

**JENNIFER JONES**

[jjones@goulstonstorrs.com](mailto:jjones@goulstonstorrs.com)

202-721-1125

1999 K Street, Suite 500  
Washington, DC 22101  
Goulston & Storrs, P.C.

1105 Basil Road  
McLean, VA 22101

**DESCRIPTION OF CURRENT  
PRACTICE**

My 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. I primarily represent property owners, including national and regional developers, private equity firms, insurance companies, joint venture partners and REITs.

Prior to becoming an attorney, I worked on the business side of commercial real estate – first as a property manager for retail, office and residential properties, and then later as a real estate consultant, a lease administrator and a director of operations. That business experience has been invaluable to my legal practice as I have a direct understanding about my clients’ strategic commercial concerns and goals. I enjoy collaborating with my clients on complex projects and finding innovating solutions to their problems. Though I generally disliked COVID world, helping my clients circumvent the multitude of property-related complications they endured during that time was one of the most intellectually challenging (and dare I say, satisfying) periods of my career because it required, among other things, calm, perseverance, creativity, practicality and broad real estate knowledge.

Throughout my real estate career, I have performed pro bono work, including elder abuse and various real estate matters. Currently, I am doing a significant amount of pro bono work for the YMCA to assist in their efforts to combat food insecurity. My most personally fulfilling pro bono work was helping an elderly woman regain title to her home that was fraudulently obtained by a former neighbor.

I am very active in firm leadership at Goulston & Storrs. I am 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.

As an attorney, I am committed to mentoring younger attorneys and paralegals, particularly women. I am committed to helping women stay in the practice of law. I formally and informally mentor several associates at my current firm, and I continue to informally mentor attorneys from prior firms.

## EDUCATIONAL BACKGROUND

Loyola University Chicago School of Law  
1999-2003  
Doctor of Law, JD

### *Law Journals/Publications:*

- Blackacre (newspaper)
  - Reporter
- Public Interest Law Reporter
  - Editor
  - Reporter

### *Organizations/Representations:*

- Federalist Society, Vice President (1999-2000)
- Barbri Representative

The George Washington University  
1998-1999  
MA, Political Management

Michigan State University  
1991-1994  
BA, Political Science  
Cum laude

#### BAR MEMBERSHIPS AND DATES

Illinois – 2003  
District of Columbia – 2013

#### EMPLOYMENT HISTORY

Goulston & Storrs  
Director  
September 2021 – Present

Polsinelli PC  
Shareholder  
March 2017 – September 2021

Greenberg Traurig, LLP  
Of Counsel  
May 2016 – March 2017  
Senior Practice Group Attorney  
April 2016 – April 2016  
Attorney  
June 2012 – November 2014

DLA Piper  
Senior Attorney  
November 2014 – April 2015

Seyfarth Shaw  
Associate  
March 2007 – June 2012

Holland & Knight LLP  
Associate  
September 2003 – March 2007  
Law Clerk  
February 2001 – August 2003

## SPEAKING ENGAGEMENTS

### *Selected Speaking Engagements:*

**ICSC + U.S. Law 2024:** Peer to Peer Speaker, “Surrender of the Premises: Surrender, Surrender But Don’t Give Yourself Away”

**Driving Diversity in the Law & Leadership Summit – DC 2024:** Moderator, “Shattering Glass Ceilings: The Unwritten Playbook for Career Success Beyond Hard Work”

**Driving Diversity in the Law & Leadership Summit – DC 2024:** Panelist, “From Vision to Reality: Making ERGs a Driving Force in Your DEI Initiatives”

**ICSC + U.S. Law 2023:** Seminar Speaker, “Mock Negotiation: Lease Assignment and Rent Commencement Provisions - Let Us Paint You a Picture of How Not to Finger Paint Your Way Through These Key Provisions”

**Driving Diversity in the Law & Leadership Summit – DC 2023:** Panelist, “The Meritocracy Myth: Pipeline Development and Advancement for Diverse Candidates”

**Delaware North CLE May 2023:** Seminar Speaker, Noises, Vibrations and Odors – Oh My! Key Issues in Negotiating Restaurant Leases

**Divco West Presentation May 2023:** Seminar Speaker, State of the Market: Real Estate Trends in Washington, DC

**12<sup>th</sup> Annual Real Estate Women’s Forum 2023:** Moderator, Women in Leadership (C-Suite) Private Roundtable

**ICSC + U.S. Law 2022:** Seminar Speaker, “Leasing Bootcamp Part One: Retail Leasing: Bang Your Head - A Metalhead’s Guide to Retail Leasing”

**ICSC + U.S. Law 2021:** Workshop Speaker, “The Old vs. New Normal: Pros and Cons of Conforming Leases”

**Business Law Institute (CLE for In-House Counsel) 2018:** Seminar Speaker, “Real Estate: A GC’s Tool to Implement Your Business Plan”

**Polsinelli Real Estate CLE 2017:** Seminar Speaker, “Connecting the Dots, Not Filling in Blanks: Leasing Basics”

## PUBLICATIONS

### *The Real Estate Finance Journal*

- “Filling the Purchase Option ‘Gap’: Preservation for Suspension of Rental Income and Other Lease Rights After Exercising the Option and Prior to Closing” (The Real Estate Finance Journal, Winter 2005), co-authored under my prior name, Jennifer Jackson

### *Property Writes (Holland & Knight publication)*

- “Avoiding Purchase Option Pitfalls” (Property Writes Vol. 8, Issue 2, Second Quarter of 2004), co-authored under my prior name, Jennifer Jackson

### *Blogs*

- “Reopening the Economy and Getting Back to Business: Should Property Owners Enforce Social Distancing?” (Polsinelli Blogs, June 4, 2020), co-authored
- All Talk AND Action: Cultivating a Law Firm with Diverse Talent Requires Sustained Effort” (Perspectives, April 27, 2023)

LEGAL/PROFESSIONAL  
MEMBERSHIPS

International Council of Shopping Centers

American Bar Association

PROFESSIONAL RATINGS

Chambers:

- Individually, Band 4: USA 2024 Real Estate
- Office, Band 2: District of Columbia, Real Estate
- Firm, Band 5: USA – Nationwide, Real Estate

COMMUNITY SERVICE  
AND PRO BONO ACTIVITIES

Board of Directors Member, Council of Legal Education Opportunity (CLEO) (2024– Present)

Board of Directors, New Endeavors by Women (2024– Present)

Sponsor of CLEO Connections (6-programs annually directed at diverse college students and others who are interested in pursuing law school) (2016 – Present)

Pro bono legal services for YMCA (2023 – Present)

Extended Day Coordinator, St. Agnes School, Arlington, VA (2017 – Present)

Former Advisory Council Member, Council of Legal Education Opportunity (CLEO) (2023– 2024)

Former Board of Directors Member, McLean Citizens Association (2020 - 2023)

Former Planning and Zoning Committee Member, McLean Citizens Association (2020 – 2023)

Former Member, Right-Size McLean (Community Group) (2021 – 2022)

Former Vice President, Downscrest Citizens Association (2017 – 2023)

Former Girl Scout Leader, Daisies through Cadettes  
for Troop 2902, St. Agnes School, Arlington, VA  
(2013– 2021)

## HONORS

*Some recent honors:*

- **YMCA Gold Sponsor Spark! 2024**  
(Accepted award on behalf of Goulston & Storrs in recognition of our pro bono legal services)
- **CLEO Leadership Award, Diversifying the Legal Profession 2023**  
(Accepted award on behalf of Goulston & Storrs in recognition of )

## ATTACHMENTS

<https://www.goulstonstorrs.com/jennifer-jones/>

## PERSONAL

I was born on January 25, 1971 in Lansing, Michigan and am the oldest of three children. My father is from a large Irish Catholic family who grew up on a farm in Belding, Michigan and is the second oldest of nine children. My mother was a vivacious “city girl”, the youngest of four children, who was born in the same hospital in which I was later born. My parents met at Michigan State University in 1966. I am the oldest of three children. My sister lives in the Boulder, Colorado area, and is a tattoo artist by day and a painter, sculptor and horticulturist by night. My brother lives in Chelsea, Michigan with his wife and children and is a chef.

I met my husband in Chicago, Illinois. He grew up in Germantown, Tennessee and is a certified public accountant who works for Bridge Homes. We move to McLean, Virginia with our three children in 2011. My oldest child, Finnian, is a 17-year old Senior at Langley High School. He is on the Varsity Football team (Fall), Varsity Wrestling team (Winter) and Track and Field – Discus and Shot Put (Spring), and works part-time as a lifeguard for the Fairfax County Park District. We have started visiting colleges to which he intends to soon apply and is interested in studying civil engineering and architecture. My daughter, Vivien, is a 15-year-old

Sophomore at Langley High School. She plays volleyball, basketball and softball, and much to her thrill, got her learner's permit to drive less than two weeks ago. Vivien is already thinking about where she wants to go to college, and is interested in pursuing a degree in the medical field. My youngest son, Rhys, will be 14 years old in less than a month. He is an 8<sup>th</sup> grader at St. Agnes School, and would play baseball 24 hours per day/seven days per week, if I would let him. He is a lefty pitcher/first baseman/outfielder and his number one goal (at present) is to play D-1 baseball.

I am extremely family and relationship-oriented and community-focused. My husband and I are committed to raising our children to be disciplined, reliable, hard-working and most importantly, kind. I feel that it is important to find ways to get involved in charitable, school and community causes. I also enjoy public speaking and conducting CLEs professionally.

I am fortunate to have several incredible friends with whom I try to spend as much of my free time as I can. Most of them are lawyers. I am passionate about music (especially attending live concerts) and love to dance. I started ballet at the age of three and considered pursuing it professionally when I was in high school. I opted instead to focus on being an editor on the school newspaper and a program director for our high school radio station, but I sometimes put on my toe shoes to make sure I can still do it!