

Appendix IV: Endorsement from the Smart Growth Alliance

SMART GROWTH ALLIANCE

February 8, 2007

Mr. Matt Birenbaum
Abbey Road Property Group
1001 19th Street North, Suite 1500
Arlington, VA 22209

RE: 2201 North Pershing Drive – Smart Growth Recognition

Dear Mr. Birenbaum:

We are pleased to inform you that the Smart Growth Alliance's Project Recognition Jury has recognized 2201 North Pershing Drive as a Smart Growth Project Proposal.

The Smart Growth Alliance (the "SGA") is a joint effort of the Greater Washington Board of Trade, the Chesapeake Bay Foundation, Enterprise Community Partners, the Metropolitan Washington Builders' Council, the Coalition for Smarter Growth, and the Urban Land Institute Washington. The SGA's mission is to research, identify and encourage land use, development and transportation policies and practices that protect environmental assets and enhance our region's quality of life. The SGA's Recognition Program distinguishes specific development proposals that exemplify smart growth characteristics. Please note that this recognition is coming solely from the Smart Growth Alliance, and should not be construed or communicated as coming from any of the six organizations specifically or individually.

The Recognition Program uses criteria including project location, mobility and accessibility, density, design, diversity of uses, affordable housing, the environment, community assets, and public participation to evaluate project proposals. The Alliance's Recognition Jury meets quarterly to review project proposals and to select those best meeting the criteria.

SGA PARTNERS

Urban Land Institute
Washington

Chesapeake Bay
Foundation

Greater Washington
Board of Trade

Coalition for
Smarter Growth

Metropolitan Washington
Builders' Council

The jury met on January 11, 2007 to review a number of projects including 2201 North Pershing Drive. The review included a careful analysis of each project based on specific information submitted with the application and independent research and review by staff. Applying all of the SGA criteria, the jury agreed to recognize your project as a Smart Growth Project Proposal. The jury believes your proposal is an excellent example of redeveloping older suburban strip centers into more walkable and neighborhood-friendly places. These are the kind of projects we hope to see more of in the region. The jury was also impressed with your commitment to LEED certification and the placement of 86 bicycle parking spaces at the site. We believe the mix of retail will add great value for the new tenants, the surrounding neighborhood, and nearby soldiers stationed at Fort Meyer.

The jury recognizes a project proposal based on the project's design as of the time of the jury's review and based on the information available to the jury at the time of review. The jury reserves the right to modify or revoke its recognition if the project changes so significantly that it no longer meets one or more of the SGA criteria. For projects at an early development approval stage, we encourage work by the developer and the public authorities to fully utilize the Smart Growth Recognition Program criteria as such design details are finalized.

We consider this letter confidential, and will not share it with anyone without your approval. You may, however, use this letter as you choose. If we can provide more support, such as by submitting comments to any of the public reviewing bodies, we would be glad to do so.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Bailey', written over a light blue horizontal line.

John Bailey
Executive Director
Washington Smart Growth Alliance