



October 29, 2024

By Email: jaburgess@acrel.org

John M. Nolan
Chair, Member Selection Committee
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Re: ACREL Nomination – Jennifer Jones

Dear John:

I am pleased to nominate Jennifer Jones with the Washington, DC office of Goulston & Storrs, P.C. for membership in the American College of Real Estate Lawyers.

Jennifer and I have worked together in support of the Council on Legal Education Opportunity (CLEO), the signature educational non-profit organization in the U.S. (founded in 1968), whose mission is to expand opportunities for underrepresented students to attend and succeed in law school. We first met when Jennifer joined the CLEO advisory board in 2023 and have subsequently worked together on the CLEO Board, when Jennifer joined me as a member of the CLEO Board of Directors in 2024.

Jennifer's legal practice focuses on sophisticated commercial real estate transactions for the leasing, acquisition and disposition, development, management and operations of retail, office, residential, life science, industrial and mixed-use properties. She primarily represents property owners, including national and regional developers, private equity firms, insurance companies, joint venture partners and REITs.

Prior to becoming an attorney, Jennifer worked on the business side of commercial real estate, first as a property manager for retail, office and residential properties, and later as a real estate consultant, a lease administrator and a director of operations. Her business experience has been invaluable to her legal practice and has given her a direct understanding about the strategic commercial concerns and goals of the clients she serves.

Jennifer has a very successful commercial real estate practice and has been the lead attorney on many major retail, office, mixed use, life science and other real estate projects in diverse locations throughout the United States. Most recently she has been working for the Gateway Companies (Gateway Jax) on a multi-block ground up urban mixed use project in Jacksonville, Florida involving the redevelopment of two existing parking garage buildings (which will be redeveloped to incorporate first floor retail) and the development and leasing of multiple buildings (with office, retail and residential components) within the five-block project. Other than the entitlement process

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(for which local counsel has been involved), Jennifer has been involved in every aspect of this project, and her legal work and leadership was critical to its success. The project currently involves, among other things, the preparation of (1) declaration of easements, restrictive covenants and other agreements concerning, among other things, common area costs, restrictions and other items encumbering the project, (2) two anchor leases (one with a high end gym and one with a grocery store) for two of the buildings in the projected, and (3) a master lease form to be used between each building owner and the owner of each parking garage building to permit shared parking for use by customers and residents of the buildings. Once the anchor leases and master lease form is completed, financing, additional leasing and other real estate legal work will follow on this project for several years to come.

In addition to her Gateway Companies' experience, Jennifer has represented major clients in a wide variety of commercial real estate transactions including, among others, WS Development, Boston Properties, Home Asset, Inc. (d/b/a NewQuest Properties), King Street, Affinius Capital, Atlas Capital, Walton Street Capital and Nuveen. Most recently, she represented: (i) Nuveen in a multi-floor office lease with the United Nations, (ii) WS Development in numerous retail leases for retail and mixed-use projects in various states, including, among others, an Aldi lease for a retail project in Pennsylvania, (iii) Home Asset, Inc. (d/b/a NewQuest Properties) in numerous retail leases for retail projects in Texas, including, among other, a Top Golf lease, (iv) King Street in form leases for life science buildings in California and North Carolina and (v) Atlas Capital in the ongoing preparation of declaration of easements, restrictive covenants and other agreements concerning, among other things, common area costs, restrictions and other items encumbering a multi-building mixed use project (including a public market, office, retail and future residential uses) in Los Angeles, CA.

Throughout the COVID pandemic, Jennifer was instrumental in helping her clients circumvent the multitude of property-related complications they endured during that time. In addition to her legal expertise and intellect, she brought her perseverance, creativity, practicality, a sense of calm and broad real estate knowledge to serving her clients during that challenging time, facilitating innovative solutions for their complex real estate projects.

Jennifer has also been active in her community. In addition to serving CLEO, she has performed pro bono work, including elder abuse and various real estate matters. Currently, she is handling a significant amount of pro bono work for the YMCA to assist in their efforts to combat food insecurity. Her most personally fulfilling pro bono work was in helping an elderly woman regain title to her home that was fraudulently obtained by a former neighbor.

Jennifer is very active in firm leadership at Goulston & Storrs, serving as a Co-Chair of the DC Transactional Real Estate Team, a Co-Chair of the Inclusion Advisory Committee and a member of the Business Development Team. She is also committed to mentoring younger attorneys and

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paralegals, particularly women, with a particular emphasis on helping women stay in the practice of law. She formally and informally mentors several associates at Goulston & Storrs, and she continues to mentor attorneys who work at her prior firms.

Jennifer has also written several articles,, including on the subject of purchase options (and avoiding their pitfalls), and has made presentations on legal topics to several organizations including, an ICSC seminar presentation in 2023 on lease assignment and rent commencement provisions, all demonstrating her commitment to continuing legal education and being a contributing member of the bar.

Based on my personal and professional relationship with Jennifer and her outstanding credentials, both in the practice of law and in her numerous commitments in serving community, I am confident that Jennifer meets and satisfies ACREL's professional standards and would be a valued member of ACREL if her nomination is approved.

If the Member Selection Committee has any questions or needs additional information to support Jennifer's nomination, please do not hesitate to reach out to me.

Sincerely,

A handwritten signature in blue ink, appearing to read "P. Rothenberg", is positioned below the word "Sincerely,".

Pamela V. Rothenberg