

January 16, 2023

To whom it may concern,

On behalf of LaPrairie Group of Companies, we wish to offer our recommendation of Kris Hong (Barclay Street Real Estate) for his commercial real estate services.

In the past decade that we have been operating out of downtown Calgary, we had always chosen to negotiate directly with the landlord when it came to our leasing renewal. We initially engaged Kris's services in 2020, when we were feeling disheartened by lack of effort/accommodation being put forth by our existing landlord. Kris took initiative in negotiating aggressively with the landlord, touring us through countless alternative spaces, and leveraging market options to create more value. We appreciated that throughout this process, Kris was always available to provide advice, answers to our questions, and more importantly, advocate on our behalf. We were elated when Kris was able to negotiate a new lease that allowed us to stay in our existing space, with upwards of \$780,000 in savings.

We look forward to working with Kris again when it comes to our future leasing needs.

Please do not hesitate to call me if you have any questions at (403) 206-1162.

Best regards,



JOEL BELO
Director of Procurement
LaPrairie Group of Companies