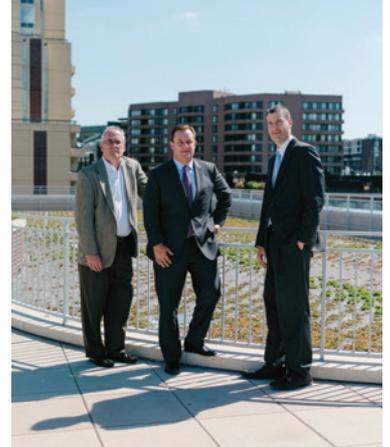


Skanska USA

Building a Place with Platinum Appeal



DC REGION

ROB WARD

EVP and Regional Manager

MIKE KEARNEY

Director, Development

MARC JOHNSON

Senior Manager, Development

Skanska USA Commercial Development acquires, develops, leases, and divests commercial properties in select core urban markets in the United States. It is a division of Skanska, a leading global project development and construction group.

What is the impact of all of this development—both yours and other developers' projects—on Rosslyn?

MARC Rosslyn is becoming more of a 24-hour environment. That's the big transformation you're seeing, a result of all the offices, residential, and retail projects coming. It's creating a new, synergistic environment, and that's really exciting.

Of all the buildings you develop, why choose this particular one in Rosslyn for your office location?

ROB We wear two hats here: both tenant and investor. As an investor, we know that this is a location that tenants find very attractive. And as tenants in our own building, we get it. We want to be here too. The main reasons tie into our development

philosophy, which is based on sustainability. This means having a minimal impact on traffic, and here we're close to three Metros and plenty of amenities. We're also focused on environmental friendliness in terms of construction. This building is LEED Platinum, the first in Arlington County to receive the designation.

What have tenants been particularly drawn to?

MIKE People want to be in this market, in this area. We've done very well with leasing. Also, the LEED designation, in addition to the great location, has resonated with tenants. Our mechanical system and air filters take out bacteria and allergens. We have solar panels, low flow fixtures, and motion sensor lights. The list goes on and on.