



March 18, 2008

To the City of St. Petersburg:

Hines is pleased to submit this proposal for **West End St. Pete**, a new vision for the redevelopment of the Tropicana Field site, to the City of St. Petersburg. Hines has assembled an outstanding team to achieve the timely and successful redevelopment and revitalization of this prime downtown site.

Hines will serve as the lead and master developer for the West End St. Pete project. Hines is a global real estate firm with an enduring commitment to quality development and to redefining cities across America and around the world. The Hines portfolio of projects includes more than 1,000 properties representing approximately 416 million square feet, including many large scale urban mixed-use projects of a scale similar to or larger than West End St. Pete.

EDAW, widely considered to be the preeminent urban planning and design firm in the world, will serve as the master plan architect for the project. Based in Atlanta, the firm has offices in 34 cities around the world and has completed dozens of projects internationally, including several with Hines, which are similar in scope to the Tropicana Field redevelopment.

Hines is committed to:

- Achieving the highest quality and innovation in architecture, urban planning and sustainable/environmentally responsible development;
- Involving local, small and minority owned businesses and St. Petersburg residents in all aspects of the project's development;
- Implementing the development on a timely basis; and
- Developing a project that will be identified by all who see it as a world class destination.

Just as several members of our team have been instrumental in creating projects which now stand as signatures of great cities throughout the world, we believe that we have assembled a unique combination of talent to aid the City of St. Petersburg in creating just such a symbol for St. Petersburg.

Thank you for your consideration.

Sincerely,

Michael T. Harrison
Senior Vice President

Attachments

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PROPOSAL FORM

PLEASE RETURN THIS FORM WITH YOUR PROPOSAL FOR TROPICANA FIELD SITE, ST. PETERSBURG, FLORIDA

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on January 18, 2008.

Hines Interests Limited Partnership
Name of Company/Organization

Michael T. Harrison
Signature of individual submitting proposal
for referenced Company/Organization

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Printed name of individual

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Date