

# ST. JOHN PROPERTIES NEWS

JANUARY 2011

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## 2010 Year In Review

See p. 4

### 2011 PROMOTIONS

# Earn 150% Commission!

Out with the old, in with the new! With the New Year, all 2010 promotions have closed. Congratulations to the brokers who signed deals qualifying for higher splits—see page 7 for results.

The door now opens on these new opportunities. **Earn 150% Commission\*** on ANY office, flex or retail deal at Baltimore Crossroads @95 or Business Center at Owings Mills and ANY office space at Maryland Science & Technology Center @Melford.

\*This replaces all prior promotions. St. John Properties reserves the right to cancel this promotion at any time.



Maryland Science & Technology Center @Melford



Baltimore Crossroads @95



Business Center at Owings Mills



2010 Higher Splits Promotion has closed.

See p. 7 for results

### THE GATE AT ABERDEEN PROVING GROUND



# Space Is Leasing Fast at The GATE at APG!

Now's the time to consider securing a presence for your company at The GATE at Aberdeen Proving Ground. Space is leasing quickly, and we're constructing new buildings comprising an additional 180,000 sq. ft. of space that will deliver within the next nine months.

#### ► Leasing Update:

- 6175 Guardian Gateway Drive is **25% Leased**
- 6210 Guardian Gateway Drive is **50% Leased**
- 6245 Guardian Gateway Drive is **100% Leased** (including General Dynamics, Boeing, Harris)

#### ► Construction Update:

**6200 and 6210 Guardian Gateway Drive** are 75,000 sq. ft. three-story office buildings that will deliver in August 2011. The buildings have prime visibility along Maryland Boulevard, with spaces now available from 1,500 sq. ft. up to big suites with signage opportunities.

For leasing information, contact:



**Matt Holbrook**  
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mholbrook@sjpi.com



6K SF Office with great visibility See p. 3



52K SF Beautiful Buildout in Owings Mills See p. 6

# 4th Quarter Broker Deals

St. John Properties, Inc. salutes the following brokers, who helped us lease more than **131,600 square feet** of space during **October, November and December of 2010.**

BROKER   Company   Property   Tenant
<b>Scott Rabin</b>   Edge Commercial Real Estate   Caton Research Center   <i>Lasership</i>
<b>Joe Donegan</b>   Tyler Donegan   Maple Lawn Corporate Center   <i>American Pest</i>
<b>Tom Rice</b>   Conaway Commercial   Reisterstown Business Center   <i>Victory Day School</i>
<b>Mike Moran</b>   KLNb   Baltimore Crossroads @95   <i>Peach State Roofing</i>
<b>Scott Rabin</b>   Edge Commercial Real Estate   Caton Research Center   <i>Lasership</i>
<b>Steve Catalano</b>   Commercial 100   BWI Commerce Center   <i>International Association of Machinists</i>
<b>Dave Brashears</b>   Champion   888 Bestgate Road   <i>Society of Gynecologic Investigation</i>
<b>Michael Singer / Pete Briskman</b>   JLL   The GATE   <i>SAIC</i>
<b>Mike Roden</b>   CBRE   Troy Hill Corporate Center   <i>SharpComm</i>
<b>Edward Kim</b>   Partners National   Maple Lawn Corporate Center   <i>Benco Dental</i>
<b>Jack Ross</b>   Ross   Timonium Business Center   <i>Tribble's</i>
<b>Joe Nolan</b>   KLNb   Cromwell Center   <i>Prosperity Mortgage</i>
<b>Dave Fields</b>   CBRE   Cromwell Business Park   <i>Sleep Services</i>
<b>Amanda Williams / Dave Fields</b>   CBRE   The GATE   <i>GSA/DAU</i>
<b>Matt Haas</b>   Manekin   Yorkridge Center South   <i>Zynga Inc.</i>
<b>Matt Haas</b>   Manekin   Business Center at Owings Mills   <i>Sawhorse Venture / Mr. Handyman</i>
<b>Cecil Hall</b>   CB Move   Aberdeen Technology Park @ the HEAT Center   <i>James Seward Consultants</i>
<b>Matt Haas</b>   Manekin   Cromwell Center   <i>Abato, Rubenstein, Abato</i>
<b>Rob Freedman</b>   Colliers   Baltimore Crossroads @95   <i>United Cerebral Palsy</i>

## January



**Jan. 11**

**REEL Cheers for Charity 2011**  
 NAIOP MD/DC REEL  
 6-9:00 p.m.  
 The Mighty Pint  
 Washington, DC  
[www.naiopmddc.org](http://www.naiopmddc.org)

**Jan. 18**

**Suburban Maryland/ Washington, DC 2011 Market Forecast**  
 8:00-10:00 a.m.  
 Bethesda North Marriott Hotel and Conference Center  
 North Bethesda, MD  
[www.naiopmddc.org](http://www.naiopmddc.org)

## February

**Feb. 22-23**

**Mid-Atlantic Conference and Deal Making**  
 Gaylord National Resort & Convention Center  
 National Harbor, MD  
[www.icsc.org/2011MA](http://www.icsc.org/2011MA)

## March

**Mar. 28-30**

**Strategic Leadership Summit**  
 Ritz Carlton  
 Washington, DC  
[www.icsc.org](http://www.icsc.org)

### YORKRIDGE CENTER SOUTH



## 'FarmVille' Creators Join SJP Family

We're proud to announce that social network game developer Zynga has signed a 9,000 SF lease for office space at Yorkridge Center South. Headquartered in San Francisco, Zynga has developed games such as FarmVille that work stand-alone, or as application widgets on Facebook, MySpace and other social networking sites.



## Congratulations To Justin



**Justin Schaub**

St. John Properties is pleased to announce that the Maryland Chapter of the U.S. Green Building Council (USGBC) has awarded Justin Schaub as an **Emerging Professional and a Corporate Change Agent**. Justin and other "green" awardees will be honored at a USGBC event on January 27.





# Great Location With 'Sign' of Success

*6k SF Office End Unit Offers Great Signage and Visibility*

**802 Landmark Drive  
Suites 111-115  
Quarterfield Center  
Glen Burnie, MD**

- 6,030 sq. ft. office space – **end unit**
- Excellent **signage** and visibility from Quarterfield Road
- **Classy touches:** wood flooring, French doors, chair rail and crown molding
- Great for medical or real estate office, or any business benefiting from signage
- Signage on retail monument available
- Near intersection of I-97 and Rt. 174 (Quarterfield Road)



For leasing information, contact:



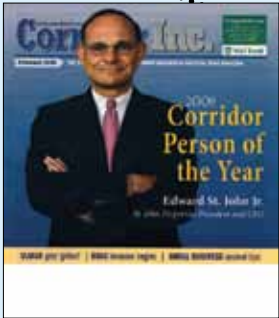
**Sean Doordan**  
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sdoordan@sjpi.com



# Year in Review

Looking Back on Milestone Events From 2010

Jan.



Ed St. John named "Man of the Year" by Corridor Magazine.

St. John Properties earns "Green Transformation Award" from Maryland Chapter of the U.S. Green Building Council.



St. John Properties named as finalist in NAIOP's national "Developer of the Year" competition.



Host annual outing for top-performing brokers.

June

Host event for brokers at Corporate Center

May



Exhibit at APG Tech Showcase at Harford Community College.

July



Co-sponsor trap shoot outing for brokers at Prince George's County Trap & Skeet Center.

Aug.



Exhibit at C4ISR Expo at Baltimore Convention Center.

## LAKESHORE PLAZA

# Lakeshore Plaza Holiday Event

Santa Claus, a Ravens mascot, live classic rock music and even a robot were part of the fun that patrons enjoyed at Lakeshore Plaza's "Holiday Event" on Dec. 11. Festivities also included performances by local school choirs, face painting, and special offers by plaza merchants.



Pictured from left: 1 Stephanie Meros, Al Cunniff, Ravens mascot "Poe," Vicki Keating, Brittany Keating, and David Grabenstein. 2 The SportClips mascot made a "big" impression. 3 Santa chatted with many visitors during the event. 4 Chesapeake High School Robotics Team. 5 Baltimore Ravens Mascot Poe and friends.

**Leroy Merritt**, longtime partner, competitor and friend of Ed St. John, dies.



**Feb.**



**Mar.**

St. John Properties and Baltimore Crossroads @95 **Donate \$25,000 to Baltimore City Police Athletic League (PAL).**

...s at **Maple Lawn** in Howard County.



Co-sponsor **18th annual VIP Tour** organized by Anne Arundel Economic Development Council.



**Apr.**

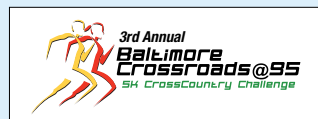


Initiate construction on **three new buildings at The GATE** at Aberdeen Proving Ground totaling more than 135,000 sq. ft.

**Sep.**



Baltimore Crossroads @95 **5K CrossCountry Challenge.**



**Dec.**

**Oct.**

**Break ground on three new Class "A" office buildings** totaling 180,000 sq. ft. at The GATE at Aberdeen Proving Ground.

**Nov.**

Lakeshore Plaza **"Holiday event."**



**NAIOP MARYLAND**



# NAIOP Maryland Holiday Party

More than 400 Baltimore-area commercial real estate professionals who attended NAIOP-Maryland's recent Holiday Event were treated to an array of "parody" videos self-produced by leading industry firms. St. John Properties' contribution to the event established Buzzy Crumbacker as hot box office material.

Shown at the Dec. 16 NAIOP event are, from left: **1** Rob Bavar, Bavar Properties Group and President of NAIOP-Maryland; Owen Rouse, Manekin, LLC; Ed St. John. **2** Sean Doordan, St. John Properties; Laura Westervelt, CB Richard Ellis; Larry Maykrantz, St. John Properties. **3** Al Cunniff, St. John Properties; Beetle Smith, RKS Realty; Abby Glassberg, CB Richard Ellis. **4** David Pratt, Lorax Partnerships; Laurie Williams, Lorax; Davis Emory, Emory Properties; Cole Schnorf, Manekin, LLC.

# Headquarters Quality at Back-office Price

*Recent Office Buildout  
with High-End Upgrades*

**11407 Cronhill Drive  
Business Center at Owings Mills**

- ▶ 2-story office/flex 52,500 SF
- ▶ Large Floorplates (up to 27,750 contiguous SF per floor)

**Former Bank Headquarters with many recent upgrades, including:**

**Office**

- Indirect lighting
- 2 x 2 ceiling tiles
- Sidelights
- Health/Fitness room
- Cafeteria-style lunchroom, fenced outside patio, elevator upgrades

**Warehouse**

- Air-conditioned
- Dock loading

**Site/Location**

- Ample parking
- Strategically located in heart of Owings Mills near I-795

**Thousands  
of Dollars  
in Buildout/  
Upgrades**



**150%  
BROKER BONUS  
EFFECTIVE  
JAN. 1 2011!**



For leasing information, contact:






**Will McCullough**  
(410) 369-1207  
wmccullough@sjpi.com



For more information, visit: [www.sjpi.com/company/headquarterSpace](http://www.sjpi.com/company/headquarterSpace)

# Congratulations! These brokers earned higher commissions in 2010

**100% Commission**      **150% Commission**      **200% Commission**

	<b>Joe Donegan</b> - Tyler • Donegan	<b>2,760 SF</b> Riverside Technology Park	<b>10,560 SF</b> Maple Lawn Corporate Park	
	<b>Tom Rice</b> - Conaway Commercial	<b>2,400 SF</b> International Trade Center	<b>2,400 SF</b> Reisterstown Business Center	
	<b>Rob Freedman</b> - Colliers	<b>4,500 SF</b> Cromwell Business Park	<b>21,500 SF</b> Baltimore Crossroads	
	<b>Matt Haas</b> - Manekin	<b>1,350 SF</b> Business Center @Owings Mills	<b>9,000 SF</b> Yorkridge Center South	
	<b>Mike Roden</b> - CBRE	<b>3,600 SF</b> Stafford Business Center	<b>9,280 SF</b> Cromwell Business Park	<b>5,040 SF</b> Troy Hill Corporate Center
	<b>Jim Silfee</b> - Hearn Burkley	<b>7,200 SF</b> Business Center @Owings Mills	<b>1,250 SF</b> Beltway West Corporate Center	
	<b>Dave Wills</b> - NAI Michael	<b>11,520 SF</b> Center @ Monocacy	<b>2,520 SF</b> MD Science & Technology Center @ Melford	

**See p. 1 for 150% Offer for 2011!**

## These brokers also signed deals qualifying for higher splits:

- **Gary Appelstein** - MacKenzie
- **David Austin** - Commercial Group Realty
- **Brendon Behan** - McShea & Company, Inc.
- **Frank Bolling** - Coldwell Banker
- **Dave Brashears** - Champion
- **Karen Cherry** - Sperry Van Ness
- **Will Corbitt** - LPC Commercial Services
- **James Demski** - Demski Real Estate
- **Dean Drewyer** - Donohue
- **Matt Everly** - Paladin Real Estate
- **Charles Fenwick** - Cassidy Turley
- **Abby Glassberg** - CBRE
- **Kevin Goeller** - KLNb
- **Cecil Hall** - CB Move
- **Aziz Hamed** - Ikon Realty
- **Bill Harrison** - Ryan Commercial
- **Ben Heller** - Scheer Partners
- **Alan Hoolin** - Gold Commercial
- **Jane Jackson** - Sperry Van Ness
- **Edward Kim** - Partners National
- **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
- **Tom Morrissey** - Morrissey Commercial
- **Mike Mull** - KLNb
- **Herb Patterson** - HBW
- **Colin Penoyar** - Murphy Commercial
- **Scott Rabin** - Edge Commercial Real Estate
- **Michael Royce** - JLL
- **Michael Singer** - JLL
- **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

## BROKER OUTING 2011

# Bring Us Your Deals Now to Qualify for 2011 Broker Outing!

We've booked the luxurious **Nemacolin Woodlands Resort** for our 2011 broker outing. Now's the time to bring us a deal so you'll qualify for this amazing two-day getaway.



- Forbes Five-Star & AAA Five-Diamond Falling Rock boutique hotel
- Forbes Five-Star & AAA Five-Diamond Lautrec restaurant
- Internationally acclaimed Woodlands Spa
- PGA-tested Mystic Rock gold course
- Fishing, shooting, bowling and much more!

A luxury vacation destination on 2,000 wooded acres in the Laurel Highlands of southwestern Pennsylvania.

<http://www.nemacolin.com>





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