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May 5, 2018

Dear LEW Speaker, Tour Guide, Curator, Dine Around Host, LEW Organizing Committee Member, Chapter Board Member, Awardee, Sponsor, Scribe, Graphic Designer, Special Events Helper, Cellist, Photographer, and Attendee:

**We did it! Congratulations!! Whew! On behalf of our Baltimore Chapter, I want you each to know how much I appreciate all that you did to make our Lambda Alpha International Land Economics Weekend in Baltimore such a fabulous success!**

We are finalizing our counts, revenue and expenses, and will update you as soon as it is all done. As you may recall, we expect to have funds remaining for our local chapter activities when it is all said and done. Based on LAI's Sheila Hamilton's records, our LEW exceeded counts of all past held LEWs, yay! With attendees from 21 out of 26 chapters.

- |                   |                |
|-------------------|----------------|
| Aloha Hawaii      | Minnesota      |
| Atlanta           | Orange County  |
| Austin            | Philadelphia   |
| Baltimore         | Phoenix        |
| Boston            | Sacramento     |
| Ely Chicago       | San Diego      |
| George Washington | Simcoe Toronto |
| Golden Gate       | UAE            |
| London            | Vancouver      |
| Los Angeles       | Zia New Mexico |
| Memphis           |                |

**THANK YOU! There were so many people who were a part of making this weekend such a success, and I would like to take a moment to showcase each of you on the following pages!**

**Our Chapter President**

I would like to personally thank Mel Freeman for an outstanding job as our Baltimore Chapter President! I am so grateful for you being my LEW cohort.

*First of all* this LEW happened because you were elected President, which was critical because as you recall I was willing to be the LEW Chair *only* if we elected a President for when my term ended in November, 2017!

*Secondly*, you did a great job as our LEW Master of Ceremonies, and you kept everyone on time – actually, early! - which typically doesn't happen with 20 speakers. Kudos!

*Thirdly*, you and Carol created 'LEW lore' at your Dine Around ... on video/camera... for those of you who do not know what happened, please be sure to ask Mel....

### **Our Chapter Board of Directors**

I sincerely appreciate the enthusiasm and the affirmative vote by 100% of our Baltimore Chapter Board of Directors to host the LEW in Baltimore. It showed leadership and pride in our Chapter and our City. And thank you for your vote of confidence in me as the LEW Chair and our LEW Committee to get it done.

### **Our LEW Organizing Committee**

And there is simply no way we could have done this event without each and every one of you on our Organizing Committee. A ton of time, energy, ideas, writing, planning, fundraising, investing of your personal/corporate funds, and, of course, hard work.

A special, appreciative *shout out* to:

Nate Betnun, *Stifel*

Joe Consoli, *iRealty Independent Realty Consultants*

Rachel Edds, *Edds Consulting, LLC*

Mel Freeman, *Freeman Architecture - Freeman Consulting Group, LLP*

Matt Kimball, *Niles, Barton & Wilmer LLP*

Kathleen Lane, *AIA Baltimore*

Jim Leanos, *Corporate Property Solutions, LLC*

Kim LiPira

Ruth Louie, *RLouie Consulting LLC*

Joe Nathanson, *Urban Information Associates, Inc.*

Toni Prince, *The Brick Companies*

Geof Washington, *Adelberg, Rudow, Dorf & Hendler, LLC*

### **Our Special Events Helpers**

In addition to Sheila Hamilton and Shelley Lloyd of LAI International who kept it all going behind the scenes, I want to extend a sincere thank you to Nicole McGlynn for all your wonderful help, humor, marketing help, and organizational skills before and during our LEW. And to Inna Kolomiytsev for your superb help on the weekend, and wonderful suggestions and advice in advance. Thanks to you all very much!

### **Our Graphic Designers**

As you know, our LEW Program Booklet (and our other materials) received many compliments, and I want to thank our fantastic graphic designer Holly Burke! You are creative and a pure delight to work with, all while keeping to a tight schedule. Thank you, Holly! I am also grateful to my sister Sarah Bergmann in Seattle who created our Dine Around piece shared at the Vancouver LEW.

### **Our Photographer**

Bob Madden, you are a gem! Thank you for taking photos throughout the entire weekend. See the attached link and take a look! [https://www.dropbox.com/sh/oos0y5e1laajrfw/AACDyWnQGSGm\\_nR4COltxb\\_za?dl=0](https://www.dropbox.com/sh/oos0y5e1laajrfw/AACDyWnQGSGm_nR4COltxb_za?dl=0)  
Thank you, Bob! <https://www.bobmadden.com/>

### **Our LEW Scribe**

Joe Nathanson is writing a recap of our weekend, and when it is completed we will share with you, as well as the entire LAI membership. If you have photos, thoughts, highlights to share, please let me or Joe know!

### **Our President's Reception Musician**

Thanks to Tara Clifford's suggestion, we contracted Cellist Luka Stefanovic to play during our President's Reception. In case you did not know, he is a senior at the Baltimore School for the Arts and, as he has been since the age of four, studies with Dr. Daniel Levitov through the Peabody Preparatory of the Johns Hopkins Institute. He joined the cello section of the Peabody Youth Orchestra in 2013 and has since played with the orchestra at the Kimmel Center in Philadelphia and on a tour of the USA and Canada, being named Principal Cello in the fall of 2016 under the baton of Mr. Ankush Bahl.

The LEW is only as good as the information shared by our outstanding speakers and tour guides to our attendees. We asked you to cover a lot in a short amount of time, and we thank you for accommodating our very tight schedule. You were interesting, informative, engaging and much appreciated by us and our visitors. Thank you for making time in your busy schedules to be a part of showcasing Baltimore.

**Our 20 Speakers**

Michael Beatty, *Beatty Development*  
Diane Bell McKoy, *Associated Black Charities*  
Bill Cole, *Baltimore Development Corporation*  
Phyllis Cook, *Alexander Design Studio*  
Charlie Duff, *Jubilee Baltimore*  
Jim Dwyer, *Maryland Port Administration*  
Andy Frank, *Johns Hopkins University*  
Eric Gilbert, *Tradepoint Atlantic*  
Seema Iyer, *University of Baltimore*  
Kathleen Lane, *AIA Baltimore*  
Jill Lemke, *Maryland Port Administration*  
Donald Manekin, *Seawall Development Company*  
Mike Molla, *MICA*  
Evans Paull, *Redevelopment Economics*  
Les Pollock, *LAI Global Chapter*  
Wayne Schaumburg, *Historian & Educator*  
Ray Skinner, *East Baltimore Development Inc.*  
Janet Marie Smith, *Los Angeles Dodgers*  
Tom Stosur, *Baltimore Department of Planning*  
David Tufaro, *Terra Nova Ventures*

**Our 10 Bus Tour Guides & Curators**

David Benn, *Cho Benn Holback, A Quinn Evans Company*  
Jo Briggs, *Walters Art Museum*  
Sean Davis, *Morris & Ritchie Associates, Inc.*  
Peter DiPrinzio, *R. House*  
Paul Espinosa, *Peabody Library*  
Kirby Fowler, *Downtown Partnership*  
Johns Hopkins, *Baltimore Heritage*  
Donald Manekin, *Seawall Development Company*  
Marshella Wallace, *Baltimore Department of Planning*  
Tamara Woods, *Baltimore Department of Planning*

Plus, we know that these essential behind-the-scenes people helped make it all happen, thank you very much:

Ashley Bartlett, *MICA*  
Antonia Daniels, *Johns Hopkins University*  
Joy Handy-Lane, *Downtown Partnership*  
Stephanie Hsu, *R. House*  
Amy Lingenfelder, *Tradepoint Atlantic*  
Jon Lipitz, *MICA and the MICA Team*  
Jennifer Tufaro Nolley, *Terra Nova Ventures*  
Christopher Seiler, *Beatty Development*  
Marian Smith, *Jubilee Baltimore*  
Zevi Thomas, *AIA Baltimore*  
Cynthia Todd, *Associated Black Charities*  
Emily Walthouse, *Los Angeles Dodgers*  
Susan Yum, *Baltimore Development Corporation*  
Marta Zoellner, *Walters Art Museum*

## Our 29 Sponsors

Thanks to these outstanding sponsors, we raised \$33,500 to host this wonderful LEW. *Your* generosity allowed us to host an excellent conference. We could not have done it as well without you!

Advance Business Systems (an in-kind sponsor)  
AGM Financial Services, Inc.  
Andrew C. Lemer, Ph.D.  
Anonymous in memory of Morton Hoffman, Baltimore Chapter Founding President  
Armada Hoffler Properties  
Baltimore Community Lending  
The Brick Companies  
The Brick Companies Foundation  
Century Engineering, Inc.  
Cliftara CD Consultants  
ColumbiaNational Real Estate Finance, LLC  
Corporate Property Solutions, LLC  
Edds Consulting, LLC  
Greater Baltimore Board of Realtors  
Himmelrich Associates, Inc.  
Johns Hopkins Carey Business School, Edward St. John Real Estate Program  
Kaliber Construction, Inc.  
KCI Technologies, Inc.  
Millane Partners LLC  
Niles, Barton & Wilmer LLP  
ParkerMuldrow & Associates, LLC  
PNC Bank  
Real Property Research Group, Inc.  
Robust Retirement, LLC  
SAA | EVI Development the developer of Nelson Kohl  
Stephen L. Rudow  
Stifel  
Toni Y. Prince  
Urban Information Associates, Inc.

Please know we will continue to recognize you year-round at our Chapter programs and on our local website. Again, thank you!

## Baltimore: A Preview

I would like to acknowledge the writers of The Baltimore Preview that was sent out in advance of the LEW to all LAI members and a hand-crafted hard-copy was included in all the attendees' tote bags at the LEW. It was something special that is not typically done for LEW attendees, and I have heard many compliments. A *big* thank you to Jim Leanos, Rachel Edds, Ruth Louie, Dan Pontious and Geof Washington! Well done!

## Our Awardees

We are simply thrilled that both of our nominations were selected by the LAI International Awards Committee. We are proud of **Margaret McFarland, JD**, who received the Richard T. Ely Distinguished Educator Award and for Beatty Development who received the International Skyline Award for their fantastic **Harbor Point** project. A special thank you to Tara Clifford and Nate Betnun for putting together the impressive submissions. And Margaret we are especially glad that you participated in the LEW weekend. Tim Pula, thank you for attending our Awards Dinner and accepting the award on behalf of Beatty Development.

### **Our 25 Dine Around Hosts**

We had 82 guests at the 10 Dine Arouns. Thank you for generously opening your homes and special places to our guests! It is one of the most complimented aspects of our LEW based on our visitors' comments. You did a magnificent job showcasing a variety of neighborhoods and providing an intimate gathering of both visiting guests and local members. What a success! Lucky for me and Bob Madden, we had a chance to visit three of them and take photos at the Maryland Club, Johns Hopkins' home, and La Cuchara.

Tara Clifford  
Jerry & Carol Doctrow  
Rachel Edds & Elliot Lieberman  
Mel & Carol Freeman  
David Gleason & Seema Reznick  
Johns Hopkins & Mary Cox  
Matt & Lydia Kimball  
Bob & Nan Lefenfeld  
David & Joan Millane  
Joe & Sharon Nathanson  
Ken & Elizabeth Rice  
Michael Seipp  
Lindsay Thompson  
Geof Washington & Delese LaCour

### **Local Chapter Members**

We had three goals for our LEW. They were all achieved! One, host an excellent conference. Two, raise funds for our local chapter's reserves for future activities. Three, engage our local members with LAI International and the LEW. We have 60 active members in our Chapter, and at least 50 of you played a significant role in our LEW. Super to have such engagement and it is much appreciated. You made all the difference! Our visitors felt very welcomed and a part of our City because of you!

### **Now what?**

We would like to gather your comments about the LEW weekend. We will be planning a get together to talk about how to piggy-back off of the energy and ideas from this successful weekend... to decide where do we go from here? What is important to us and our chapter to focus on?

We will be in touch! Thank you all very much for being so instrumental to our LEW's success! What fun!

Best regards,

*Susannah Bergmann*

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Chair of LEW Committee  
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P.S. Of course, I hope I haven't missed anyone, and you have my sincerest apologies if I did.