

**From:** kcristol@arlingtonva.us <kcristol@arlingtonva.us>  
**Sent:** Tuesday, November 27, 2018 4:41 PM EST  
**To:** Andrew Vanhorn <avanhorn@jbgsmith.com>  
**CC:** Tracy Gabriel <gabriel@crystalcity.org>  
**Subject:** Re: Intro Remarks

Very helpful to know, Andy. I'll prepare a few thoughts myself so I can follow suit.

Sent from my iPad

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On Nov 27, 2018, at 4:19 PM, Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)> wrote:

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.

**Andrew VanHorn | EVP, Development**

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