



For Working. For Living. For Fun.

HAPPENINGS

The Brick Companies Quarterly Newsletter | Spring 2008

From the Real Estate Corner

Delta and Associates reports a sturdy economy in the Washington metropolitan area with an unemployment rate of 3.1% as compared to the national average of 4.7% in October 2007. It is expected that the economy in the metropolitan area will progress at a modest pace in 2008. (Delta and Associates, www.deltaassociates.com)

Spaces Available For Working

Union Box <i>Fells Point, Baltimore</i>	1,700 sq ft – 1st floor 1,000 sq ft – 2nd floor
Montrose West <i>Rockville, MD</i>	8,000 sq ft
Lusby Center <i>Lusby, MD</i>	10,000 sq ft of retail space <i>in-line or pad site opportunities</i>

Please contact Betty White – (443) 951-2014

Office

The Washington metropolitan area ranked the 5th lowest in overall vacancy among large metropolitan areas at year end. Although the overall vacancy rate increased 0.6% to 9.1% at year end, rents increased 2.2%.

Class A and B Apartments

Class A and B apartments had a stabilized vacancy rate of 3.7%, compared to the national average of 5.8% and rents grew by 1.3% during 2007.

Retail

Washington metropolitan area residents support a vibrant retail market because of the overall above-average income, projecting to be at \$110,300 average household income by 2012. Although the cost of living is somewhat higher in this market, area residents have more disposable income with an annual expenditure 21% higher than the national average.

Golf Course Events

The Golf Club at South River “Founder Day”

This May, South River Golf Links will convert to a private membership club that will be unlike any other club in the area with a unique focus on family, sport and friendship. The course, which has been renamed “The Golf Club at South River,” is currently compiling names on a membership interest form accessible only through its Web site www.golfclubsr.com



The Club will provide golf and social activities along with other programs and services for members and guests. Facilities currently include an 18-hole golf course in the South River Colony community, a practice range and putting green, and a clubhouse with a snack bar and lounge, meeting room, restrooms and changing rooms, golf shop, administrative offices and patio/deck areas. Scheduled renovations include a new state-of-the-art practice area, golf course improvements, and a clubhouse expansion and redesign. The Golf Club at South River will still be accepting limited public tee times.

Call Chris Calvert, Membership Director at (410)798-6004 or email ccalvert@golfclubsr.com.

Queenstown Harbor

As the 2008 golf season gets underway, Queenstown Harbor is currently in the process of becoming a Certified Audubon Cooperative Sanctuary. This allows The Brick Companies to continue and enhance our current efforts toward environmental responsibility and stewardship of our beautiful site. Our goal is to protect and enhance wildlife habitats and our natural resources for the benefits of the environment, the community, our guests and the game of golf.

This goal is achieved by taking a benchmark of our current efforts and then setting a course of action through an environmental plan. The environmental plan addresses Wildlife and Habitat Management, Chemical Use Reduction and Safety, Water Conservation, Water Quality Management, and Outreach and Education. There will be noticeable changes this season

with the construction of a new Environmental Wash System to filter and recycle water and golf course debris. We are also adding and rejuvenating nesting boxes and habitats to enhance our wildlife habitat at the course. We will be partnering with several local organizations to complete projects to further improve our property and educate the surrounding community on the benefits of this program and our golf course.

This is an exciting time and we look forward to adding to an already beautiful property through accomplishing these goals.

For more information or if you have any questions or comments, please feel free to call John Anderes, Director of Grounds, at Queenstown Harbor, at (410) 827-6611.

Potomac Ridge

Everyone at Potomac Ridge is excited about the upcoming golf season! John Stern and his hearty gang from maintenance have been working hard all winter to make sure golfers of all abilities have a terrific experience this year. They trimmed and cut away at those pesky trees that always seem to reach out and catch your perfect drives. Now, they are pacing about in anticipation of the warm weather that will bring out the Bermuda grass in our fairways, and Bermuda shorts on our golfers!

Bob Busch and all of the Café staff have been warming up the new grill, and trying out some new fare for the menu. He plans to add some new adult-type beverages and a few other tasty treats this year.

Adult Golf Academies 2008

June 12th – 15th
August 14th – 17th
September 26th – 29th

Junior Golf Academies 2008

June 23rd – 26th
July 14th – 17th
August 18th – 21st
September 26th – 29th

Call Terry Schaffer, PGA Prof., at 800-791-9078 or visit www.mdgolf.com to register.





HAPPENINGS

Environmental Stewardship

"It ain't easy being green," laments Kermit the Frog. Not so, counters Lex Birney, CEO and newest member of TBC's Environmental Hall of Fame. TBC has been committed to preserving the environment for decades under the leadership of the Birney family, and thus it seems only natural that Lex would be in the Hall. But the reasons for this honor are not what he has done for TBC, but rather what he has done at home. Anyone who visits TBC Center can see Lex's hybrid Escape parked in the garage, but you probably didn't know that at home he has replaced all incandescent bulbs with compact fluorescent lights (an easy way to "go green" – everyone should do this!). Also, all of the downspouts from his roof lead into an underground dry well, which eliminates the runoff that can pollute streams and ultimately the Chesapeake Bay. Lex's latest "greening" has been the installation of Corn Carpet throughout his home. It looks and feels like standard carpet, but Corn Carpet is completely biodegradable, made from a renewable resource, and produces less CO2 emissions.

Want to find out more? Next time you see Lex ask him about it, or just check it out on the web at corncarpet.net.

A Tip from the Superintendent

What is fertilizer? A simple answer is that it is plant food. But just like our diet should be balanced, a plant's diet or in this case the lawn's diet, should also be balanced.

What do the numbers mean? The numbers, or the fertilizer ratio to be more exact, are an indication of the amount of nutrient that is contained per bag of fertilizer. The numbers are standard in that the first number is always nitrogen (N), the second number is phosphorous (P) and the last is potassium (K). The percentage is based on the weight within the bag. For example, if a 50 lb bag of fertilizer has an analysis of 20-5-10 you would multiply the percentage .20 x 50 to get the total amount of nitrogen in the bag. For this example, the answer is 10 lbs of nitrogen in this bag of fertilizer. Once this is known, then an application can be made.

Now you can determine how many sq ft can be covered per bag based on how much nutrient per 1000 sq ft is desired. A general recommendation is to not apply more than a pound of nutrient per 1000 sq ft. Why is this important? Overfeeding is a problem because too much of any one nutrient is not good for the plant.

There are many other nutrients that can be contained within fertilizer. All are important and have very specific functions within the plant. Some promote color, some aid in the transport of nutrient within the plant and others help strengthen the cells of the plant. Proper feeding will promote a healthy and vigorous lawn that will look great all summer!

If you have any specific questions, feel free to call (410) 798-5865 and speak to Rick Maranto, Superintendent at The Golf Club at South River.

TBC Foundation Volunteer Update

The TBC Foundation donated \$5000 toward the completion of the 100th House of Arundel Habitat for Humanity! In addition to the sponsorship we pulled together a team to volunteer at the house on Saturday, March 22, 2008, in Annapolis, MD.



Thank you to all our volunteers! You are appreciated! Joan Renner, Yolanda Diaz, Todd Williams, Chrissy Morris, Melissa Franko, Andy Zerrlaut, Brooke Zerrlaut, Chanell Clemons and Charlie Birney!

May 2 – 4 - Maryland Maritime Heritage Festival

Once again, Atlantic Golf helped out by lending a golf hole and floating it in downtown Annapolis! This event raised money for the Boys and Girls Clubs of Annapolis and Anne Arundel County and was a lot of fun. A big "Thank you" to all of our volunteers that made this event a success!

Upcoming Volunteer Opportunity:

Yappy Hour

You and your four-legged friends are invited to join us again this year for a series of Yappy Hours to be held at The Golf Club at South River. Come meet, mingle and sniff in the fabulous outdoor pavilion while enjoying a Yappy Hour menu and at the same time helping 4-leggers in our community. Yappy Hour schedule: May 9th, June 13th, July 18th, Aug 8th, Sept 12th and Oct 29th from 6-8pm.

For more information about the Foundation please call Charlie at (443) 951-2002.



Message From the Crow's Nest

Implementing green initiatives – at home and at work.

Green is the new e-. It used to be that anyone worth their buzzword bingo card could slap "e-" in front of practically anything and expect their valuation to double. "E-enabled," "e-business," et cetera, ad nauseum. Now, it's all about the environment: Carbon Footprint, Carbon Offsets, Global Warming, Pollution Prevention, Green House Effect, Ozone Depletion & Renewable Energy...what does it all mean? It sounds so complicated, but it doesn't need to be. The Brick Companies is excited to demonstrate the ease and value of implementing green initiatives – at **home** and at **work**.

Webster's Dictionary defines a steward as "one who acts as a supervisor or administrator, as of finances and property, for another or others." Under this definition, everyone is a steward of the environment around us. We do not own the environment—no one can. We are simply caretakers of the resources that we use in our daily lives, and it is our responsibility to administer those resources to the best of our abilities so they are available for the use and enjoyment of others, including future generations. We need to manage our resources in a manner that is fiscally responsible.

The Brick Companies is proud to be an environmental steward and is excited to introduce our "12 By 12" program, inspired by the Building Owners and Managers Association's (BOMA) 7-Point Challenge to reduce energy consumption in commercial buildings. The program will launch on Earth Day (April 22, 2008), and our goal is to reduce overall energy consumption 12 percent across all TBC properties by the year 2012.

How can you support these efforts? Start with small changes at home - carpool, turn the heat down, turn the hot water heater down, add weather stripping to your home, plant a tree – just do what your mother said: no TV, close the door and turn off the lights. It's the little things that count! And once you see how easy it is to apply those little things at home, we're confident you'll apply that same knowledge where you work. Ultimately, you will be part of a company team that learns and applies new skills and knowledge to help save our environment and lower energy costs at home as well as at work. Your efforts will be recognized throughout the year as a vital part of our TBC Environmental Stewardship Program. It's a win-win for TBC and our employees!



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Welcome Aboard!

We are happy to welcome **Emily Herson**, who joined the TBC family as Director of Property Management. Emily brings eleven years of property management experience to our organization. Emily is a member of Women in Retail Real Estate (WIRRE) and the International Council of Shopping Centers (ICSC). Emily joins Betty White and Amy Natoli as an instrumental part of the Real Estate Team.

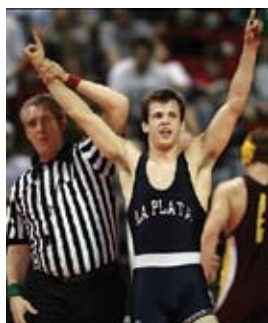
Also joining the TBC team is **Brian Carneal**. Brian is the new assistant golf pro at Queenstown Harbor. As a high school senior, he won the State Golf Championship. He was on the golf team at Towson University and was honored as the Towson Golf Scholar Athlete. When asked about his hobbies, he said, "I'm kind of boring – all I really like to do is play golf." Sounds like this is going to be a good fit!



HAPPENINGS

Employee Spotlight!

Tanner Shaffer



Our very own **Terry Shaffer** of the Nike Golf Learning Center has something to be proud of for sure. Terry's son, **Tanner**, recently won the Maryland State Title in wrestling for the 145 pound class. Pictured left

is Tanner in action the day of the big win at The Cole Field House at the University of Maryland.

Yolanda Diaz

At age 54, **Yolanda Diaz**, Resident Manager at Abingdon House, has run five marathons! She has just started training to run in her next marathon in Mazatlan Mexico, Maraton del Pacifico to be held in December 2008. She has also participated in three century (100 miles) road bike rides, one triathlon (swim, bike and run), one 150 mile ride (bike) and a ton of small races ranging from 3.2 miles to 10 miles. She said she most always ranks in her age group. Way to go Yolanda!

Jake Smith

Congratulations to Potomac Ridge's **Jake Smith**! Jake was recognized by the College of Agriculture and Natural Resources at the Alumni Chapter's 41st Annual Reunion and Awards Celebration on April 15 for outstanding graduate in a two-year program!

Liz Angevine

Liz Angevine will graduate this May from Virginia Wesleyan College with a BS in Sports Management. Congrats to Liz!

Employee Recognition Lunch

A fun time was had at the quarterly Employee Recognition Lunch on March 11. It is always a privilege to honor employees who have given some extra effort to make our company a better place to work. The attendees below enjoyed lunch, games and prizes. Thank you for all of your hard work!



Left to Right: Mel Gardner, Yolanda Diaz, Casey Ingram, Todd Williams, Michelle Davis, Melissa Franko and Liz Angevine. Not pictured are Doodie Barbour and Erik Christensen.

