



**WAL★MART**  
*realty*

Ms. Laura Huffman  
Assistant Manager  
City of Austin  
310 W. 2nd St., 3rd Floor  
Austin, TX 78701

Re: Wal-Mart Development at Northcross

Dear Ms. Huffman:


As you know, Wal-Mart is committed to serving Austin and we strive to seek a balance in serving area residents and being a good Corporate Citizen to local communities. We have worked diligently with our landlord, Lincoln Development, to design a facility that we feel accomplishes both. We, along with Lincoln, have considered and addressed, as best we can, the concerns and requests of the City Council, City Staff, and, most importantly, the community surrounding the Northcross development, and will be submitting revisions to Lincoln's site plan that incorporate changes that will benefit all parties. As you have seen, we have designed an attractive, two-story store that we feel is fitting for the urban setting. We have requested that the site plan be updated to decrease the size of the store from that previously approved as well as currently under review.

As a result of our discussions, Wal-Mart has determined that its store size will be approximately 186,500 square feet, plus an additional 5,500 square feet of outdoor sales. This is the zoning square footage (Gross Floor Area) described in the City Code and on the City of Austin's Commercial Building Application plus the outdoor sales area. It is also the square footage used in the TIA which includes the outdoor sales area. This is a reduction from the previously approved store of approximately 219,000 square feet and 5,500 square feet of outdoor sales. To put this into perspective, the reduction is equivalent in size to a Conn's type appliance store.

We feel this revision will help ensure the success of the project and provide for an enjoyable shopping experience and will be a positive impact to the local community. We intend to fulfill this reduction and the voluntary items in our term sheet by filing a minor revision to Lincoln's approved and released site plan prior to securing a building permit, unless 3<sup>rd</sup> party litigation is filed related to Lincoln's site plan. In that event, we may be forced to re-evaluate the voluntary items in the term sheet. We thank you for the City's involvement in this process and look forward to being a part of the Austin Community.

If we can be of further help, please feel free to call.

Respectfully,

  
Gerald E. Taylor  
Senior Design Manager  
Wal-Mart Realty