

ROBINSON TERMINAL WAREHOUSE CORPORATION

Established 1939

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SHIP AGENT ♦ STEVEDORING ♦ WAREHOUSING ♦ TRUCKING

November 16, 2011

Waterfront Plan Work Group
City of Alexandria
City Hall
301 King Street
Alexandria, VA 22314

Re: Robinson Terminal Warehouse Corporation

Dear Work Group:

On behalf of Robinson Terminal Warehouse Corporation, I write this letter to address two questions that were asked by the Waterfront Plan Work Group and forwarded to us by the Department of Planning and Zoning.

The first question concerns Robinson's current position on the draft Alexandria Waterfront Small Area Plan. We believe the small area plan provides a realistic, viable, and flexible basis for potential mixed-use redevelopment to allow the future development approval process to take into account the interests of the City, the community, and Robinson Terminal. While Robinson does not favor everything in the Plan and has reserved its rights under the 1980s settlement, we believe that we can continue to work constructively with the City if the Plan is adopted.

The second question requests confirmation of the possible value of the Robinson properties. As we stated at the October 19th Work Group presentation, the Robinson Terminal properties are not under contract and are not currently being marketed for sale. Nor has Robinson had an appraisal prepared for the parcels. Therefore, neither the fair market value nor the value after adoption of the Plan is known. Current assessments take into account the properties' active warehouse use. While Robinson is not a developer, it is logical for the Waterfront Plan Work Group to assume that the fair market value of the properties should increase if the zoning issues relating to redevelopment rights are resolved.

Thank you for the opportunity to express Robinson's Terminal's view on the draft Plan.

Very truly yours,

Robert W. Taylor



cc: Boisfeuillet Jones, Jr.
Eric N. Lieberman
Duncan W. Blair
David S. Houston
David L. Miller

