



WAL-MART STORES, INC.  
CORPORATE OFFICES  
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May 17, 2005

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

Dear President Jackson:

I am writing to let you know that Wal-Mart has authorized First Interstate Properties, Ltd., to submit plans and an application for a building permit on Wal-Mart's behalf to build a Supercenter in Steelyard Commons. The plans and application were submitted today.

This is an exciting project for Cleveland, and we're pleased to be one of several major national retail chains to anchor this development.

When we last met in March, we indicated that we had decided not to pursue this location any further. The original plans for Steelyard Commons called for a total of approximately one million square feet of retail space on a 120-acre site. The site was to include a number of national retailers, including Wal-Mart, as well as a free-standing grocery store. The developer's original plan had been for Wal-Mart to build a discount store, with the option of expanding to a Supercenter in the future. We looked very closely at that proposal, and eventually concluded that the economics of operating a smaller discount store at Steelyard Commons did not work.

You and others have suggested that we take a second look at this project, keeping in mind the impact on the immediate neighborhood, existing business and traffic. Since our last conversation, we have learned that there is no longer another grocery store planned for the development. This allows Wal-Mart to build a Supercenter up to 220,000 square feet on the site. That change, along with changes in the competitive landscape, make participation in Steelyard Commons a potentially economically viable option for Wal-Mart. Essentially, the Wal-Mart Supercenter will be equivalent to the originally planned discount store and planned grocery store combined.

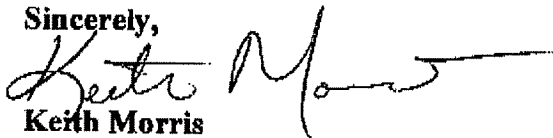
We hope to work with the developer and the City to make this a successful development. This will be the first Wal-Mart Supercenter in the Cleveland market, and will make shopping more convenient for our many customers who live in Cleveland and shop our stores.

We also believe that the amenities laid out in the overall site plan will create a unique sense of place for residents of Cleveland, honoring the historic use of the site as a steel mill while incorporating recreational options such as the Towpath Trail, the Scenic Railroad and a variety of restaurants.

**We appreciate your willingness to work with us on this project – especially your help in eliminating restrictions that would have prevented us from moving forward. We also want to reassure you that Wal-Mart will have a positive impact on Cleveland's neighborhoods, a concern you raised with us in our meeting. We look forward to an opportunity to talk with you further about how we can support the local community.**

**We look forward to working with the City and the developer to bring this project to fruition. If you have any questions or comments at any time, please don't hesitate to call.**

**Sincerely,**

A handwritten signature in black ink, appearing to read "Keith Morris", with a long horizontal flourish extending to the right.

**Keith Morris**

**Senior Manager, Community Affairs**

**cc: Mitchell Schneider, First Interstate Properties  
Media**