



August 18, 2011

Honorable Mayor Jerry Sanders
City Administration Building
202 C Street, 11th Floor
San Diego, CA 92101

Re: Offer to Provide **Pro Bono** Commercial Real Estate Services to the City of San Diego

Mayor Sanders,

I recently reviewed Councilmember Carl DeMaio's "Getting Proactive in Reducing City Office Space Costs" memorandum, dated August 17, 2011. I agree with Mr. DeMaio's assertion that the City needs to move forward on a plan to "identify, research, evaluate and negotiate cost-effective office space solutions."

As an outspoken critic of the way the City has handled its evaluation of building the new City Hall proposed by CCDC years ago, I nevertheless am prepared to "walk the talk" that I've been preaching over the years regarding all the money the City could save by handling its downtown real estate needs differently.

Frankly, there's no one more qualified than me to help the City with its downtown real estate requirements and, therefore, I'm prepared to offer the City of San Diego my time and expertise at no charge, either to other parties or the City.

Be assured I have no ulterior motives, except to provide the City with the best professional commercial real estate service possible. To that end, I will sign an agreement that would prohibit me from receipt of any compensation whatsoever, including from landlords, agents, vendors and anyone else either directly or indirectly involved with any City real estate transaction.

The City needs help. I can provide this much needed assistance. Please consider this a sincere gesture of my commitment to the community and as a way for the City to save money with its real estate.

Sincerely,

Jason Hughes
President
Hughes Marino, Inc.

CC: Honorable Members of the City Council