

# DEAL TRACKING REPORT

DF - Local Developers



THE GREENWICH GROUP  
INTERNATIONAL LLC  
REAL ESTATE INVESTMENT BANKING

## Term Sheets Received:

## Executed Confidentiality Agreement Received:

## Detailed Discussions:

#	Company / Firm	Comments
1	Abramson Properties	3/18/15 - Call in January 2015 with Paul - It is a bit too early to begin discussions on the financing of their Gateway at King and Beauregard development. He was an SSSAS alumni (class of '69), and his son Andrew Abramson was class of 2006 and played ice hockey. He requested I send an overview of Greenwich, which I did.
2	Atlantic Realty Companies, Inc.	06/05/2015 - left voicemail for David Zapponi
3	Madison Investments	05/29/2015 - Good call with Sia Madani. He has a 12 month old daughter, and a 2.5 year old son. He is swamped with work, home renovations, and the little ones, but expressed an interest in meeting once things settle down a bit. He said he would reach back out once things calmed down a bit on his end
4	Steuart Investment Company	7/10/15 - Good conversation with Guy Steuart. Their resort in Jamaica was developed in 1954 with 16 other partners. They are the majority shareholder, and are currently involved in master planning it all. They recently were involved in a venture with Boston Properties, and are actively looking for new acquisitions.  Recommended I speak with Scott Moseley who is their Director of Real Estate.

## Initial Discussions:

#	Company / Firm	Comments
1	Arlandria Center, LLC	09/04/2014 - Sent email to Mark Wellborn from Urban Turf to see if he knew of any recent developments with Arlandria Center, and if he would confirm whether PMI is still the developer, and if that is PMI Parking / Kingdon Gould III's company/Gould Property Group.

## Groups that have Passed:

## Uncategorized:

#	Company / Firm	Comments
1	Crimson Partners	
2	Shooshan Company	
3	Snell Properties	
4	Valor Development	left voicemail