RETAIL REPORT

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MILLER CENTER WELCOMES CHICO'S

Chico's FAS, Inc., directly and through its wholly owned subsidiaries, is a specialty retailer of exclusively designed, private label, sophisticated, casual-to-dressy clothing, complimentary accessories and other non-clothing gift items. Virtually all items offered at Chico's stores are designed by the Company's in-house product development team and bear the “Chico's” trademark.

Composed of the Chico's brand, White House | Black Market, Soma by Chico's, and Fitigues, Chico's FAS, Inc. continues to grow the Company while diversifying their products. The Chico's brand aims at providing women ages 35 and up with clothing reflective of their style with deeply saturated colors, flattering silhouettes, and matching accessories. White House | Black Market, acquired in 2003, offers a versatile and elegant line of white, black, neutral, and denim clothing, aiming to “Make Women Feel Beautiful”. In 2004, Chico's opened it's first Soma by Chico's store, it's intimate apparel line, appealing to the Victoria's Secret graduate. Fitigues, a

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MILLER CENTER WELCOMES TARGET

Target is an upscale discounter with a focus on high-quality, on-trend merchandise, plus the everyday basics all families need at affordable prices. Target is committed to providing guests with great design through innovative products, in-store experiences and community partnerships. Target operates more than 1350 stores in 47 states and will open an additional 100 stores each year. Whether visiting a Target store or shopping online at Target.com, guests enjoy a fun and convenient shopping experience with access to thousands of unique and highly differentiated items.

Target also understands and appreciates its role as a corporate citizen. Since opening its first store in 1962, Target has partnered with nonprofit organizations, guests and team members to help meet community needs. Today, Target gives back more than $2 million each week to its local communities. That's $2 million invested in people, resulting in opening doors, providing access, inspiring dreams, witnessing achievements and applauding successes.

On behalf of Target, we would like to thank the David F. Miller Center for Retailing Education and Research for your commitment to excellence in education and the strong partnerships you have developed with our Corporation. We have had a tremendous amount of success on your campus due largely to your support of our campus recruiting efforts. At Target, we are dedicated to supporting arts and education and often focus our programming on children and youth. We believe investing in education is truly investing in our future.

For more information please check out Target.com/careers or e-mail Brad.Taylor@target.com.

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luxury line of comfortable clothing, was acquired in January 2006.

The Company operates 780 women’s specialty stores, including stores in 47 states, the District of Columbia, the U.S. Virgin Islands and Puerto Rico operating under Chico’s, White House | Black Market, Soma by Chico’s, and Fitigues names. The Company owns 501 Chico’s front-line stores, 31 Chico’s outlet stores, 198 White House | Black Market front-line stores, 8 White House | Black Market outlet stores, 16 Soma by Chico’s stores, 11 Fitigues front-line stores, and 1 Fitigues outlet store; franchises own and operate 14 Chico’s stores.

Chico’s credits its success to strong branded concepts targeting compelling niche growth markets, highly effective merchandising strategies, marketing & loyalty programs that build strong customer relationships, a highly experienced management team focused on branding & execution, and industry-leading operating margins & store economics. For more information about Chico’s FAS, Inc., please visit their website at http://www.chicos.com.

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RETAILING SMARTER 2006

June 22- 23, 2006
Orlando, Florida

Speakers Include:

Tim McGeehan, Executive Vice President, Retail Sales, Best Buy Co.

Dan Stanek, Executive Vice President, Retail Forward, Inc.

Donald Germano, Sr. Vice President/General Manager Kmart Retail, Sears Holding Corporation


Marianne Wilson, Sr. Editor, Special Projects, Chain Store Age

Kimberly L. Strong, Human Resources Director, Target Stores

Chiqui Cartagena, Managing Director, Multicultural Communications, Meredith Integrated Marketing

Craig Apatov, EVP and Chief Sales & Marketing Officer, Miller Zell

Robert Kennedy, SVP and GM Consumer Products Group, Miller Zell

Cory Lipoff, Executive Vice President, Hilco Merchant Resources, LLC

Patrick Hare, Sr. Director, In Store Merchandising and Sales Communications, Snacks and Cereal Segment, Kraft Foods North American Commercial

Steve Hyland, Director of Retail Merchandising, Coca-Cola North America

Chris Little, Associate Product Director, VISTAKON®

Christopher K. Kay, Former Chief Operating Officer, Executive Vice President of Operations and General Counsel, Toys "R" Us

REGISTER ONLINE AT:

http://www.cba.ufl.edu/CRER/RetailingSmarter/
INTERNSHIPS – BOTH SIDES OF THE STORY
by: Jenny Hwang

An interview with Geoff Green, Director of Talent Acquisitions for Brown Shoe Company

Jenny: How early should students begin doing internships?
Geoff: Right after freshman year, it gives them better insight into what they want to do in the long term, because due to your internship experience, you may even change major by sophomore year... you may find out different avenues you’d like to pursue. For instance, I was a broadcast journalism major my freshman year, did an internship in the newsroom and absolutely hated it! Sophomore year I altered my major and worked in a radio station each year after that and loved it.

Jenny: What are some things students should look for when researching companies for internships?
Geoff: Well, first of all, the criteria: some companies won’t hire you if you’re a freshman or sophomore. Also, stick to the profession and industry you’re interested in.

Jenny: Why do companies hire interns anyway?
Geoff: The same exact reason why students look for internships; companies want a taste of college students’ performance: Is this someone we’d like to pursue for a career later on? The best analogy I can give is that internships are much like temp-to-hire jobs, we get a preview of how well the interns fit into the company, and if we love them, then we hire them later.

Jenny: What is the biggest misconception students have about internships when they come into your internship program?
Geoff: With our specific internship at Brown, we cannot articulate the breadth of the internship. It’s more glamorous than what students imagine it to be coming in.

Jenny: What do you mean by ‘glamorous’?
Geoff: Our interns travel, and they spend time with key individuals – not just a buyer or peer group, but many levels of management. Our business model is also extremely unique in that we have retail, we have wholesale, we have international, and we have domestic, and interns get exposure to each of these aspects here.

Jenny: When interviewing students for permanent positions, how do you weigh in factors like the student’s major, GPA, extracurricular or leadership activities, and work experience?
Geoff: Internships and extracurricular activities are major. Students coming out of college do not have a lot of industry experience, so internships are critical. Even if you don’t have a high GPA, the internships and other activities show good work ethic. I would rather hire a student with a 3.2 GPA with community service, internship experience, and someone who worked their way through college, than someone with a 4.0 with nothing but classroom experience.

Jenny: Ok, on a related note, how do you view internships verses regular summer jobs?
Geoff: A true internship is more targeted and focused. You get an education when you come out of it; all you get out of a summer job is work and pay.

Jenny: What qualities have your most successful interns had?
Geoff: Engaging. What I mean by that is they thirst for knowledge; they ask lots of questions, they diagnose the information given to them, and then they give good feedback. So not only are they getting feedback, they give feedback and their opinion on what they think about the information asked in the first place.

Jenny: How can an intern go above-and-beyond during the internship?
Geoff: If an intern does something extra that’s not asked of them. For instance, they enjoyed the internship so much that they put together a powerpoint to help recruit; and once they returned to school, continued recruiting for the company, it’s great PR.

Jenny: What are some definite no-no’s an intern should avoid doing during the internship?

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HYUNJOO OH
RESEARCH DIRECTOR, MILLER CENTER

The University of Florida is ecstatic to welcome their new research director, Hyunjoo Oh to the David F. Miller Center for Retailing. She is joining the center after having extensive experience working in the area of retail study and education. Originally gaining her undergraduate degree from Seoul National University in her native Korea, she continued her education in the U.S. with a master’s degree in fashion marketing, and a PhD from the University of Wisconsin. As current as 2005, Hyunjoo was an assistant professor at the University of Missouri for their Textile & Apparel Management course. Here at UF her research focus will be on in depth analysis of what kind of students’ best fit not only employer needs, but the needs of the retail industry as a whole. The study will follow a group of recent college recruits for the five years after they graduate to see how they have evolved, how they have contributed to their retailer’s needs, and how their attitude toward retail industry has developed. Her objectives are to create a study that the industry can eventually use as a recruiting tool and that will gain the University of Florida recognition as a leading researcher in the field. Retail companies as well as retail students are Hyunjoo’s passion and she is eager for her research to act as a liaison between the two parties. She expressed an interest in eventually teaching a class at the University of Florida if the opportunity ever arose. When not at work Hyunjoo enjoys outdoor sports, specifically snorkeling, tennis, and going to the beach. Even though she sounds too busy for a home life, Hyunjoo made a point to clarify that her 10 year old and her husband are her number one priority.

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Geoff: Well, to twist your question a little bit into something an intern should not leave without doing: I definitely encourage networking. Also, keep in contact with these people, ask for business cards. The no-no, then, would be, don’t burn any bridges, you never know when these contacts can be helpful later on.

Jenny: Ok, so, what are the top three things, other than including business cards, interns should take away from an internship experience?

Geoff: The top thing is definitely knowledge or education about the company, the industry, or the department. The networking and contacts again is crucial. And I guess the work experience itself could be considered one.