

Subj: **Business Referral**
Date: 9/21/2004 5:25:05 PM Central Standard Time
From: AMc1229
To: bfisher8@airmail.net

Bill,

Darren & I appreciate the candor and openness you showed during our discussion of Monday, September 20, 2004. Frankly, the way the meeting evolved was surprising and productive, especially without having to raise everyone's blood pressure.

I was particularly encouraged to hear your reaction to my proposal to broaden your company's involvement with Black State Employees Association of Texas and its recommended business partners.

I am referring and recommending Gail Terrell, President of Terrell & Associates, Inc.

Ms. Terrell was the project coordinator and owner representative for the construction of West Cliff Shopping Plaza. She is currently sourcing lenders in order to refinance the West Cliff Shopping Plaza.

I have given her your name and number and asked her to give you a call to arrange a meeting.

Allen