



A WORD FROM THE PRESIDENT

Welcome to the final quarter of 2019! There are a lot of exciting projects currently going on at David S. Brown. The Met, our new 114 apartment high-rise in Owings Mills, is scheduled to open at the end of the year and we are gearing up to begin pre-leasing. The dormitory at Garrison Forest is complete and all students and faculty have successfully been moved-in. In addition, we've broken ground on the Metro Centre Marriott Hotel and Conference Center and look forward to watching the progress over the coming months. We also just finished the Mikvah at Rabbi Taub's Scul. We are currently in the planning phase of many upcoming projects, including a 40,000 SF design school, an updated Black Box, new faculty offices, and 117 acres of new ballfields at Stevenson University. As always, I personally want to thank all of our hard-working employees at David S. Brown. None of this would be possible without your dedication. Thank you!

 - Howard Brown

New Hires

We would like to welcome all of our new employees here at David S. Brown. It is our belief that our extraordinary employees are our greatest strength and asset. We could not do what we do without all of our hardworking and motivated team members. We look forward to all of your future achievements here at David S. Brown.

Charles Ingram , <i>Leasing Specialist</i>	Robert Cahill , <i>Maintenance Supervisor</i>
Jose Neptali Lopez , <i>Landscape Laborer</i>	Michelle Skinner , <i>Property Manager</i>
Wilder Lopez Ricardo , <i>Landscape Laborer</i>	Gregory Johnson , <i>Punch Tech</i>
Johnny Osborne , <i>HVAC Tech</i>	Danielle Cook , <i>Property Manager</i>
Timothy Powe , <i>Service Tech</i>	Kensworth Weir , <i>Weekend Porter</i>



Anne Angel, VP of Residential Leasing

Department of the Quarter: **Residential**

What do you think makes David S. Brown special?

What makes David S. Brown special is our reputation for being an outstanding developer of superior quality homes. To build, own, and manage assets for the long haul means that we have a vested interest, not only in the physical structure that we provide, but the commitment to providing

an amazing resident experience. That experience is created and ensured by our team members. We are committed to building the best team of employees who are the ambassadors of our pillars – loyalty, stability, responsiveness and quality.

How many people work in the residential department?

There are currently 80 team members in the residential division. Our employees are spread out over 11 properties, and consist of property managers, assistant property managers, leasing consultants, maintenance supervisors, maintenance technicians, punch-out technicians, and porters.

What are some exciting new initiatives to be on the lookout for?

It has been a busy year for DSB Residential and we are excited to take it to a new level in 2020 as well. Again, with our residents' best interest in mind, we are always looking for ways to attract and retain our residents by providing innovation that makes their lives easier.

We created an app for our residents' phones that is branded to our community and allows them to pay their rent, submit service orders, create a bulletin board post, RSVP to a resident event and reserve amenities. It also contains a move in checklist and has the ability to collect survey data. We have been working with a package locker provider to make the delivery process easier at our offices and allow residents to be able to retrieve their packages 24/7, not just when the office is open. We are looking to install Tide laundry lockers as well. This amenity gives residents the ability to have their dry cleaning and laundry done through a service and again, they can pick up their laundry 24/7. SpotWash, a car cleaning service, is gaining traction with our residents and who doesn't love to get into a spotless, clean smelling car in the morning or after work? All of these services enhance our residents' living experience.

We are coming along with our lease up at 405 W. Redwood and we will turn our focus to leasing The Met very soon. The leasing office at The Met will be breathtaking and will have an interactive display that will allow prospective residents to view a gallery of photos and floorplans and start the leasing process online.

Department of the Quarter: **Residential**

(Cont...) We have held two very successful Manager's Meetings this year. The first one was with Maintenance Supervisors and Property Managers where we celebrated success, talked about topics relevant to our operation, and had a team building event where we went to Breakout Games and participated in an escape room challenge. It was a blast! For the second Manager's Meeting we went to Amazing Glaze and painted coffee mugs as our team building exercise and we all saw pretty quickly that Barbara Carrera was the artist among us! Looking ahead, we have two major clubhouse renovations at Brookside Commons and St. Charles at Ode Court. We are ramping up training for all employees in 2020. I love the conversation between a CEO to CFO: "What happens if we invest in developing our people and they leave? CEO to CFO: "What happens if we don't and they stay?" Our business and our world is always changing and for the product that we are representing, we need a strong team and bench strength. We are excited for what's ahead in our residential division.

My Favorite Photos From The Quarter



An aerial picture of The Met, our new 114 apartment high-rise in Owings Mills, MD.



Our property managers showing off our pillars of success installation in the new training room at Brookside Commons.



A picture and quote from David S. Brown, shown during a presentation from CBRE's Spencer Levy at Metro Centre at Owings Mills.



Red Brook Health Tip of the Quarter

Provided by Nick Shultz, Executive Director of Red Brook Health & Wellness Center

Falling off during the Fall season? Here are some tips on how to avoid it!

- 1) First, ask yourself why. Find out why you want to eat better or exercise, so you're able to dedicate your daily motivation and plan towards your "why".
- 2) Identify your top, or first, priorities, aka your "big rocks", the stuff that's most necessary in your life. Sleep, earning a living, health, time with family, etc. Second priority is your smaller rocks, which should be fun activities that you get extra satisfaction from. Hobbies, passion projects, excelling at work, or even competing in a sport. The third priority is "sand", purely bonus activities that aren't crucial to your health and goals, but if it's possible you're able to fit them in. Watching television, checking social media, playing video games. Everyone's big rocks and sand will look different.
- 3) Track where you spend your time and see if it's aligned with your priorities. (Big rocks= most time, small rocks, and sand= least amount of time)
- 4) Look to increase your meal prep, physical activity, or workouts in 15 minute increments. For example, add a 15 minute walk or meal prep into your routine instead of 15 minutes of television or social media. Which will give you a better return on YOUR health and wellness.
- 5) Review your progress or downfalls at the end of each week and adjust. No one is perfect, just concentrate on improving in small increments.

"There will come a day when I can no longer do this... that day is not today."

For additional motivation between now and Thanksgiving, Red Brook Health is conducting an 8 week health and wellness challenge that rewards you for making healthy choices, working out, and becoming a better version of yourself. It also helps that prizes and awards will be given out along the way. For more info contact the Red Brook Staff, info@redbrookhealth.com or nshultz@davidbrown.com.