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May 14, 2010

STEPPIN' IT UP

*Brookfield Properties is proud to support the **Special Olympics DC Summer Games** for the 7th year. You can donate and volunteer on **May 25-27** at Catholic University. [More info.](#)*

As we start publishing in our eighth market (L.A.) later this month, we decided it's time for a **National Real Estate Editor**, and are proud to introduce **Sibley Fleming**, who's been **Managing Editor** for the last five years of **National Real Estate Investor**, one of industry's best known publications. At long last we're hoping to find out what a **cap rate** is and whether we have been using the term correctly.



Here's Sibley, left, whom your publisher snapped Wednesday at the Flying Biscuit Café in **Atlanta** meeting with two of our others on the ground there: business manager **Darla Bennett** and reporter **Caroline Wilbert**. At NREI, Sibley coordinated production of the print magazine and deployment of 10 e-newsletters, and worked with top real estate writers, researchers, economists, and industry pros to produce **thousands of stories**, from the frothy days that culminated in the historic sale of EOP to Blackstone, to the collapse of Lehman Brothers, ensuing credit crisis and beginnings of recovery. And she started several new products for NREI, including Distressed Real Estate Strategies and the NREI annual **Green Building Survey**. At Bisnow she'll be working with our growing **team of 35**, and especially with general editor **Curtis Raye** who is being promoted to Chief Humorist (seriously).

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NON-PROFIT INCENTIVES



Non-profits and associations are on the lookout for a vote **this summer** on the Budget Support Act, which will include a **pilot tax abatement program** if they locate in emerging areas like NOMA, Mt. Vernon Triangle, and Capitol Riverfront. DC Director of Business Development and Strategy **David Zipper** (left, snapped **yesterday** with project manager **Jared Kahn**) tells us the program would set aside **\$500k** and is part of a multi-pronged business attraction and retention strategy that also includes working with GSA, TIF funding, and neighborhood grants for supermarkets and other retail. By the way, David arrived on the scene about six months ago from **Mayor Bloomberg's** office where he worked on economic development, and Jared recently joined from Tishman Speyer. Want to know more about real estate strategies for non-profits? Come on **Tuesday** to our [Bisnow Breakfast & Schmooze!](#)



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New Rappaport senior broker **Susan Bourgeois** has been a land use attorney, handled tenant expansion, and run development projects—and now combines that experience. It's a skill set that has benefited her in a tenuous market. "I'm a **facilitator**. People on all sides really want to complete the deal; I feel that it's my job to get all those people to work together." Specializing in retail properties (she has over 20 years experience), she tells us the market is "**demanding, not dead**" and that there are transactions to work out.



We asked Rappaport EVP **Henry Fonvielle** what makes Susan so successful. After saying she is extremely **knowledgeable**, and very energetic, he added that she has a "**big laugh** and is great to work with." To which Susan responded with a laugh (naturally): "There's tons of work and super people to work with."

TIME FOR GOLF

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We (or at least one of our gender-appropriate representatives) joined **CREW** this week for its annual **women-only** golf outing at **Reston National**, though there is no truth to view we did so mainly for the lip balm cozy or **frozen margaritas** in plastic cups that were served a bit on the early side to help us loosen up our swing.

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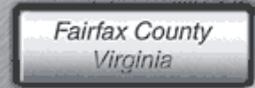
We enjoyed the **golf clinic**, aka when helpful pros mess up our already **marginal game** with complicated new advice right before we start.

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The power of ideas.



We ran into a **ringer** who asked for money (OK—for charity—more on that later) and hit a couple of shots in return. **Stan Gelbaugh** is with Coakley Williams Construction, where he said his title is **Director of Golf**. Perhaps that's actually true, since he put a ball 3 feet from the hole for this group in **two shots on a par 5**. Happy to have Stan's help were Geppetto Catering's **Jen Loeffler**, Carr Workplaces **Bernadette Walker**, and **Mary Kave** from Blake Real Estate.



At the post-golf festivities, we found Commercial Property Management's **Cheryl Hoffman** hanging out with the foursome of Quadrangle's **Helen Haerle**, Perseus Realty's **Jill Homan**, Arent Fox attorney **Barbara Needle**, and team captain **Jeanne LaBelle** of Commonwealth Land Title. They managed to get some **real estate talk** in, since Quadrangle is working on a refinancing for **2033 K Street** with the able assistance of Arent Fox and Commonwealth. Jill says Perseus is using Jeanne's company for some title work at the **Redland Corporate Center** in Rockville, where she hastened to add there is 208k SF of fabulous Class A space available.

GET TO KNOW
THE **NEW** UDC

Did you know UDC is going green with the new College of Agriculture, Urban Sustainability and Environmental Sciences (CAUSES)?



Did you know UDC has just been given a scientific leadership award from the Dept. of Homeland Security?



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An outing like this takes a lot of work, as evidenced by the size of the golf committee. The event is actually a production of the **CREW National Capital Committee (CNCC)**, which facilitates networking between members of all **three local CREW chapters**—DC, Suburban MD, and Northern VA. The money raised by the “buy a golf drive” fundraiser on the course will also be matched by all three chapters, meaning a total of \$1500 will be donated to the **Lombardi Cancer Center** at Georgetown.

PHILANTHROPIC ENTREPRENEURS



We had a great time at the Willard **this morning** hosting five remarkable women to talk about how they go about changing the world, expertly moderated by construction litigation queen **Barbara Werther** of Howrey, second from left. With her: Kiva.Org founder **Jessica Jackley**, NBC-4 anchor **Barbara Harrison**, UN Foundation CEO **Kathy Bushkin Calvin**, and FEED Projects founder and fashion designer **Lauren Bush**.

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Last night “the senses” were the theme of **Hickok Cole’s annual spring party**—bartender drinks that were sweet, sour, and bitter; a “sensory room” full of balloons, and so on. Above, namesake **Yolanda Cole** is sandwiched between former principal **Jim Greenwell** and his fiancée **Emily Magal**—who are amazingly still engaged even though they’ve just spent a whole “gap year” on exotic worldwide travel. As for Yolanda, she reports **her daughter’s back** from her first year at Lewis & Clark college in Portland—**hint, hint**, anybody got a summer job for her out there?



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