

## A SELECTED LIST OF REFERENCES OF THE FIRM

The following individuals are a cross section of clients who can respond to questions about the work of Delta Associates and its principals. Available upon request are additional references in your specific business and/or geographic area.

### Attorneys

- Martin D. (Art) Walsh, Esq.  
(Zoning/Approvals)  
Walsh, Colucci, Lubeley, et. al.  
2200 Clarendon Blvd., 13th Fl.  
Arlington, VA 22201-3359  
703/528-4700
- Michael D. Goodwin, Esq.  
(Transactions and Partial Interests)  
Arnold & Porter  
555 12th Street, N.W.  
Washington, DC 20004-1202  
202/942-5558
- Lawrence Bernfeld, Esq. (Litigation)  
Graubard, Mollen & Miller  
600 Third Avenue  
New York, NY 10016  
212/818-8800

### Property Managers & Brokers

- Mr. Richard S. Lake  
Roadside Development  
1730 Rhode Island Avenue, N.W.,  
Suite 512  
Washington, DC 20036  
202-375-7950
- Mr. Geoffrey M. Kieffer  
Woodmark Commercial Services  
1025 Thomas Jefferson St., N.W.,  
Suite 145  
Washington, DC 20007  
202/342-6390
- Mr. Gary Rappaport  
Rappaport Companies  
8405 Greensboro Drive, Suite 830  
McLean, VA 22102-5118  
571/382-1234

### Senior Housing

- Mr. Michael Milhaupt  
First Centrum Corporation  
15200 Shady Grove Road  
Rockville, MD 20850  
301/670-2821
- Ms. Patty Blair  
Midland Mortgage Company  
33 North Garden Ave., # 200  
Clearwater, FL 34615  
727/614-801

### Institutional Investors

- Mr. Willaim Chiasson  
General Investment & Dev. Co.  
600 Atlantic Avenue, Suite 2000  
Boston, MA 02210  
617/973-9680
- Mr. David Reiner  
Grosvenor Investment Mgmt.  
1701 Pennsylvania Ave., N.W.,  
Suite 1050  
Washington, DC 20006  
202/777-1272
- Mr. Mark T. Ledger  
Aegis Realty Consultants  
3000 Center Square West,  
1500 Market Street  
Philadelphia, PA 19102  
215/ 557-6900
- Mr. Arash I. Dilmanian  
Lehman Brothers Real Estate  
Partners  
399 Park Avenue, 8th Floor  
New York, NY 10022  
212/526-2374

### REITs

- Mr. John Tschiderer  
Federal Realty Investment Trust  
1626 East Jefferson Street  
Rockville, MD 20852-8374  
301/998-8100
- Mr. George McKenzie  
Washington Real Estate  
Investment Trust  
6110 Executive Blvd., # 800  
Rockville, MD 20852  
301/984-9400
- Mr. Ernest S. Wittich  
Smith Commercial Realty  
A division of Vornado Realty  
Trust  
2345 Crystal Drive, 10th Floor  
Arlington, VA 22202  
703/769-1135
- Mr. Tim Naughton  
AvalonBay Communities  
2900 Eisenhower Ave., Ste. 300  
Alexandria, VA 22314  
703/329-6300

### Insurance Companies

- Ms. Mildres Nece  
New York Life Insurance Co.  
51 Madison Ave., Room 906  
New York, NY 10010  
212/576-3752
- Mr. Nicholas E. Jahnke  
Northwestern Mutual Life  
8444 Westpark Drive, Suite 600  
McLean, VA 22102  
703/269-6600
- Mr. Steve Randall  
MONY Group  
18201 Von Karman Avenue,  
Suite 670  
Irvine, CA 92612-1038  
949/ 622-8880

### Home Builders

- Mr. Dwight Schar, Chairman  
NVR, Inc.  
11700 Plaza America Drive, Suite 500  
Reston, VA 20190  
703/956-4000
- Mr. Ron Smith  
Picerne Homes  
75 Lambert Lind Highway  
Warwick, RI 02886  
401/732-3700

### Developers

- Mr. Thomas Bozzuto  
The Bozzuto Group  
7850 Walker Drive, Suite 400  
Greenbelt, MD 20770  
301/220-0100
- Mr. William Alsup, Regional Director  
Hines Interests Limited Partnership  
555 13th Street, N.W., Suite 1020E  
Washington, DC 20004-1116  
202/347-6337
- Mr. Bob Buzbee  
Trammell Crow Residential  
2001 Bryan Street, Suite 3700  
Dallas, TX 75201  
214/922-8545
- Mr. R. William Hard  
LCOR, Inc.  
6550 Rock Spring Drive, Suite 280  
Bethesda, MD 20817  
301/581-1200
- Mr. Lou Katz  
George Washington University  
825 21st Street, N.W. 3rd Floor  
Washington, DC 20052  
202/994-6605
- Mr. Richard E. Kane  
General Services Admin  
7<sup>th</sup> & D Streets SW, Room 7036  
Washington, DC 20407  
202/401-1677