

November 19, 2010

Hon. Mayor Ann Campbell
Member of the Ames, Iowa City Council
515 Clark Avenue
Ames, IA 50010

Mr. Steve Schainker
City Manager
515 Clark Avenue
Ames, IA 50010

Re: Campustown Redevelopment – Master Developer Agreement

Madame Mayor, Members of the Council & Mr. Schainker:

As you know, Lane4 Property Group, Inc. previously entered into a Master Developer Agreement, dated May 25, 2010, with the City of Ames and Iowa State University, which Agreement set forth certain preliminary rights and obligations of the parties with respect to the redevelopment of portions of Campustown. The Master Developer Agreement contemplated that the parties would execute a Memorandum of Understanding, more specifically setting forth each party's rights and obligations in connection with the Campustown redevelopment, on or before November 21, 2010, but allowing for the parties to negotiate extensions in the event they were unable to negotiate and execute the Memorandum of Understanding by that date. I am writing today to request an extension of the term of the Master Developer Agreement for an additional 180 days to May 20, 2011.

As you know, the redevelopment of Campustown is a project of great scope, and our team has made significant progress in its planning for the redevelopment. The following are some of the accomplishments we have made in the last six months.

- 1) Over a dozen meetings with local constituency groups, ranging from nearby residents, to Campustown business owners and tenants, to Iowa State University students and faculty.
- 2) Engagement of architects and other consultants for the design of the redevelopment.
- 3) Production of preliminary concept plans for the redevelopment.

- 4) Meetings with owners of property within the redevelopment to discuss the proposed terms for the purchase of the properties.
- 5) Discussions with prospective tenants to occupy redeveloped Campustown.
- 6) Execution of real estate contracts for the purchase of certain portions of the property located within the areas of Campustown slated for redevelopment.

As you can see, we have been diligently working on moving forward, however, we do ask for an additional 180 days so that we may continue to progress in obtaining real estate contracts for additional property, negotiating letters of intent with prospective tenants, meeting with City staff regarding required zoning and planning issues, and generally finalizing our plans for the redevelopment.

I have included a draft amendment to the Master Developer Agreement extending the term therein for the negotiation and execution of the Memorandum of Understanding to May 20, 2011. You will also note that the amendment includes a requirement that we present to the City, within 60 days following its execution, a complete update of our progress in connection with the redevelopment. This will allow us to get through the holidays and prepare an in-depth presentation for the City in January.

We remain extremely excited about the redevelopment of Campustown, look forward to continuing our work with the City of Ames in that pursuit, and appreciate your consideration of extending the Master Developer Agreement. If you have any questions or comments, please do not hesitate to contact me.

Sincerely,

Hunter Harris
Lane4 Property Group, Inc.

cc: Mr. Warren R. Madden