

December 15, 2021

To Whom it May Concern:

I have known Erin Moussa for many years. Over the past 6 or 7 years I've had the true pleasure of working directly with her across multiple environments. Regardless of the hat she's wearing, Erin always goes above and beyond in showing work ethic, flexibility, and effective communication skills. What is really unique about Erin is that she does this with heart, humor, and a natural ability to see other people's needs and perspectives.

My brother Antonio and I owned and operated Stella Luna Ristorante (as well as The Italian Kitchen prior to opening Stella Luna). When Erin was one of the managers in her real estate office, she would often organize trainings and social functions at our restaurant. Erin was very easy to work with. She was organized, efficient, and made the most of her budget. She was a warm host, and her agents always seemed to have a good time.

In the summer of 2019, Erin had a possible buyer for our building. Though we weren't actively listed for sale at that time, Erin contacted our prior realtor before reaching out to us. Not a lot of agents would show that kind of integrity. Erin exhausted all options to try to meet everyone's needs. Though the buyer did not end up purchasing our building, my brother and I were impressed by Erin and asked her to sell other properties of ours. We have worked with many real estate agents, and none of them ever put the time or effort into researching the comps like Erin. Sometimes it is hard for a seller to hear that their property is not worth what they think it should be. Erin is not afraid to have those tough conversations, but she does it in a compassionate and informative way. Her pictures and listings always looked great and she guides her clients with patience and dedication.

Most of all, Erin just "gets" people. My brother and I closed Stella Lunas after owning restaurants for 47 years! Though I was thankful to be slowing down, I didn't know what to do with myself. Erin knew that the Otesaga was looking for a wine expert, as well as someone to help run the new fine dining steakhouse, 1909. She encouraged me to apply, knowing it would be a great fit for me and the Otesaga.

Since that time, I have been one of Erin's supervisors at the Otesaga and have witnessed her wonderful qualities being put under high pressure and fast paced circumstances. This past summer, it was common to see servers work 50-60+ hours per week. Even when exhausted, Erin has the ability to spread heartfelt warmth to customers. I have personally seen Erin give the same care and attention to everyone who walks in - Whether someone's idea of a splurge is a \$25 bottle of wine, \$250 bottle of wine, or they are a Baseball Hall of Famer (including her beloved Yankees). Erin is quick to pickup on and base her style around the customers' desires and needs. People are always stopping to tell me how great she is, and that they can't wait to come back. Online/social media reviews are huge in the hospitality field. Not only is Erin specifically mentioned regularly, she's often at or near the top of the monthly counts.

Ultimately, regardless of the position that Erin is holding, she always goes above and beyond. She genuinely cares for people, wants to help them, and does what it takes to get the job done. Erin would be an asset to any environment so you need to hire her, and hire her now!

Feel free to reach out if you need any more information.

Sincerely,

A handwritten signature in black ink, written in a cursive style. The name 'Vincenzo Avanzato' is clearly legible, with the first name 'Vincenzo' on the left and the last name 'Avanzato' on the right, connected by a fluid script.

Vincenzo Avanzato