

I-95 Business Parks Management's PWC Quarterly Update

I-95 Business Parks Management - 703/690-7234

Special Interest Articles:

- Say it Ain't Snow, Joe...
- Tenant Spotlight: Mosaic Tile Company
- How About Lunch?
- Toys For Tots

Questions?

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www.i95businessparks.com

Say it Ain't Snow, Joe....

Well, they almost had us using more four letter words than "snow" last week when we had a close call with the blizzard that nailed New York and Boston. Fortunately, we had better luck than last year.

Even so, it seems timely to remind our clients and all of their employees about how they can assist Richard and Tom in expediting snow removal from the lots and sidewalks. Richard takes great pride in taking care of your needs when Mother Nature threatens us all.

So here are a few steps that you can take to help us help your staff be safe and secure when ice and snow come.

Sand and Salt

1) About the Sand Buckets - a little self help goes a long way. With regard to the entrances of the building, most of our Tenant leases provide that the Tenant is responsible for clearing snow from the entrances and sidewalks contiguous to their space. It is impossible for our maintenance crews to be everywhere at once.

As Landlord, we only ask you to take prudent action to maintain a safe condition for your employees and customers until our crews can get to your door.

To this end, we have placed a sand bucket at your front door with a scoop, as we did last year. We want to have these buckets in place for the convenience of our crews and employees so that we can spot treat icy sidewalks more quickly. We also want you to feel free to grab a scoop and spread a little sand on icy patches if our crews are overwhelmed. This is a convenience for the safety of you and your employees. Be generous with the sand. We can always get more!

2) About Salt - We try to use salt somewhat sparingly on the concrete and asphalt because it is so corrosive. However, there are several locations that don't get a lot of sun where we are required to use more. We also use more salt if the temperature gets down in

the low 20's or teens. After a major snowfall, we ask the MVLE crews to come by and sweep the salt left behind when the sidewalks dry to try to limit the damage to the concrete and shrubbery.

All that being said, if you see a spot that needs attention, please contact us via our facilities service email address, i95bpm-service@i95bpm.com, and let us know where the problem is and we will send the crew over.

Say it Ain't Snow, Joe.... (Continued)

Plowing the lots -

1) Snow Dams - The most important thing you and your staff can do to help the snow crews get their jobs done is to park your car away from the front sidewalk so the plows, the track machines and the shovelers can clear the sidewalks and the curb. This helps us to avoid the creation of Snow Dams between the sidewalks and the parking lot that can turn to hard ice overnight.

2) Timing - The best snow event is the one that starts on Friday night and ends on Saturday. Weekday snowstorms drive property managers crazy. Last year, we were fortunate that the first two major events had good timing in this respect. This made it easier for Richard

and the snow crews to get their work done because no-one could get here. But when a snowstorm threatens on a weekday, it is a big help to have employers send their non-essential staff home early and get the cars out of the lots. Of course, this is not always practical, but any help in this regard is appreciated.

3) Priority - We have 3 or 4 clients that have special requirements for snow removal who require priority care. One example is the dialysis center in Prince William Commons whose patients have to get their care no matter what the weather. If you have a special event on the weekend, or a particular day, please let us know and we will try to make sure that the snow

is cleared to the best of our ability. We will need to know the timing and how many cars are expected. By the same token, if you decide to cancel, please let us know so we can deploy the crews to their maximum effectiveness.

Last year, Richard and his crews did yeoman's work in the 3 blizzards. Every day that the government was closed, our lots were open and you could see the asphalt. The third storm forced us to get up on the roof and throw some snow off. Hopefully, we will see the bright side of global warming this winter and when we tell our grandchildren stories about the winter of 2011--- they'll all be lies.

Best wishes for a Happy and Prosperous New Year!

An optimist stays up until midnight to see the new year in. A pessimist stays up to make sure the old year leaves.

~Bill Vaughan

Winter is the season in which people try to keep the house as warm as it was in the summer, when they complained about the heat.

~Author Unknown

Tenant Spotlight: Mosaic Tile Company

Beginning with one small location in Northern Virginia in 1972, Mosaic Tile Company now consists of 10 Design Centers, an Inventory Clearance Center, a Central Service Center and a Corporate Office. One of their beautiful Design Centers is located in the Gunston Commerce Center Business Park.

With over 5,000 square feet and more than 30 vignettes and displays, this large showroom allows them to display hundreds of products ranging from basic commodity items to high-end porcelain, stone, metal and glass tiles.

With options from all over the globe and domestic tile made here in the United States, there is sure to be something for every style, every need and every budget. Even though these products are imported from all over the world, the majority are stocked in each of Mosaic's locations as well as their Central Service Center in Fredericksburg, VA.

With over two million square feet of tile in stock at the central warehouse alone, they are able to service your needs in a timely fashion, if not the same day.

Visit their location, at 10720 Richmond Hwy in Lorton or on line at www.mosaictileco.com

Feel free to stop by, Mosaic Tile is open M-F from 7:30am to 7:00pm and Saturdays from 9am – 1pm.

You may also contact them directly to schedule your complimentary design consultation at 703.495.TILE(8453) or by emailing : mbonnaure@mosaictileco.com

How About Lunch? (by Bill Lynch)

One machine can do the work of fifty ordinary men.

No machine can do the work of one extraordinary man.

~Elbert Hubbard, The Roycroft Dictionary and Book of Epigrams, 1923

Be content with what you have, rejoice in the way things are. When you realize there is nothing lacking, the whole world belongs to you.

~Lao Tzu

Napoleon once said that an Army marches on its stomach. We may not be marching around Central Europe or Russia (thank goodness), but we do get a little hungry now and then. Here are a few places I really enjoy:

Well, who doesn't like a really good burger now and then? Then Five Guys is the place to go. We'd love 'em even if their Corporate HQ wasn't at Gunston Commerce Center. Burgers and Fries and more condiments than you can shake a stick at. Now Zagat's has rated Five Guys as the best fast food burger in the country!

Here is the link to their store locator. It will come in handy when you are out on the road, too.

<http://www.fiveguys.com/locations.aspx>

How About Table Service?

If you have a little more time for lunch, or even want to go to dinner, here are 4 restaurants in the area that I really like:

My Karma Bistro - I personally think that it is the best restaurant in Lorton. Located in the Lorton Market Square, My Karma serves great Indian dishes and now they have

a buffet for Lunch, so you can get in and out quickly. I like the Tandoori Lamb Chops, the Tandoori Salmon, Baighain Barta (roasted eggplant), the Dark lentils (Dal), and the Garlic Naan from the Menu. You can also call ahead for Carry out. <http://www.mykarmabistro.com/home.html>

Dixie Bones - Located in Woodbridge near the intersection of Route 1 and Occoquan Road, Dixie Bones serves great pork, beef and chicken BBQ. If you like Collard Greens, be sure to try them here. This is one of our favorites for ordering lunches for staff or business meetings. My personal favorite is the Pulled Chicken Sandwich with a little Cole Slaw on top.

Bistro L 'Hermitage - Open for lunch on Fridays only. This is fine French dining in Woodbridge/Occoquan. Who would have thought such a thing could occur? This is the place for a leisurely lunch among executives or for extending a special thank you for a job well done. This is also a great dinner spot for business entertaining or for romantic dinner with someone special. Be sure

to make reservations, especially for Friday and Saturday dinners. <http://bistolhermitage.com/>

Siam Bistro - Located in the Glen Shopping Center at the intersection of the Prince William Parkway and Old Bridge Road, this is tiny little Thai restaurant that serves very good food. The food comes out fast, even when they are busy. I particularly like the Red Curry Chicken. They will ask you how hot or mild you want the Curry. I haven't had the courage to go beyond "medium". <http://siambistrothai.com/>

Toys For Tots (by Wilma Vaughn)

No man is good enough to govern another man without that other's consent.
~Abraham Lincoln

It's hard to see a halo when you're looking for horns.
~Cullen Hightower

Another Toys for Tots season has drawn to a close at Quantico. It was another season of Marines giving up three months of their personal and professional time to ensure that children of all ages in 10 counties received a little Christmas.

It was a difficult year with many obstacles to overcome. The search for a donated warehouse to conduct the program seemed fruitless. Then, at the last minute, Bill Lynch, owner of Prince William Commons, learned of the dilemma and donated a phenomenal office and warehouse space in Woodbridge.

Toy donations were down at least 50 percent. But through the help of media agencies, enough toys came in to make sure more than 51,000 children received at least one toy.

The staff barely had time to stop and eat, but the generosity of volunteers in the community led them to drop by with meals and help with the sorting and distribution efforts.

Right in the middle of the busiest time of all, the Marines running the program made a trip to Children's Hospital in D.C. to visit a 14-year-old child with an incurable illness, and made time to ensure that toys were personally handed out to children in the Stafford County Head Start program.

For the Marines it was just "balancing the mission." I don't think they even realized their actions resulted in untold Christmas miracles and memories.

As for Maj. Max Stapp, Gunnery Sgt. Chris Gordon, Staff Sgt. Matthew Johnston, Sgt. Jesse Lawson, and Sgt. William Coombs, the medal they wear for this program isn't one they polish and pin on a uniform. It's the medal they wear on their hearts, the medal that embodies everything a Marine does with honor, courage, and commitment both on the battlefield and in the community."

So thank you, Marines, for all you do every single day and for earning me and Tiny Tim the right to say "Merry Christmas and God bless us every one!"