

NORMANDY REAL ESTATE PARTNERS

WASHINGTON, DC METRO EDITION



Glenview I part of the Westfields Portfolio in Chantilly, VA

Normandy has seen a significant amount of leasing activity throughout its D.C. portfolio. The recently renovated Class A office space at Glenview I, Glenview II, Stoneleigh I, 6910 Richmond Highway and 1775 Wiehle Avenue

SUCCEEDING IN A CHALLENGING ECONOMY

have all attracted major new tenants in recent months.

“We are dedicated to providing our tenants with optimal workspace solutions that meet their real estate needs and we continue to see a flight to quality in the Washington, D.C. area,” said Ray Trevisan, Normandy principal. “Our commitment to excellence continues to enable Normandy to execute on all of our strategic business plans in the D.C. market.”

The Teaching Company, LLC, recently signed a lease for 47,797 square feet at Stoneleigh II in the Westfields Corporate Park, the largest and most presti-



Stoneleigh building complex in the Westfields Portfolio in Chantilly, VA

gious corporate park in the Route 28 submarket.

AOC Solutions, Inc. expanded its existing premises at Glenview I by 4,876 square feet and now occupies 20,174 square feet. AOC Solutions, Inc. also extended its lease for an additional term. Other recent leasing activity includes:

- Chantilly Ventures, LLC, signed a lease for 6,785

square feet at Glenview II.

- Internet Society, extended the term of its lease, and expanded its space to 10,083 square feet at 1775 Wiehle Avenue.
- Phoenix Consulting Group, Inc. extended the term of its lease, and expanded its space to 53,959 square feet at 6910 Richmond Highway. ■

THOMAS GRIFFIN JOINS NORMANDY AS REGIONAL VICE PRESIDENT

Thomas Griffin joined Normandy as regional vice president and will be responsible for directing the property management activities of the Washington D.C., Virginia and Maryland portfolio.

“I am extremely excited to join Normandy in this capacity,” Thomas

Griffin said. “Normandy is one of the most respected real estate owners and operators in the Boston to Washington, D.C., corridor and I am thrilled to be joining this quality organization at such an exciting time in its history.”

Prior to joining Normandy, Griffin was vice president and director of management services for Grubb & Ellis Company’s operations in the New England area. Additionally, Griffin has served 20 years as a Naval Reserve officer and retired as a commander. He is a member of the Building Owner and Managers Association and the Institute of Real Estate Management, where he earned his certified property manager designation. Griffin has a degree from Maine Maritime Academy in marine engineering. ■



Thomas Griffin, Normandy vice president

Green News

NORMANDY LAUNCHES GREEN BUILDING INITIATIVE

Normandy Real Estate Partners has appointed David Bury, Vice President in Normandy’s Property Management Group to head up our Green Building initiatives. David is based at Normandy’s Manhattan office and will be working with regional team members in New England, New York/New Jersey and Mid-Atlantic regions to coordinate the company’s Green Programs. These programs include Normandy’s ongoing Energy Star Compliance,

LEED Certification and other energy conservation programs. David will also provide oversight of Green Purchasing and recycling standards for the Normandy portfolio. Normandy’s commitment to “Green Thinking” will be evident at our properties in the coming months as tenant educational seminars are held and new environmentally-friendly products are introduced. Please contact your management office if you would like to know more about Normandy’s plans for “Going Green”. ■

NORMANDY VICE PRESIDENT COMPETES IN 2008 SUMMER OLYMPICS

Paul Teti, vice president of leasing for Normandy, made his third trip to the Olympics and competed in the 2008 Summer Games on the U.S. Men's Four Olympic Rowing team.

"Rowing is the ultimate team sport," Paul Teti said. "It's very

much a team effort. One of the reasons I love the sport is because of the clear connection between the training you go through and the results you achieve. I consider myself very lucky to be part of an incredible team in the boat and at Normandy."

Teti joined Normandy four



Normandy vice president Paul Teti trains for the 2008 Olympics

STONELEIGH CAFÉ OPENS IN WESTFIELDS CORPORATE PARK

The Stoneleigh Café has opened to serve tenants of Stoneleigh I and II, two newly developed Class A office buildings located in the prestigious Westfields Corporate Park in the Route 28 South submarket.

Stoneleigh Café will provide tenants of both buildings with a first-class dining facility. Normandy Real Estate Partners worked closely with Apptis, Inc., a leading pro-

vider of IT and communications services to the federal marketplace, to develop this facility.

"We are thrilled to add the Stoneleigh Café as one of the amenities to the facility in addition to the existing on-site fitness center," said Tom Griffin, vice president of Normandy Real Estate Partners. Stoneleigh Café is operated by Corporate Chefs, a leader in the food-service industry. ■



The newly developed Stoneleigh building complex, Chantilly, VA

years ago just after competing at the Olympics in Athens, Greece. He currently serves as vice president, responsible for managing leasing activity in the Mid-Atlantic

region. He spent three years underwriting, financing and closing acquisitions as part of Normandy's acquisition team prior to taking on his current role. ■



Community Corner



MARCH OF DIMES HONORS DAVID WELSH

The March of Dimes recently honored David Welsh, a founding managing principal of Normandy. The national non-profit organization dedicated to improving the health of infants and preventing birth defects and infant mortality, noted Welsh's outstanding accomplishments in the real estate industry and his record of philanthropy and community service. Welsh received the honor at this year's Real Estate Award Breakfast held in West Orange, NJ.

The annual breakfast, which attracts hundreds of professionals from

the real estate industry, is a major networking event that raises awareness about the efforts of the March of Dimes. Prior to the event, Mr. Welsh and the Normandy team led a successful fundraising drive that exceeded expectations. Mr. Welsh commented, "We are very pleased with the commitment our many friends and partners have made to help the March of Dimes. There's no doubt that this charity touches all of our hearts. Despite challenging economic times, we attracted a full house for the annual breakfast as everyone rose to the challenge of supporting this special organization." ■