



January 17, 2021

The Honorable Kumar P. Barve, Chair  
House Environment and Transportation Committee  
House Office Building, Room 251  
6 Bladen St., Annapolis, MD 21401

**Oppose – HB 960 Landlord and Tenant – Lease Agreements – Estoppel Certificates.**

Dear, Chair Barve and Committee Members:

The NAIOP Maryland Chapters represent more than 700 companies involved in all aspects of commercial, industrial, and mixed-use real estate. On behalf of our member companies, I am writing to oppose HB 960.

In commercial real estate an estoppel certificate is commonly used to verify lease and credit information of an applicant during negotiations over the initial lease and renewals. A strong estoppel benefits all parties because it confirms and clarifies duties and rights of the parties over what may be a 7 to 10 year lease. It is an essential element to a functional lease and is often a requirement of lenders.

**NAIOP respectfully requests your unfavorable report on House Bill 960.**

Sincerely;

A handwritten signature in blue ink, appearing to read "T.M. Ballentine". The signature is written in a cursive style and is positioned above the typed name of the sender.

Tom Ballentine, Vice President for Policy  
NAIOP Maryland Chapters -*The Association for Commercial Real Estate*

cc: House Environment and Transportation Committee Members  
Nick Manis – Manis, Canning Assoc.