CONCORD

PARTNERS

CHRISTOPHER REUTERSHAN

Christopher Reutershan is a Principal and Founder of Concord Partners, LLC, a real estate services firm specializing in providing complete development services to third-party clients. Mr. Reutershan takes an active role in developing and maintaining key client relationships. On a day to day basis, Mr. Reutershan oversees major projects and advises his clients in key areas including strategic planning, project programming, financial feasibility analyses, zoning/entitlement strategies and implementation, financial and legal structuring, contract negotiations and project management. He specializes in completing complex predevelopment, development and financial transactions.

Prior to forming Concord, Mr. Reutershan was President of CR Corp./Christopher Reutershan and Associates, a Washington, DC real estate development consulting firm. In this role, he completed the predevelopment, rezoning and entitlement work for an entire city block in downtown Washington, DC, on behalf of an institutional owner. This large mixed-use project, encompassing over 750,000 square feet, involved complex historic preservation issues, residential housing components, and commercial and retail space.

Mr. Reutershan was previously President of Alliance Realty Group, Inc., a joint venture of several prominent Washington Area real estate companies including Carey Winston, Marriott Corporation and Dreyfus Brothers, Inc.

Prior to forming Alliance Realty Group, Mr. Reutershan was Development Director at the Oliver Carr Company in Washington, DC. In this position, he was responsible for the development, leasing and financing of the 500,000 square foot headquarters of the American Association for Retired Persons located at 601 E Street, NW, as well as the development and project management of another 1.5 million square feet of properties located in the downtown area. These projects included the 350-room Holiday Inn Crown Plaza (now a Marriott) located on 12th Street, NW, the historic Commercial National Bank Building on 14th Street, NW, the 250,000 square foot 700 13th Street (NW) Building and the 310,000 square foot Edward Bennett Williams Building (700 11th Street).

Before joining Carr, Mr. Reutershan was an original member of the First Boston/Morgan Stanley/Credit Swiss joint venture that created the Canary Wharf Project in London, England where he served as the Vice President of Finance and Marketing of the Canary Wharf Development Company. Canary Wharf is a 12 million square foot office/hotel/retail/mixed-use development project, which was conceived and master-planned by the joint venture and profitably sold as a fully entitled development property to Olympia and York.

Prior to moving to London, Mr. Reutershan was a senior banker with Merrill Lynch Capital Markets Group in New York City. In addition to his operating responsibilities, Mr.

Case No. 16959
Exhibit No. 28
Board of Zoning Adjustment
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CASE NO.16959
EXHIBIT NO.28

Reutershan served on the Board of Directors of Merrill Lynch International Bank and on the Management Committee of Merrill Lynch Futures, Inc.

Mr. Reutershan started his career at the Chase Manhattan Bank, NA, in New York City where he attended Chase's Executive Management Training Program. He then completed several US and International banking assignments over a ten year period, the last of which was as Head of Chase's Canadian Corporate Banking Group in Toronto, Canada.

Concurrent with his banking career at the Chase Manhattan Bank, Mr. Reutershan was an assistant to Mr. David Rockefeller at the Center for Inter-American Relations in New York City and later Mr. Reutershan served as the Chairman of the Board of the Theater Direct Canada, Canada's largest children's theater.

Mr. Reutershan is a licensed real estate salesperson in the District of Columbia, Maryland and Virginia. He is a member of the Washington DC Association of Realtors (WDCAR) and the National Association of Realtors (NAR). He is a member of Urban Land Institute (ULI) and he is a member of the DC Chamber of Commerce and serves on its Economic Development, Government Affairs. He is a member of the DC Building Industry Association. He was a member of the Downtown DC Advisory Neighborhood Commission's Economic Development Review Committee (ANC-2F) from 1992-1996. Mr. Reutershan has been an active member of the Penn Quarter Neighborhood Association since 1989.

Mr. Reutershan has served on several boards and advisory committees which have participated in the formulation of DC's comprehensive plan, zoning and related legislation. Mr. Reutershan was appointed to the Anacostia Waterfront Initiative Task Force by Mayor Anthony Williams in 2002. In 2000, Mr. Reutershan was appointed to the Steering Committee for the Mayor's Downtown Action Agenda, which was responsible for establishing the implementation plans for DC Downtown area. Mr. Reutershan was Chairman of the Cultural Development Corporation's North of Mass Avenue (NOMA) Task Force and Committee from 1998-2001. The Committee, working closely with the DC Office of Planning, organized and managed the NOMA Land Use and Planning Report, which has formed the basis of the Office of Planning's Land Use Policy for this area. Mr. Reutershan was a founding member of the Steering Committee for the Downtown Washington Business Improvement District (BID). During 1997 he was elected as one of the founding directors, to the BID's first Board of Directors and was reelected to the BID's Board in 2001. In 1998, Mr. Reutershan was appointed to the DC Mayor's Downtown Action Plan Task Force. In 1998, Mr. Reutershan was appointed to the DC Mayor's Cultural Development Task Force which was assigned the responsibility for creating the Mayor's policy for all future cultural development activity in the Downtown. During 1996, Mr. Reutershan was appointed as a member of the DC Mayor's Interactive Downtown Task Force where he served as a member of the Task Force's Executive Committee.

Mr. Reutershan currently serves on the Federal City Council as a Washington Trustee.

Mr. Reutershan has qualified as an expert witness in matters of real estate development and finance in hearings before the US Department of Housing and Urban Development (HUD), DC's Board of Zoning Adjustment and DC's Mayor's Agent for Historic Preservation. Mr. Reutershan has also given expert testimony before government bodies and numerous boards and commissions including the US Congress, the DC Council and several of its committees, The National Capital Planning Commission, the DC Historic Preservation Review Board, the DC Mayor's Agent for Historic Preservation, the DC Zoning Commission and the DC Board of Zoning Adjustment.

Mr. Reutershan was a director of WPA/Corcoran (WPA/C) from 1991 to 2001. The WPA/C is Washington DC's cutting edge alternative art space and exhibition program and is wholly owned by Washington's Corcoran Gallery of Art. He was Chairman of the WPA/C's Board of Advisors from 1997 to 2001. He was also a member of the Corcoran Gallery of Art Museum Board of Overseers from 1997 to 2001. Mr. Reutershan was a founder of The Wilson Art Center and Projectspace, two not-for-profit art spaces in Downtown, DC's 7th Street Art District. Mr. Reutershan is currently on the Board of Directors of the Hand Print Workshop, an internationally renowned fine art press located in Alexandria, VA.

Mr. Reutershan was a founder and the first President of the Cultural Development Corporation of Washington, DC (CuDC). He served as President from 1999 to 2000 and served on the Board of Directors from 1999 to 2002. The CuDC is a private, autonomous, 501(c)(3) incorporated in the fall of 1999 and is governed by a volunteer board of directors representing arts, business, government and civic entities. It was created as a direct result of recommendations by First Lady Hillary Rodham Clinton and the 150 local leaders that participated in the *Arts in a Living Downtown* planning process during the spring of 1998.

Mr. Reutershan holds an AB degree in Economics from Colgate University; an MBA in Finance from New York University's Stern School of Business and has done post graduate work in financial theory at the University of Toronto. Mr. Reutershan is an Adjunct Professor in the Department of Finance, School of Business and Public Management at George Washington University where he teaches graduate courses in Finance and Real Estate Development.