely,

Gary

Gary A. Decker
Director of Real Estate
AT&T executive (retired)