SEPTEMBER, 2021

"The difference between ordinary and extraordinary is that little extra."



VIRGINIA BEACH

SHOUT-OUT TO JOSH BIXLER

"I want to give a shout-out to **Josh** for always being such a huge help! This week, not only did he resolve a complex PC issue in a timely manner, he also rebuilt other PCs and helped prep for a new hire in our office. Josh does a lot of heavy lifting behind the scenes, and I want to be sure to throw a well-deserved shout-out his way!"

- Eden Heflin Washington, D.C.

VIRGINIA BEACH

SHOUT-OUT TO ALEXIS GORDON

"Alexis has created several custom aerial tax maps for me that have been key to showing my multi-family clients important information. Each map required multiple updates in the creation process not to mention her deciphering my horrible handwriting. Her raw talent, lightning quick turnaround times and sweet attitude has made an otherwise painful process and enjoyable experience. The end product was exemplary. THANK YOU ALEXIS!"

- Read F. Goode, Jr. Richmond, VA

WASHINGTON, D.C.

SHOUT-OUT TO CINDY PARK

"In the short time **Cindy** has been a part of the team, she has taken the initiative to become acclimated to DRE and her new listings and tenant assignments. We are excited to have her on-board and have no doubt that she will be a top producer in the near future!"

- Joe Farina Washington, D.C.

New Business WINS FOR AUGUST

NEW PROPERTY MANAGEMENT WINS

- ▶ 8/27/21 Railey Hill 14,518 SF (Richmond Office)
- ► 8/24/21 Greenbrier Square 260,710 SF (Virginia Beach Office)

NEW BROKERAGE LISTINGS (LEASE/SALE)

- ► Hampton Roads Offices 7 New Listings
- Richmond Office 6 New Listings
- ▶ DC Office 5 New Listings
- Charlotte Office 3 New Listings



RICHMOND OFFICE TEAM SHOUT-OUT

"Richmond is growing! We are proud to announce 4 new team members joining the Divaris Richmond family: Emma Hardin and Justine Berzowski, our new right-hand duo; Dawn Calabrese, as Senior VP for Industrial/Warehouse, and Chris Messersmith, as our new Associate. Big things are happening in Richmond!"

- Loretta Cataldi Richmond, VA

who wore it better?



Brian Devlin (*left*), and Caroline Zarpas (*right*) from the Virginia Beach office rocked matching green shirts on jeans day!

Charlie's Angels? You mean, Divaris Divas! Morgan Lucas (*left*), Rachal Salasky (*middle*) and Kelsey Preble (*right*) from Virginia Beach were killing it in coordinating blue & white!





Debbie Newsome (*left*), and her computer (*right*) from the Charlotte office made it their mission to brighten up the office with not a little, but a lot of awesome hot pink!

This has to be a first! Virginia Beach had two sets of doublemint twins one Friday! The wild cats on the left are Amanda Decipulo (left) and Cassidy Gazaway (middle-left); and our orange dream-team on the right is Carol Aubuchon (middle-right) and Kristina Townsend (right).









KEEPING YOU UP-TO-DATE WITH ALL THINGS DIVARIS!

SEPTEMBER, 2021



MEET THE FT. MONROE PROPERTY MANAGEMENT TEAM



Fun Fact: Fort Monroe is the largest stone fort ever built in the United States and remained an active military post until 2011. After the base was decommissioned, Divaris won the property management contract and put together a dynamite team that has had an opportunity to work on some very unique projects.

We sat down with Senior Property Manager, Rhonda Williams, and talked about three of her most rewarding projects, and this is what she had to say:

PROJECT # 1: THE ALGERNOURNE OAK

"The first cool project was preservation work for the 500+ year old Algernourne Oak Tree on the property. Live oaks are protected

and this one is older than our country. It was a team effort between Divaris, OPCRES (Old Point Comfort Real



In front of the Algernourne Oak (left to right): Brandon Alston, Jon Matthews, Bill Garner, Rhonda Williams, Yvonne Sadler (not pictured: Brad Clark)

Estate Services), National Parks, and FMA (Fort Monroe Authority). It took over a year of meetings, site visits and consultations with various industry experts to develop a plan which was submitted for a 50% matching grant from Virginia Department of Forestry. Now this 500+ year old tree will get upgraded lightning protection, branch supports, soil nutrients and dead branches cleared away."



The Algernourne Oak

PROJECT # 2: THE CHAPEL OF THE CENTURION STAINED GLASS

"Our second unique project is the on-going restoration of the stained glass windows, including two Tiffany's, at the Chapel of the Centurion.

It was only in late 2019 that FMA received full control of the

building and we did an inspection and condition assessment. During this inspection it was discovered that the 150+ year old original stained glass windows showed evidence of deterioration. The chapel is an active church with two congregations holding weekly services, and it is used as a Special Events venue for weddings, funerals, etc. The removal of the windows had to be coordinated around these functions as well as efforts to protect other historic items within the building. This project is expected to be complete in early 2022."



Inside the Chapel of the Centurion (middle window is the Centurion being repaired)

The Marina at Fort Monroe

PROJECT # 3: THE MARINA

"After taking over the management and operations of a 300 boat slip marina (by people who don't own boats!) with 30 days-notice, we assisted FMA with the transition of the marina to the first of its kind, ground lease developer. While a \$40 million deal is impressive, I want to give a shout out to the OPCRES team who for two years not only met the owner's mandate to pay for everything, i.e. salaries, repairs, utilities, etc. out of the income generated, and no state funds provided. They far exceeded expectations by performing in-house repairs to the piers, docks and boater equipment as needed. This improved the customer satisfaction and helped increase long-term occupancy rates. At the end of our management (which ended June 8th, 2021), and after all the expenses were paid, OPCRES was able to provide the ownership with a net income over \$200k. And to celebrate the hand off of the marina we had a fun Ft. Monroe Pictionary Game Day!"





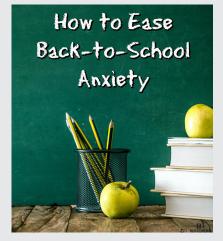


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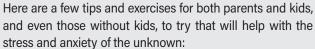


USING MINDFULNESS TO EASE BACK-TO-SCHOOL ANXIETY & STRESS



It's that time of year again.

With the end of summer fast approaching, the uncertainty of back-to-school affects both parents and children, especially now as the world learns to navigate continuous changes. Parents face the dilemma of choosing between sending their children to school in person or using on-line learning platforms. Kids face challenges too with overwhelming thoughts of new schools, new people and new academic challenges.





Recognize and validate what you and/or your child is feeling. Put words to your own feelings and then ask your kids to describe their feelings too and how those emotions make them feel physically. We all experience our feelings/emotions through our body and sometimes there is a disconnect, so it's good to stop and take a moment to recognize any emotions or physical responses that seem out of place.

Take mindful movement breaks. This gives you and/or your child the energy replenishment needed to tackle different assignments. For example, take movement breaks between subjects when doing homework with your child; or when you are working on a task at your job and need to switch to a different task. Take a few minutes to get up, walk around, grab a beverage from the kitchen, or go outside for some fresh air to help reset your mind to move to a different task.

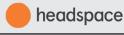
Stay curious about your feelings and your child's feelings. Being curious is a non-judgmental action where you acknowledge what you or your child is feeling, and this will help calm tense and anxious nerves during stressful situations.

Try meditation. Start the morning with a short family meditation practice (some on headspace.com are only a minute long!) This will help you and your family set intentions and find focus for the day. "It's almost as though meditation was designed for kids. They just 'get it' – there is this elasticity and freedom in their minds which allows them to be present in the moment and free from any external thoughts or pressures." – Andy Puddicombe, Co-founder of Headspace

Focus on your breathing throughout the day. Simply taking time to breathe mindfully will help regulate your child's (and your own) central nervous systems when they are activated by stress or anxiety. Focus on deep breaths, breathing in through the nose and out through the mouth. This will engage your diaphragm and help you relax by lowering your heart rate and blood pressure.

"Confidence in our ability to meet whatever come towards us in ways that can be effective is based on trusting ourselves." - JON KABAT-ZINN

TOOLS YOU CAN USE



Try Headspace ON-LINE or on NETFLIX!

Headspace is an on-line tool (that also has an app) designed to improve your health and happiness. It has free basic courses, blogs, meditations and articles, and also has an option to subscribe for more useful tools. For parents and non-parents who want to check it out and get started with a quick meditation go to: www.headspace.com/mindfulness/mindful-parenting
For those who have a Netflix account, check out the series "Headspace Guide to Meditation" now streaming!











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SEPTEMBER, 2021

DIVARIS OFFICE happy hour

VIRGINIA BEACH HAS A WINE-DOWN WEDNESDAY HAPPY HOUR



On August 18th, the Virginia Beach office shut down a little early and everyone walked over to a great modern Mexican restaurant in Town Center, Cantina Laredo, to enjoy some margaritas and munchies with their fellow coworkers from all departments. It was a fantastic afternoon of fun, friends and food!



Left to Right: Dave Redmond, Ashley Beck, Kelsey Preble, Marci Phillips



Left to Right: Terri Matteucci and Elizabeth Campo



Left to Right: Rachael Mann, Andy McClaskey, Lena Caporaletti, Terri Lupien



Left to Right: Beverly Betcher, Brian Sagedy, Kristina Townsend, Amanda Decipulo



Left to Right: Julie Tullis, Patty Reid, Chris Taylor, Stefani Puccio, Judy Gerber, Carol Aubuchon



Left to Right: Kelly Stretch, Alysia Anderson, Erwin Hughes, Robert Misfeldt



Left to Right: Beth Buchert, Lauren Jackson, Tiffany Robinson



Left to Right: Tony Divaris, Gerald Divaris, Erica Rorrer, Dave Redmond, Jason Oliver



Left to Right (around in a circle): Kris Fuller, Joe Rapisardi, Caroline Zarpas, Alexis Gordon, Amy Campbell







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SEPTEMBER, 2021

DIVARIS Celebrates LOVE, MARRIAGE, & BABIES!

CONGRATULATIONS MADELEINE ALDERMAN (RICHMOND)

Madeleine Alderman, a Sales & Leasing Associate in the Richmond office, got the surprise of her life on the last weekend in July when out of nowhere her boyfriend, Schuyler, got down on one knee and proposed!

Even though they have only been dating a little over three years, Madeleine and Schuyler's love story actually started a long time ago. They knew each other in high school and both ended up going to Virginia Tech, not knowing that one day they would ultimately end up enjoying the rest of their lives together.





CONGRATULATIONS TIFFANY ROBINSON (VIRGINIA BEACH)

Tiffany Robinson, a Senior Lease Analyst in the Virginia Beach office, had the best Sunday ever August 15th when her boyfriend, Brett, popped the question at a romantic picnic he planned for the two of them!

Tiffany and Brett met in college when they were 18 and have been friends for over 10 years. After a decade of friendship, they went out on their first date and have been together making each other laugh ever since. Tiffany knew this day was coming, just not when, and was completely surprised when he got down on one knee!





WEDDING BELLS IN VIRGINIA BEACH

Kaitlyn Dombrowski, a Property Administrator in the Virginia Beach office, got married to the love of her life, James Tierney, on August 28th at St. Mark Church with the reception at the Venue at Cahoon in Chesapeake, VA. Kaitlyn and James met in Albany, NY and recently moved to Virginia Beach, where they will now get to start their "happily ever after!"

(photos courtesy of their wedding photographer: Andrew E. Woods)





CONGRATULATIONS CASEY & RYAN (VIRGINIA BEACH)







Howard "Howie" Brown Kimmel was born to Casey Kimmel (an Associate in the Virginia Beach office) and her husband, Ryan Kimmel, on Thursday, July 29th at 12:14pm and weighed in at 6-lbs and 12-oz. According to Casey, Howie's current super power is hiccups, and his fur-siblings are absolutely obsessed with him.

Congrats Kimmel family!

CONGRATULATIONS BRANDON & ERICKA (WASHINGTON, DC)





Wesley Dean Howard was born to Ericka and Brandon Howard (Vice President in the DC office), on Sunday, August 22nd at 2:56AM and weighed in at an impressive 6-lbs and 13-oz. Ericka and Brandon couldn't be happier! (photo courtesy of Wesley's grandparents)

Congrats Howard family!









KEEPING YOU UP-TO-DATE WITH ALL THINGS DIVARIS!

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YOU COULD WIN AN AMAZON 4PRIZES GIFT CARD THIS MONTH!

RULES:

In order to give as many people as possible time to read the newsletter and attempt to solve the puzzle, the STARTING TIME for all answer submissions will begin on THURSDAY morning, September 2nd.

You will have to wait until 9:00 AM to submit your puzzle answers, and the *first* person to email back *all 4 correct puzzle answers* will win the prize for this month. (Any answers received before 9:00AM will not be eligible.)

It's anyone's game! So if you feel like you have a better puzzle answer after you already submitted your answers, send them again! After all, last month's winner won on her 2nd try!

Send ALL your puzzle answers to: newsletter@divaris.com



CONGRATS TO AUGUST'S WINNER(S): ALI MCCRICKARD & MADELEINE ALDERMAN FROM THE RICHMOND OFFICE

CAN YOU SOLVE ALL 4 OF THESE WORD-PHRASE PUZZLES?

#1.

U R target #2.

PART PART PART PART

#3.

XAJkick**JR**

#4.

TH sail E cccccc

SEPTEMBER DATES TO REMEMBER:

Sept 6th - Labor Day (observed) ALL OFFICES CLOSED

Sept 12th - Grandparents Day

Sept 21st - World Gratitude Day

Sept 29th - National Coffee Day

Please Email your Shout-Outs, Employee Spotlights, & Photos to Amy Campbell:

amy.campbell@divaris.com





