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200% COMMISSION
at Melford Plaza II

ST. JOHN PROPERTIES **NEWS** JULY 2009

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**CALENDAR
OF EVENTS**
(Inside Back Cover)

SJP Secures Exclusive Rights to Develop 'The GATE' at Aberdeen

THE GATE
ABERDEEN PROVING GROUND

Developer: **ST. JOHN PROPERTIES** Leasing: **Matt Holbrook**
410-788-0100

St. John Properties is now the developer of the Government and Technology Enterprise (GATE) project at Aberdeen Proving Ground. Opus East, LLC assigned SJP exclusive development rights for the 413-acre, 2 to 3 million sq. ft. office and technology park.

The complex deal required approvals from the Pentagon, Aberdeen Proving Ground, U.S. Army Corps of Engineers, the State of Maryland, Harford County and Opus Corp. Amazingly, it was brought to completion in a little over a week, clearing the way for St. John Properties to begin work on the project.

The company plans to begin grading soon, and will have 3 to 4 buildings constructed by the end of the year.

When it comes to proximity to the federal customer, it doesn't get any better than The GATE! For leasing information, contact **Matt Holbrook** or **Jerry Wit** at **410-788-0100**.



Matt Holbrook



Jerry Wit

St. John Properties Creates Leasing Regions

When you look at the property listings inside this newsletter you'll see a change that St. John Properties recently made to better serve our broker community and our other clients. We have organized our Baltimore-area properties into regions which will be represented by our leasing agents. Here are the regions and their respective SJP agents:

SOUTH: SEAN DOORDAN. (888 Bestgate, Annapolis Corporate Center, Annapolis Technology Park, I-97 Business Park, Md. Science & Technology Center, Quarterfield Center)

AIRPORT: KELLAY ST. JOHN. (Arundel Overlook, BWI Commerce Park, BWI Technology Park I, BWI Technology Park II, Cromwell Business Park, Intl. Trade Center)

WEST: BOB BECKER. (Caton Research Center, Columbia Center, Glen Burnie Business Center, Lansdowne Center, Laurel Business Center, Patapsco Business Center, Stafford Business Center, Troy Hill Corporate Center, Whittington Business Center)

NORTH WEST: MATT LENIHAN. (Beltway West, Business Center @ Owings Mills, Crestridge Corporate Center, Dolfield Business Park, Gwynns Mill Court, Liberty Exchange, Plastic Place, Reisterstown Crossing, Reisterstown Business Center, Rutherford, Timonium Business Center, Windsor Corporate Park, York Ridge Center South)

NORTH EAST: MATT LENIHAN. (Baltimore Crossroads@95, Cromwell Center, Hamburg Street, Aberdeen Technology Park @The HEAT Center, Loveton Center, Maryland Executive Park, Riverside Corporate Center, Shannon Business Center, York Ridge Center North)

SPECIAL PROJECTS: RICK WILLIAMSON. (BWI Technology Park III, Glen Burnie Crossing, Maple Lawn Corporate Center)

Annual BROKER OUTING

HYATT
Chesapeake Bay Golf Resort, Spa and Marina
Cambridge, Maryland

**WE GOLFED, WE FISHED, WE ATE,
WE DRANK, WE PLAYED TENNIS, WE
SPA'D, WE DRANK...**



More than 60 brokers enjoyed two days of food, drink and fun at the Chesapeake Bay Hyatt Hotel as part of SJP's annual broker outing.

As these photos show, everyone had a great time. Book those deals now so you qualify for next year's trip!



From left are:

1. Lacey O'Neil, MacKenzie Commercial; Whitney Nye, Cushman Wakefield; Liz Sweeney, Colliers Pinkard; Kyle Durkee, Cushman Wakefield.
2. Chips were flying fast and furious in the casino area.
3. MacKenzie Commercial's Bill Whitty, Terri Harrington, Tony Gross, Scott Wimbrow.
4. Jim Chivers and Mitch Gold, Gold and Co.; "Vegas Girls"; Scott Wingrat, Corridor Reznick; Matt Melnick, Trout Daniel.
5. Joe Nolan and Peter Dudley, KLNb; Gary Applestein, MacKenzie Commercial.
6. Glenn Sutton, Woodmark; Laurie Mazzotta, Retail Strategies; Gigi St. John and Kellay St. John, St. John Properties; Kate Jordan, KLNb.
7. Matt Lenihan, St. John Properties; MacKenzie Commercial's Meghan Gill, Chris Bennett, Clare Berrang.
8. Beetle Smith, RKS Realty, made good use of his time on The Fin Finder.

2009 Broker Trap Shoot

June 12, 2009 • Glenn Dale, MD
Prince George's Trap & Skeet Center



About 60 brokers enjoyed a morning of trap shooting and networking in an event that SJP co-sponsored with the City of Bowie and NAI KLNb.

1. City of Bowie Economic Development Director John Henry King (at right), lets brokers know the morning agenda.
2. These rough-and-ready brokers prepare to bust some clay at Prince George's Trap & Skeet Center.
3. From left are Ed Brady, Chesapeake Real Estate Group; Scott Wingrat, Corridor Reznick; Richard Fradkin, Corridor Reznick; Brendan Gill, MacKenzie Commercial; and Mike Sapperstein, Corridor Reznick.

2nd Quarter Broker Deals

St. John Properties, Inc. salutes the following brokers, who helped us lease more than **119,000 square feet** of space during **April, May and June**.

BROKER	COMPANY	PROPERTY	TENANT
Middleton Smith/Richie Blue	Blue Obrecht	Business Center at Owings Mills	Cosmic Concepts
Tom Rice	Boozer	Yorkridge South	Keller Williams
Michael N. Cohen	CapStar Commercial Realty	Laurel Business Park	Kelta Logistics
David Fields	CBRE	BWI Commerce Park	Biocoustics Instruments, Inc.
Lynn Dulin	Coldwell Banker	MD Science & Technology Center	Critical Information Network, LLC
Richard Fradkin	Corridor	Business Center at Owings Mills	Island Dogs
Whitney Nye/Kyle Durkee	Cushman Wakefield	Baltimore Crossroads @95	Social Solutions
Kyle Durkee	Cushman Wakefield	Cromwell Center	Cambridge Integrated Services
Scott Douglas	Douglas Commercial	BWI Commerce Park	Resilience Technology Corporation
Brad Crosley	Jones Lang LaSalle	MD Science & Technology Center	Decaro, Doran, Siciliano, Callagher & DeBlasis, LLP
Jim Carrona	KLNB	Caton Research Center	Environmental Air Solutions
Mike Mull	KLNB	Loveton Business Park	Energy Information Corporate
Todd Evans	KLNB	Maryland Executive Park	Enterprise Insurance Training, Inc.
Walter Patton	KLNB	Business Center at Owings Mills	Multi Media Management Corporation
Meghan Gill	MacKenzie Commercial	Cromwell Center	ODEPA
Skip Hearn	MacKenzie Commercial	Maryland Executive Park	EcoLab, Inc.
Clare Berrang	MacKenzie Commercial	Caton Research Center	CCC Diagnostics, LLC
Bill Zonghetti	Newmark Knight Frank	MD Science & Technology Center	The Retina Group of Washington
Arlene Begelman	Transwestern	Laurel Business Park	Johnson, Bassin & Shaw, Inc.
Evonne Keene/Kasey Hughes	Transwestern	Maryland Executive Park	Hooper Holmes
Chet Rao	UGL Equis	International Trade Center	CACI Technologies, Inc.
Grant Turner	UGL Equis	Beltway West Corporate Center	GSA - Census Bureau
Katie Gormley	Washington Realty	Maryland Executive Park	Advanced Financial Mortgage



Upcoming Events

Aug. 7 Breakfast Roundtable: Materials & Resources
 MD Chapter, U.S. Green Building Council
 UMB BioPark
 For more info.: <http://www.usgbcalt.org>

Sept. 21 Fall Golf Outing
 NAIOP-Maryland Chapter
 Bulle Rock Golf Course
 Havre de Grace, MD
 For more info: <http://www.naiopmd.org/events>

Oct. 14 Suburban MD, DC Virtual Bus Tour
 NAIOP DC Chapter
 Bethesda North Marriott Hotel & Conference Center
 Bethesda, MD
 For more info: <http://www.naiop-mddc.affiniscape.com/calendar.cfm>

Oct. 22 Fall Networking Event
 NAIOP-Maryland Chapter
 Geppi's Museum
 Baltimore, MD
 For more info: <http://www.naiopmd.org/events>