

From: Andrew Vanhorn <avanhorn@jbgsmith.com>

Sent: Friday, November 16, 2018 7:13 AM EST

To: Katie Cristol <kcristol@arlingtonva.us>

Subject: Congrats!

Katie,

Nice to see you at Adam Ebbin's event yesterday. I wanted to drop you a note saying how happy I am for you and your husband as you start a new family. With my kids now 12 and 9, I can look back and clearly see it's the most impactful and rewarding thing I've done with my life. I wish you guys all the best, and am happy to talk you through the tough times - of which there will be many!

On work related stuff, I'll get back to you on the follow up efforts around our earlier conversation next week. And I'd also like to get your thoughts on market naming issues as we are moving into high gear with the BID expansion and rebranding the BID will become an active topic. We may find the National Landing overlay could make sense for the BID in the new geographic footprint.

Best, Andy

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