



INSIGNIA DEVELOPMENT SERVICES, INC.

George W. Ray, Jr.  
President

Marilyn S. Young  
Vice President - Operations

Jane H. Ray  
Vice President - Administrator

21 December 2007

Mr. Ted Leneave  
American Healthcare, LLC  
5372 Fallowater Lane  
Suite 200  
Roanoke, VA 24018

Via Federal Express

Dear Ted:

This letter is a follow up to our telephone conversation a couple of weeks ago and the preliminary site plan of our proposed "Oakleigh Farm" project I Federal Expressed to you on December 6<sup>th</sup>. I'm sorry our meeting in Charlottesville didn't work for you but I certainly understand under the circumstances. I hope we can meet the next time you are here. Alternatively, I will be happy to meet you in Roanoke.

To recap our earlier conversation, my group has purchased the 8.82 acre site immediately east and north of your Heritage Hall facility. As you know, I met recently with Brian Huschke, the local Administrator of Heritage Hall, and shared our plan with him in some detail. It is important to me that we keep you informed of our plans and that we are good neighbors before, during and after the development process. In particular, I shared with Brian and discussed with you the issue of an appropriate "buffer" between our project and Heritage Hall.

It is my understanding that Albemarle County required (as part of your site plan approval) that you maintain a fifty foot (50') buffer along any property line that your project shares with the Berkley subdivision. Generally, this is east of your project and south of ours. In our case, I don't think that we will be dealing with any such dramatic requirements.

I have enclosed herewith another copy of our preliminary site plan and have marked the area where the county would like to see us focus. It looks to me like we have plenty of buffer / screening area in between the residential building I marked "Condo A" and the nursing home. We will plan to remove the "trash" trees along that edge of our project and replace them with decorative shrubs, hardwoods and evergreens. I will forward you a copy of our proposed landscape plan once it has been prepared to solicit your comments and input.

Attachment II

There is less room for us to plant a buffer along the property line we share on the west side of our project, behind the residential units I have marked "Townhouse Cluster 1" and "Townhouse Cluster 2". The county likes for these types of units to be rear-loaded, so you will notice a driveway behind these units to access the 2 car garages within the first level of each townhouse. These units essentially back up to your access road, but to no other existing Heritage Hall improvements. We are going to try to "tweak" our plan to increase the amount of screening we can plant on our land. However, you can see that we have limited room. If you so desire, we will be happy to discuss additional landscaping which we would plant on your property at our expense if you would grant us a narrow easement to do so. It seems to me that if you ever develop the land on this side of the access road the county is likely going to make you plant this area in any event.

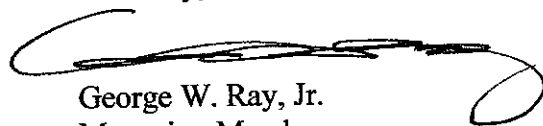
To make a long story short, the County has asked that I solicit your thoughts about the necessity for additional screening planting in the subject area(s) and that is why I have been trying to contact you again by phone. It is frankly not the best time of the year to try to handle issues like this long distance but "it is what it is", as they say, and the county is pressing me to get a response of some sort from you.

Once again, I look forward to meeting you in person to share additional details about our project and to keep you informed as we move along. I believe that our plan is light years better than anything previously submitted to the county for this parcel. We have a good track record for quality development in Charlottesville and Albemarle County and it would be my pleasure to "tour" you around some of our other developments.

If I don't hear from you by the close of business on January 4, 2008, I will assume that the buffer issue is not of concern to you. If that happens to be the case, please rest assured that we will still continue to keep you in the loop as we implement our plan.

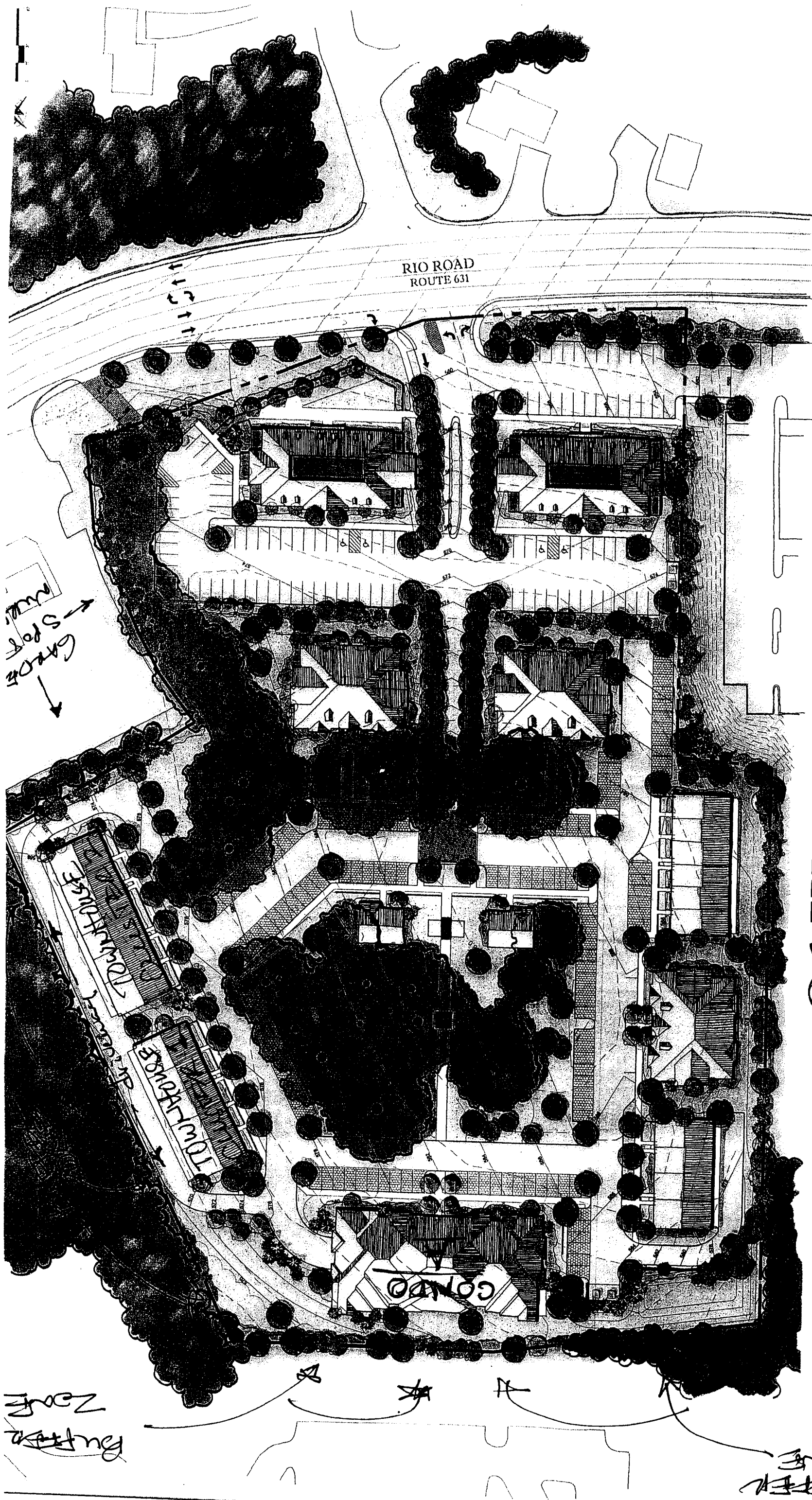
I hope you have a great holiday season and I look forward to meeting you in the near future.

Sincerely,



George W. Ray, Jr.  
Managing Member  
Oakleigh Albemarle, LLC

Cc: Valerie Long, Williams Mullen  
Claudette Grant, Albemarle County Planning Office



# OAKLEIGH FARM

ALBEMARLE COUNTY, VIRGINIA

RENDERING OF THE GENERAL DEVELOPMENT PLAN

PREPARED BY:  
TERRA CONCEPTS, PC  
224 Court Square, Charlottesville, Virginia 22902