

October 2005 "Economic Issues" Luncheon

Brian Glass, ISP
Senior Vice President - Retail Brokerage
Harrison and Bates

Brian Glass is the Senior Vice President of Retail Brokerage for the commercial real estate firm Grubb & Ellis | Harrison & Bates. He is involved in the leasing of retail space both as a tenant and a landlord representative. His real estate background includes a firm understanding of his client's goals, complete knowledge of local market inventory and extensive experience representing Heilig-Meyers Furniture and Morton's of Chicago on a national basis. He has also concluded significant real estate transactions with such retailers as CEC Entertainment (Chuck E Cheese), Blockbuster Video, The Salvation Army, Goodwill Industries, Rite Aid Corporation, Lowe's Home Centers, Tractor Supply Company (TSC), Wildbirds Unlimited, Starbucks Coffee, and Blimpie Subs, among others.



In addition, Brian has represented Cigna Investments, Mony Real Estate Investment Management, Criimae Mae, and Property Development Associates (PDA) in the sale of shopping centers and free standing properties, as well as disposing of various Heilig-Meyer properties throughout the country.

Prior to joining Harrison & Bates, Brian Glass was the Vice President of Store Planning for Rite Aid Corporation, where he was responsible for new store construction, remodeling of existing stores and the store maintenance program. Brian also held the position of Vice President of Design and Construction for Circuit City Stores. His in-depth experience from the retailer's perspective has been extremely beneficial in working with retailers, shopping center owners and developers.

Brian holds a BA from New York University, majoring in History and Economics and a minor in English.

Brian is a former member of the Institute of Store Planners (ISP) and a member of the International Council of Shopping Centers (ICSC). In addition to his professional accomplishments he served for three years as Board Chair of VEFC (Volunteers Emergency Families for Children), a statewide organization assisting at-risk children; a member of the advisory council of the Adult Rehabilitation Center (ARC) of The Salvation Army; a Board Member of the Jewish Community Center (JCC) of Richmond; a member of the Advisory Board of First Capital Bank; and a member of the Virginia Commonwealth University (VCU) Academic Campus Community Advisory Board. Brian currently writes a monthly commercial real estate column for the *Richmond Times-Dispatch* and speaks annually at the Retail Merchants Association First Friday Breakfast as well as other speaking engagements throughout the year.

At this Economic Issues Luncheon, Mr. Glass will be discussing "**Commercial and Residential Real Estate: An Update on the Projects, Dynamics and Plans for our Region.**" We look forward to a lively exchange so please feel free to bring questions for the speaker.

WHEN: Thursday, **October 20**, 12:00 noon - 2:00 p.m.
WHERE: Federal Reserve Bank of Richmond, 701 East Byrd Street
COST: \$15/members or \$25/non-members; includes lunch

RESERVATIONS: To reserve your space, please e-mail your reservation to **Andrea Holland** at andrea.holland@rich.frb.org or e-mail RABE directly at BusEconRABE@yahoo.com. You may also register at our website, www.RABEva.org. Simply go to the "Meetings and Events" section, choose the appropriate meeting, and click the e-mail link for registering.

Reservations are required and should be made **by noon on Tuesday, October 18**. We have a **new option for online payment** by using a credit card from our website. If you would like a vegetarian lunch, simply tell us when making your reservation. **If you make a reservation and are not able to attend, please let us know and send a colleague in your place. "No Shows" will be billed.**

IMPORTANT MEETING INFORMATION

Parking: Due to heightened security, parking is no longer available at the Federal Reserve Bank building. We recommend the [RMA Expressway Deck](#) at 9th and Canal Streets, diagonally across from the Bank. Cost is \$2 per hour. Limited on-street parking may also be available nearby. Other parking options can be found at www.ridefinders.com. Simply go to "Commuter Guide" at the top of their site, followed by "Downtown Commuter Guide."

Credit Card Payment Option: RABE has a new option for online payment. Credit cards may be used from our www.RABEva.org website:

Non-Members: Please pay in advance of the meetings. If you mail a check, please make sure that it arrives at least 2 days before the meeting. If you pay online, please pay at least 1 day before the meeting.

Members: Please pay in advance of the meetings or at the door. Credit cards can only be accepted in advance of a meeting. If you mail a check, please make sure that it arrives at least 2 days before the meeting. If you pay online, please pay at least 1 day before the meeting.

Photo Identification: Please bring your driver's license or another government-issued photo ID with you to this meeting. The Federal Reserve Bank requires that all visitors present a picture ID to be admitted into the building.

Metal Detector: The Bank's security procedures include passing through a metal detector, prior to entering the building.

The President's Corner

Dear RABE members and friends,

Summer is over and the fall season brings us back to school. Some of us are students, others are instructors and many of us are seeking continuing education and life-long learning. With that in mind, I'm delighted to announce the first RABE educational seminar to be held on November 16 from 8 a.m. to 12 p.m. at the Sheraton West in Richmond. We'll have a continental breakfast from 8-9am. The program entitled, "Data at Work" will be a seminar on Labor Market Information in action. You'll hear best practices from Business Services Providers, Economic Developers and Regional Planners. Attendees will learn how change affects business and turns competition into success. Understanding the new industry dynamics is essential to success in 2005 and beyond. You'll be receiving detailed information about the seminar soon.

As your president, it has been very gratifying to see our chapter strengthen and grow. During chapter presidents' teleconference calls with NABE and chapters around the country, we get many compliments

on our accomplishments. My thanks go to the RABE officers and board members and also to our faithful members and friends who attend our meetings. I would like to see the progress that we've made continue. As some of the current officers and board members will be leaving in 2006, elections will be coming up in November. If you are interested in becoming a RABE leader or would like more information, please contact me at 804-371-2915 or email me at Jackie.Hudson@vec.virginia.gov. It's a wonderful opportunity for both personal and professional growth.

On a personal note, I've been asked by the National Association for Business Economics to serve on the NABE chapter committee. We'll be mentoring both existing and new chapters around the country on best practices. It will be my pleasure to share the success story of RABE.

Best regards,

Jackie Hudson
President RABE

Member News

We are anxious to hear from you, our members, to celebrate your successes. Have you changed jobs, got a promotion or received special recognition? Please contact Rebecca Rowland with any of your personal member news. She may be reached by email Rebecca.Rowland@dpb.virginia.gov or by phone at 786-1657.

National Folk Festival

Richmond, Virginia
October 7-9, 2005



For over 65 years, the National Folk Festival has provided a way for people to embrace American traditions that define our culture today. After bringing its variety of folk arts to 27 other communities around the country, this celebration has found itself on the riverfront in historic downtown Richmond, from October 7 - 9, 2005. The 67th National Folk Festival will showcase over 25 performers on seven stages with continuous music and dance, as well as world-class instrument makers from across Virginia, parades, puppet shows, ethnic foods and more. The FREE three-day extravaganza will engage the entire community, bringing together many diverse groups and drawing visitors from across the country. For more information, please visit www.nationalfolkfestival.com or call (804) 788-6466.

New Payment Feature on the RABE Website

In addition to cash and checks, you may now pay for your RABE Economic Issue luncheons and annual dues using a **credit card**. The following credit cards are accepted: Visa, MasterCard, American Express, and Discover Card.

Instead of processing credit payments ourselves, we are using "PayPal." This payment system is widely accepted for online transactions, particularly through the auction site "eBay." With PayPal, RABE will not have access to credit card numbers or other sensitive information. Instead, PayPal will process the charge and will place the money in our account.

All credit card payments should be made at least **two days prior to the meeting date**, in order to allow time for us to receive the payment notice. Meeting RSVP's must still be made at least 48 hours before the meetings.

Upcoming Meetings and Events

For a detailed list of upcoming meetings and events of interest, please visit the "Meetings and Events" section of our website at www.RABEva.org.

October 25-27, 2005 – Labor Market Information (LMI) Institute's "LMI Forum." Presentations will include the following topics: Cluster Analysis; Occupational Supply & Demand; Location Quotients; Grant Seeking and Proposal Writing; Local Employment Dynamics; American Community Survey; Advantages / Disadvantages to Using GIS; Workforce Development Performance Measurement; and more. For further details about the LMI Conference, please visit the website: www.lmi-net.org/LMIForum/2005.html or feel free to contact me at jackie.hudson@vec.virginia.gov or 371-2915. **"Early Bird" Discount for registrations made by Sept. 23.**

October 26-28, 2005 – 54th Virginia Transportation Conference, "Virginia Transportation at the Crossroads: Investing in Mobility and Accessibility." Transportation leaders from across Virginia and other states will participate in this high-caliber event. **Topics will include:** investments in and commitments to transportation; social, economic and political factors affecting those investments and commitments; and potential mobility and accessibility solutions to our growing challenges. To register or for more information, please visit www.vatransconf.org or call (804) 225-4698.

November 16, 2005 – RABE Educational Seminar: "Data at Work." This seminar will discuss Labor Market Information in action. You'll hear best practices from Business Services Providers, Economic Developers and Regional Planners. Attendees will learn how change affects business and turns competition into success. Understanding the new industry dynamics is essential to success in 2005 and beyond.

2005 RABE Officers, Board Members, and Advisors

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Advisor	Dave Tysinger	David.Tysinger@vec.virginia.gov