

Supervisor Letourneau,

Thanks for your time on Monday to discuss Avonlea. As you know, our team has been working diligently to develop Avonlea into the premier shopping, dining and entertainment destination that Loudoun County deserves. We've had discussions with best-in-class retailers and restaurants to complement Cinépolis and even signed a few leases and LOI's but the market was sending us a clear signal that we would see greater tenant interest and create a more sustainable and viable project if we considered a new approach to Avonlea.

Simultaneously, we've been following the progress of the Envision Loudoun Plan as it creates some opportunities that were not available to us in the original planning for Avonlea. We believe we can embrace the guiding principles outlined in the Envision Loudoun Plan to develop a new plan that combines Avonlea and the adjacent Bryant property to create a true regional mixed-use town center inclusive of retail, dining, entertainment, office and residential components. This would necessitate taking the time to create a new plan and going through the approval process, but ultimately we believe this approach will deliver a project that is more consistent with what the County, the market and the community is looking for.

We recognize that the community will be disappointed, as are we that Avonlea is not moving forward as quickly as we would have liked. We have made a significant investment in Avonlea including design and infrastructure work, as well as building Tall Cedars Parkway and advancing other proffers earlier than required for the benefit of the community. We remain 100% committed to developing a project that we will all be proud of.

In the meantime, at your request we are dispatching a team to clean up the construction site and we will keep posted as our new plans progress.

Thanks again for your ongoing support.



Taylor Chess
President Development