

offices and cubicles, which drives up the number of square feet per worker. When this figure drifts too far above a market's long-term historical average, it creates a phenomenon known as "shadow vacancy"; this unobserved vacant space creates additional slack in the market that must be worked off before tenants seek new space.

The challenge over the coming year will be for tenants to right-size their leasing footprints so that the office market can stabilize and begin the recovery process.

"The office market can deal with the slack that has accumulated in a few ways. First, the economy might produce enough new office-using jobs to backfill the space that was left vacant during the recession. This healthy and natural way to deal with the slack will certainly have a role in the recovery; by itself, however, it would be a lengthy process for the market to endure. As it stands now, office-using employment will not likely reach its pre-recessionary peak until late 2012.

"The healing process for the office market is going to involve a few rounds of treatment before health is ultimately attained. The coming year will be a critical round in which companies continue to adjust their leasing behavior to coincide with the current market and in doing so make 2010 another sub-par year. As we work our way through, however, the prospects for 2011 are far better and with any luck will lead us back to a market where we can all share a healthy dose of optimism."

## ODDS & ENDS

**JOINED:** Heather Shoop as A Healthcare Specialist in Philadelphia and Eastern Pennsylvania for **OFS Brands**. Heather has years of experience in the metro Philadelphia marketplace both with a dealer and independent representative firm. Heather will provide dealer, A&D and End User support for healthcare and higher education projects in the territory.



Shoop

**JOINED:** Becky Duignan as the Market Resource Manager in New York City for **OFS Brands**. Becky will be responsible for the OFS Brands NYC showroom located at 12 W. 21st St., as well as local marketing and specification assistance. Becky is a LEED accredited professional, and was most recently employed as an Interior Designer at Nelson, NYC.

**RELOCATED:** Kelsey Brown, **Teknion's** Architecture and Design Market Manager for North and South Carolina, has accepted a relocation into the Atlanta market.



Brown

She will join Teknion's Atlanta team, led by Regional Manager **Rhiannon Adams** and supported by **Susan Percy**, District Manager, **Chandra Jackson**, Showroom Manager, **Bart Mackey**, District Manager and **Pete Nikolich**, District Manager.

**APPOINTED:** David Wright has joined **Dauphin** as Product Manager - Tables. David was employed with Dauphin years ago and recently has worked with Dauphin as a consultant. In this newly created position, David will be responsible for the overall management of all table products for the Dauphin and Valo brands for North America.



Wright

**APPOINTED:** Vanessa Hartke to Director of Sales & Marketing for **First Office**. Over the past 10+ years with parent company OFS Brands, Vanessa has served in capacities such as Director of Corporate Education and Director of Environmental and Sustainability Resources.

**NOW REPPING:** Carlson Marketing Group in the New England territory consisting of Massachusetts, Connecticut, Rhode Island, Vermont, New Hampshire and Maine for **Burch Fabrics Group**.



Hartke

## Seen:



Just in time for the Oscars, **Peabody Office Furniture** is making the final touches on their Spring Window, "Lights Camera Action!" a display of furniture featured in movies including *Shutter Island*, *The Company Men* and *Twilight*. The window is also a tribute to movies filmed in Boston including *The Departed*, *Fever Pitch* and *Legally Blonde*. Several of the pieces on display have been loaned to Peabody by local designer **Suzanne Boucher** (pictured above) of **Full Swing Textiles** whose vintage upholstered furniture and drapes have been used in dozens of TV shows and movies.

