



BRIAN GLASS, ISP

Senior Vice President
Retail Brokerage

CURRENT RESPONSIBILITIES

Brian Glass is the Senior Vice President of Retail Brokerage. He is involved in the leasing of retail space both as a tenant and a landlord representative. His 23 year 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, Tractor Supply Company (TSC), Wildbirds Unlimited, Starbucks Coffee, Batteries Plus and Blimpie Subs.

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.

CAREER SUMMARY

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.

EDUCATION

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

PROFESSIONAL AFFILIATIONS, INTERESTS

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, and is currently on the Board; formerly the Chairman of the advisory council of the Richmond Adult Rehabilitation Center (ARC) of The Salvation Army; Board Member of Congregation Beth Ahabah; 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 also wrote a monthly commercial real estate column for the Richmond Times Dispatch from 2003 to 2008.

Email: brian.glass@harrison-bates.com

Phone: 804.788.1000, ext. 207

Fax: 804.782.1145