

Financial Strategies for Healthcare

5202 Old Orchard Road Suite N700 Skokie, IL 60077 847.441.8780 phone 847.965.3511 fax kaufmanhall.com

Jim Nolan Vice President Woodrow Development Inc. 3663 Woodhead Drive Northbrook, Illinois 60062

Dear Jim:

I am writing to let you how pleased Kaufman Hall was with the leadership of Ken Osterman over the course of the construction on the second floor of Old Orchard Towers.

We decided to award the job to Woodrow based on the previous work we had done with Ken in building out the seventh floor. Ken did a wonderful job for us and we knew that with his leadership the second floor would go well. Ken's general attitude and thoroughness made this a pleasant experience. There was never any doubt that any issues would be resolved with a positive result. Ken remains diligent about doing the best job possible and not leaving any items open which is truly appreciated.

I have recently referred Ken and Woodrow to Zeller Realty Group for their future construction projects. Hopefully that will be fruitful for your company. I look forward to working with Ken and Woodrow again in the future. Please feel free to use me as a reference for your future clients as well.

Sincerely,

KAUFMAN, HALL & ASSOCIATES, INC.

Sandy Nuccio

Chief Financial Officer