



The Chase Manhattan Bank
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Mike Trapnell
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December 2, 2000

Mr. Michael E. Sawtelle, CCIM
The Pinnacle Group
1914 West 38th Street
Austin, TX 78731

Dear Michael:

I wanted to let you know that I am very pleased with your performance and The Pinnacle Group regarding your tenant representation services. Your knowledge of the market and your diligence in pursuing both the short term and long term needs of the bank is invaluable to me and is greatly appreciated. With your assistance, I know the real estate needs of the bank are well taken care of.

I appreciate your conscientiousness, the level of knowledge and expertise you bring to the table, and your dedication to your work and Chase. I am confident that The Pinnacle Group will continue to be a strong advocate and partner with Chase regarding any issues or needs that arise, and I look forward to continuing our relationship into the future.

Sincerely,

A handwritten signature in blue ink that reads "Mike Trapnell". The signature is fluid and cursive, with a large loop at the end.

Mike Trapnell
Vice President