



**JEN BELTRAN**

**LILLY PRICE**

**SYDNEY COVITZ**

**LOUISE ROSLER**

**CLAIRE CONLEY**

## **USTFCCCA ALL-ACADEMIC**

Women's Track & Field 8/10/2018

### **Five Named USTFCCCA All-Academic**

NEW ORLEANS—Swarthmore College Women's Track and Field had five student-athletes named to the USTFCCCA's All-Academic list for the 2017-18 season.

In order to qualify, student-athletes must have compiled a cumulative GPA greater than 3.3 while also competing in a national championship or finishing in the top 50 in individual events or top 35 in relay events.

Jen Beltran, Sydney Covitz, Lilly Price, **Louise Rosler '16** and Claire Conley all qualified for this accolade. Beltran, Covitz, Price and Rosler all were eligible after their gold-medal winning DMR time of 12:10.43 at the Centennial Conference indoor championship.

Beltran and Price both qualified through an individual event as well. Beltran, who studied economics and Spanish, also had the 31st best time in 2018 in the 800 meters indoor. Price earned All-American status in the 1,500 meters at the NCAA Outdoor Championship in May.

Conley qualified in both indoor season with the 27th best throw in the nation and in outdoor season with the 42nd ranked throw.

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## C-SUITE AWARDS: The Most Admired Executives in Central Ohio

By Doug Buchanan – Editor in chief, Columbus Business First

Jul 30, 2018, 3:48pm EDT Updated Jul 30, 2018, 4:00pm

Ever wondered which local business leaders are held in the most esteem by their peers?

Wonder no more because Columbus Business First has found the most-admired CEOs and other executives in Central Ohio, as judged by a vote of their peers.

We mixed things up for the 2018 C-Suite Awards by asking the region's business leaders to tell us who inspires and encourages them. We accepted nominations for top CEOs, COOs, CFOs and others this spring, then turned the voting over to them to find the cream of the crop. I think you'll agree the results speak for themselves.

The honorees were chosen in several categories, including for-profit companies, institutions and nonprofit organizations. Private companies were separated by size.

In addition, we asked nominees to vote on a lifetime achievement award. There was a tie so there are two honorees.

### HONOREES

#### LIFETIME ACHIEVEMENT

- Tom Katzenmeyer, President & CEO, Greater Columbus Arts Council
- Patrick Losinski, CEO, Columbus Metropolitan Library

#### CEO: 10 to 25 EMPLOYEES

- Alex Bandar, PhD, Founder & CEO, Idea Foundry
- Bill Ebbing, President, The New Albany Company
- Brent Foley, Principal, TRIAD Architects
- Rachel Friedman, Founder & CEO, TENFOLD
- Catherine Lang-Cline, President & Co-Creator, Portfolio Creative

#### CEO: 26 to 100 EMPLOYEES

- Joelle Brock, President & CEO, Leading EDJE
- Greg Guy, CEO, Air Force One, Inc.
- Curtis Jewell, Chairman & CEO, EXCEL Management Systems, Inc.
- Dwight Smith, Chairman & CEO, Sophisticated Systems, Inc.
- Alex Timm, Co-Founder & CEO, Root Insurance Company
- Greg Ubert, Founder & President, Crimson Cup Coffee & Tea

#### CEO: 101 to 500 EMPLOYEES

- Tara Abraham, Founder & Co-CEO, Accel Inc.
- Luconda Dager, President, Velvet Ice Cream
- Sandy Doyle-Ahern, President, EMH&T
- Curtis J. Moody, FAIA, CEO, Moody Nolan Inc.

#### CEO: 500+ EMPLOYEES

- Chris Doody, Founder & CEO, Piada Italian Street Food

- Tom Feeney, President & CEO, Safelite AutoGlass
- Scott White, President & CEO, IGS Energy

#### CEO: INSTITUTIONS

- David Harrison, President, Columbus State Community College
- Edward Lamb, President & CEO, Mount Carmel Health System
- Dana McDaniel, City Manager, City of Dublin

#### CEO: NONPROFITS

- Dee Anders, CEO & Executive Director, Ronald McDonald House Charities of Central Ohio
- Frederic Bertley, President & CEO, COSI
- Janet Chen, Executive Director, ProMusica Chamber Orchestra
- Lisa Courtice, PhD, President & CEO, United Way of Central Ohio
- Mary Cusick, former President & CEO, Women's Fund Central Ohio
- Chad Jester, President, Nationwide Foundation
- Tom Katzenmeyer, President & CEO, Greater Columbus Arts Council
- Patrick Losinski, CEO, Columbus Metropolitan Library
- Douglas F. Kridler, President and CEO, The Columbus Foundation

#### CFO

- Donald Brown '90, Executive Vice President & CFO, NiSource
- Joe Lombardi, Director, Department of Finance & Management, City of Columbus

#### CIO

- Michelle Burk, Chief Information Officer/Deputy Director, Ohio Department of Developmental Disabilities
- Tim Cunningham, CIO, Grange Insurance
- Chad Meek, CIO, Columbus Metropolitan Housing Authority

#### CMO

- David Blum, Chief Information & Marketing Officer, W.W. Williams

#### COO

- Doreen DeLaney Crawley, Executive Vice President & COO, Grange Insurance
- John Page, General Manager, SMG/Greater Columbus Convention Center

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Mortgage Might: Metro Detroit's mortgage industry, which has three of the top 12 home loan companies in the nation, can realize further growth by taking advantage of new business-friendly regulations, investing more in technology, and providing a better customer experience.  
 BY TOM BEAMAN '70 | ILLUSTRATION BY KATIE CHANDLER



Matthew and Sara Carrier finally decided to sell the home in Waterford Township where they had lived since 2008. But finding a new home wasn't easy.

"The process was discouraging because, with the amount of money we had to spend, you would think you were getting this great house — but in a lot of areas, (home prices) have gone up so much," says Sara, a human resources training coordinator. "We looked at 25 homes and we made offers on one in Wixom and one in Lake Orion. We went in at or above the asking price both times, and we were declined."

Like the Carriers, thousands of potential homebuyers in metro Detroit and across the country are faced with a shortage of available properties and skyrocketing prices. "The overriding themes are significantly short supply and an overabundance of demand," says Justin Woodbeck, a principal of the Woodbeck Team, an independent real estate company that partners with Keller Williams offices in Rochester and Troy. "It's causing a majority of listings to go to multiple-bid scenarios, and (they're) often selling for tens of thousands of dollars not only above asking price, but also above appraised value."

For prospective buyers who are serious about purchasing a home, waiting isn't much of an option. Consider, entry-level homes in metro Detroit have appreciated 16 percent in the past 12 months, while 24 percent of the homes acquired in the region last year sold above the asking price, according to Zillow, which operates a real estate database that lists the condition and estimated value of more than 110 million homes across the nation.

The Carriers' house-hunting eventually had a happy ending. After several months of actively searching for a home, their offer on a house in Clarkston was accepted. They closed in May. Sara says the best part of the process was getting the mortgage. "They held our hands throughout the whole process to make sure it was the least stressful part," she says.

That's high praise for the mortgage industry, which has had a significant presence in the state for years. Today, Michigan is home to 521 nondepository institutions, 80 state-chartered savings banks, and 141 credit unions. Many of them offer some mortgage products, according to the Michigan Mortgage Lenders Association.

Of the top 12 U.S. mortgage originators, three are based in Michigan, according to data compiled by Inside Mortgage Finance. Quicken Loans Inc. in Detroit was the top lender by retail volume in the fourth quarter of 2017, with \$25 billion in loan originations. For all of last year, Quicken Loans was the third-largest mortgage originator in the country, with a volume of \$86 billion. Flagstar Bank, based in Troy, posted a loan volume of



\$37 billion last year, while United Shore in Pontiac, the parent company of United Wholesale Mortgage (UWM), had a volume of \$29.4 billion.

“It’s been a long journey to get (to No. 1),” says Bill Emerson, vice chairman of Quicken Loans. “It starts with culture and our team members and ... then add technology that allows our clients to communicate with us at any time of day, simply and with confidence.”

TOP 15 MORTGAGE LENDERS 2017		
1	Wells Fargo & Co., Iowa	\$209.9B
2	Chase, N.J.	\$107.6B
3	Quicken Loans Inc., Mich.	\$86.0B
4	PennyMac Financial, Calif.	\$68.5B
5	Freedom Mortgage Corp., N.J.	\$51.1B
6	Bank of America Home Loans, N.C.	\$50.6B
7	U.S. Bank Home Mortgage, Minn.	\$46.3B
8	Caliber Home Loans, Texas	\$43.3B
9	Flagstar Bank, Mich.	\$37.1B
10	loanDepot.com, Calif.	\$35.1B
11	Amerihome Mortgage, Calif.	\$34.6B
12	United Wholesale Mortgage, Mich.	\$29.5B
13	SunTrust Mortgage Inc., Va.	\$24.3B
14	Fairway Independent Mortgage Corp., Wis.	\$21.2B
15	PHH Mortgage, N.J.	\$19.5B
TOTAL FIRST-LIEN MORTGAGE ORIGINATIONS:		\$1.8T
SOURCE: INSIDE MORTGAGE FINANCE.		

Quicken Loans launched Rocket Mortgage, its online loan origination portal, in February 2016. Emerson says 98 percent of the company’s customers used the platform — which finalizes mortgage applications in as little as eight minutes — in the first quarter of this year. “Rocket Mortgage has been a huge success for us and it has certainly changed the industry,” he says. “We’ve originated billions of dollars in mortgages through that in the last few years. People can provide income and asset information to us safely and securely. When you get data directly from the employer or financial institution, you know it’s clean, so you’re making a great lending decision.”

Rising interest rates and the mortgage industry’s cyclical nature apparently do not cause Emerson to lose sleep. “As interest rates go up there are going to be a lot of people in the industry who are going to struggle,” he says. “It’s really not about interest rates for us. We’ve been in this business for 33 years and we’ve seen all the fluctuations. We have built our balance sheet over the last 10 years and we are incredibly well capitalized.

We're right around six percent of the market as a retail lender in a very fragmented industry. If you're going to take market share, you have to go to seven, eight, nine, 10, you know?"

United Shore refined its business model in 2014, selling its "walk-in" Capital Mortgage Funding arm to Fairway Independent Mortgage Corporation of Madison, Wisc. The point was to focus 100 percent on the wholesale market, where third party mortgage brokers funnel borrowers to the company. Still, United Shore has maintained its position as the number one wholesale lender in the country since 2015 and increased loan production by 29 percent in 2017

"We made the decision that getting a mortgage through a retail lender doesn't make sense; it should only go through a broker," says Mat Ishbia, president and CEO of United Shore, pointing to the firm's partnerships with 8,000 mortgage companies and 30,000 loan officers in 50 states. "Plus, wholesale mortgage rates are cheaper than retail mortgage rates. And we can get it done for you in 15 days."

United Shore's volume has risen from \$13 billion in 2015 to an estimated \$41 billion in 2018. "The market has stayed the same, and we've taken a huge market share to where, now, one in 40 mortgages in America come through our company," Ishbia says.

To accommodate United Shore's 2,400-plus employees and organic growth, the company recently moved from Troy to a newly renovated facility in Pontiac that once was home to Hewlett Packard and General Motors Co. At 610,000 square feet, the new space is more than twice as large as United Shore's former headquarters at Maple Road and Stephenson Highway.

Terms of the 2017 deal were not disclosed, but Ishbia says he's paying "about the same per square foot" in Pontiac as he did in Troy.

Between Quicken Loans Inc. in Detroit, Flagstar Bank in Troy, and United Wholesale Mortgage in Pontiac, the latter company has shown the highest percentage gain in retail volume between 2013 and 2017. Source: Inside Mortgage Finance.

Flagstar Bank in Troy offers mortgage products through all channels, including retail and direct-to-consumer loans, but the vast majority of its volume is generated with third-party originators. Through several recent moves, the bank has been looking to fine-tune its strategy.

Flagstar has historically generated some 90 percent of its mortgage business from third-party originators, with the rest coming from retail activity at its 99 Michigan branches, says Kristy Fercho, executive vice president and president of mortgage at Flagstar Bank. "Because we have a national mortgage company with our third-party business, we really wanted to match that with our retail. That's No. 1 in our strategy: How to grow our share of retail originations? The second part is to expand our work with third-party originators."

In early June, Flagstar announced it would acquire 52 Wells Fargo Bank branches in Michigan, Indiana, Wisconsin, and Ohio, while in March it acquired eight branches of Desert Community Bank in San Bernardino County, Calif., with nearly \$600 million in deposits, from East West Bank. In April 2017, the bank acquired certain assets of Opes Advisors Inc., which had a mortgage banking business that generated retail originations from 39 retail locations in California, Oregon, and Washington.

"When you have branches and a banking relationship, it's natural to think about your local bank as an extension when (people are) looking for a mortgage," Fercho says. "We want to drive our retail strategy through those retail branches."

While low unemployment and tax breaks stoke a growing economy, the mortgage industry faces headwinds. “With 30-year interest rates nearing 4.8 percent, 80 percent of homeowners have no incentive to refinance,” says Mike Fratantoni, chief economist at the Mortgage Bankers Association in Washington, D.C. “Refi volume has dropped 40 percent from 2016 to 2017, and we think it’s going to drop another 30 percent in 2018.” He also predicts a 5-percent decrease in total industry volume in 2018, and notes that the average profit on a loan origination has shrunk to 0.4 percent of volume from 0.6 percent of volume.

“A potential answer to these challenges is to invest in more technology, automate what you can, try to reduce costs, and provide a better customer experience, whether (it’s by) enabling a customer to track the progress of their loan or otherwise bringing the mortgage practice into the 21st century,” Fratantoni says. “There are some folks in Detroit who are doing quite a good job at that.”

To help boost its retail business, last year Flagstar Bank began utilizing Lenderful, an online mortgage application portal developed by MadDog Technology in downtown Birmingham. The latter company, co-founded by Peter Karmanos Jr., former chairman and CEO of Compuware Corp. in Detroit, designs enterprise software to create digital tools like Lenderful’s cloud-based mortgage origination platform.

“Flagstar did a partnership with Lenderful in the Michigan market to see how their technology would enhance our customer acquisition,” Fercho says. “We had a very successful pilot and decided this year to expand Lenderful to three other states (which she declined to identify). We believe that as we continue to learn more about the technology, we’ll be able to drive more business.”

In another plus for the industry, community banks in Michigan and throughout the country stand to benefit from the Economic Growth, Regulatory Relief and Consumer Protection Act of 2018 that President Donald Trump signed into law in May. The bill rolled back rules that had restrained banks from making certain types of loans, while providing for a more business-friendly Consumer Financial Protection Bureau.

“It is our belief that more community banks will be drawn back into the mortgage origination market in light of the passage of (this bill),” says Mike Kus, a spokesman for the Community Bankers of Michigan, an industry trade group in East Lansing. “It will provide significant relief to community banks and allow them to originate a larger variety of mortgages that initially we were not able to do under the Dodd-Frank Act.”

For example, with the new act lenders with less than \$10 billion in assets would be exempt from Dodd-Frank’s mortgage underwriting standards as long as they keep a loan in their portfolio and do not sell it. Also, banks with less than \$10 billion in assets would be exempt from the Volcker rule, which bans banks from making speculative bets.

“Community banks were very famous for being able to help people who had unusual circumstances,” says Stephen Ranzini, president and CEO of University Bank in Ann Arbor. “If you had collateral and we had confidence in you, but you didn’t quite fit into an underwriting box, we could do it anyway.”

Ranzini points to a program the bank had in the 1990s that he says helped break down mortgage barriers to minorities in Ypsilanti. “We had no foreclosures, every single loan in the program paid off, and we did like \$10 million of first-time homebuyer loans to put mostly minorities into homeownership,” he says. “Under Dodd-Frank, \$10 million would be too small to qualify for the program. You couldn’t do that under the regime that existed (earlier this year).”

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Little Turtle's \$100M revival includes golf course upgrades, condos and apartments (slideshow)  
Aug 6, 2018, 3:55pm EDT Updated: Aug 7, 2018, 12:10pm EDT

[TRISTAN NAVERA](#)



The updates going in and around the Golf Club at Little Turtle has expanded to a \$100 million transformation.

Hundreds of apartments and condos and new amenities and upgrades to the golf course itself are in the works or are underway. Stonehenge Co. bought the Westerville private club in April 2015 and quickly committed to some upgrades of its clubhouse. But the Columbus developer has been busy ever since at the golf course, which as built in 1969.

"This is an ongoing project," Adam Trautner, vice president of Stonehenge, told me.

The Pete Dye-designed golf course was in bad shape when Stonehenge took over, he said. A number of golf courses in this kind of condition – Shamrock, Riviera and Minerva Lake to name a few – didn't survive plans for updates and eventually were bulldozed for housing and other development.

"It was probably close to closing," he said.

There already have been updates to the restaurant, a spacious event space created and a virtual driving range put in that stays busy in the wintertime. His wife, [Shelia Trautner '98](#), is president of Taste Hospitality Group and manages the event space.

The developer is making significant upgrades on the course, too. Bunkers are being regraded and cart trails are being redone. Longer-term, it could see upgrades to irrigation as well. A driving range and tennis court have been removed and several of the holes have been completely rebuilt.

There have been a number of aesthetic upgrades, too. For example, old, rotting railroad ties have been dug up in favor of stone. Golf course architects Hurdzan Group and Serafin Golf Course Design have helped with the plans and renovation.

More is coming, too. The club is planning a pool and workout facility, and construction will start this fall, Trautner said.

"Amenities are a push," he said. "This may have been a golf club before, but we want it to be more than that. We're more than just a country club now."

This course [already is tough](#) – while not notably long, it is narrow and its bunkers are clustered around the approaches. Some holes have been upgraded. Two require driving at least 100 yards over water hazards. Housing is a key component, too, and soon several holes will be lined with residences.



Plans in the 1970s called for 5,000 residences in the 225-acre Little Turtle area. The development, however, remains about 400 units short of that goal. Stonehenge plans to build 170 condos and 204 apartments along the golf course. HER Realty affiliate The Raines Group is listing the properties.

The first Highpointe Condos building already is underway and totally pre-sold. Another foundation is going up now. The buildings include two-bedroom units of 1,600 square feet and three-bedroom units of 2,400 square feet with views of the greens. Apartment buildings will follow shortly, Trautner said.

"This is going to feel like a very different place," he said.

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## CONGRATULATIONS TO THE FINALISTS IN THE 2018 WASHINGTON STATE BOOK AWARDS



### Fiction:

This Is How It Always Is by Laurie Frankel, of Seattle (Flatiron Books)

The Cold Eye by Laura Anne Gilman, of Seattle (Simon & Schuster)

The Other Alcott by Elise Hooper, of Seattle (HarperCollins)

Solar Reboot by Matthew D. Hunt, of Clearview (Matthew D. Hunt)

George and Lizzie by Nancy Pearl, of Seattle (Touchstone)

Duplicity by Ingrid Thoft, of Seattle (Putnam)

### Nonfiction:

Upstream: Searching for Wild Salmon, from River to Table by Langdon Cook, of Seattle (Ballantine Books)

Mozart's Starling by Lyanda Lynn Haupt, of Seattle (Little, Brown & Company)

Growing a Revolution: Bringing Our Soil to Life by David R. Montgomery, of Seattle (W.W. Norton)

Tides: The Science and Spirit of the Ocean by Jonathan White, of Orcas Island (Trinity University Press)

Waterway: The Story of Seattle's Locks and Ship Canal by David B. Williams and Jennifer Ott, of Seattle, and the Staff of HistoryLink (HistoryLink and Documentary Media)

Ghosts of Seattle Past, various authors, curated and edited by Jaimee Garbacik, formerly of Seattle (Chin Music Press)

## Poetry:

Thresholds by Glenna Cook, of Tacoma (MoonPath Press)

Killing Marias: A Poem for Multiple Voices by Claudia Castro Luna, of Seattle (Two Sylvias Press)

Timber Curtain by Frances McCue, of Seattle (Chin Music Press)

Mary's Dust by Melinda Mueller, of Seattle (Entre Rios Books)

Trazas de mapa, trazas de sangre / Map Traces, Blood Traces by Eugenia Toledo, of Seattle; translated by Carolyn Wright, of Seattle (Mayapple Press)

Water & Salt by Lena Khalaf Tuffaha, of Redmond (Red Hen Press)

## Biography/Memoir:

The Chicken Who Saved Us by Kristin Jarvis Adams, of Redmond (Behler Publications)

All Over the Place: Adventures in Travel, True Love, and Petty Theft by Geraldine DeRuiter, of Seattle (Public Affairs Books)

The Spider and the Fly by Claudia Rowe, of Seattle (Dey Street/ HarperCollins)

## Books for Young Adult Readers (ages 13 and up)

Breakfast with Neruda by Laura Moe, of Lynnwood (Merit Press)

This Impossible Light by Lily Myers, of Seattle (Philomel Books)

The Arsonist by Stephanie Oakes, of Spokane (Dial Books)

Girls Like Me by Nina Packebush, of Lummi (Bedazzled Ink)

The Girl Who Wouldn't Die by Randall Platt, of Port Orchard (Sky Pony Press)

## Books for Middle Grade Readers (ages 8 to 12)

Outside In by Jennifer Bradbury, of Burlington (A Caitlyn Dlouhy Book / Atheneum Books for Young Readers)

The Many Reflections of Miss Jane Deming by J. Anderson Coats, of Everett (Atheneum Books for Young Readers)

Wedgie & Gizmo by Suzanne Selfors, of Bainbridge Island (Katherine Tegen Books / HarperCollins Publishers)

The Forbidden Temptation of Baseball by Dori Jones Yang, of Kirkland (Sparkpress)

## Books for Young Readers (ages 6 to 8):

Zoey and Sassafras: Dragons and Marshmallows by Asia Citro, of Issaquah (Innovation Press)

King & Kayla and the Case of the Missing Dog Treats by Dori Hillestad Butler, of Kirkland (Peachtree Publishers)

## Picture Books

Little Wolf's First Howling by Laura McGee Kvasnosky, of Seattle and Kate Harvey McGee (Candlewick Press)

The Book of Mistakes by Corinna Luyken, of Olympia (Dial Books for Young Readers)

Shawn Loves Sharks by Curtis Manley, of Bellevue, illustrated by **Tracy Subisak '05**, of Portland (Roaring Book Press)

Frank the Seven-Legged Spider by Michael Razi, of North Bend (Little Bigfoot / Sasquatch Books)

The 2018 Washington State Book Awards honor books published by Washington authors in 2017. One winner in each category will be announced at the [Washington State Book Awards ceremony and reception on Saturday, Oct. 13](#), at The Seattle Public Library's Central Library in downtown Seattle. An award is given based on a book's literary merit, lasting importance, and overall quality of the publication. You can see the [full criteria here](#).

We are grateful to our [panel of judges](#) who read and evaluated 230 books submitted for the 2018 awards.

The 2018 Washington State Book Awards are made possible in part thanks to the generous support of the Amazon Literary Partnership.

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## Federal Judge Declares: Grant New Trial to Crowell & Moring Client Crosley Green or Set Him Free

### Florida Federal Court Finds Prosecutors Withheld Evidence, Denying Fair Trial

Washington – July 20, 2018: A federal court in Orlando, Fla., has granted former death row inmate Crosley Green's petition for habeas corpus in a ruling that requires prosecutors to retry Green or release him from prison. The court found that Green's constitutional rights were violated when Brevard County, Fla., prosecutors withheld key evidence in his 1990 trial for the murder of Charles "Chip" Flynn Jr. Green has served 29 years in prison, including 19 years on death row, while maintaining his innocence.

The ruling from U.S. District Court Judge Roy B. Dalton Jr. requires Green to be released from prison if prosecutors decline to initiate proceedings within 90 days to retry him.

"We are very pleased with the court's ruling today. Crosley Green is an innocent man, and it has taken 28 years for a court to finally agree that he did not receive a fair trial because the state improperly withheld critical evidence," said Crowell & Moring partner Keith J. Harrison, lead attorney for Green. "We are grateful that the federal court in Orlando has recognized the injustice he has suffered. We hope that today, almost 30 years later, the Brevard County prosecutor's office will now do the same and decide not to bring a new trial against Mr. Green."

On Sept. 5, 1990, an all-white jury convicted Green of first-degree murder of a 22-year-old man in Titusville, Fla., and sentenced him to death. Green's request for writ of habeas corpus to the Middle District of Florida asserted that no direct evidence ties Green to the murder, and that newly discovered evidence demonstrates he was wrongfully convicted. Four of the prosecution's witnesses have recanted their testimony since Green was originally convicted. Ten alibi witnesses have stepped forward asserting that Green was elsewhere at the time of the crime.

The federal ruling pointed to statements made to the prosecutor by the police officers who first responded to the crime scene that were withheld from Green's defense at trial. The officers independently concluded that a witness's description of the events lacked credibility and that it was the witness, not "a black guy," who killed Flynn. Judge Dalton found that the prosecutor's failure to disclose the evidence constituted a Brady violation that undermines "confidence in the outcome of the trial."

The court wrote that information that the first officers at the scene evaluated the evidence as implicating another as a suspect "went to the heart of the defense strategy. It is difficult to conceive of information more material to the defense and the development of defense strategy than the fact that the initial responding officers evaluated the totality of the evidence as suggesting that the investigation should be directed toward someone other than [Green]."

The ABA Death Penalty Project referred Mr. Green's case to Crowell & Moring in 2008. Green was removed from death row and sentenced to life in 2009.

Green's pro bono legal team includes: Crowell & Moring partners Keith J. Harrison and Jeane A. Thomas;

Sheppard Mullin partner Robert Rhoad; Crowell & Moring counsel Vincent J. Galluzzo; former Crowell & Moring associate **Stacie Lieberman '98**; and Crowell & Moring senior pro bono paralegal Virginia Martin.

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## WILDCATS HIGHLY TOUTED IN PRESEASON HONORS 8/22/2018 10:21:00 AM | FIELD HOCKEY



EVANSTON, Ill – Northwestern landed at No. 12 in the Penn Monto/NFHCA Preseason National Coaches poll, which was released earlier this week.

Three Wildcats, seniors Puck Pentenga, Eva van Agt and **Charlotte Vaziri '14** also all landed on the Big Ten Preseason Honors List, released earlier this week as well.

The 'Cats are coming off a strong 2017, where they won 15 games and advanced past the first round of the NCAA Tournament for the first time since 1994. NU defeated eight ranked opponents last season, the most since at least 1996, and also went a perfect 9-0 at home.

The Wildcats return 18 players from last year's team including four of their top five goalscorers and all three goalkeepers.

The No. 12 spot for the Wildcats is the highest preseason ranking in this poll since 2015, when they were No. 10. The 'Cats started last season at No. 14 and 2016 at No. 16.

Northwestern reached as high as No. 8 in the Penn Monto/NFHCA poll last year for the week of Oct. 17, 2017, after capping off a six-game win streak with a overtime defeat of No. 24 UMass.

Pentenga is one of only three returning first-team All-Big Ten selections from last year on the Preseason Honors List, after she scored 11 goals and assisted 17 more in 2017. Pentenga was also a third-team NFHCA All-American and an Academic All-Big Ten honoree.



Van Agt earned honors of Academic All-Big Ten, NFHCA National Academic Squad and Big Ten Distinguished Scholar last season, while scoring six goals and adding three assists.

Vaziri also earned Academic All-Big Ten, NFHCA National Academic Squad and Big Ten Distinguished Scholar honors, as well as making the 2017 Big Ten All-Tournament Team. Vaziri and van Agt were two of the five Big Ten Distinguished Scholars on the Preseason Honors List.

Chicago's Big Ten Team opens its season this weekend with the Wildcat Classic, when it welcomes No. 1 UConn and No. 15 Stanford to Lakeside Field for matches on Friday and Sunday, respectively. The match against the Huskies will be televised nationally on BTN.

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The \$29 billion battle to own how America sleeps is heating up  
Casper has snagged a whopping \$239.5 million in VC funding. But Saatva and Amerisleep believe there is value in slower, self-funded growth. Who will win?

[BY ELIZABETH SEGRAN](#) 8.20.18

There's a [\\$29 billion battle](#) being [waged on the internet](#) to become America's mattress of choice. You're probably already aware of this, if you've ever even casually looked at a mattress online, only to find yourself drowning in banner ads featuring attractive people taking naps on impossibly cozy-looking beds.

Among the startups hawking their wares, there's [Purple](#), whose mattresses are designed to relieve pressure in your back; [Eight](#), which will track your sleep cycles using monitors; and [Tuft & Needle](#), whose mattresses start at the rock bottom price of \$350. Adding to the noise, established retailers are moonlighting with their own online mattress brands: Last year Serta Simmons launched [Tomorrow Sleep](#), Mattress Firm launched [Tulo](#), and Walmart launched [Allswell](#). And that's just the tip of the iceberg: The last time I counted, there were 178 different online mattress brands, with new ones popping up every day.

The endgame is clear: Each of these brands wants to convince you to drop hundreds, if not thousands, of dollars on their mattresses without so much as touching it first to see how springy it is. But in the midst of this heated warfare, brands are opting for very different strategies to come out on top.

On one side are the oldest players on the market—[Saatva](#) and [Amerisleep](#)—which pioneered selling mattresses online back in 2010, when most people would have laughed at the idea of buying such an enormous, bulky item on the internet. The founders bootstrapped these companies, pouring profits back into the business, and growing slowly. But after eight years, both brands have large customer bases. Saatva generated \$207 million in revenue last year and has a five-year plan to make between \$800 million and \$1 billion in revenue. Meanwhile Amerisleep is now expanding into the Australian and Korean markets, and is growing an international network of stores.

[Casper](#), on the other hand, is aiming to scale fast. It launched in 2014, four years after Saatva and Amerisleep, but thanks to a mother lode of \$239.5 million in VC funding, it now has the largest market share among the online mattress brands. (For comparison, Casper surpassed [\\$200 million](#) in revenue after two years; Saatva took eight years to reach the same milestone.) To reach a wider market, Casper has gone beyond the online, direct-to-consumer model, by selling products at Target, Nordstrom, and Amazon as well as a network of brick-and-mortar stores, of which it hopes to have 200 in the next two years.



Casper's VC-fueled growth has opened up both opportunities and risks. The question is, which approach is more likely to succeed in the long run? When is rapid growth necessary to survival, and when does it become unsustainable?

Until recently, there was only one way to buy a mattress. You had to schlep to a showroom where—under the harsh glare of yellow overhead lights—you would awkwardly lie on beds while strangers and sales associates stared on. “We saw a huge opportunity in a broken industry,” says Amerisleep co-founder and CEO Firas Kittaneh. “People hated going to the mattress store and the logistics of trying to get that mattress into your home was a nightmare.”

Back in 2010, Kittaneh took his savings and poured it into an online startup, Amerisleep, based in Phoenix, Arizona. He found an American manufacturer who could produce eco-friendly mattresses in five levels of firmness, to cater to different preferences. He also worked to find a way to compress the mattress into a box so that it could be delivered by mail, much like you would receive a book from Amazon. Amerisleep is an entirely vertically integrated company: It controls everything from the design to the final delivery.

“Consumers were poorly educated about mattresses,” Kittaneh says. “They went into stores and could not tell whether they were getting value for their money because sales associates were trying to get a commission from the sale. On our site, we wanted our customers to know where our product was made, how it was made, and what was inside it.”

And price was on their side too. Thanks to Amerisleep's direct-to-consumer model, they were able to sell the mattresses at a starting price of under \$800, which was at least 50% cheaper than what retailers were charging for a product of similar quality. And soon customers started pouring in. By year three, Amerisleep's [website](#) was getting 122,000 page views a month and converted 2.85% of visitors into buyers. (In other words, roughly 3,500 mattresses were purchased a month.)

While Kittaneh was building Amerisleep in Arizona, Rudzin was trying out his own experiment in New York. He joined forces with millennial entrepreneur, **Ricky Joshi '97**, and with \$350,000 of their own money, they bootstrapped Saatva. Rudzin wanted to disrupt the higher end of the market, where the savings to the consumer would be more dramatic. While brands like Tempur-Pedic and Stearns & Foster were selling foam mattresses for between \$2,000 and \$8,000, Saatva's mattresses—sold under the Saatva, Loom & Leaf, and Zenhaven brands—ranged from \$1,100 and \$1,900.



[Photo: Saatva]

Since consumers couldn't test a Saatva mattress, Rudzin thought it was important to provide them with the most convenient shopping experience possible. Rudzin contracted with a network of delivery companies so that customers would be able to schedule white glove delivery for free. The mattress would be unpacked in the room of their choice and all packaging would be removed. If the buyer decided the Saatva mattress wasn't for them, they could get a full refund and a team would come to pick it up. "It's just not possible to compress really high-quality mattresses," Rudzin says. "But also, how is it a convenient experience if you have to carry a big box into your house then unpack it?"

By now, Amerisleep and Saatva are established players in the mattress market, but it took a while to get here. Both brands invested in social media and search engine advertising, as well as commissions to mattress bloggers who used affiliate links in their reviews, but all of this was fairly inexpensive early on when there were few players on the market. "I think I'm fairly risk-averse," Rudzin tells me. "That's just how I am built. I'd rather go slower and have more equity than gamble with someone else's money."

Over time, their approach has led to significant growth. Saatva now has 190 employees. It produces mattresses at a network of 19 factories and partners with 155 delivery firms to get them into customers' homes. After eight years in business, Saatva just took its first ever investment of an undisclosed amount from private equity firm, [TZP Group](#), and launched a national advertising campaign. It has announced a five-year plan to reach between \$800 million and \$1 billion in revenue and is also working towards an IPO within three years.

Amerisleep does not share revenue figures, but a spokesperson for the company says it has sold hundreds of thousands of mattresses, has consistent triple-digit growth year-over-year, and has a staff of 50. It now delivers to Australia, opened its first five stores in the U.S. and its first three stores in South Korea over the last year, and is on track to open its first major international flagship in Seoul.

“We still haven’t taken any investment,” Kittaneh tells me. “We wanted to grow the brand at a reasonable pace, investing our profits back into the business to fund our own growth. We may have grown slower than some of our competitors, but we think this is more sustainable.”

Here, Kittaneh is speaking about one competitor in particular: Casper.



[Photo: Casper]

#### FAST AND FURIOUS: CASPER

In many ways, Casper appears to be winning the war for the American mattress. In four short years, it is now the [top online mattress brand](#) by market share, followed by Tuft & Needle.

But achieving this level of brand awareness in such a short time comes at a cost. Casper spends an estimated [\\$80 million](#) a year on marketing. It blankets billboards, taxis, and subways in major cities with ads, and has also invested in national TV, radio, and podcast ads. It has also spent money making sure that it has favorable reviews on mattress blogs, which are an important driver of traffic to online mattress websites. Last year, [Fast Company](#) reported about how Casper sued three mattress bloggers, who had posted negative reviews, for false advertising.

Saatva, on the other hand, has been far more judicious about its marketing. After seven years in business, it has just launched its first TV commercials. “We have always been very ROI-focused when it came to marketing,” Rudzin says. “I never threw money to the wind. This year, thanks to our manufacturing and delivery network, we are now in a position to go out and build our brand, and put big money behind it.” Amerisleep, for its part, hasn’t invested much in branding at all. “We’ve been a little bit sleepy when it comes to media and flashy marketing,” Kittaneh says. “We’ve been so focused on the engineering of the product and thinking about what makes people sleep better. But the fact that Casper has pumped so much money into branding has actually helped grow awareness of the online mattress category as a whole, so we see it as a good thing.”

Another way that Casper has been growing is by expanding its product range. It's a smart move because people buy mattresses infrequently; if you can convince a customer to return to purchase more sleep-related products, you're able to extract more lifetime revenue from them. While Saatva and Amerisleep have created their own pillows and bedsheets to go along with their mattresses, Casper, in typical fashion, has been far more aggressive about developing and releasing new products. Besides bedsheets and pillows, Casper sells dog bed, a nap pillow, a humidity-fighting duvet, and even furniture, like nightstands and bed frames. Many of these products come out Casper Labs, a state-of-the-art sleep research facility that Casper launched in early 2017.

And perhaps most surprising of all is that Casper is now focused on opening 200 brick and mortar stores, possibly its most expensive endeavor yet. The move makes some sense. For all the talk of online mattress brands disrupting the industry, some retail analysts believe that 95% of consumers still prefer to buy beds in stores. And even though Casper is among the mightiest of the digital brands, it still only controls 0.7% of the market. "Consumer demand to touch and feel our products in-person has been extremely high since day one," Philip Krim, Casper's CEO, writes in an email. "A big learning we had when opening our first retail locations was that a large percentage of people want to take their mattress home with them from the shop. As such we've adjusted our in-store inventory accordingly."



nap pod at The Dreamery. [Photo: Casper]

But physical stores carry some risk. Just ask Mattress Firm, the retailer that has the largest market share of 11%. Mattress Firm achieved this dominance, in part, thanks to its massive network of more than 3,000 stores around the country. But these stores have also been a liability. Mattress Firm is reportedly considering filing for bankruptcy and has been shuttering hundreds of stores in the interim. While online mattress brands can be nimble with their website strategy, changing the online user experience at the drop of a hat, renting retail space often requires long, inflexible leases. And as the so-called retail apocalypse taught us, consumer shopping behavior can change rapidly, rendering entire malls vacant.

It's true that Mattress Firm, much like other large mattress retailers, hasn't done much to innovate on the customer experience in stores. Casper, on the other hand, has worked hard to create interesting and entertaining experiences in its existing in-person pop-ups. In 2016, it launched a 15-city Mobile Nap Tour that

gave people a chance to test out a mattress on a bus equipped with nap pods. This year, it launched another concept called The Dreamery, where people could pay \$25 to take a 45-minute nap, complete with designer pajamas and a sleep mask. “We are reimagining how people shop for sleep by listening to customers and creating an atmosphere they actually want to visit,” Krim says. “We believe that brick-and-mortar retail is here to stay—but retail poorly done is on its way out.”

Casper seems to be counting on stores as in its bid to dominate the mattress industry—but rolling out 200 in two years is an awfully rapid expansion.

Amerisleep has also seen the benefit of brick-and-mortar retail, but it has been opening stores at a much slower pace. Last year, the company opened its first location and it has slowly rolled out a total of eight stores, most of them in Arizona and Colorado, where the founders can keep a close eye on them. The company is also hoping to launch a flagship in Seoul, Korea, shortly. The heart of the Amerisleep store is the “Dream Suite” where customers can test out mattresses in a relaxing, private area. “We wanted to roll the stores out slowly,” Kittaneh says. “So we could make adjustments along the way, based on customer feedback.”

## GOING TO THE MATTRESSES

Over the last few years, we’ve seen several VC-fueled startups crash and burn. [I’ve documented some of these issues in another story](#), about brands like Nasty Gal, Bonobos, Gilte Groupe, and Fab, which all took large amounts of funding but were eventually sold off for a fraction of what investors had poured into them. In most cases, the VC money came with unreasonable growth expectations, and the companies made compromises that eventually undid the brand. Often, office culture also took a hit, because the companies were hiring too quickly.

Casper is a unique company in a very different industry, so these comparisons are inherently limited. Its founders may very well learn from the cautionary tales of other startups and avoid these pitfalls. “We’re in a marathon sprint,” Chapin says. “We’re trying to build a substantial, long-lasting company and trying to do it fast. I think our employees are a little tired but also very excited—it’s fulfilling when you see the product in store and online, then get incredible feedback about them.”

And perhaps Casper’s aggressive strategy is warranted, given the hundreds of virtually identical bed-in-a-box brands flooding the market right now. Throwing money into branding and customer acquisition may be the only way for a brand to stand out. “I don’t think I could launch Saatva with only \$350,000 of my own money today,” says Rudzin. “We didn’t have to fight so hard to be heard and we didn’t have to pour so much money into acquiring each customer online.”

In an interesting coincidence, Casper and Saatva may go public at around the same time. Last summer, when Casper got its latest \$170 million infusion of capital led by Target, CEO Philip Krim said that the company was considering an IPO. This month, Rudzin said that the company may consider a public offering when it reaches \$300 million to \$400 million in revenue, which could happen in as quickly as two years. Going public would suddenly create oodles of new money that could allow that company to substantially increase its market share—though it would come with strings attached, in the form of shareholder pressure to remain profitable. But one thing is clear: Should Casper or Saatva IPO, it would be considered an enormous success—perhaps even a sign that a victor had been crowned in the online mattress wars.

But until then, the battle wages on. And like it or not, everywhere you turn on the internet, you’ll find yourself pelted with images of comfy beds, fluffy duvets, and plump pillows.



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## Students, Residents Elect New Leaders for the Coming Year

August 04, 2018 02:00 pm [News Staff](#) Kansas City, Mo.

The 2018 AAFP National Conference of Family Medicine Residents and Medical Students set new attendance records once again. According to preliminary numbers, the AAFP hosted some 5,300 people here Aug. 2-4, including 1,800 medical students and 1,200 residents.

Delegates to the National Congress of Family Medicine Residents and the National Congress of Student Members chose new leaders Aug. 4 to represent them in the coming year. Here are the election results: AAFP Board of Directors resident and student member candidates: Michelle Byrne, M.D., of the McGaw Medical Center of Northwestern University Family Medicine Residency in Chicago, and Chandler Stisher, of the University of Alabama School of Medicine in Birmingham



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Michelle Byrne, M.D.



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Chandler Stisher

Co-chairs of the 2019 National Conference of Family Medicine Residents and Medical Students: **Anna Askari '09, M.D.**, of Eisenhower Medical Center Family Medicine Residency in Rancho Mirage, Calif., and Margaret Smith, of East Tennessee State University James H. Quillen College of Medicine in Johnson City, Tenn.



Anna Askari '09, M.D.



Margaret Smith

Alternate resident and student delegates to the 2018 AAFP Congress of Delegates: Benjamin Meyerink, M.D., of the Mayo Clinic (Rochester, Minn.) Family Medicine Residency; Matthew Peters, M.D., of the Cascades East Family Medicine Residency Program in Klamath Falls, Ore.; Julia Wang, of the Keck School of Medicine at the University of Southern California in Los Angeles; and Amanda Stisher, of the University of Alabama School of Medicine in Birmingham

Resident member of the AAFP Foundation Board of Trustees: Kristina Laguerre, M.D., of Sunrise Health Graduate Medical Education Consortium/Southern Hills Hospital in Las Vegas

Resident member of the Society of Teachers of Family Medicine Board of Directors: Alexandra Gits, M.D., of the University of Minnesota North Memorial Family Medicine Residency Program in Minneapolis

Family Medicine Interest Group (FMIG) Network national coordinator: Erin Clark, of the Campbell University Jerry M. Wallace School of Osteopathic Medicine in Lillington, N.C.

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## BankThink Regtech could help stop human trafficking

By Jo Ann Barefoot and Matthew Van Buskirk '03

January 31 2018, 9:30am EST

It costs \$7,000 to buy a human being in the United States. Approximately [17,000 children, women and men are sold and bought every year in America](#) and around the world as lifelong slaves used for labor and sexual exploitation.

January is [Human Trafficking Awareness Month](#), prompting focus on a range of [initiatives to combat this global scourge](#). Largely overlooked, however, is a strategy that could have enormous impact, quickly, at relatively low cost. That strategy is to modernize the technology used to deter and punish these crimes by finding their money trail and shutting down illicit pathways that allow transnational criminal organizations to fund their activities.

Global trade in humans is lucrative, generating an [estimated \\$150 billion a year](#). The money is useless, however, unless traffickers can conceal its source by laundering it through the banking system. Forty years

ago, U.S. and global regulators began building a massive set of anti-money laundering, or AML, regulations to combat terrorist financing, narcotics smuggling, weapons trafficking and human trafficking.

It's not working. The United Nations Office on Drugs and Crime [estimates that financial crimes now yield about \\$1.6 trillion annually](#), of which only 1% is caught. Unsurprisingly, such high profits and low risks feed an upward spiral of crime.

Furthermore, catching this 1% costs banks an estimated \$50 billion a year. This means that banks incur astronomical costs and risks for poor results. It also means that adding resources to the current system cannot scale it up enough to turn the tide — expanding it by 99% would cost the GDP of the United Kingdom each year.

Fortunately, there is a better way. Finance is undergoing digitization, and so is financial regulation through so-called “regtech” — new-generation technology for redesigning both industry compliance processes and the regulations themselves. For anti-money laundering, the needed technology already exists but most isn't yet in use because both banking systems and the legal and regulatory framework inevitably lag behind.

Two kinds of change are needed.

First, both banks and law enforcement need to modernize how they use the voluminous data the system already captures but doesn't leverage. Money laundering always leaves digital footprints, but old tools can't see most of them, especially as criminal organizations invent more sophisticated methods to hide their tracks.

A core problem is that outdated screening techniques generate massive volumes of false alerts, leaving the system awash in low-value information that neither industry nor law enforcement can effectively search, analyze and prioritize. The ratio of alerts raised to reports deemed useful by law enforcement is about one thousand to one, which means huge amounts of time is wasted by all parties on unnecessary data-gathering, investigation, report-writing and report-reading. Law enforcement officials today are often forced to compare information by sitting around tables piled with stacks of paper and yellow highlighters, while criminal rings move humans beings and money all around the globe.

Former Department of Homeland Security Supervisory Special Agent [Robert Whitaker](#) says one perverse effect of having to churn through so much irrelevant information is that the system sometimes skews toward addressing the crimes that are easiest to find, noting that it can be “very difficult to target and catch the largest and most sophisticated transnational criminal organizations, which often operate with little to no risk.”

This is a solvable problem. Digitized data can be analyzed using the kinds of machine learning and behavior modeling already employed every day in arenas like targeted online advertising. Computers can spot likely laundering behavior patterns and reveal connections between seemingly unrelated people, locations, accounts and devices. They can display these patterns on maps and as timelines and visual diagrams that human analysts can instantly recognize — and they can do this in seconds. Early test applications of these approaches have already cut the industry average false positive ratio in half and increased productivity of analyst teams by a factor of ten. Regtech could actually break the traditional zero-sum-game view of regulation by enabling a new generation of compliance that reduces costs and risk simultaneously.

Both government and industry are beginning to explore new applications of technology. A second needed change, however, may require government action — namely, permitting more fluid sharing of laundering information. While the [system allows some collaboration](#) between banks and with law enforcement about suspected launderers, most information is siloed and moves slowly through linear reporting channels. This

means it trails far behind both the rapid flow of laundered funds and fast-evolving concealment methods as criminals invent new ways around the industry's defenses. Moving beyond manual reporting to system-to-system communication would enable rapid blocking of new kinds of attacks by both industry and the government, making life much harder for criminals.

Human trafficking is not the only crime that should be fought in this way. The same methods can also help address other intractable problems, including terrorism and the opioid crisis.

Current regulatory systems were designed for the past, an analog era of paper-based processes and limited, costly data and computing power. Today a new "digitally-native" model can leverage the cheap, abundant data and computing power of the digital age.

That shift should start with attacking money laundering, which is already data-rich and which causes so much suffering every day. Reform can sharply cut costs and compliance risks for banks and, most importantly, can wring the profit out of the crimes. Traffickers won't buy and sell human beings if they can't make money and will probably get caught. We need to fight these modern, tech-savvy criminals with modern tools.

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## PUCO's PowerForward Roadmap release Aug. 29

The Public Utilities Commission of Ohio (PUCO) will release its electric grid modernization report, PowerForward: A Roadmap to Ohio's Electricity Future in Columbus, Ohio on Aug. 29, 2018.

What: The PUCO's electric grid modernization policy report, PowerForward: A Roadmap to Ohio's Electricity Future. PUCO Chairman **Asim Z. Haque '98** will provide an overview of the report and be available for questions from the media.

Who: PUCO commissioners and staff.

Where: PUCO offices, 11th floor, 180 E. Broad Street, Columbus, Ohio 43215

When: Aug. 29, 2018, 1:30 p.m.

Why: Through PowerForward, the PUCO is charting a clear path towards future grid modernization projects in the state, innovative regulations and forward-thinking policies.

How: Attend in person or stream online.

Additional information is available on the PUCO website [here](#). Follow along on social media @PUCOOhio by using #PowerForwardOH

The Public Utilities Commission of Ohio (PUCO) is the sole agency charged with regulating public utility service. The role of the PUCO is to assure all residential, business and industrial consumers have access to adequate, safe and reliable utility services at fair prices while facilitating an environment that provides competitive choices. Consumers with utility-related questions or concerns can call the PUCO Call Center at (800) 686-PUCO (7826) and speak with a representative.

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## OFF-BROADWAY NEWS Midori Francis to Lead Cast of **Ming Peiffer's '06** *Usual Girls*

BY OLIVIA CLEMENT

AUG 29, 2018

Jennifer Lim, Ryann Redmond, and Karl Kenzler will also be seen in the world premiere at Roundabout Underground.

Midori Francis, recently seen Off-Broadway in *The Wolves*, will star as Kyeoung in the world premiere of **Ming Peiffer's '06** play *Usual Girls* as part of Roundabout Underground this fall. The October production will be helmed by Tyne Rafaeli, who is currently directing the Off-Broadway premiere of **Craig Lucas' *I Was Most Alive with You*** at Playwrights Horizons.

Through the story of Kyeoung, *Usual Girls* takes a look at the ways in which girls grow up. From tackling a boy on her elementary school playground and beyond, the new drama is described by Roundabout as a "hilarious, explicit gut-punch of a play."

*Usual Girls* will play in Roundabout Theatre Company's 62-seat Black Box Theatre in the Harold and Miriam Steinberg Center for Theatre beginning October 11. The production will officially open November 5 and is scheduled to play through December 9.

The cast will also feature Abby Corrigan (national tour of ***Fun Home***), Ali Rose Dachis (*The Wanderers* at The Old Globe), Karl Kenzler (*Fiddler on the Roof*, *You Can't Take it With You*), Jennifer Lim (*Chinglish*, *Caught*), Sarah Pidgeon (Off-Broadway debut), **Ryann Redmond** (*Escape to Margaritaville*, *Gigantic*), Nicole Rodenburg (*The Antipodes*, *The Flick*), and Raviv Ullman (*Sticks & Bones*, *Russian Transport*).

The creative team for *Usual Girls* will include Arnulfo Maldonado (sets), Jen Schriever (lighting), and Ásta Hostetter (costumes). Additional creative team will be announced soon.

**As previously announced**, *Usual Girls* will officially kick off the 12th season of Underground. The Roundabout Underground initiative is dedicated to introducing and cultivating emerging writers by giving them their first Off-Broadway production or a reading of a new work.

Peiffer is a playwright and screenwriter from Columbus, Ohio, and a member of the Obie-Award winning playwriting group Youngblood. Her work has been developed and/or presented by New York Theatre Workshop, **Roundabout Theatre Company**, The Kennedy Center, Ensemble Studio Theater, HERE Arts Center, The Flea, The Wild Project, New Ohio, Soho Playhouse, The Gene Frankel Theater, C.O.W., Theater for the New City, FringeNYC, Horsetrade Theater, and Yangtze Repertory, among others.