

**Clarksburg Town Center
RFP Distribution List**

	Developer	Contact	Phone	Email	Notes
1	Madison Marquette 2001 Pennsylvania Avenue, NW 10 th Floor Washington, DC 20006	David Brainerd Jonathan Shartar	202-741-3800 202-741-3839	madisonmarquette.com	8/2 w/c Shartar, 1 st yr. associate, doing Asbury Pk., NJ, interest in retail only, studying... 8/14 w/c Visited property and visitor's center. Believes that plan not a good fit for such low density location and will not attract necessary national tenants. Not interested in making proposal.
2	Grosvenor 1701 Pennsylvania Avenue, NW Suite 1050 Washington, DC 20006	DJ Sworobuk	202-293-1235	grosvenor.com	8/2 w/c Knows Nate. Interest in grocery block only, concerned with truck access and overall plan, 'no room to create value', need more time for proposal if interested, in review w/development mgr. No further response.
3	EYA Hampden Lane, Suite 300 Bethesda, MD 20814	Terry Bakin	301-634-8600	te@eya.com	7/30 - Not looking with Saul at this time - per John Collich
4	JBG Rosenfeld Retail 4445 Willard Avenue Suite 700 Chevy Chase, Maryland 20815	Jim Garibaldi	301-657-7322	jgaribaldi@jbgr.com	7/30 - w/c Jim Garibaldi; "unrealistic plan...life too short...wants acq. mgr.'s input...will call Tues."
5	Artery Group 7200 Wisconsin Avenue Suite 1000 Bethesda, MD 20814		301-961-8000	arterygroup.com	7/31 - Not interested in pursuing. No response
6	Roadside Development 1730 Rhode Island Ave., NW Suite 512 Washington, DC 20036	Richard Lake	202-375-7959	roadsidedevelopment.com	8/1 w/m 8/6 w/c Maria Hatcher; Richard on vac. til 8/13 No response

7	<p>B.F. Saul Company 7501 Wisconsin Avenue Suite 1500 Bethesda, MD 20814</p>	John Collich	301-986-6134	John.Collich@sautcenters.com	<p>7/30 - t/c John Collich; "Grocers say no to layout, too many small, front loaded spaces, \$80m to build, uncompleted bldgs. in community scary, Broadlands Safeway \$12m yr. 1, now \$17m, Landsdowne Harris Teeter \$17m yr. 1." 8/13 t/c Confirmed with "all" grocers that space not leaseable without plan modification. Does not see any way project can be successfully developed, so are not making proposal to purchase with current plan. Meeting with board members to prepare offer to purchase or JV with plans to re-design. Expects to submit by 8/24. 8/20 Submitted purchase offer with three options.</p>
8	<p>Lerner Enterprises 11501 Huff Court North Bethesda, MD 20895</p>	Arthur N. Fuccillo	301-984-1500	afuccillo@lernerenterprises.com	6-07 - Art Fuccillo - "no interest... Mont. Co. & plan crazy"
9	<p>JPI 8300 Greensboro Drive Suite 600 McLean, VA 22102</p>	Greg Lamb Lora Holland	703-847-0900	greg.lamb@jpi.com lora.holland@jpi.com	7/27 - t/c Lora; did not receive letter, emailed letter & CA. No response
10	<p>Federal Realty 1626 E. Jefferson Street Rockville, MD 20852</p>	Don Briggs, VP Dev. Barry Carty, Acquisitions	301-998-8100 301-998-8282	dbriggs@federalrealty.com bcarty@federalrealty.com	7/27 - t/c Don Briggs; did not receive Newland letter, emailed letter & CA, Barry Carty acq. gay. 8/1-8/3 - CA negotiations; 'a bit heavy-handed' per Barry 8/14 t/c While a potentially workable retail plan for somewhere, not workable in Clarksburg. Market too thin, can only attract service retail. Cannot "create a venue" that would need to pull from such a large area to make a successful "residential downturn" or "special place". Too green, not enough population density. No hope to attract nationals, soft goods, etc. Look at recent retail in Ashburn, VA for examples of why success with existing plan is an "insurmountable hurdle". Not interested in submitting proposal.

11	Stanbery Development 250 E. Broad Street Suite 2000 Columbus, OH 43215	Greg Hall	614-437-8100	gshall@stanbery.com	No response
12	National Development 2310 Washington Street Newton Lower Falls, MA 02462	Ted Tye	617-527-9800	tye@natdev.com ndne.com	No response
13	Cedar Shopping Centers 44 S. Bayles Avenue Port Washington, NY 11050	Dale Pears Leo Ullman	516-767-6492	cedarshoppingcenters.com	No response
14	Opus East 2099 Gaither, Road Suite 100 Rockville, MD 20850	Steve Cohen	301-354-3112	Steve.Cohen@opuseast.com	7/31 - 1/c Steve. Gave pkg. to Alex Inglese, their retail guy. 8/2 1/m Inglese 8/13 "Too many other better opportunities." Not interested in making proposal.
15	Cousins Properties Incorporated 191 Peachtree Street Suite 3600 Atlanta, GA 30303	Kevin B. Polston thru Howard Mersky, Transwestern	404-407-1370	kevinpolston@cousinsproperties.com	8/1 - 1/c Polston. "Expect slow response from us" - unfamiliar with CTC, but impressed with Newland - hired RCLCO employee, will assess opportunity over next 'month or two'.
16	Streetsense 4600 East West Highway Suite 800 Bethesda, MD 20814	Jon Eisen	301-652-9020	streetsense.com	No contact - preparing market study.
17	LCOR 6550 Rock Spring Drive Suite 280 Bethesda, MD 20817	Bill Hard Timothy Smith	301-897-0002	bhard@lcor.com tsmith@lcor.com	8/2 1/c Tim Smith. Doing Comsat and White Flint projects, feels Newland's pain with Mont. Co. Did not receive pkg. Emailed CA. 8/3 Signed CA to Katrina 8/15 On vacation til week of 8/20
18	Foulger-Pratt Companies 9600 Blackwell Road, Suite 200 Rockville, Maryland 20850	Dick Knapp	240-499-9665	DKnapp@foulgerpratt.com	7/27 - 1/c Dick, did not receive Newland letter, resent with CA. On vacation. 8/7 "100 complex (structured parking, live/work, multiple residential products, vertical stacking)", and low residential yield, make it 'not for Foulger'. Not interested in submitting proposal.

19	The Peterson Companies 12500 Fair Lakes Circle Suite 400 Fairfax, VA 22033	Lisa Reaves	703-227-2000 703-631-7568	petersoncos.com leaves@petersoncos.com	7/30 - t/c w/ Lisa, did not receive, emailed CA, will check with Jim Todd and/or Steve Peterson No response
20	Regency Centers 8618 Westwood Center Dr. Suite 400 Vienna, VA 22182	Taylor Chess	703-442-4302	TChess@RegencyCenters.com	8/3 t/c Taylor; does not believe current plan will ever be built, needs to go back to 'almost acceptable' plan with David Kitchens and work with residents. 8/14 l/m 8/15 Submitted letter of continued interest 9/14 update on status
21	Edens & Avant 7200 Wisconsin Avenue Suite 700 Bethesda, MD 20814	Steve Boyle	301-652-7400	sboyle@edensandava.com	7/27 - l/m for Steve No response
22	Faison & Associates 7920 Norfolk Avenue Suite 800 Bethesda, Maryland 20814	Howard Biel	240-497-0520	faison.com	8/2 t/c - Believes plan may receive accolades at ULI and could possibly work in downtown Bethesda, but has no relation to Clarksburg market. Not interested.
23	Kimco Realty Corporation 170 West Ridgely Road Lutherville, MD 21093	Geoffrey Glazer	410-684-2000	kimcorealty.com	7/31 - l/m. On vacation. 8/6 Will try to look at upon return. 8/24 t/c believes that CTC situation is result of "dysfunctional parties", ie. Mont. Co. planners, opposition, politicians, etc. Need to engage parties and establish trust. Newland should pick top two or three players and sit down and negotiate JV. Would like to be considered, as Kimco has great relevant experience with Urbana Town Center.
24	The Beatty Companies	Jeff Norman, Broker J. Beatty	301-461-1689	jnormanco@aol.com jk@beatty.com	7/27 - t/c w/Norman. Emailed CA to Norman and Beatty (developer of Kentlands retail). No response
25	Hekemian & Co.	George Collins, Broker Chris Bell	410-404-0224 410-626-9607	gcollins@mackensziecommercial.com cbell@hekemian.com	7/30 - t/c George and traded calls with Bell, emailed CA. Did Rotunda development in Baltimore. No response 8/15 RFP package sent

26.	Trammel Crow Residential 6110 Executive Blvd., Suite 315 Rockville, MD 20852	Sam Simone	301-255-6027	ssimone@trresidential.com	8/9 Submitted signed CA 8/16 v/c Believes that plan negates any land value. Multi-family needs to be closer to 200 units to be economically feasible / efficient. Not interested in making any proposal.
27.	Ross Development & Investment 7910 Woodmont Avenue Suite 350 Bethesda, MD 20814	Michael Schwartzman	301-657-8899		8/13 Submitted signed CA 8/15 RFP package sent 9/12 v/c 9/17 meeting at property with Schwarzman & Doug Kelly; interested in JV. 9/20 send RFP supplemental cd

Additional companies who received letter and Confidentiality Agreement (no contact attempted):

- Porten Homes
- Crafstar Homes
- The Kentland Co.
- Bozzuto Homes
- Parkwood Homes
- NVR Land
- NVR
- Miller & Smith
- AIG Global Investment Group