

December 20, 2019

Mr. Mark Tersini
KT Urban Properties
21710 Stevens Creek Blvd., Suite 200
Cupertino, California 95014

Re: Westport Cupertino Retail Layout Analysis

Mark,

I am writing regarding KT Urban's question about the viability of moving retail off the corner of Mary Avenue and Stevens Creek and instead running the retail up Stevens Creek Boulevard at the proposed Westport development in Cupertino and my professional opinion on the best layout of the project to assure a successful retail portion of the development.

I have been active in retail leasing in the Bay Area for over 27 years. Our firm, Newmark Knight Frank, prides itself on staying on top of retail trends and has worked with numerous developers and architects on planning successful retail developments throughout the greater Bay Area.

I have reviewed both the proposed Westport plan with the retail situated on the corner of Mary Avenue and Stevens Creek Boulevard and the revised "Retail Alternative" plan with the retail moved off the corner and running up Stevens Creek Boulevard. The proposed layout with the retail spaces concentrated on the corner of Stevens Creek Blvd and Mary Avenue provides the type of retail clustering and parking that would attract food services and retailers and encourage cross shopping and create a sense of place and a great gathering spot for the community and students. The Retail Alternative layout with the retail spaces running up Stevens Creek with the store fronts facing the busy boulevard would be challenging, if not impossible to lease. Stevens Creek Blvd with its 6 lanes of traffic does not present an enticing walkable, nor safe, retail boulevard.

Mixed-use developments can present a great opportunity for the City of Cupertino. However, poorly laid out, under-performing or vacant retail space is a blight on the community and not in the interest of anyone. You must be very careful not to replace an obsolete retail project with a plan that creates undesirable or infeasibly configured retail space. With the more traditional plan KT Urban proposes with the retail space clustered on the corner of Mary Avenue and Stevens Creek Boulevard you would have a plan that I am confident would be highly desirable to retailers and a project the neighborhood and city would support and be proud of for decades to come.

Sincerely,

A handwritten signature in black ink that reads 'Sean O'Carroll'.

Sean O'Carroll
Senior Managing Director
Newmark Knight Frank
socarroll@ngkf.com