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March 25, 2016

Valerie Barone, City Manager  
City of Concord  
1950 Parkside Drive  
Concord, CA 94519

Dear Ms. Barone,

As you consider the selection of a master developer for the Concord Naval Weapons Station, I hope to give you my perspective on what it means to partner with Lennar. They are absolutely committed to delivering on their promises. They demonstrate a deep respect for the citizens and communities in which they build. And they do build – they see their projects through to complete build-out, staying the course for the long haul.

As Mayor of San Ramon from 2002 to 2011, I witnessed firsthand the transformation of the Dougherty Valley from barren ranch land to a thriving community with much-needed housing, commercial space, schools, parks, hiking trails and so much more. The amazing commitment of Lennar, through both positive and negative economic times, was evident throughout the process. The quality of their product is superior, and we at the City of San Ramon felt so fortunate to see an asset such as this development take shape before our very eyes.

As you can imagine, a development like the Dougherty Valley, similar in size and scope to the Concord Naval Weapons Station, brings a high level of visibility to the city in which it is located. Aside from the tax revenue and jobs creation, projects like this draw people to them. They elevate the status of the region and attract many who would enjoy the enormous amenities they provide.

I believe that Lennar is the only developer who can bring true success to a project like yours. There are not many opportunities left to build a project like this. It is important to get it right, and by selecting Lennar, you can be assured that they will get it right.

Thank you for your time. Should you have any questions or desire any additional information, please do not hesitate to contact me.

Sincerely,



H. Abram Wilson  
Former Mayor, City of San Ramon