

Most active commercial developers Ranked by square foot under construction

RANK	COMPANY/ADDRESS/PHONE/FAX/WEB SITE	TOTAL SQUARE FOOTAGE UNDER CONSTRUCTION AS OF MARCH 1, 2004	METRO-AREA DEVELOPMENT PORTFOLIO	NOTABLE BUILDINGS OR PROJECTS	METRO-AREA EMPLOYEES	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	THE JBG COS. 4445 Willard Ave. Chevy Chase, MD. 20815 jbg.com (240) 333-3600 fax: (240) 333-3610	3.16 million	8.21 million	Ownership interest in L'Enfant Plaza	275	<u>Washington</u> 1962	<u>Benjamin R. Jacobs</u> Managing partner
2	LCOR 6550 Rock Spring Drive, Suite 280 Bethesda, Md. 20817 lcor.com (301) 897-0002 fax: (202) 729-1150	2.83 million	3.81 million	United States Patent and Trademark Office	50	<u>Berwyn, Pa.</u> 1972	<u>R. William Hard</u> Executive vice president
3	CARRAMERICA DEVELOPMENT 1850 K St. NW Washington, D.C. 20006 carramerica.com (202) 729-1700 fax: (202) 729-1150	2.24 million	20.96 million	Terrell Place	424	<u>Washington</u> 1962	<u>James L. Williams</u> President
4	PETERSON COS. 12500 Fair Lakes Circle, suite 400 Fairfax, Va. 22033 peterersoncos.com (703) 227-2000 fax: (703) 298-8123	2.1 million	5.1 million	Fairfax Corner, phase I	110	<u>Fairfax</u> 1970	<u>James W. Todd</u> President and CEO
5	BOSTON PROPERTIES 401 9 th St. NW, Suite 700 Washington, D.C. 20005 bostonproperties.com (202) 585-0800 fax: (202) 783-6480	2.04 million	9.9 million	901 New York Ave.	50	<u>Boston</u> 1982	<u>Rav Ritchey Mitch Norville</u> Senior vice president, regional manager
6	TRAMMELL CROW CO. 1055 Thomas Jefferson St., NW Washington, D.C. 20007 trammellcrow.com (202) 337-1025 fax: (202) 337-7364	2 million	2.01 million	1625 I Street	450	<u>Dallas</u> 1982	<u>Robert J. Murphy</u> Senior managing director
7	AKRIDGE 601 13 th St. NW, suite 300N Washington, D.C. 20005 akridge.com (202) 624-8650 fax: (202) 347-8043	1.8 million	9.08 million	Gallery Place and 900 Seventh Street which are both scheduled to deliver in 2004	130	<u>Washington</u> 1974	<u>Mathew Klein</u> President
8	MONUMENT REALTY 1155 Connecticut Ave. NW Washington, D.C. 20036 monumentrealty.com (202) 777-2000 fax: (202) 777-2020	1.6 million	7 million	Redevelopment of Madison Hotel and office building, Franklin Square North, purchase of Washington Post parking site	16	<u>Washington</u> 1998	<u>Jefferson T. Neal Michael J. Darby</u> Principals
9	PRINCE GEORGE'S METRO CENTER 6525 Belcrest Road, Suite 300 Hyattsville, MD 20782 universitytowncenter. net (301) 779-4800 fax: (301) 864-1429	1.34 million	wnd	Metro 4 Building	wnd	<u>28</u> 1952	<u>Herschel Blumberg</u> President
10	THE MARK WINKLER CO. 4900 Seminary Road Alexandria, VA. 22311 markwinkler.com (703) 998-0400 fax: (703) 578-2935	1.19 million	10.6 million	Mark Center	wnd	<u>Alexandria</u> 1960	<u>Randal B. Kell</u> President and CEO
11	LOUIS DREYFUS PROPERTY GROUP 2001 K. St. NW Washington, D.C. 20006 louisdreyfus.com (202) 785-4655 fax: (202) 785-8369	1.1 million	400,000	Station Place, phases 1 and 2	4	<u>Wilton, Conn.</u> 1971	<u>Robert H. Braunoehler</u> Vice President
12	THE DONOHUE COS. 2101 Wisconsin Ave. NW Washington, D.C. 20007 donohue.com (202) 333-0880 fax: (202) 333-5394	1.02 million	10.1 million	Federal Center Plaza	350	<u>Washington</u> 1884	<u>James A. Donohoe III</u> President
13	LERNER ENTERPRISES 11501 Huff Court North Bethesda, MD 20895 lernerenterprises.com (301) 984-1500 fax: (301) 770-0144	995,759	13.8 million	Tysons II	500+	<u>North Bethesda</u> 1952	<u>Mark D. Lerner, Robert K. Tanenbaum,</u> <u>Edward L. Cohen</u> Principals
14	SMITH COMMERCIAL REALTY/ VORNADO REALTY TRUS 2345 Crystal Drive, Suite 1000 Arlington, VA. 22202 smithcommercialrealty. com (703) 769-1244 fax: (703) 486-7682	660,000	23 million	Crystal City retail development	250	<u>New York</u> 1947	<u>Mitchell N. Schear</u>
15	ATLANTIC REALTY COS. 8150 Leesburg Pike, Suite 1100 Vienna, VA. 22182 arc Realty.com (703) 760-9500 fax: (703) 760-9599	634,094	3.7 million	Plaza America	86	<u>Vienna</u> 1992	<u>David A. Ross</u> President
16	SPAULDING & SLYE COLLIERS 1717 Pennsylvania Ave. NW Suite 1000 Washington, D.C. 20006 spauldingandslye.com (202) 478-2300 fax: (202) 204-3276	600,000	6.15 million	Johns Hopkins University Montgomery County Campus Building 3	150	<u>Boston</u> 1966	<u>W. David McGarry</u> President
17	CAMBRIDGE PROPERTY GROUP 560 Herndon Parkway, Suite 210 Herndon, VA. 20170 cambridgeus.com (703) 709-8866 fax: (703) 709-0638	469,000	3.6 million	1025 Vermont Ave. NW, 1331 H St. NW	wnd	<u>Herndon</u> 1982	<u>Andrew J. Caekaj T. Michael Scott</u> CEO, President
18	THE SHOOSHAN CO. 4001 N. Fairfax Drive, Suite 125 Arlington, VA. 22203 shooshancompany.com (703) 527-8600 fax: (703) 527-8601	330,000	1.5 million	Pre-leasing headquarters to the Defense Department for the office of Naval Research	15	<u>Arlington</u> 1986	<u>John G. Shooshan</u> Chairman
19	BLAKE REAL ESTATE 1150 Connecticut Ave. NW Washington, D.C. 20036 blakereal.com (202) 778-0400 fax: (202) 223-9636	300,000	2.9 million	1425 K St. NW	60	<u>Washington</u> 1948	<u>David S. Bender</u> President
20	BUCHANAN PARTNERS 9055 Comprint Court, Suite 200 Gaithersburg, MD. 20877 buchananpartners.com (301) 417-0510 fax: (301) 417-1594	228,000	1.6 million	Dulles Trade Center I	45	<u>Gaithersburg</u> 1998	<u>Robert E. Buchanan</u> Principal
21	TOWER COS. 11501 Huff Court North Bethesda, MD. 20895 towercompanies.com (301) 984-7000 FAX: (301) 984-6033	200,365	3.5 million	Washington Square, Bethesda Place, 1707 L St. NW	wnd	<u>North Bethesda</u> 1947	<u>Jeffrey Abramson, Gary Abramson, Albert</u> <u>Abramson</u> Partners
22	COMBINED PROPERTIES 1255 22 nd St. NW, 6 th Floor Washington, D.C. 20037 combined.biz (202) 293-4500 fax: (202) 833-3013	177,116	3.47 million	Maryland City Plaza	55	<u>Washington</u> 1984	<u>Katherine D. Roberson</u> Executive Vice President
23	MIE PROPERTIES 5104 Pegasus Court Frederick, MD. 21704 mieproperties.com (301) 682-9215 fax: (301) 683-9217	108,240	400,000	Maryland Science and Technology Center	10	<u>Baltimore</u> 1995	<u>Edward St. John</u> President