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March 24, 2016

Ms. Valerie Barone  
City Manager  
1950 Parkside Drive  
Concord, CA  
USA 94519

Dear Ms. Barone:

**RE: LENNAR URBAN**

This letter will provide a brief overview of my experience with Lennar Urban SF, in support of their interest in the working with you on the re-use of the Naval Base in your community.

By way of background I am an architect and urban planner, and have acted in the capacity of Master Architect on Lennar's Hunters Point Shipyard & Candlestick Point for close to a decade. I also work in a similar capacity for different developers and public agencies on urban re-development projects globally across IBI's network of 64 offices.

Lennar Urban's approach to 'community building' is unique and stands out over any other company I have worked with during my 40 year career. Successful urban renewal is a true partnership between public and private interests, open honest dialogue, taking the time to build relationships (and trust) with all stakeholders, delivering on each and every promise made, and pushing the bar of design excellence and sustainability. None of this happens without passionate (and compassionate) leadership, backed up by a team, all with a shared vision. Lennar Urban is one of the few in this business that truly understand this and act accordingly, as evidenced by the strong support they continue to have in the Bayview-Hunters Point communities.

When I started working with Lennar the team was small. I have seen it grow significantly, commensurate with the scale of undertaking and the variety of skill sets needed for complex long term projects. One of the things that has impressed me most with Lennar is the consistent 'quality' of every member of this team, the consistent 'commitment' to common goals and values and consistency of 'inspirational leadership'. This is the foundation for 'win/win' outcomes in community building- both the end product and the road(s) taken to get there.

I'm happy to provide further detail if it can assist you related to your deliberations around selecting the right partner to realize the aspirations of you and your community for the re-use of the Concord Naval Base.

Regards,

David M. Thom, AIA  
President | Managing Director  
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