

tbc For Working. For Living. For Fun.
Happenings

The Brick Companies newsletter informs, celebrates and highlights the achievements of The Brick Companies community.

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Summer 2006

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MESSAGE FROM THE CROW'S NEST

Making a difference.

At The Brick Companies we put a lot of emphasis on listening to each other - our vendors, our Partners and our guests - and as a result, changing policy or routine when appropriate.

In fact, we feel no constructive criticism or comment is too small. Just the act of implementing a change can be more beneficial and meaningful than the change itself. It shows that we listen and act.

An example of a change based on guest feedback has been opening Atlantic Marina Resort seven days a week this season instead of six. While this took considerable effort on the part of the staff, it has

been a great benefit to the marina members. Access to fuel and other services are now available anytime.

If one thing could change at The Brick Companies, what would it be? This question has been asked many times before. Let's keep asking it and then execute what makes sense and is consistent with our strategy regardless of how large or small it may seem.

I encourage all of our employees, vendors and guests to be actively involved with the daily success of our facilities. Comment cards are available at all locations and we look forward to your remarks - they all make a difference.



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ATLANTIC MARINA RESORT

Boating season is upon us! Atlantic Marina Resort's beach is sparkling and the grounds have been pruned and planted. Our new 20,000 pound fork lift is operational and we can now launch larger boats faster and safer.

We have added a super cool kids swing set in one of the most beautiful settings on the Bay. The playground makes a fantastic addition to the pool. We appreciate your patience while we have worked with the county to overcome several challenges with the pool construction plans. The final result will be well worth the wait. Construction will begin once we get the final go ahead from the county.

Perhaps even more exciting is the expansion of our marina investment. Atlantic Marina on the Magothy (formerly Gibson Island Marina) will be joining our marina portfolio this year. Atlantic Marina on the Magothy offers 40 wet slips, 70 High & Dry storage spaces, fuel dock and other amenities. We are excited to welcome new members to the TBC family.

Member Appreciation Day - Saturday, August 5th, 12-4 pm
Join us on August 5th for a day of fun and sun at Atlantic Marina Resort. Games, lunch and door prizes. Just one small way we can say "thanks" for being a member!

For information on the right storage option for your boating experience, call 410.437.6926.

YOU KNOW WHAT THEY SAY...

...the family who *eats* together *stays* together!

Ok, maybe that's not *really* how the old saying goes but just recently TBC celebrated the family members pictured below at our June Employee of the Month Luncheon. Again we'd like to thank these fine folks for creating the "WOW" and for all they do to bring our "Quest" to life. We enjoyed a delicious lunch, great conversation and shared some super ideas.

A great big **Thanks Again** goes to: Leigh Deguili, Frank Ronan, Ben Hinshaw, Colleen Harbison, Ray Sutch, Megan Seltzer, Paula Pierce, Matt Moore, Larry Smith and Jack Symons.



GET READY FOR THE BRICK COMPANIES CLASSIC!

Planning for this year's tournament is already well under way and our premier event will be even more spectacular than ever before. Our goal this year is to break the \$200,000 mark – and we will need everyone helping out to make this possible. We need sponsors, golfers and silent auction items! Last year we were able to collect 300 items for the auction that resulted in \$34,000 for the Foundation! Let's aim even higher this year. If you have any questions about the items or the tournament, please ask Chanell Clemons or Charlie Birney. If you have anyone interested, they can easily register for a foursome or a sponsorship online at mdgolf.com. Get ready for the Great Golf Adventure!

CONGRATULATIONS!

Our very own Betty White is a 2006 TWIN Awards recipient! The YWCA of Annapolis & Anne Arundel County honors women who have made a significant contribution to industry in a management or executive position through their Tribute to Women and Industry (TWIN) program. Betty has been recognized for her 35 plus years of dedication to The Brick Companies and the commercial real estate industry. Way to go Betty! We are very proud and honored to work beside you.



VENDOR SPOTLIGHT UNITED LIGHTING/SCOTT WELLS

Scott Wells at United Lighting helped us save more than \$20,000 on combined construction costs for lighting fixtures and bulbs at Montrose West. Scott has specifically devoted a lot of his time to find standard and specialty lighting samples for approval for 3 recent construction jobs totaling 24,000 sq. ft. Scott has consistently performed this way for us for the last 17 years. Thank you Scott for all your hard work!



Honorable Mentions
A BIG thanks goes to John Bischoff, owner of Bischoff's Well Drilling, for his tireless efforts to get the well pump working in the wee hours of the morning the night before a tournament at Queenstown Harbor. Thank you, John, thank you, thank you!

Gary Murphy continually supports our promotional packages and Atlantic Golf. Whenever we need a little help with a spot, Gary is there. Thanks for your devotion Gary!

FOR WORKING / FOR LIVING

The Montrose West building, our commercial office building in Rockville, Maryland, recently underwent a major renovation of its entire first and second floors, including the main entrance and lobby area. The new look has contributed to the recent leasing of space to two new major tenants, TerpSystems and Vanguard Realty. The Brick Companies continually strives to preserve the integrity of its properties by maintaining them to the highest standards. We currently have over 32,000 square feet available at our Montrose West location. If you are seeking office space in the Rockville area or if you would just like to stop by to take a look, please call us to schedule a visit at 301-424-1666.

For more information on the Montrose West building or any of our properties, please visit our website at www.thebrickcompanies.com.

EXCITING CHANGES AT QUEENSTOWN HARBOR

Check out the new addition at Queenstown Harbor. Located on the east side of the first hole on the River Course is our new short game practice area. It features a 1/2 acre putting green and a chipping green with a bunker. Guests who are intent on improving their game can pitch and chip from various heights of grass surrounding the greens. They will have the opportunity to practice from a lie in the rough, the fairway and from the apron area of the green. The slopes of the surrounding moguls and hills will represent realistic game conditions for all golfers.

John Anderes and the Queenstown Harbor Turf Team have painstakingly monitored the grow-in period on a daily basis. As a result of their attention to detail, the finished product is magnificent. In conjunction with the upgrades to the Driving Range this spring, Queenstown Harbor can now offer to our guests a top-tier complete-game practice facility.

JOIN US EACH WEEKEND AT QUEENSTOWN HARBOR

Every Saturday - Wine & Nine
Starting at 11 am, sample a variety of wines from featured Maryland Wineries. Then enjoy 9 holes of golf for \$50 per person.

Every Sunday - Summer Family Fun
Bring the whole family out for some summer family fun. Play 9 holes and get a hot dog lunch for \$40 per adult. Each adult can bring up to 2 children FREE!

Join us **September 7, 2006** for the Queenstown Harbor 15th Anniversary Golf Tournament. The date has been moved, so mark your calendars and help us celebrate 15 years of golfing excellence!

GIVE YOUR BOAT A WINTER BREAK!



Reserve Your Space Now for Winter Boat Storage!

Atlantic Marina Resort
On the Patapsco
2010 Knollview Dr
Pasadena, MD 21122
410.437.6926



Atlantic Marina
On the Magothy
487 New York Avenue
Pasadena, MD 21122
410.360.2500

Atlantic Marinas

Call 410.437.6926 or visit atlanticmarinaresort.com!

GREEN CLEANING

The Renaissance Center and Montrose West are the first of The Brick Companies' commercial building portfolio to utilize "green cleaning." What does this mean?

- Our paper products meet the EPA standards for post-consumer waste content.
- Paper towels are designed with a trademarked feature making them more absorbent than regular towels, leading to less consumption.
- Our Coreless Bathroom Tissue uses 54.6% less packaging vs. a standard roll.
- Our janitorial company uses "Green Seal Certified" cleaning products.
- Vacuum cleaners have high-efficiency filters and are heavier-duty to last longer, thus reducing the number of old machines that wind up in landfills.

At The Brick Companies we believe that we can "do well by doing good," and our green cleaning program is one more step on our journey towards sustainability.

Book Your Next Outing with Atlantic Golf!

Book an outing of 24 or more people for the month of August and receive a FREE round for every player in your party!
Call 800.827.3984 today!



To learn more about The Brick Companies visit thebrickcompanies.com