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200% COMMISSION
at Melford Plaza II

ST. JOHN PROPERTIES NEWS

SEPTEMBER 2010

Corporate Headquarters
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www.sjpi.com



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

THE GATE AT ABERDEEN PROVING GROUND

BRAC Is Happening!

Boeing and General Dynamics Among First Tenants Moving In

For years you've been hearing that Base Realignment And Closure (BRAC) will bring businesses and bodies to Aberdeen. BRAC is definitely happening now for St. John Properties! We're completing or developing space at The GATE AT Aberdeen Proving Ground for L-3, Raytheon, Boeing, General Dynamics, and Defense Contract Management Agency, with more deals to come.

With eight buildings under construction, we definitely have space that will suit your organization's needs, from small 2,300 SF suites up to 75,000 SF full buildings.

We offer three product types (office, flex and multi-story), with two leasing plans: full service, including utilities and cleaning, or triple-net, where tenants handle more cost items directly.

Contact Matt Holbrook to discuss how St. John Properties can meet your space needs at The GATE.



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



2010 ARMY TEAM C4ISR EXPO & SYMPOSIUM

2010 C4ISR Symposium and Expo

St. John Properties brought its show "on the road" recently when it exhibited at the 2010 C4ISR Symposium and Expo at the Baltimore Convention Center. The conference was moved to Baltimore after being held for the past eight years in Atlantic City, NJ, and that's a sign of how real BRAC has become in our area.



**DAVE WILLS EARNS
200% COMMISSION!**



PLUS: DINNER FOR 2 AT
RUTH'S CHRIS STEAK
HOUSE FOR QUALIFIED
SHOWINGS AT MELFORD II

See page 2

**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 sq. ft. R&D/Flex in Annapolis, MD

445 Defense Highway
Suites A - G
Annapolis Corporate Center
Annapolis, Maryland 21401

You won't find space like this
anywhere in the immediate
Annapolis area.

- Large contiguous space
- Single-story, direct access
- Recently accredited SCIF space
- Previously occupied by Northrop Grumman

**No Other Space Like
This in Annapolis!**

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

**Includes
SCIF
Space**



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



Hats Off to Dave Wills

With four recent transactions totalling more than 33,000 SF, momentum is growing at Melford Plaza II at Maryland Science & Technology Center in Bowie, MD.

The recent announcement that **Shoppers Food and Pharmacy** is moving is corporate headquarters to Melford Plaza II comes on the heels of leases signed with **USGC, Advanced Billing Concepts, and Alpert Schreyer.**

Hats off and a nice reward to Dave Wills of NAI Michael, who brokered the 24,000 SF Shoppers deal for a 200% commission.

SAVE THE DATE

Brokers Run
FREE



3rd Annual
**Baltimore
Crossroads@95**
5K CrossCountry Challenge

Saturday, October 23, 2010

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

To Register, visit:

www.esjfoundation.org/5krace

HURRY - It's Disappearing!



For Leasing
information,
contact:

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

**Our 200% Commission on leases signed at
Melford Plaza II is a Limited-Time Offer!**

16901 Melford Blvd.
Maryland Science & Technology Center @ Melford
Bowie, Maryland 20715



**DINNER
FOR 2**
at Ruth's Chris Steak
House for qualified
showing



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!

- **Gary Appelstein** - MacKenzie
- **Frank Bolling** - Coldwell Banker
- **Karen Cherry** - Sperry Van Ness
- **Will Corbet** - Lincoln Property
- **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
- **Alan Hoolin** - Gold Commercial
- **Kate Jordan** - KLNb
- **Suzanne Katz** - H&R Retail
- **Mike Kauffman** - Hearn Burkley
- **Nate Krill** - Millennium Reality Advisors
- **Robin Maisel** - Maisel Real Estate, Inc.
- **Mike McGugan** - Grubb & Ellis
- **Leland Middleton** - Studley
- **Jonathan Miller** - MacKenzie
- **Craig Morrell** - KLNb

* These brokers have earned 150% commissions

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.

- **Mike Mull** - KLNb
- **Herb Patterson** - HBW
- **Colin Penoyar** - Murphy Commercial
- **Tom Rice** - Boozer
- **Mike Roden** - CBRE *
- **Michael Royce** - JLL
- **Jim Silfee** - Hearn Burkley *
- **Michael Singer** - JLL
- **Ernie Shinneman** - Coldwell Banker
- **John Skoglin** - CBRE
- **Beetle Smith** - RKS
- **Sobhy Soliman** - Executive Realty
- **Oren Stephen** - Marcus & Millichap
- **Matt Sutermeister** - Windward Commercial
- **Lizzy Sweeney** - Colliers
- **Brian Watts** - Transwestern
- **Dave Wills** - NAI Michael *

September

- Sept. 10** **Legislative Committee Meeting**
NAIOP Maryland/DC
Linowes & Blocher
Bethesda, MD
12:30 - 1:30 p.m.
www.naiopmdcc.org
- Sept. 15** **Sustainability Meeting**
NAIOP-Maryland
Marriott BWI
Registration 7:30
Meeting: 8:15 - 10 a.m.
www.naiopmd.org
- Sept. 15** **"No Hat Required" Preview Tour and NAIOP Networking**
NAIOP Maryland/DC
The U.S. Institute of Peace HQ
Washington, DC
6:00 - 8:00 p.m.
www.naiopmdcc.org
- Sept. 20** **Fall Golf Outing**
NAIOP-Maryland
Bulle Rock Golf Course
Havre de Grace, MD
www.naiopmd.org
- Sept. 30** **Sustainability 101 Workshop Session 6: Indoor Environmental Quality**
NAIOP Maryland/DC
www.naiopmdcc.org

October

- Oct. 5** **Learning, Legends and Libations**
NAIOP Maryland/DC
Bethesda North Marriott Hotel & Conference Center
5701 Marinelli Road
North Bethesda, MD
3:00 - 7:00 p.m.
www.naiopmdcc.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.naiopmd.org

November

- Nov. 17** **Capital Stack**
NAIOP Maryland
Sheppard Pratt
Registration 7:45
Event: 8:15 - 10 a.m.
www.naiopmd.org





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