



**SOLOMON REAL ESTATE INC.**

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**March 21, 2007**

**Allison C. Prince, Esq.  
Pillsbury Winthrop Shaw Pittman, LLP  
2300 N Street, NW  
Washington, DC 20037**

**Re: Retail in Proposed Residential Building at 4100 Georgia Avenue, N.W.**

**Dear Ms. Prince:**

I am the real estate broker who will be handling the leasing of the retail space in the new building proposed for 4100 Georgia Avenue, NW. I have specialized in retail leasing for 20 years, and I am highly familiar with the Georgia Avenue corridor. I have leased numerous properties along the avenue and I have handled all of the retail leasing for Howard University for several years.

As you are aware, there are many unsuccessful retail uses along Georgia Avenue that detract from the area. It is important for this high-profile site to attract a viable retail use that will serve the neighborhood's needs. I understand that the neighbors have expressed an interest in uses such as a bank, drug store or restaurant. The building is small and the ground floor retail space is limited to only 4800 square feet. If we are able to attract a use such as a bank or drug store, it is likely that the tenant will desire all of the retail space. Any reduction in the space that is available to be leased to a single tenant will reduce the options. For that reason I have strongly discouraged the owner from committing even a small portion of the space to any type of set-aside at this time. I would have no objection to a set-aside if the building were larger and had more retail space. I understand that Mr. Formant is willing to support a program that will help property owners improve existing retail storefronts along Georgia Avenue. From my perspective as a broker, any improvement to the existing storefronts will enhance the ability to attract viable retail establishments to Georgia Avenue.

**Please do not hesitate to contact me if you have any questions.**

**Sincerely yours,**



**Steve Solomon**