

**PAGE 18:**  
**200% COMMISSION**  
at Melford Plaza II

# ST. JOHN PROPERTIES NEWS

JUNE 2010

Corporate Headquarters  
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Baltimore, Maryland 21244  
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www.sjpi.com



**CALENDAR  
OF EVENTS**  
(INSIDE BACK COVER)

## THE G.A.T.E. AT ABERDEEN PROVING GROUND

# Business Is Booming Inside (And Now Outside) The GATE!

**3-Story Office, Gateway Village Dr.**  
Delivery date: Aug. 2011  
75,000SF Available

**6180 Guardian Gateway Dr.**  
Delivery date: May 2011  
31,000 SF Available

**6165 & 6175 Guardian Gateway Dr.**  
Delivery date: Nov. 2010  
42,120 & 54,120 SF Available

**1-Story Office, Gateway Village Dr.**  
Delivery date: Aug. 2011  
30,000 SF Available

**Main Gate at APG**  
Delivery date: 2nd Quarter 2011  
• 40,000 SF In-line Space Available  
• 6 Pad Sites

**6200 Guardian Gateway Dr.**  
Delivery date: May 2011  
75,000 SF Available

**6210 Guardian Gateway Dr.**  
Delivery date: May 2011  
75,000 SF Available

**6245 Guardian Gateway Dr.**  
Delivery date: Sept. 2010  
7,451 SF Available

**Legend:**  
 R&D/FLEX  
 OFFICE (ONE STORY)  
 OFFICE (MULTI-STORY)  
 RETAIL

**THE GATE**  
ABERDEEN PROVING GROUND  
OFFICE & TECH PARK

**C4ISR**

Activity is accelerating at St. John Properties' projects at Aberdeen Proving Ground (APG). Eight buildings are under construction at The GATE (Government And Technology Enterprise), a 413-acre business & tech park which is **inside the secure perimeter of APG**, and the new Main Gate at APG, a 60-acre complementary office and retail component which will be **outside APG's perimeter** and directly accessible from Maryland Boulevard.

With the new product coming at Main Gate at APG, SJP will have all the bases covered, offering space to businesses that prefer the unique advantages of being inside or outside of APG's secure perimeter.



**SJP buildings at The GATE are currently leased to:**

- Government agencies
- Defense contractors
- Educational facilities

Now's the time to discuss how we can accommodate your organization's need **inside or outside** The Gate at APG. Contact Matt Holbrook today!

For Leasing information, contact:

**Matt Holbrook**  
**(410) 369-1238**  
mholbrook@sjpi.com

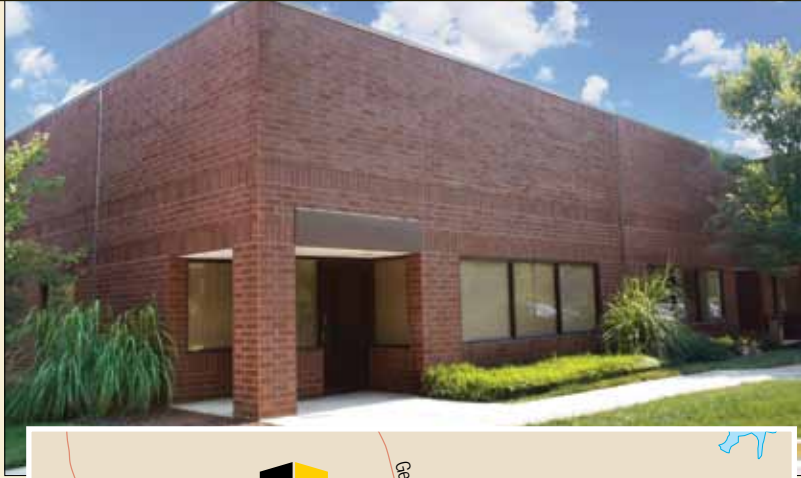


**Are You Ready to Receive Higher Commissions?**



**Earn up to 300% Commission for Doing Multiple Deals with St. John Properties.**

See page 3



# 20,000+ SF R&D/Flex Available in Annapolis

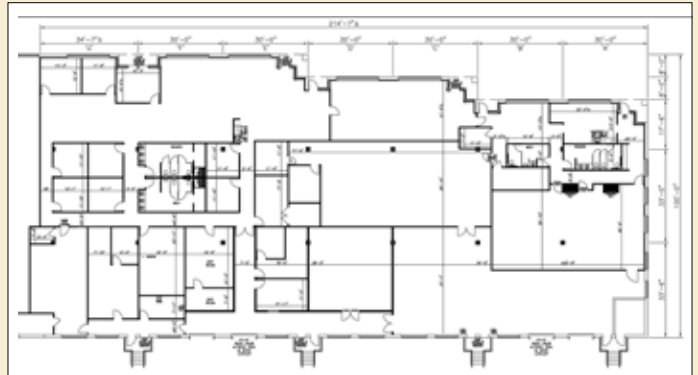
**445 Defense Highway**  
 Annapolis Corporate Center  
 Annapolis, Maryland 21401

**Includes SCIF Space**

- 75% finished office; conditioned warehouse
- Dock loading
- Immediate proximity to Annapolis Mall and downtown Annapolis
- Ideal for corporate headquarters
- Located off Rt. 97 and Rt. 50/301



For Leasing information, contact:  
**Sean Doordan**  
 (410) 369-1211  
 sdoordan@sjpi.com



# Bulk Warehouse Space at I-95 and Baltimore Beltway

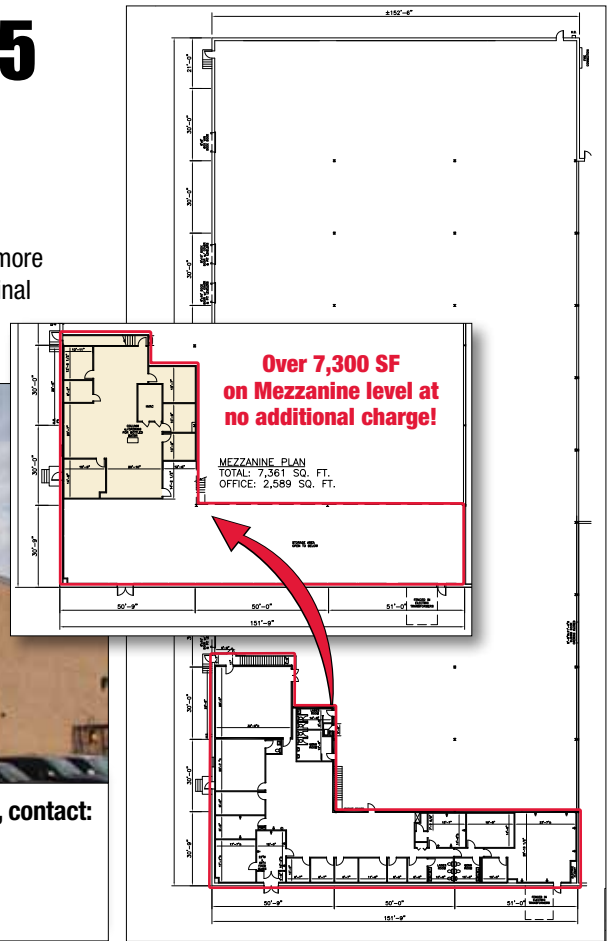
**3924 Vero Road**  
 Caton Research Center  
 Baltimore, MD

- 7,200 SF 1st floor office space
- Less than 10 min. to downtown Baltimore
- Directly opposite UPS Baltimore terminal
- 24 ft. ceiling height
- Fenced lot

**53,300 SF Available**



For Leasing Information, contact:  
**Bob Becker**  
 (410) 369-1210  
 bbecker@sjpi.com



**Over 7,300 SF on Mezzanine level at no additional charge!**

MEZZANINE PLAN  
 TOTAL: 7,361 SQ. FT.  
 OFFICE: 2,589 SQ. FT.



# Higher Splits in 2010 with SJP!

## Earn Up to **300% Commission** for Doing Multiple Deals with SJP!

In 2010, we're offering an "ascending commission" schedule. It's simple: the more deals you send us, the higher your commission rate!

**1st lease:** Earn **100%** commission

**2nd lease:** Earn **150%** commission

**3rd lease:** Double your money w/ **200%** commission

**4th lease:** What a deal! Earn **250%** commission

**5th lease:** Can you believe **300%** commission?

**LET THE DEALS BEGIN!**

### Ready to Receive Higher Commissions With Their Next Deal:

These brokers have brought us deals in 2010, so with their next lease they'll be on their way for **150%** up to **300%** in commissions!

- **Frank Bolling** - Coldwell Banker
- **Karen Cherry** - Sperry Van Ness
- **James Demski** - Demski Real Estate
- **Charles Fenwick** - Cassidy Turley
- **Rob Freedman** - Hearn Burkley
- **Abby Glassberg** - CBRE
- **Kevin Goeller** - KLNb
- **Aziz Hamed** - Ikon Realty
- **Bill Harrison** - Ryan Commercial

- **Alan Hoolin** - Gold Commercial
- **Kate Jordan** - KLNb
- **Suzanne Katz** - H&R Retail
- **Mike Kauffman** - Hearn Burkley
- **Nate Krill** - Millennium Realty Advisors
- **Robin Maisel** - Maisel Co.
- **Leland Middleton** - Studley
- **Jonathan Miller** - MacKenzie
- **Craig Morrell** - KLNb

- **Mike Mull** - KLNb
- **Herb Patterson** - HBW
- **Colin Peyonar** - Murphy Commercial
- **Tom Rice** - Boozer
- **Mike Roden** - CBRE
- **Beetle Smith** - RKS
- **Oren Stephen** - Marcus & Millichap
- **Lizzy Sweeney** - Colliers
- **Dave Wills** - NAI Michael

### Example:

On a 4,500 SF lease @ \$10/SF for 5 years, your normal commission would be just over \$9,000. If that were your 5th deal in our Commission Multiplication program, your commission would be over **\$28,000!**

### Rules & Restrictions:

- Program begins Jan. 1, 2010 and runs until terminated by SJP at its discretion.
- Includes all Maryland-area & Virginia SJP properties, except as noted below.
- Excludes all buildings at The GATE in Aberdeen Proving Ground, and all office buildings at Md. Science and Technology Center @ Melford in Bowie (MS&TC has separate commission incentives.)
- Applies only to deals signed with tenants that presently do not have a lease with St. John Properties.
- St. John Properties reserves the right to limit, modify or terminate this program at any time.
- Program based on date that deal is signed by both parties.
- Commissions may not be shared with other brokers.
- Commissions only paid to individual broker actually procuring the lease (not to teams).
- Incentive commission payable at the same times as the regular commission.
- Multiple leases entered into by one tenant or affiliates in the same building counts as one lease.

## June 2010



**June 10-11**

**SJP Annual Broker Outing  
By Invitation Only**  
Hyatt Regency Chesapeake Bay  
Golf Resort, Spa and Marina  
Cambridge, MD

**June 17**

**MD/DC Next Generation  
Breakfast Networking Program**  
Offices of Holland & Knight  
Washington, DC  
For more info: [www.icsc.org](http://www.icsc.org)

**June 17**

**NAIOP-Maryland Summer Social**  
Tabrizi's  
Baltimore, MD  
5:30 p.m. - 8 p.m.  
For more info:  
[www.naiopmd.org/events](http://www.naiopmd.org/events)

**June 21**

**Member-Guest Golf Tournament**  
NAIOP Maryland/DC Chapter  
Lakewood Country Club  
Rockville, Maryland  
11:30 a.m.  
For more info: [www.naiopmddc.org](http://www.naiopmddc.org)

## SAVE THE DATE



**Sat., Oct 23, 2010**

**Registration 8:00 a.m.  
Race starts 9:30 a.m.**

**[www.sjpi.com/company/5krace](http://www.sjpi.com/company/5krace)**



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