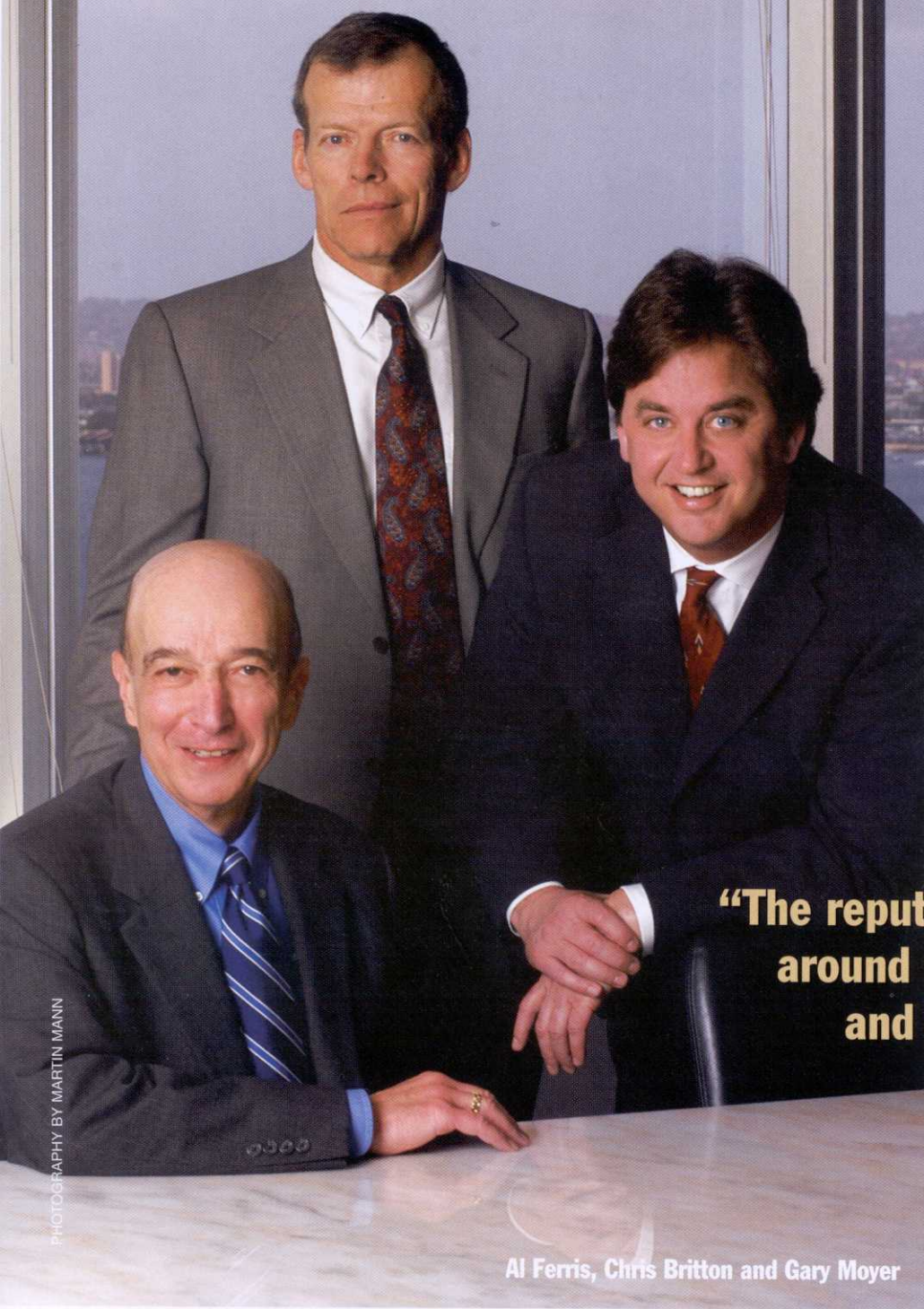


# Insights from Gary Moyer, Managing Officer of Ferris & Britton



Al Ferris, Chris Britton and Gary Moyer

Since its founding 36 years ago, Ferris & Britton has focused principally on representing the diverse needs of both established and emerging businesses, with particular experience in high-technology areas such as biotechnology, wired and wireless broadband communications, and computer technology. That focus has allowed Ferris & Britton to achieve an outstanding reputation in the areas of law that are common to all businesses and their owners, as well as in a number of specialized market segments with unique legal issues.

Says Gary Moyer, Managing Officer, "Ferris & Britton is San Diego's premier small firm alternative for established and emerging businesses seeking sophisticated, but practical, outside general counsel. We are proud of the relationships we have established with our clients over the years and the role we have played in their business success." The practice areas covered by the firm's 12 attorneys include general business, securities, employment and labor, telecommunications, business litigation, high technology, real estate, tax and estate planning.

A strong supporter of Downtown San Diego, when Ferris & Britton began their search for a real estate company, they were drawn to Irving Hughes, a firm with an extensive knowledge of Downtown. "Irving Hughes knows the Downtown market better than anyone. We first used them to locate and help negotiate the best deal for us when we moved to the First National Bank building 10 years ago. In our most recent lease negotiation, their knowledge of the Downtown market was crucial to completing our transaction satisfactorily. That knowledge allowed us to establish the true fair market rent with our landlord. If we hadn't had their expertise, we would have had the disruption of moving," says Moyer.

**"The reputation of Irving Hughes around town is impeccable and well-deserved."**

"The reputation of Irving Hughes around town is impeccable and well-deserved. They use their extensive knowledge of properties to assist their clients with all transactions, large and small. After over ten years of working together and two major lease transactions, we remain a very satisfied customer."

For additional information, please contact Jason Hughes at (619) 238-4393 or [jasonh@irvinghughes.com](mailto:jasonh@irvinghughes.com).

**IRVING HUGHES**

Life is a lease. Negotiate well.

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