



Private Charters • Sightseeing Tours • Water Taxis

January 6, 2017

Mr. Troy Scott
Vice President, Stadium Development and Operations
D.C. United
2400 East Capitol St. SE,
Washington, DC 20003

Dear Troy:

I enjoyed our recent discussion concerning the great potential of providing water transportation during soccer matches for DC United.

As I mentioned, a new dock at Buzzard Point, accompanied by a green commercial marina would be of great benefit to the community, patrons and the redevelopment of Buzzard Point. Given the community's interest in the environment, water taxi service would alleviate congestion if run from the new stadium to Diamond Teague Park as an interim dock, but ultimately a more direct service to Buzzard Point at 1st Street would provide a more direct connection to the stadium.

As you are aware, our boats from Alexandria and National Harbor tend to be sold out for Nat's games at approximately 150 passengers per boat. On many occasions, particularly if the Nat's are winning, we may send as many as three boats to a game. Our travel time is about 30 minutes from Alexandria to the stadium and we leave 20 minutes after the last pitch, even after a rain delay or extra innings game.

Based on the DC United schedule, we would develop a sailing schedule to meet the scheduled games, leaving sufficient time to allow for walking from either Buzzard Point Marina at the foot of 1st Street and the Anacostia and/or the dock at Nat's Stadium at Diamond Teague Park, which is a slightly longer walk. Either dock will work effectively for the service.

Alexandria • Gaylord National Resort • National Mall • Georgetown
Mount Vernon Estate • National Harbor • Nationals Stadium

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With us winning the Wharf contract for water transportation to their new development on the SW waterfront, we are now building 4-149 catamarans for that service, with all four being in service by spring, 2018. With our merger with Entertainment Cruises in May, the combined number of boats we have at our disposal is 13 vessels, with capacities ranging from 49 to several 600 passenger boats, with several 149 passenger boats in this mix.

A key component of this plan is obtaining a lease for Buzzard Point Marina from the National Park Service, as well as Pepco-Exelon to use the interior space of the Pepco-Exelon substation across the street from the marina to house and store boats. This facility would provide much-needed service for vessels including police and emergency boats as well as a training center for youth in the vast maritime industry.

We envision using revenue to provide an incubator for city youth wanting to get involved in the maritime trades, with this area being surrounded by Department of Defense contractors hungry for young talent. This would provide a great benefit to the community and value to the stadium development.

Again, thank you for the discussion and I look forward to moving forward with other community partners interested in the redevelopment of Buzzard Point and the opening of DC United's home field.

Sincerely yours,

A handwritten signature in cursive script, appearing to read "Willem Polak".

Willem Polak