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200% COMMISSION
at Melford Plaza II

ST. JOHN PROPERTIES NEWS

OCTOBER 2010

Corporate Headquarters
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CONSTRUCTION UPDATE

See page 2



Medical Alert!

St. John Properties offers turnkey medical spaces that save tenants thousand\$



Quarterfield Center • Glen Burnie, MD ▼

808 Landmark Drive, suite 116, 2550 SF

- Built out with sinks, reception area, and much more
- Direct access; separate entrances for patients and physicians
- Well parked: 5/1,000
- Tenant controls own utilities
- Proximity to Baltimore Washington Medical Center
- Synergy with over 62,000 SF of existing medical in park



▲ 888 Bestgate Road • Annapolis, MD

888 Bestgate Road, suite 210, 2186 SF

- Built out treatment rooms with sinks, reception area, and much more
- Proximity to Anne Arundel Medical Center, Annapolis Mall
- End unit, parked for medical Class A
- Synergy with over 62,000 SF of existing medical in bldg.



To discuss the “vital statistics” on these and other spaces, contact Sean Doordan, your Square Foot Doctor:

Sean Doordan
(410) 369-1211
sdoordan@sjpi.com



Md. Science and Technology Center ▼ @Melford • Bowie, MD

4861 Telsa Drive, suite A, 2520 SF

- Turnkey surgery center
- Some equipment will stay
- Synergy with over 46,000 SF of existing medical in park



▲ Md. Science and Technology Center @ Melford • Bowie, MD

16701 Melford Blvd., Melford Plaza I, suite 105, 2904 SF

- Turnkey imaging facility
- Located on 1st floor of Class A office with direct exterior handicap-accessible entrance
- Already built out with lead walls
- Synergy with over 46,000 SF of existing medical in park

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



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

See page 3

CONSTRUCTION UPDATE: The GATE



The dirt's really flying at The GATE, where we are now constructing **eight** Class "A" office buildings totaling 467,000 sq. ft. of space. When these buildings are complete, the total square footage of delivered buildings will be 526,779 sq. ft. of the more than 2 million sq. ft. slated for construction at The GATE.

Most recently we initiated construction on three Class "A" office buildings on Guardian Gateway Drive: two three-story buildings totaling 75,000 sq. ft. each, and a single-story 29,400 sq. ft. building.

In the midst of all this we also welcomed new tenants Boeing, General Dynamics, Defense Contract Management Agency, Telos, Potomac Fusion, and Harford Community College.

▼ To discuss your office space needs inside or outside the gate at APG, contact:

Matt Holbrook

(410) 369-1238
mholbrook@smpi.com



BROKER DEALS

3rd Quarter Broker Deals

St. John Properties, Inc. salutes the following brokers, who helped us lease more than **335,000 square feet** of space during **July, August and September of 2010.**

BROKER Company Property Tenant	BROKER Company Property Tenant	BROKER Company Property Tenant
Mike Roden CBRE Stafford Business Center <i>Gold Marble & Granite</i>	Ruta Robinson/Michael Singer JLL Maple Lawn <i>Kaiser Permanent</i>	Dean Drewyer Donohue Laurel Business Center <i>Gunpowder Garage/Wilson Auto</i>
Aziz Hamed Ikon Realty Caton Research Center <i>Humanity First</i>	Scott Wingrat Preston Ptnrs Business Cntr at Owings Mills <i>Prestige Worldwide</i>	Sobhy Soliman Executive Realty Troy Hill Corporate Center <i>Najib Est, Inc</i>
Alan Hoolin/Mitch Gold Gold Commercial Dolfield <i>Interstock Premium Cabinetry</i>	Bill Harrison Ryan Commercial Maryland Executive Park <i>Absolute Services</i>	Jim Silfee Hearn Burkley Beltway West Corporate Center <i>Transparent BPO</i>
Pat Bomhoff Long & Foster Baltimore Crossroads @95 <i>Amped Up</i>	Beetle Smith RKS Riverside Corporate Center <i>Upper Chesapeake Health</i>	Bill Kommalan Long & Foster Maryland Executive Park <i>Legal Helpers, LLC</i>
Mike Mull KLNb Reisterstown Business Center <i>Kershner Environmental</i>	Mike Singer JLL Riverside Corporate Center <i>Weston Solutions</i>	Oren Stephon Marcus & Millichap MDS&T <i>Advanced Billing Concepts</i>
Herb Patterson HBW International Trade Center <i>Liberty Port</i>	Chet Rao UGL Equis International Trade Center <i>CACI</i>	Michael Royce JLL BWI Commerce Center <i>Lockheed Martin</i>
Colin Penoyar Murphy Commercial MD Science & Tech <i>TCS - Lee White</i>	Ann Barrett CBRE The GATE <i>GD C4 Systems</i>	Amanda Williams CBRE The GATE <i>GSA</i>
Joe Ruzecki CBRE 888 Bestgate Road <i>Lawson</i>	Kate Jordan KLNb Caton Research Center <i>Vermont Bread</i>	John Skoglin CBRE Caton Research Center <i>Technical Gas Products/ O2 Safe</i>
Frank Bolling Coldwell Banker Annapolis Tech Park <i>Mortgage Master, Inc.</i>	Tom Rice Boozier International Trade Cntr <i>Healthcare Data Management</i>	Jim Silfee Hearn Burkley Owings Mills <i>Owings Mills Harvest Church of God</i>
Mitch Gold Gold and Company Timonium Business Cntr <i>Autopart International</i>	Rob Freedman Hearn Burkley Cromwell Business Center <i>Evolution</i>	Rich Thomas Cushman Caton Research Center <i>Pitney Bowes</i>
Kirby Greenlee Grubb & Ellis BWI Commerce <i>Worldwide Corporate Housing</i>	Jonathan Miller Mackenzie International Trade Center <i>Marcus Medical</i>	Mike Roden CBRE Cromwell <i>Weller Trucking</i>
Craig Morrell KLNb I-97 Business Park <i>Superior Link Worldwide</i>	Dave Wills NAI Micheals MD Science & Tech <i>Shoppers Food Warehouse</i>	Mike McGugan Grubb & Ellis I-97 Business Park <i>High Roads School</i>
Mike Kauffman Hearn Burkley Caton Research Center <i>SF Vending</i>	Steve Ernst CWA MD Science & Technology Center @ Melford <i>DaVita</i>	Will Corbitt LPC Commercial Services Cromwell Bus Prk <i>Ashtead Technology</i>
Abby Glassberg CBRE Glen Burnie Business Center <i>ArchSCAN</i>	Robin Maisel Maisel Real Estate, Inc. 888 Bestgate Road <i>Simcox and Barclay</i>	Ernie Shineman Coldwell Banker 888 Bestgate <i>Carney, Kelehan, Bresler, Bennett & Scheer, LLP</i>
Leland Middleton Studley Beltway West <i>Foundation for Home and Community</i>	Charles Fenwick Cassidy Turley I-97 Business Park <i>Maxim Health</i>	Chris DeLuca LeaseWright The GATE <i>Fastenal</i>
Brian Watts Transwestern Maple Lawn <i>In Depth Engineering</i>	Matt Melnick Trout Daniel MD Science & Tech <i>USGC, Inc.</i>	Joe Bradley Manekin The GATE <i>Potomac Fusion</i>
Lizzy Sweeney Colliers Loveton Business Center <i>Integrated Alarm Systems</i>	Ann Barrett CBRE The GATE <i>GDIT</i>	Mike Roden CBRE Columbia Center <i>The Myco Companies</i>
James Demski Demski Real Estate BWI Comm <i>Pioneer Contracting Co. Inc.</i>	Mike Sullivan CBRE The GATE <i>Boeing</i>	Gary Appelstein MacKenzie Maple Lawn <i>MetroCount</i>
Karen Cherry Sperry Van Ness Cromwell Business Park <i>Progressive Insurance</i>	Beetle Smith RKS The GATE <i>Harford Community College</i>	Kenny Bernstein Abeshouse Dolfield Business Park <i>American Auto Detail</i>
Dave Fields CBRE Cromwell Business Park <i>Arinc Cromwell</i>	Terri Harrington Mackenzie Caton Research Center <i>Southern Management Corporation</i>	Matt Muller Mackenzie Maryland Executive Park <i>CreditXpert</i>
Suzanne Katz H&R Retail Lakeshore Plaza <i>Games Workshop Retail, Inc.</i>		





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: Earn **200%** commission

4th lease: Earn **250%** commission

5th lease: Earn **300%** commission

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!

* These brokers have earned 150% commissions

- **Gary Appelstein** - MacKenzie
- **Brendan Behan** - McShae
- **Frank Bolling** - Coldwell Banker
- **Karen Cherry** - Sperry Van Ness
- **Will Corbitt** - LPC Commercial Services
- **James Demski** - Demski Real Estate
- **Joe Donegan** - Tyler • Donegan
- **Dean Drewyer** - Donohue
- **Charles Fenwick** - Cassidy Turley
- **Rob Freedman** - Hearn Burkley
- **Abby Glassberg** - CBRE
- **Kevin Goeller** - KLNb
- **Aziz Hamed** - Ikon Realty
- **Bill Harrison** - Ryan Commercial
- **Ben Heller** - Scheer Partners
- **Alan Hoolin** - Gold Commercial
- **Kate Jordan** - KLNb

- **Suzanne Katz** - H&R Retail
- **Mike Kauffman** - Hearn Burkley
- **Susan Kirn** - KLNb
- **Nate Krill** - Millennium Realty Advisors
- **Robin Maisel** - Maisel Real Estate, Inc.
- **Mike McGugan** - Grubb & Ellis
- **Leland Middleton** - Studley
- **Jonathan Miller** - MacKenzie
- **Craig Morrell** - KLNb
- **Mike Mull** - KLNb
- **Herb Patterson** - HBW
- **Colin Penoyer** - Murphy Commercial
- **Tom Rice** - Boozer
- **Mike Roden** - CBRE *
- **Michael Royce** - JLL
- **Jim Silfee** - Hearn Burkley *
- **Michael Singer** - JLL

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 and select buildings in Frederick and Virginia (These may have 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.

- **Ernie Shineman** - Coldwell Banker
- **John Skoglin** - CBRE
- **Beetle Smith** - RKS
- **Sobhy Soliman** - Executive Realty
- **Oren Stephen** - Marcus & Millichap
- **Matt Sutermeister** - Windward Commercial
- **Lizzy Sweeney** - Colliers
- **Jonathan Warner** - Warner Commercial
- **Brian Watts** - Transwestern
- **Dave Wills** - NAI Michael *

BROKER DEALS

Continued from page 2

BROKER

Company | Property | Tenant

Kate Jordan

KLNb | BWI Commerce Park | *Plants & Prawns*

Alan Coppola

KLNb | MD Science & Tech | *Alpert Schreyer, LLC*

Joe Bradley

Manekin | The GATE | *Telos*

Arlene Begelman

Transwestern | Laurel Business Center | *JBS International*

Brendan Behan

McShae | Maple Lawn | *Novii Design*

Karen Elsbury

KLNb | MD Science & Tech | *Uptown Café*

Ben Heller / Adam Nachlas

Scheer Partners | MD Science & Tech | *Ambiance Lighting*

Andy Mayr

NAI Michael | MD Science & Tech | *Wraparound Maryland*

Tyler Edwards

Swearingen Realty | Cromwell Business Park | *Amedysis*

Susan Kirn

KLNb Retail | Lake Shore Plaza | *Sport Clips*

Mike Wiley

UGL-Equis | The GATE | *Harris*

CALENDAR OF EVENTS

October

Oct. 5 **Learning, Legends and Libations**
NAIOP Maryland/DC
Bethesda North Marriott Hotel
& Conference Center
North Bethesda, MD
3:00 - 7:00 p.m.
www.naiopmddc.org

Oct. 8 **Developing Leaders
Community Service Day**
NAIOP Maryland
Oyster Gardens
Annapolis, MD
www.naiopmd.org

Oct. 14 **Fall Social**
NAIOP Maryland/DC
Museum of Industry
Baltimore, MD
5:30 - 8:00 p.m.
www.naiopmddc.org



SAVE THE DATE



Brokers Run
FREE

**Saturday,
October 23, 2010**

**Baltimore Crossroads @95
Business Park**
White Marsh, Maryland 21220

To Register, contact Al Cunniff:
acunniff@smpi.com | **410.369.1277**



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