



Jack E. Johnson  
County Executive

THE PRINCE GEORGE'S COUNTY GOVERNMENT  
OFFICE OF THE COUNTY EXECUTIVE



January 16, 2004

Mr. Marshall Burke  
Cushman and Wakefield of Maryland, Inc.  
1801 K Street, NW, Suite 1100L  
Washington, DC 20006

RE: 5801 and 5809 Annapolis Road, Cheverly, Maryland

Dear Mr. Burke:

I am pleased that a firm such as yours has taken such a genuine interest in Prince George's County and more particularly in the Cheverly site referenced above. As you know that site has been in its current state for almost a decade now. The plan Mr. Youngblood has for developing the site into a condominium complex is very much in step with my Livable Communities initiative. To help move the process in a positive direction and to demonstrate my commitment to the project, the Prince George's County Redevelopment Authority will contribute \$6.850M toward the project. \$1.850M will be made available in early March. The remaining \$5M will be generated through bond financing and should be available by June 1, 2004. Tommy Thompson, Executive Director of the Prince George's County Redevelopment Authority will serve as your point of contact.

In return for the above, I would like to see your company not only finalize the negotiations between Stepping Stones and its venture partner, but also move quickly to finalize the construction financing shortly thereafter. Having shovels in the ground by August is a good and tangible target.

As I am sure you know, there are many more opportunities for your company and this County to collaborate in order to bring about a positive change for its residents. Let's work together to make Cheverly a success.

Sincerely,

JACK E. JOHNSON  
County Executive

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