

**MARRIOTT INTERNATIONAL, INC.
ZONING COMMISSION CASE NO. 08-13**

**SUMMARY OF TESTIMONY OF ROBERT KNOFF
QUADRANGLE DEVELOPMENT**

Mr. Knopf will discuss the development process for the project. His biography is attached.

ROBERT KNOPF
Senior Vice President
Quadrangle Development Corporation and Affiliates

Robert Knopf is Senior Vice President of Quadrangle Development Corporation. He has been employed at Quadrangle for twenty-nine years.

Mr. Knopf is responsible for the day-to-day activities for all of Quadrangle's development activities. Specifically, he is responsible for establishing development and product concepts, determining feasibility, obtaining government approvals, budgeting, design, base building construction, and tenant build-out on all Quadrangle projects. He also participates in all of the company's investment decisions.

Mr. Knopf supervises a team of project managers with expertise in design, financial analysis, engineering, and construction. Under his guidance, the team has been responsible for development activities for 58 projects aggregating 15.6 million square feet. These include ground-up development of nine downtown and thirteen suburban office buildings, six office building renovations, two major convention hotels including the 774 room J.W. Marriott at National Place and the 900 room Grand Hyatt Washington, one resort conference center, one urban conference center hotel, and several residential projects. He currently oversees 22 projects in Quadrangle's development pipeline aggregating an additional 6.3 million square feet.

Mr. Knopf received a Bachelor of Science degree in Business Administration from the American University. His major concentration was in real estate and finance. Following graduation, he held positions in construction management for general contractors and development firms in the Washington, D.C. area before joining Quadrangle.