

From: Tim Dempsey
To: Sharrow, Caleb
Date: 4/20/2017 3:28 PM
Subject: Fwd: Re: Thank you

FYI

>>> Mark Meadows 4/20/2017 11:37 AM >>>

Mark,

Thanks for your comments. I agree it is crunch time and we still have a number of issues to iron out. Principal among these is the garage construction. As we indicated at the meeting, it must be constructed to City specifications. It is currently not designed to those specifications. I think when we resolve that issue everything else will fall into place.

Again, thanks for your comments

Mark Meadows

>>> Mark Bell <mark@harbor-bay.com> 4/19/2017 10:30 AM >>>

Mayor Meadows,

Thank you sincerely for your time yesterday. I know it was a long afternoon and that was extremely kind of you to take time out of your day to attend.

In summary, a lot of important items were discussed. The challenge, as I am sure you concluded, is that each variable affects the macro picture of the deal. Consequently, it is near impossible to look at variables in a singular perspective. This makes things difficult, but I firmly believe that there is an achievable road towards a "win-win" for the City of East Lansing and Harbor Bay.

Just being blunt and honest – I am very concerned about the timing of our development. This is not necessarily the problem of the City of East Lansing. However, I feel it's important for me to at least communicate and articulate this timing concern to you, City Staff and other City Councilors, and then, have you react in the best way you see fit. The reality today is that I am unable to have meaningful conversations with (1) our primary lender(s) on the private improvements, and (2) banks / potential bond holders on the public side, until such time we understand the specifics of the subject deal. We are able to accept the financing risks, responsibility and burden of both the public and private improvements, but we desperately need to know the structure of this development. This, coupled with the time fuse of Target, and the result is we're under the gun.

Again, depending on people's views, appetite for the development in general, etc., this might be viewed as "not the problem of East Lansing". Nevertheless, I feel obliged to be 100% transparent with you and the other council members, because above all, I firmly believe that the Center City District development will have a profound, transformational, positive effect for downtown East Lansing and its community.

As always, your consideration is genuinely appreciated and any thoughts, comments or remarks you may have is very helpful. Thank you Mayor.

Sincerest Regards,

Mark J. Bell
Chief Executive Officer
Harbor Bay Real Estate Advisors