



A Subsidiary of M&T Bank  
4949 SW Meadows Road, Suite 500, Lake Oswego, OR 97035  
503.534.4691 twiley@mtb.com  
Commercial Real Estate Financing – Western Region

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MAY 03 2013

CITY OF LAKE OSWEGO  
Community Development Dept.

May 2, 2013

*via electronic transmission*

Ms. Jessica Numanoglu  
City of Lake Oswego Planning Department  
P.O. Box 369  
Lake Oswego, Oregon 97034

RE: **Kruse Village LLC (LU 12-0052)**

Dear Ms. Numanoglu:

I am writing this letter in support of Gramor Development's proposed Kruse Village project, submitted for your Design Review. I am strongly in favor of the proposed development and hope that your department is able to expedite the Gramor application. I cite the following in support of the project:

- 1) M&T Real Estate Trust, which is owned by M&T Bank of Buffalo, New York (mtb.com) maintains its Oregon office contiguous to the subject proposed project in the 4949 S.W. Meadows Road Building, so I am very familiar with the site and concerned for its proper redevelopment. It is in fact the view out my office window.
- 2) In my 16 years of maintaining an office in Kruse Way, I have watched the progress of retail development in the immediate area with interest and have noted the very high utilization of commercial sites such as that surrounding Oswego Grille. Clearly there is room for additional supply of this type.
- 3) Gramor Development has been a customer in good standing of M&T Real Estate Trust for over 10 years, with numerous loans totaling in the mid eight figures. All loans have been handled as agreed. We would characterize Barry Cain's company as a premier developer of high quality retail properties in the state of Oregon.
- 4) Lake View Village stands as a fine example of the distinctive style developed by Gramor as well as a highly effective catalyst for overdue retail and commercial redevelopment in the central business area of Lake Oswego.
- 5) The subject Kruse Village project provides, as I noted above, a needed amenity for the Kruse Way area and one that is respectful of its surroundings, both in terms of the natural and built environment. Additionally, it will be a powerful economic engine, attractive to high-caliber tenants and productive of jobs, tax revenue and a store of value for the city of Lake Oswego.

Very truly yours,

M&T REAL ESTATE TRUST

By: Thomas A. Wiley

Thomas A. Wiley, Regional Manager

c: B. Cain

EXHIBIT G-102  
LU 12-0052