

ROCKWOOD CAPITAL, LLC

Meeting Date: 10/1/2014

Meeting Participants (MS): Richard Kramer

Meeting Participants (Greenwich): Peter Witham, Duke Fairchild

Meeting Location: 140 East 45th Street, 34th Floor, New York, NY 10017

Meeting Notes:

- **Buckets of capital:**
 - 1) Fund 9: \$350 Million left to deploy
 - Deal Targets: Pure Value-Add for remainder of the fund
 - 2) Separate Account Relationship - \$1.2 Billion
 - Core Funds - \$800 Million
 - Mill Creek / Trammell Crow - \$400 Million
 - He mentioned they were not wedded to Mill Creek as a sponsor, so they can do joint-ventures with other sponsor groups
- **Miscellaneous Notes:**
 - a. Location Preference: Boston, New York, DC
 - b. Recent transactions:
 - i. Building an apartment building in Alexandria (Potomac yards)
 - ii. Runner up on 2401 Pennsylvania Avenue:
 - 1. Convert residential top of building to condos
- **Summary – Deals To Follow Up On:**
 - a. None
- **Deals Discussed:**
 - a. Tower Bridge:
 - i. *** did not take notes, but I don't believe he was interested in this***
 - b. 609 H Street:
 - i. Doesn't like the building as a residential play. Actually likes the building more as a medical office.
 - c. Charlottesville:
 - i. Would not do Charlottesville as a market
 - d. Tysons:
 - i. He actually likes Tysons, but they are not very focused on land at this point