



December 22, 2016

Mrs. Barbara Barhydt
Portland Planning Staff
Portland City Hall
389 Congress Street
Portland, ME 04101

RE: Commercial Street in Portland

Dear Mrs. Barhydt:

I'm writing regarding the future development of Commercial Street in Portland being proposed by Reger Holdings. Our firm NGKF and my prior firm has acted as a financing intermediary for Reger Holdings for the past 15 years on numerous projects from condominiums to industrial. In the last 3 years alone, we arranged the financing for over \$100 million of development in Maine, Massachusetts and South Carolina. One example locally was the Bay House Condominiums in Downtown Portland; a \$20 million dollar construction loan arranged with a Boston Bank that had a very successful sellout.

NGKF Debt group in Boston has the capacity to finance large development projects thru our long term relationships. We also have access to sources thru our owner BGC Partners (NYSE: BGCP) and our proprietary lending platforms in Canter Commercial and Berkeley Point Capital.

Reger Holdings is a third generation well respected real estate company with numerous holdings and experience. The company is run and spearheaded by Mr. Gordon Reger. Our dealing with him and his firm have always been handled in a first class manner. As a result, we would highly recommend Reger Holdings for the development of Commercial Street.

If I can be of any assistance in your decision, please do not hesitate to give me a call. Thank you.

Regards,

David M. Douvadjian

A handwritten signature in black ink, appearing to read "David M. Douvadjian", written over the typed name and title.

Head of Mortgage Banking

New England

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