



October 5, 2011

Ms. Diane Stoddard
Assistant City Manager
City Manager's Office
City of Lawrence, KS
P.O Box 708, Lawrence, KS 66044

Dear Diane:

We are getting down to a very few remaining items that will need to be completed in order for Chris Piper to close on the purchase of the former Sauer Danfoss building located at 3840 Greenway Circle in the East Hills Business Park. This is an exciting project and the city has been extremely helpful in this process, and I know that Chris and Sauer Danfoss are most appreciative of all of the timely assistance from you and your staff.

As you are no doubt aware, until last week a significant element of the project was the expectation that one of the other East Hills businesses would be leasing 30,000 SF of space in the building. Chris had counted on the income from that tenant to cover a portion of the unexpectedly high costs of building repairs. We learned on Tuesday September 27 that the tenant would not be able to commit to the lease after all, and this has left a gap in the project financing.

One of the most urgent repairs needed is to replace much of the concrete in the driveways and areas around the loading docks. These areas have suffered significant deterioration and it is imperative for the safety of drivers and other Grandstand employees that this basic infrastructure is in good condition. The estimate for repairing this infrastructure is \$38,000, and if the city could provide a forgivable loan to Grandstand in the amount of \$25,000, that would fund the majority of the infrastructure repair costs.

All of the parties to this transaction, Sauer Danfoss, Colliers, and city, the county, and even Grandstand, have worked diligently over the last week to try to bridge this unexpected gap, and I know Chris would be extremely appreciative of this additional assistance. The city has already proved to be an outstanding partner in this project, and we all look forward to your continued support.

Please let me know if you have any questions or if I can provide you with any additional information.

Best Regards,

A handwritten signature in blue ink, appearing to read "Marilyn Bittenbender", written over a light blue circular background.

Marilyn Bittenbender