

Business/Industry Affairs

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Kyle Cascioli
Barrett Associates
3811 South Atchison Way
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Dear Kyle:

I just wanted to let you know that Echo Star Communications Corporation has bought the Riverfront building for their corporate campus. I thought you might find this interesting in that you had suggested this use many months ago when many of the people in Littleton were focused on retail.

We think the company may employ more than 800 people on the site when they are completely moved in. Corporate headquarters, finance, info systems and a call center are scheduled to be in the building. The amenities in the area, including the river, the trail system, the golf course, the tennis bubble and the Watson Lake natural area were among the important factors to the company.

Kyle, even though we were unable to structure a contract for your services, I appreciate the insight and candor you brought to our informal discussions. I think you had a vision of what could happen on that property long before others and in some way set the stage for the Echo Star discussions.

Keep in touch.

Cordially,



Christian Gibbons

EchoStar moving to site in Littleton

Company to settle at Riverfront Center

By John Reebcock 9-25-97
Rocky Mountain News Real Estate Editor

EchoStar Communications Corp. on Wednesday paid \$7.5 million for the long-vacant Riverfront Center in Littleton, where it will build a huge corporate campus.

The company may spend another \$7 million to \$8 million renovating the 190,000-square-foot former retail center, where more than a thousand people are expected to work.

Eventually, EchoStar Communications Corp., (DISH: Nasdaq) \$20.13, up \$1.25.

EchoStar and distributor of satellite TV products is expected to build many buildings on the site. EchoStar has had a turbulent year, joining forces with Australian-born media mogul Rupert Murdoch, who then jilted the company. EchoStar is suing Murdoch's News Corp.

But the move to Riverfront is all good news, as far as the city is concerned.

EchoStar's presence will have 'major impact,' city official says

RIVERFRONT from 1B

"It's going to have a major impact on Littleton, as big as Martin Marietta's move in the mid-'50s," said Chris Gibbons, director of business and industry affairs for the city.

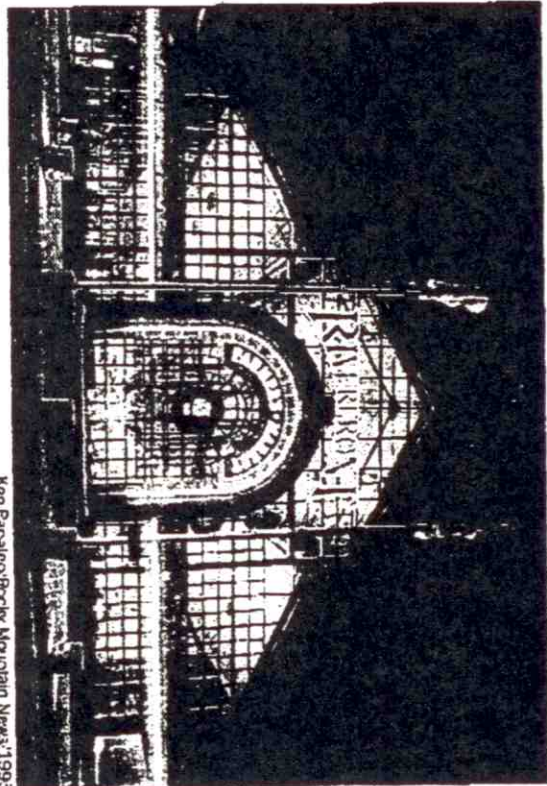
"It's just superb," Gibbons added. "We rezoned it to office use about six months ago. I couldn't think of a better user than EchoStar. It's a fast-growing, high-tech company that is in the communications business. It has high-paying jobs, and I expect they'll be doing a lot of hiring."

EchoStar currently is based in the Inverness Business Park. Charles Ergen, the chairman and chief executive officer of EchoStar, who, with his wife Carley, started and controls the company, lives near Riverfront.

In addition to the former mall, EchoStar purchased 32.2 acres at the southwest corner of Santa Fe Drive and Bowles Avenue. The company could not be reached on Wednesday and didn't return several calls last week on the pending sale.

Las Vegas-based Chenco International Investors several years ago paid \$3.2 million for the property and another \$2.5 million for bonds on the project. The sale to EchoStar was handled by Todd Parker and Randy Swearingen of Grubb & Ellis and Ann Coggeshall of Cushman & Wakefield.

Riverfront was one of the most biggest retail failures in the metro



Kon Papalico/Rocky Mountain News/1995

EchoStar Communications Corp. will move into the now-vacant Riverfront Center in Littleton, which it bought for \$7.5 million.

area. It was developed in 1985 by Writer Corp. for \$26 million. But a depressed economy, lack of an anchor tenant and stronger retail corridors near Park Meadows and Southwest Plaza doomed the center. It closed in 1991.

Gibbons noted that EchoStar is the second high-tech company to move to Littleton during the past 2 1/2 years. US West has about 3,300 workers there, he said.

The existing building, with a glass facade, will house the corporate headquarters, marketing, accounting and a call center, Gibbons said. Future buildings could house

everything from distribution centers to a day-care center for employees, according to people familiar with preliminary plans.

"Carley Ergen told me last week that she wanted to hold a Christmas party in Riverfront," Gibbons said. "We expect them to start moving in within 90 days. The city is not putting any money into the deal. Our philosophy is that if it's a sound business deal and makes good business sense, they should do it. What we will do is make sure we can move the entire approval process through the city at maximum speed."