

The WIRRE Connection

FALL 2007

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MEMBER SPOTLIGHT

Meet President Elect: Ms. Lauren Rabbitt

Introducing our President Elect, Lauren Rabbitt, an Associate in the Real Estate section of Holland & Knight LLP. Lauren is a native Washingtonian, which seems rare these days. She left D.C. to pursue a bachelor's degree in History at the University of Michigan, but returned to our great city to attend law school at The George Washington University Law School and is here to stay. It was during college when Lauren found her motivation to attend law school, which stemmed from a dry cleaning incident. Watch out Judge Roy! When a dry cleaner ruined two of her sweaters, she filed a lawsuit and asserted a claim. At the age of 20 and without her savvy legal vocabulary, she represented herself in the lawsuit and won a judgment of \$155. With this feat behind her, Lauren knew that law school was the next step in her career.



While Lauren loves the tangible aspects of real estate, she was not always a real estate attorney. She began her career as a corporate attorney at another law firm in D.C. Driven in large part by a desire to improve D.C. and work on projects closer to home, she decided to change practices and firms, which landed her at Holland & Knight LLP. Currently, Lauren's practice focuses on retail development, acquisitions and leasing. She spends the majority of her time representing landlords and developers.

Lauren's decision to join the real estate practice at Holland & Knight LLP created an instant introduction to WIRRE as Janis Schiff and Tara Scanlon, two of the partners with whom she works, are active members, and Tara is a former WIRRE president. In addition to her work with WIRRE, Lauren works closely with WIRRE's current President, Claire Coolidge, on the ICSC Next Generation Committee.

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President's Message – Claire Coolidge

It is a deep honor and privilege to serve as the 2007-2008 WIRRE President. With that said, I have many successful predecessors to live up to! I would first like to thank Stephanie Gallagher, last year's President, for all of her hard work and dedication. Through her, we have seen increased membership from her relationship with "Bisnow on Business," the weekly newsletter read by thousands in the Real Estate community.

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President's Message (Continued)

Our dedicated past Presidents, including my mother, Marilyn D. Coolidge, Co-Founder of WIRRE in 1986, have worked hard to establish and maintain a true community of Women in Retail Real Estate who are eager to gather once a month to network, conduct business and share information.

During my term, I plan to continue to increase our membership through public relations and awareness from other real estate networking groups in our community. We will continue to deliver blockbuster programs and reach out to our community through our community service programs.

I encourage you to take a proactive role in getting involved with WIRRE and the Executive Committee. We are always looking for members to get even more involved! If you are interested in joining a committee or need information about the various committees within WIRRE please let me know.

I would like to thank the members and volunteers for their continued support, service and dedication to WIRRE. We could not do it without you! I would also like to congratulate and welcome our President Elect, Lauren Rabbitt and look forward to working with her this year and for years to come.

I look forward to growing with you and our continued success!

Sincerely,
Claire Coolidge, WIRRE President 2007-2008
Regional Sales Manager, Victor Stanley, Inc.

Spotlight Article (Continued)

Lauren appreciates the extended network that WIRRE provides, especially since it has helped her to put a face with the names of many people with whom she had worked, but had not previously met in person.

Lauren is enthusiastic about undertaking the role of President next year. As President of WIRRE, she intends to make sure that the next generation of young women in retail real estate feel that they have a network of resources to help them start their careers. She believes that it is extremely important to build relationships early on and hopes that over the next two years WIRRE can continue to grow and extend its reach. Reflecting on the women who have helped her in the past, Lauren would like to give back in the same way to those coming up through the ranks.

SPECIAL POINTS OF INTEREST:

BIRTHS:

Please join us in welcoming:



- ◆ Clara and congratulating her family, including Tara Scanlon's husband, Harry Bainbridge and their two children May and Ned! Mom and baby are doing well!
- ◆ Jakob and congratulating Kate Kern's family on the addition of their new baby boy!
- ◆ Coreah, and congratulating Youshea Berry's family on the birth of their first child! Mom and baby are doing well!
- ◆ Krista Di Iaconi's third boy! Mom and baby are doing well!

CONGRATULATIONS:

Please join us in congratulating:



- ◆ Paula McDermott and her husband, who is also in commercial real estate, in celebrating their 25th wedding anniversary on October 2, 2007!
- ◆ Claire Coolidge on her promotion at Victor Stanley to Regional Sales Manager!
- ◆ Marilyn and Jack Coolidge who celebrate their 30th wedding Anniversary November 12, 2007!

CONDOLENCES:

Our condolences go out to the following WIRRE members:

- ◆ Nancy Catron, who lost her mother in October.
- ◆ Lenita Floto, who lost her mother in September.

ON THE MOVE:

- ◆ Lorrain Witham joined Moore and Associates as a Property Manager.
- ◆ Sandy King joined Federal Realty Investment Trust as a Regional Property Manager.
- ◆ Nancy Jones joined Westfield.

Founder's Award Recap

Honoring Laurie Mazzotta

WIRRE would like to acknowledge Laurie Mazzotta, the June 2007 Founder's Award recipient. WIRRE honors and thanks Laurie for her tireless dedication while serving as the Program Chair over the past four years. Congratulations Laurie! Thank you!

The *Founder's Award* is designed to acknowledge an individual member of WIRRE who exhibits selfless dedication to the ongoing success, accomplishments, and growth of the organization. Each year at WIRRE's Members Only Dinner in June, the *Founder's Award* is presented to an active member of the organization. The award nominees are determined by a vote from the general membership. All nominations are reviewed by the Executive Committee, and a ballot listing all finalists is distributed to the membership.

Upcoming Events & Programs

WIRRE Meetings

December 20, 2007 – Members Only Dinner

Please join us for a special evening at Grapeseed in Bethesda, MD

January 17, 2007 – TBD

February 21, 2007 – TBD

Other Industry Events

ICSC New York Idea Exchange, December 2nd – 5th

ICSC CenterBuild, Phoenix, AZ, December 5th – 7th

ICSC Holiday Watch, Tuesday, December 11th

ICSC Open Air Centers Conference, Hollywood, FL, February 27th - 29th

ICSC Mid Atlantic Idea Exchange, Washington, DC, March 10th – 11th

ICSC Specialty Retailing Conference, Washington, DC, March 11th – 13th

Membership Information

If you would like to become a part of WIRRE and enjoy all the Member benefits, this is the time to start! WIRRE's membership has grown to over 134 members, which exceeds last year's goal of 125 members.

Do your part to help WIRRE grow and encourage a friend to join today!

If interested in finding out how easy it is to join, please contact Lori Hill at 301.939.4155!

Membership applications are available on our website at www.wirre.org.

Welcome New WIRRE Members! Here we Grow!

KATE ORLOSKI

Marketing Director
Bohler Engineering
22630 Davis Drive, Suite 200
Sterling, VA 20164
(703) 709-9500
korloski@bohlereng.com

Kate is currently responsible for the Mid-Atlantic Region at Bohler. She holds a BS in Business Administration from the University of Delaware, with a major in Marketing and a minor in Economics. Kate hopes to attain the networking aspects of WIRRE, as well as business opportunities, knowledge and professional growth. Kate was referred to WIRRE by our own Claire Coolidge!

SHARON KOCH

Associate
Mulrenin Frances, PA
170 Jennifer Road, Suite 320
Annapolis, MD 21401
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skoch@mulreninfrances.com

Sharon is currently responsible for drafting and negotiating leases and purchase and sale agreements. She has been in her position for three years. Sharon attended the University of Maryland and University of Baltimore's School of Law. She is a member of ICSC and hopes to attain networking and social aspects of WIRRE!

REBECCA UHLER

Property Manager
Continental Realty Corp.
1427 Clarkview Road, Suite 500
Baltimore, MD 21209
(410) 296-4800
ruhler@crcrealty.com

Rebecca has been with Continental Realty for 2 ½ years and her current responsibilities include management of community based shopping centers. Her prior experience includes Facility Maintenance Coordinator for Jos. A. Bank Clothiers. Rebecca is also a member of ICSC!

JOAN McCARTY

Director, Asset Services
CB Richard Ellis
1055 Thomas Jefferson Street, N.W., Suite 600
Washington, DC 20007

(202) 295-3369

joan.mccarty@cbre.com

Joan oversees the Mid-Atlantic Retail Property Management Division at CBRE. Her prior experience includes Trammel Crow Co. and Trizechhahn. Joan holds a BA from the University of Maryland (Go Terps!) and a Paralegal Certification. She is also a member of ICSC. Joan hopes to attain the awesome networking opportunities offered by WIRRE!

JOANNA COLLIER

Assistant Real Estate Manager
CB Richard Ellis
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Joanna manages retail centers in Manassas and Burke. She holds a BS in General Business from the University of Maryland (Go Terps!). Joanna was referred to WIRRE by Joan!

EMMA SKALKA

Regional Sales Associate
Victor Stanley, Inc.
P.O. Box 330
2103 Brickhouse Road
Dunkirk, MD 20754
(301) 855-8300
emmas@victorstanley.com

Emma's current responsibilities include educating current and future customers about Victor Stanley's site furniture products. Her territory includes Maryland, Northern Virginia and the District of Columbia. Emma holds a BS in Science and is PHR Certified. She is a member of ICSC, ASLA, Chamber of Commerce and ULI. Emma is interested in the networking aspects of WIRRE. Emma was referred to WIRRE by Claire Coolidge!

KRISTIN OFF

Leasing Representative
Rappaport Companies
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Kristin is currently responsible for leasing retail in Maryland, Virginia and DC. She has four years experience in

Welcome New WIRRE Members! Here we Grow! (Continued)

retail leasing and was formerly with Continental Realty Corporation. Kristin holds a BA from the University of North Carolina – Chapel Hill and is a member of ICSC. She hopes to attain the networking aspects of WIRRE.

LORI M. PERKINS

Sales Consultant
Early, Cassidy, Schilling
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Lori is currently responsible for risk management at Early, Cassidy, Schilling. Her prior experience includes commercial insurance programs for the area's largest retail property owners. Lori attended the University of Maryland and is a Certified Insurance Counselor (CIC) and a Maryland Property and Casualty Insurance Broker. She is interested in the networking, social and community service aspects of WIRRE.

GINA COCCO

Director of Marketing
Bignell Watkins Hasser
2661 Riva Road, Suite 1030
Annapolis, MD 21401
(410) 224-2727
gcocco@bigwaha.com

Gina is responsible for marketing, PR and advertising at Bignell Watkins Hasser.

MEGHAN AVELLA

Business Development
PCM Construction
6701 Ammendale Road
Beltsville, MD 20705
(240) 464-2284
mavella@pcmgc.com

Meghan is currently responsible for business development at PCM and a member of ICSC. She is interested in the networking and social aspects of WIRRE. Meghan was referred by our own Luanne Sprouse and Madalena Moneau!

RACHEL ROSS

Leasing Agent
Petrie Ross Ventures, LLC
170 Jennifer Road, Suite 300

Annapolis, MD 21401
(410) 573-380 x 138

rross@petrieross.com

Rachel joined Petrie Ross Ventures in May after receiving her bachelor's from Virginia Tech with a major in Human Resource Management and minors in Real Estate and Spanish. She is responsible for leasing space in shopping centers in the Northeast/East Coast region. Rachel is a member of ICSC and hopes to attain the networking and social experiences WIRRE offers, as well as the community service and industry knowledge aspects. Rachel would be interested in volunteering on the WIRRE Community Service, Programs and/or ICSC executive committees – thanks for volunteering Rachel! Rachel was referred to WIRRE by our own Kelsey Ross and Marilyn Coolidge!

KIMBERLY MANUELIDES

Special Counsel
Saul Ewing LLP
500 East Pratt Street
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Kimberly is currently a real estate and construction litigation attorney with 12 years of practice in the commercial, residential and retail industries. She holds a JD from the University of Baltimore. Kimberly is also a member of CREW, and is a member of the bars of Maryland, DC and the US District Court for Maryland. She is interested in the networking aspects of WIRRE and was referred by industry contacts.

BETH HO

Commercial Real Estate Broker
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Welcome New WIRRE Members! Here we Grow! (Continued)

VICTORIA TEBO

Property Controller
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Victoria's current responsibilities include all aspects of Leasing and Accounting. Her prior experience includes Accounting for Carr America and Buchanan Properties. Victoria holds a BA from the University of Maryland (Go Terps!). She hopes to attain the networking and social aspects of WIRRE and is the current WIRRE Treasurer.

CAMELA LEONE BELL

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ASHLEY YORK

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McLean, VA 22102
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Hot Off The Press



Pep Boys, the Philadelphia based automotive retail sales and service chains, has committed to a sale-leaseback transaction worth \$166 million. The company will lease back the facilities under 15-year lease agreements carrying four five-year extension options. Pep Boys owns or leases 593 stores in 36 states and Puerto Rico for a total of nearly 12.2 million square feet of retail space, including services bays. A total of 582 of those properties are designed in the company's SUPERCENTER format, which generally features approximately 20,000 square feet of space. The sale-leaseback deal is scheduled to close at the end of this month. (Commercial Property News Online 11/2/07, Barbra Murray)

Kohl's Corp. intends to make all of its newly built stores environmentally friends through measures, such as using sustainable materials and cutting down on energy costs, starting with stores open next fall. The company plans to follow guidelines to earn Leadership in Energy and Environmental Design, or LEED certification from the Washington-based U.S. Green Building Council, said Ken Bonning, executive vice president of logistics for Kohl's. (Retail Traffic Online, 11/7/07, David Bodamer)

While the U.S. housing slowdown is crimping sales at numerous home furnishings retailers, it isn't stopping Crate and Barrel from forging ahead with plans to expand its offshoot CB2 brand. Crate and Barrel opens its first New York-based CB2 store on Tuesday, November 6. It marks the third CB2 store, and is the retailer's first CB2 store outside of Chicago. One reason Crate and Barrel can expand a new store concept while others are pulling back is because it is a private company that can take years to tweak a concept, said Crate and Barrel CEO Gordon Segal in an interview at the new CB2 store. (Retail Traffic Online, 11/6/07, David Bodamer)

Maryland-based Giant Foods announced that it will renovate the majority of its 185 mid-Atlantic stores in order to stay competitive in the region. The makeover will focus primarily on the produce section and overall modernization. (Cushman & Wakefield Retail Services, Vol. 2, Issue 11, Nov. 2007)

The 110-acre Poplar Point is one step closer to development. Seven bids were submitted by developers which were due Friday, November 2. Two of the seven developers included plans for DC United, but all seven included plans for residences, office space, hotel rooms, cultural facilities and 70 acres of public parkland. (Cushman & Wakefield Retail Services, Vol. 2, Issue 11, Nov. 2007)

A 13,000 sq. ft. mixed use building is a potential new neighbor in the Del Ray section of Alexandria. Currently a Citgo gas station on the corner of Mount Vernon and East Oxford Avenues, the owners are in discussions with a gourmet food store and a small tech company. (Cushman & Wakefield Retail Services, Vol. 2, Issue 11, Nov. 2007)

Eric Ripert, renown New York City chef, has finally officially announced the opening of his West End Bistro, which happened November 8, 2007. Situated in the ground floor of the Ritz Carlton and underneath the LA Sports Club, this restaurant is expected to generate a lot of excitement in the neighborhood. (Cushman & Wakefield Retail Services, Vol. 2, Issue 11, Nov. 2007)

EXECUTIVE COMMITTEE

OFFICERS

President:

Claire Coolidge, Victor Stanley, Inc.

President Elect:

Lauren Rabbitt, Holland & Knight LLP

Corresponding Secretary:

Tara Scanlon, Holland & Knight LLP

Treasurer:

Chair: Victoria Tebo, Scheer Partners

Co-Chair: Peggy Hernandez, Divaris

Co-Chair: Sydne Garchik, Meridian Capital

Recording Secretary:

Kelsey Ross, Petrie Ross Ventures, LLC

COMMITTEES

Public Relations/Newsletter

Chair: Rhina M. Roberts, Pillsbury Winthrop

Shaw Pittman LLP

Co-Chair: Kate Orloski, Bohler Engineering

Co-Chair: Susan Crusoe-Farris, The Taubman

Company

Membership Committee

Chair: Lori Hill, Chevy Chase Bank

Co-Chair: Becky Ainsworth, Petrie Ross

Ventures, LLC

Co-Chair: Lenita Floto, Chevy Chase Bank

Vicki Bromble, Federal Realty Investment Trust

Paula McDermott, Nellis Corp.

Program Event Coordination

Chair: Stephanie Williamson, TRINITY Group

Programs

Becky Ainsworth, Petrie Ross Ventures, LLC

Shary Thur, Thur Associates

Gina Stewart, Manekin Construction

Dawn Zimmerman, Urban Retail

Linda Whitaker, Brasher Design

Community Service

Chair: Suzanne Katz, H&R Retail, Inc.

Amber Goodwin, Preferred Offices

Website

Co-Chair: Stephanie Gallagher, Banner

Associates

Co-Chair: Susan Michelich, Pillsbury Winthrop

Shaw Pittman LLP

ICSC Mid Atlantic

Chair: Kate McManus, Holland & Knight LLP

Tiffany Pugh, Finmarc Management, Inc.

Stephanie Cramer, The Peterson Companies

Nzinga Baker, Union Station Redevelopment

Corporation

Employment Liason

Chair: Mary Anderson, Schnabel Engineering

Historian

Marilyn Coolidge, Petrie Ross Ventures, LLC

WIRRE'S goals are to provide a forum for a professional group of individuals involved in the retail real estate industry. Since its founding in 1986, WIRRE has promoted business and provided networking opportunities for many professionals. WIRRE has over 100 active members which encompasses a number of professions including retailers, developers, brokers, property managers, attorneys, leasing specialists, architects, designers, construction and engineering firms, lenders and contractors. WIRRE primarily serves the Baltimore – Washington, DC market.

Visit Us Online! www.wirre.org

From the Editor

Advertise/Sponsor our website! Link up!

Let us know what's happening in your world! Update our email list, our mailing list, or your member profile with us!

Would you like to become a member or serve on a WIRRE committee? Even if you aren't ready for a big commitment there are project based assignments that might work perfectly within your schedule! There are positions available immediately!

We want to make WIRRE the best it can be, please provide your comments and feedback.

Please help WIRRE thank and recognize all of the businesses that have donated prizes for use at the WIRRE meetings and activities including Lowe Enterprises, Chevy Chase Bank, Carl M. Freeman Companies, Reznick Group, Lowe Enterprises, Hirschel Savitz Parker & Hollman, PA, and Federal Realty Investment Trust. We would also like to thank Holland & Knight for mailing all WIRRE newsletters and fliers to date with help from Lauren Rabbitt, Kate McManus and Tara Scanlon. We appreciate your generous contributions. Please also allow us to acknowledge and thank Pillsbury Winthrop Shaw Pittman LLP for its assistance in the reproduction of this newsletter!