

# STOLTZ

REAL ESTATE PARTNERS

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September 9, 2008

The Honorable Ruth Ann Minner  
Governor  
The State of Delaware  
Tatnall Building  
William Penn Street  
Dover, DE 19901

Dear Governor Minner:

I recently became aware of a letter you received from the heads of three New Castle County civic associations. I want to take this opportunity to correct some inaccurate comments made in the letter and to provide you an update on our proposed investments in the State of Delaware.

In March, we proudly announced plans for five projects with a value of more than \$750 million. We estimate these projects will contribute \$14 million in annual tax revenue to New Castle County and create 8,000 permanent jobs. We believe strongly in the people and the opportunity in Delaware and have ever since my grandfather founded our company in the state nearly 50 years ago. Despite the uncertain economy, we are very willing to demonstrate our confidence by investing our time and resources in world-class developments that meet the standards set by your Livable Delaware initiatives.

Since announcing the projects, we have worked very closely with the New Castle County Land Use Department, DelDOT, New Castle County Councilmen Robert Weiner and William Tansey and the heads of the civic associations that wrote to you as well as those legislators in the Senatorial and Representative districts that are impacted. That is why we strongly object to the charge that we have not involved the community. That could not be more inaccurate.

By my count, we have had at least 6 public meetings with the community in the little more than five months since our projects were introduced. At these meetings, we presented our plans and listened to comments from residents and elected officials. Our plan for the Shops at Brandywine Valley has been revised several times in response to comments from Land Use and residents. We actually withdrew a plan that solved the traffic situation and had, in initial meetings, received preliminary support from DelDOT.

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The community has also told us it would like a medical facility at the Shops at Brandywine. We are trying to make that a reality by doing our best to attract Christiana Care to the property in some fashion. We have also created project-specific websites for The Shops at Brandywine and Barley Mill Plaza to make information more available to residents. I assure you we are working with the community and will continue to work with the community.

Similarly, we have worked very closely with the Land Use Department and the Planning Board. We thank them for their time and expertise. They are doing their job in the capable and professional manner we have come to expect. We are certain that will continue in the future.

Two of the projects we have proposed, The Shops at Brandywine and Barley Mill Plaza, are mixed use developments that are consistent with the goals and objectives of New Castle County's Comprehensive Plan and the principles of Livable Delaware. For example, in an introductory letter accompanying the 2007 Comprehensive Plan, County Executive Chris Coons wrote:

*"First, the comprehensive plan supports building connected communities in both new growth and redevelopment areas. By building connected communities, we focus not on a particular land use planning concept, but rather the idea of creating a sense of place that extends home to include places to work, learn, shop, play and more. Connected communities can come in many forms: town centers in walkable communities, mixed-use, multi-story buildings, or by redeveloping existing locations with plans that incorporate schools, commercial areas or parks near housing."*

Both The Shops at Brandywine and Barley Mill Plaza include retail and residential uses that will create walkable, village-like communities where Delaware residents can enjoy time with family and friends. Despite what has been charged, neither project will be a regional destination drawing numerous out-of-state residents. The size of the centers and mix of retailers will not lend itself to that type of draw. Barley Mill, for example, will have about a quarter of the retail space of the Christiana Mall complex. We are confident that the Shops at Brandywine and Barley Mill will primarily serve Delaware residents, mostly those from the immediate communities around the projects.

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Mixed use village centers are a new concept in Delaware and even the Delaware Valley. These centers have been very successful in communities across the country. We understand that there is often a fear of the unknown and believe that is contributing to some of the questions on the projects. We will continue to try to demonstrate how these centers can and do become the centerpieces of thriving communities.

We are taking a very close look at the traffic situation at all of these projects. We have ongoing discussions with DelDOT which, like the county Land Use Department, has been diligent in representing the interests of the community. We believe the men and women of DelDOT are professionals and certainly know how to address proposals such as ours in ways that benefit the communities in which our projects are being proposed.

There has been a great deal of speculation and comment regarding traffic from our projects. That is unfortunate because we have not even completed our analysis. Given that, it is premature for anyone to question mitigation plans or impacts because those plans are not even complete. We ask that the development process be given a chance to work the way it is designed, as it has already. As I'm sure you understand, we have a vested interest in making our projects accessible to the community. We have had initial discussions with the community on traffic and expect to have conversations in the future. We certainly reject the groundless charges made about the impact of our projects. These will be first-rate efforts that will have immediate and long-term benefits to Delaware.

Just as we have worked closely with residents, we have talked with members of the business community, including AIG and ACE, neighbors at the Shops at Brandywine. Both companies have told us that they like the amenities the village center would offer their employees and want to learn more about plans for managing traffic and pedestrian access before making a final decision on support. We also do not see how the creation of world-class centers will limit the state's ability to attract corporations. It will likely have the opposite effect. In fact, with the unfortunate state of the Transportation Trust Fund, if Delaware is going to continue to attract economic development and retain jobs, we will have to look at creative solutions to traffic because building roads is not the sole answer.

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I believe most letters like this end with a request. This one does not. The county and state processes that are in place are working as intended. Our interests and those of the community are being heard and addressed. For that, we give you and other state and county elected officials credit.

I thank you for your time and interest in our projects and continued service to Delaware. I would be pleased to provide you additional information or answer any questions that you might have.

Sincerely yours,



Keith Stoltz  
Chief Executive Officer

cc: The Honorable Joseph R. Biden Jr.  
The Honorable Thomas R. Carper  
The Honorable Michael N. Castle  
The Honorable John C. Carney Jr.  
The Honorable Jack Markell  
The Honorable James M. Baker  
The Honorable Patricia M. Blevins  
The Honorable Catherine L. Cloutier  
The Honorable Charles L. Copeland  
The Honorable Robert I. Marshall  
The Honorable Gerald L. Brady  
The Honorable Deborah D. Hudson  
The Honorable Helene M. Keeley  
The Honorable Gregory F. Lavelle  
The Honorable Diana M. McWilliams  
The Honorable John L. Mitchell  
The Honorable Byron Short  
The Honorable Robert F. Valihura  
The Honorable Dennis P. Williams  
The Honorable Christopher A. Coons  
The Honorable Paul G. Clark  
The Honorable Carolann P. Wicks