

# WAL★MART

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February 28, 2005

Council President Frank Jackson  
City Hall  
601 Lakeside Avenue, Room 220  
Cleveland, Ohio 44114

Dear President Jackson:

This letter is to notify you that Wal-Mart has decided not to build a discount store in the Steelyard Commons project in Cleveland. As you know, we have had discussions with the property owner but had not yet signed a contract for property in that development.

We are notifying you of our decision because we are aware of the perception in Cleveland that our plans were more definitive than they actually were. We were in the process of evaluating the site and had not internally agreed that this was an appropriate site for a Wal-Mart store. After weighing the various circumstances surrounding this site, we have made a business decision not to move forward. This decision is based on many factors.

We also are aware of efforts in Cleveland to draft an ordinance that would restrict "combination stores" within the city limits. We want to assure you that this draft legislation was not a factor in our decision to decline to participate in the Steelyard Commons project. However, Wal-Mart still believes it is not good public policy for a community such as Cleveland to place restrictions on a very specific type of retail development.

In the future, we may explore other options to open a retail store in Cleveland. Meanwhile, we appreciate the efforts you have made to resolve prior legislation that would have placed an even greater restriction on our options for future development in Cleveland. Thank you.

Sincerely,

*Keith Morris*

Keith Morris  
Senior Manager, Community Affairs  
Wal-Mart Stores, Inc.

cc: Brent Larkin and Doug Clifton, The Plain Dealer