



The Town of  
**Leesburg,**  
Virginia

B. J. WEBB, Mayor

KRISTEN C. UMSTATTD  
Vice Mayor

LEONARD W. McDONALD  
Councilmember

GEORGE F. ATWELL  
Councilmember

DAVID B. SCHMIDT  
Councilmember

MERVIN V. JACKSON  
Councilmember

ROBERT J. ZOLDOS  
Councilmember

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December 18, 2000

To Whom It May Concern:

I am delighted to provide a letter of reference to your community for Chelsea GCA Realty.

Chelsea GCA worked diligently with the community to develop a project that has been a success, not only for Chelsea's tenants, but for the community as well. Their representatives worked closely with the Town Council and Staff to insure a quality project was developed. They are one of the few developers that I have worked with who did "what they said they were going to do", and were responsive as issues came forward from the community or the governing body.

The resulting project is a first class shopping center, which has resulted in significant revenue for the Town, the County and the State of Virginia. Those revenues have allowed us to deal with the dramatic residential growth that this region has faced in the last four years (Loudoun County is the third fastest growing County in the Nation).

Chelsea GCA Realty and the Outlet Mall has proven to be a wonderful corporate citizen and a wonderful addition to our community.

Sincerely,

B.J. Webb  
Mayor  
Town of Leesburg