

*CRS-Commercial Real Estate Services  
10741 fellow hills dr  
Plymouth Twp MI 48170*

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Kevin Travers  
Property Manager  
Chalmers Place Retail Center  
Ann Arbor MI

I have had the pleasure of representing and marketing this property since 2005. Upon the completion of the shopping center I placed a number of the Tenants which are still there today. As the marketing continued from 2006 to date I have had Champion Windows, Asian Grocery Store, Nick & Nino's Coal Fired Pizza, Red Olive Restaurant, 2 national children learning centers, local family dining with 3 locations and various retail uses interested but there was always the question of sufficient parking to meet the needs of such a business.

With 25 years' experience in commercial real estate I know these shopping centers attract a host of Tenants which provide a service, both retail and restaurant experience to the customers. What separates this property from the larger shopping centers is the convenience to the customer, with being able to park a basic requirement.

I am confident had this shopping center been planned for more parking 30-40 spots from the onset this center would be full. Having the shopping center full will provide more viable options for the community it serves. This overall experience includes sufficient parking, easy access, good visibility and good signage which translate to a good tenant mix and a successful shopping center for years to come.

In addition to the above benefits the expansion of parking will provide an opportunity to lease the remaining 9873 sf which translates in up to 70 new jobs or more to the surrounding community. These jobs will serve as an overall benefit to the community through the stabilization of this shopping center.

You have the opportunity to correct the course of this shopping center by approving the additional parking. A 50% vacant shopping center provides less public benefit for all the reason stated above than it was optimally intended for when it was site planned approved.

Sincerely,

Leo D. Gonzalez  
CRS-Commercial Real Estate Services  
734-846-8045