



If the past two months are any indication, 2011 will be a banner year for The Bainbridge Companies. So far this year, we expanded our fee management division, broke ground on an exciting student housing community, completed numerous due diligence projects, prepared to start construction on several high-rise, mid-rise and garden communities in Metro DC, increased our acquisition activity and even sold a few assets.

BAINBRIDGE NEWS

New Fee Management Assignments.

The Bainbridge portfolio expanded in Tampa on March 1st when we welcomed two new communities to the company's growing fee managed portfolio. Westminster Chase is a 224-unit apartment community in South Tampa with easy access to downtown, Bayshore and MacDill Air Force Base. Willow Brooke is a 248-unit apartment community within walking distance of The University of South Florida and moments from Tampa Palms. We now manage nearly 1,000 apartments in the Tampa market. Locally based Cantor Partners hired Bainbridge for these assignments.

How can we help you? If you have an asset that isn't performing to your expectations, or have purchased new assets, please allow us to present you with a full management proposal. If we can assist you in any way, please contact us.

Development News.



Bainbridge has entered the student housing arena with a new development in Tallahassee, FL (pictured). The yet to be named project will feature 219 apartments with 679 rentable bedrooms, the most appealing amenities available in the market and a location within one block of Florida State University.

In addition to the property in Tallahassee, we expect to break ground on multiple developments in the Washington, DC, Maryland and Northern Virginia corridor in 2011 and finalize land purchases for several other projects that will commence in 2012.

MEET OUR TEAM

If you don't know much about us, take a moment to meet part of our team.



Rick Giles, Chief Operating Officer

[Email](mailto:rick.giles@bainbridge.com) | 561.333.3669

Rick is responsible for acquisitions, dispositions, asset management and operations for the company. As President of Property Operations for five years, Mr. Giles was responsible for overall property performance, as well as market and feasibility analysis for all Bainbridge projects. With over 20 years of experience in the apartment industry, Mr. Giles has guided the operations of more than 25,000 apartments in over 80 communities, operating in Florida, Pennsylvania, Maryland, and Virginia. During his career, Mr. Giles has been responsible for fee managed, joint venture, REIT owned properties, and condominium conversion/associations. Prior to joining The Bainbridge Companies, he has held the position of Group Vice President with Archstone-Smith, where he was responsible for a portfolio of approximately 12,000 units.

Prior to that, Mr. Giles served as Regional Manager with Trammell Crow/Gables Residential.



Jared Miller, Vice President of Marketing

[Email](mailto:jared.miller@bainbridge.com) | 561.420.9235

Jared brings a wealth of experience to Bainbridge in the areas of marketing, branding, communications and operations on a broad range of property types and asset classes. During his 15 years in the industry, he has overseen portfolios ranging from 2,000 to over 30,000 apartment homes. Prior to joining Bainbridge, he oversaw marketing and training for Denver-based RedPeak Properties and marketing for Atlanta-based Lane Company's 32,000 unit portfolio. At Bainbridge, Mr. Miller is responsible for all marketing activities. Jared has been a regular speaker at industry conferences including the Multifamily Executive Conference,

Multifamilypro's Brainstorming Sessions, The Apartment Management Conference, Multihousing World and NAHB's Southeast Builders Conference on topics ranging from web-based marketing, marketing strategies, branding, developing a corporate culture and data syndication among others.



Heather Straub, Regional Vice President for the Southeast Region

[Email](#) | 561.523.3359

Heather oversees all portfolio operations in the Southeast. Prior to joining Bainbridge, she was a Regional Manager for Trammell Crow Residential Services in South Florida with oversight of 5100 units. Heather has extensive experience in portfolio management, acquisitions, dispositions, property repositioning, and renovations. Her 23 years of experience in the apartment industry gives her excellent insight into the majority of major Florida markets as well as broad experience in garden style, mid-rise, and high-rise product types. Ms. Straub is a licensed real estate salesperson and has served on the board of directors for the Palm Beach, Broward, and Dade Apartment Association.



Seth Kalinsky, Regional Vice President for the Mid-Atlantic Region

[Email](#) | 703.579.7337

Seth oversees all portfolio operations in the Mid-Atlantic. He has a degree in Residential Property Management from Virginia Tech and offers extensive experience in portfolio management, acquisitions, dispositions, property repositioning and renovations throughout the North Carolina, Virginia and Maryland markets. Seth has achieved his CAM designation along with being an active member of PMA and NAA. Before joining Bainbridge, he was an AVP with Grady Management and prior was with Equity Residential for several years.

ABOUT BAINBRIDGE

Founded in 1993, The Bainbridge Companies are a fully-integrated family of real estate companies that offer the following services: Property Management | Development | Construction | Renovation/Repositioning | Acquisitions & Dispositions | Distressed Property Services | Lease-up | Marketing | Asset Management

Bainbridge has a broad range of experience developing and managing apartments in a variety of competitive submarkets, which makes us the ideal fit for any owner or asset manager looking for highest level of attention and service - as well as performance. Our expert management team has experience with all classes - from distressed through class AA lease-ups - and styles of multifamily communities - from garden to high-rise, conventional to affordable and student to senior. Bainbridge currently manages communities along the East Coast, but the management team has extensive experience nationwide. Bainbridge has partnered with and/or managed for numerous investors, developers and lenders including Trammell Crow, AEW, The Carlyle Group, GE Capital, Deutsche Bank, Lehman Brothers, Fidelity Investments and ING.

Contact Us.

For more information on multifamily property management services, please contact:

[Jared Miller](#), Vice President of Marketing: 561.420.9235

[Heather Straub](#), Regional Vice President, Southeast: 561.523.3359

[Seth Kalinsky](#), Regional Vice President, Mid-Atlantic: 703.579.7337

The Bainbridge Companies

www.BainbridgeCompanies.com

Southeast Corporate Headquarters

12765 W. Forest Hill Boulevard, Suite 1307 | Wellington, Florida 33414

561.333.3669

Mid-Atlantic Corporate Headquarters

7700 Wisconsin Avenue, Suite 410 | Bethesda, MD 20814

301.222.0060