From: Andrew Vanhorn <avanhorn@jbgsmith.com> Sent: Tuesday, November 27, 2018 4:19 PM EST

To: Tracy Gabriel <gabriel@crystalcity.org>; Katie Cristol <kcristol@arlingtonva.us>

Subject: Intro Remarks

Tracy and I just connected and anticipate that we'll each provide some introductory remarks from our own perspective, so that we can each make some of our points before we potentially get caught in the deeper Q and A where the conversation may move farther afield

I think that I'll touch on what we know from a development/leasing perspective (public information) as my primary point.

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