



MANAGEMENT CO.
March 1, 2013

City of East Lansing
Lori Mullins, Community and Economic Development Administrator
Park District RFP Review Team
City of East Lansing
410 Abbot Road
East Lansing, MI 48823

Ms. Mullins and the Park District Review Team,

For the sake of timely disclosure, please be advised that after lengthy negotiations, DTN Management Co. has been unsuccessful in finalizing the terms with Strathmore to acquire their properties as part of the Park District RFQP. Even though these properties were outside of the scope of the East Lansing Park District RFQP, we had included these properties in our response as a potential grand plan with the assumption that we would be successful in acquiring the Strathmore properties.

DTN Management Co. hereby modifies its RFQP response to only include the East Lansing-owned properties located within the original scope of the Park District RFQP. Although this will significantly alter the overall layout and design and some of the larger elements will be eliminated, we believe many elements from our original proposal can still be included. Since the RFQP Review Team process is already underway, we will submit our revised conceptual design plans and assumptions as soon as they are available.

As a major local developer, owner and operator of residential, commercial and professional properties with over forty years of positive history in the Greater Lansing area and numerous recent projects and acquisitions within East Lansing and the Greater Lansing area, we sincerely hope the Park District RFQP Review Team will select DTN Management Co. as East Lansing's preferred partner to pursue redevelopment of the Park District area.

Although DTN Management Co.'s RFQP scope has changed; our ability to design, work with various stakeholder groups, finance and build projects of this magnitude has not. Due to our unique local knowledge and interactions and national reach for design, financing and construction, DTN Management Co. is the best partner East Lansing could choose to pursue the redevelopment of the Park District area.

Thank you again for your consideration and we look forward to working with East Lansing residents and city staff to develop the best sustainable project for the Park District area.

Sincerely,

A handwritten signature in black ink, appearing to read 'Colin Cronin', written over a white background.

Colin Cronin
DTN Management Co.