



Randy,

As you know, I have personally been doing business with the Cambridge team for over 25 years with the last 22 years while I've been a senior producer for Northwestern Mutual. Over that time period, Northwestern has partnered with Cambridge to purchase over a dozen office buildings in the DC Metro area. In addition, Northwestern partnered with Andy Czekaj in the purchase and development of over 20 self storage facilities. Finally, Northwestern has provided both construction and permanent financing on various Cambridge developments and properties. In aggregate, our investments have totaled over \$650mm.

I consider Cambridge to be one of my best clients and partners. Their team has the integrity, market knowledge and drive to be one of the most successful commercial real estate investors in the DC Metro area. They have expanded to now developing build to suit properties in other markets around the country. I would recommend their services to any real estate investors.

Please feel free to use me as a reference as you expand your business.

Best,

Matt

Matthew D. Ascher | Senior Director

Northwestern Mutual Real Estate