



801 2nd Avenue, Suite 404  
New York, NY 10017  
Phone: 212.518.2693  
info@novumpropertiesinc.com

July 29, 2018

I am writing this letter as a recommendation for Tom Devlin. I am the former President of FirstService Residential New York, which was previously named Cooper Square Realty, Inc. Our company was the Property Manager for over 500 multifamily buildings in New York City. Each building was independently owned.

In order to provide a value added service to our client building-owners, we recognized the opportunity to leverage our large portfolio to purchase electricity and gas for our properties. We retained Tom Devlin to develop and manage this program.

One of the most unique aspects of this service was that our clients remained contractually and financially independent from each other. Just as significantly, the energy aggregation program did not require clients to enter into fixed-rate agreements with the commodity providers. Pricing was based on a well-published index and was adjusted with the market.

Tom created a reverse-auction process to achieve the best bids from many utility providers. The pricing achieved was significantly lower than what each client building could obtain on its own.

The program resulted in vast savings for our clients and differentiated us from other property management companies.

Yours truly,

David Kuperberg, Chairman