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The Fashion 5



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Keggy Guy belts, Gian Marco sale and more. See what's hot in the Baltimore area this week. - John-John Williams IV

Image 5 of 6





Keggy belts for guys

(Baltimore Sun / June 19, 2012)

Girls aren't the only ones who can get in on the Keggy belt trend. Local designer - and celebrity favorite - Kerry Leikus has launched a new line of dual-toned belts that are perfect for the upcoming months. While we love the tone-on-tone neutral belts, we are going gaga over the bold contrasting hues in the collection.



Maryland scene



Town

Pictures







The Fast







Thrilling 'Battleship' hits the target 29

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Weekend



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Donna Summer, the diva who defined an era, dies at 63 33

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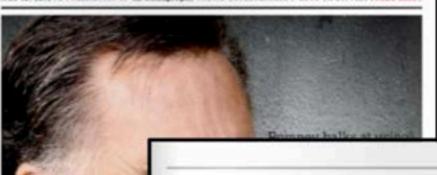
BLANT FROM THE PART

Nats manager faces his old team when the O's come to town 11





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THE BALTIMORE SUN

Buckle up with Keggy



(Baltimore Sun / April 5, 2012)

Kerry Leikus, a local designer who is the driving force behind the popular line Keggy, has attracted a slew of Hollywood fans, including Jessica Biel, Terl Hatcher, Molly Sims, and Jessica Alba. The best thing about the rings and belts is the price - most retail for less than \$40. Now get your hands on the popular accessories at local shops, including Freshl Boutique, Ellie and Sassanova. Carolyn Warner, manager of Sassanova, loves the versatility of the interchangeable buckles and simplicity of the thin leather belt.

Find Keggy at: Fresh! Boutique, 10749 Falls Road #2, Lutherville (443-901-0097; Ellie, 7701 Bellona Ave., (410-823-8544); or Sassanova, 805 Aliceanna St., Harbor East (410-244-1114).



Keggy

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INTERNATIONAL BUSINESS TIMES

Thinking Small Yields Big Payback for Fashion Companies

By Jessica Barbanel | April 5, 2012 10:28 PM EDT

Before Kerry Leikus had children, she went to law school, passed the bar and planned to practice. But in 2005, while pregnant with her second son, she became preoccupied with another matter: She couldn't find a single stylish maternity belt.

She started to play around with vintage-inspired wovens, and realized she could design a belt herself. Soon she'd created a number of reversible styles, and her company, Keggy Belts, was formed.

It was 2005, and business was booming. Celebrities like Jessica Alba and Jessica Biel quickly became fans, and upper-middle-class women were happy to spend \$250 to \$650 for an accessory with homespun appeal.

But three years later, everything changed. As the stock market plummeted and the housing market fell into a tailspin, retailers began to panic. Lehman Bros. filed for bankruptcy on Sept. 15, 2008, and Congress authorized a \$700 billion bank bailout. The government brokered sales of the investment banks Bear Steams and Merrill Lynch, yet department stores continued to falter, with little help at all.

"All of a sudden I was going to meet with department stores, and the buyers had completely changed their tone," Leikus, 40, recalled. "They were nervous, and they wanted a sure sell. They told me, "You got it. We love it. But we can't order it."

Like countless other small-business owners, Leikus realized that if she wanted to stay affoat she would have to change her materials, manufacturers and staffing policies. Wovens, which were hard to mass produce, were replaced by faux leather and interchangeable pewter buckles (though Leikus

continued to produce a very limited quantity of the wovens). "In order to create woven belts, there are huge minimums," Leikus explained. "I had to order thousands of yards in order to make my line." That meant fronting \$60,000 to \$70,000 out of pocket, which became precarious in a crippled economy.

"With faux leather belts I can purchase by the yard, and there's no minimum. For approximately \$30, I can make 10 to 12 belts." By bringing costs down, Leikus recently inked a deal with the home-shopping network QVC, and is due to start selling the new line of belts on the channel this April. "The bauble-like buckles can be swapped on whim," she explained, "and the straps come in hundreds of colors."

Leikus also changed her manufacturer and tapped into a talent pool overlooked by big businesses: mothers of young children. "I'm a mother of two boys," she said. "I try to do my work when they're in school or at night after they've gone to bed. A lot of my friends who are moms have the same schedule."

The only downside? "These are moms. Kids get sick. They'll say, 'Can we meet at 10:00 or 11:00 instead?' You have to be flexible."

Bonnie Marcus, the owner of Bonnie's Style Press, a high-end card and invitation business, also had to be flexible. "Ten years ago, when I was working with brides on their invitations, the sky was the limit," she remembered. "People were proud to spend a lot of money, whether it was on a handbag, shoe or card. But consumers have become sawier the last few years, and they're often looking for bargains."

Marcus's holiday cards, which were sold in high-end department stores, used to feature stylish illustrations of women with shopping bags. But the image wasn't sitting well with buyers. They felt that people no longer wanted to be associated with spending. The advice? "Cut the shopping girls."

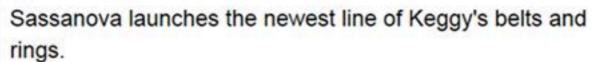
"We've changed our whole business model," Marcus, 40, said. "We used to manufacture all our products ourselves. Now we've developed strategic partnerships with companies like American Greetings that can produce in bulk at a much lower cost."

Between Leikus, Marcus and the Thornhills, the women have nine children under the age of 10. On a typical day, Leikus, who works from home, has to contend with breakfast bowls, piles of laundry and a guinea pig named Mittens. But she's never considered renting an office space. There's only one thing that bothers her: "I'm near the kitchen," she joked. "And when I'm stressed, I eat."



Talk Sho

Hilary Geisbert blogs about fashion and shopping



Stop by Sassanova in Harbor East on Wednesday March 28th from 5-7 p.m. for a champagne reception to welcome Keggy's latest line! Shoppers will be able to meet Kerry Leikus, the designer behind the accessory line, as well as receive 15-percent off the entire store, including the trunk show pieces.



Afterwards, head over to Wit & Wisdom at the Four Seasons Hotel Baltimore, and enjoy a complimentary Keggy cocktail with an extended happy hour for guests from 6-8 p.m.

Check out our March issue, where we highlight the journey of designer Kerry Leikus and her company, Keggy Enterprises.-Margaret Dyer, intern

(Images courtesy of Keggy Enterprises, LLC.)







up front shopping



Belting It Out

Achieving both affordable prices and high quality in the world of fashion is a near impossibility. And yet, Lutherville resident Kerry Leikus, the designer and owner of Keggy Enterprises, has somehow managed to pull it off. She says it's because of her realistic understanding of the business side of the fashion industry. "I am the chief designer, a lawyer, and a business woman, but not necessarily in that order," says Leikus, who still works part-time at her husband's firm, the Lew Office of Alex Leikus.

A self-taught designer, Leikus started Keggy in 2005, with vintage woven belts. Shortly thereafter, she moved onto the finest leather, selling in stores such as Garnet Hill, Mark Shale, and Olive and Bette's New York. Like most business owners, Leikus felt it was best to make adjustments in order to change with the economy. Thinking frugally helped her think creatively, she says, and has allowed her to reach a "broader customer base."

Case in point: The 2012 Duet Belt Collection features mix-and-match buckles and interchanging belt straps (available in various fun colors and classic neutrals), which can be stacked to achieve a layered lock. You can expect to see these unique, versatile, and affordable belts (most retailing for \$30-60) lining shelves this spring in Baltimore boutiques such as Ellie Boutique, Sassanova, and FRESH! Boutique. Also lock for Keggy on QVC, where Leitus will be launching four sets of belts specially made for the network.

And, lest we forget: Her buckles have been such a hit that Leikus decided to create a jewelry line by making them into rings. Always thinking ahead—like any sawy business woman should.



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Zia Ultimates Oceanic Clay Collection, \$141 value, zianatural.com



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Keggy belt, \$249, keggy.com

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BELTS AND BAGS BY KEGGY

Reversible Belts by Keggy

Written BysBrooklynn



Belt shopping is a blast as it is. But why not make your trip twice as much fun by getting a two-sided reversible belt?

Designer Kerryann Leikus, the creative director behind these handcrafted chunky accessories, has created a unique product that lasts twice as long. Buying new clothes is fun, because wearing the stuff brings out that confident and radiant you. But eventually, the new wears off, and it gets pushed to the back of the closet. With these belts, all you have to do is flip it, clip it, and you're good to go.

Buy them in NY, D.C. and Nantucket. Soon to be found in L.A. stores in the fall of 2007, retailing for between \$98 and \$128.

But before you say swipe it, grab a new bag--a limited edition classic two toned canvas bag that is. Retails for \$142.





Fashionable Fabric Belts



When it comes to high fashion, celebs like Kate Walsh, Teri Hatcher and Jessica Alba are cut from a different cloth. But getting their chic, dressed down look is a cinch, thanks to funky fabric belts from Keggy.



Founder Kerry Leikus designed her line of belts to give ho-hum jeans a much needed oomph. "Their hip and vibrant patterns make them the statement piece of the outfit," says Leikus, whose colorful woven and silk creations feature repetitive shapes or symbols, like an exclamation point and tiger stripes. "I love the edgy design," says Kate Walsh, a fan of the navy Bulls Eye belt, shown above.

Choices abound with Keggy's fabric belts—they're reversible. "If you look closely, the back side has the Keggy logo all the way down," reveals Leikus. "But they look like blocks of color at a distance." She suggests wearing the exciting pattern to give your look an element of interest. "My goal is to have my designs be wearble—something you can mix and match with everything in your wardrobe."





CINDI EA NEIL LAN in AFRICA



Keggy Belts reinterpreted ribbon belt.



HIDDEN RESORT

Fine jewelry's next destination? Cruise on into resort, the latest fashion hotspot.

BY JEFF PRINE, FASHION DIRECTOR

IFYOUTHINK OFTHE RESORT BUSINESS IN FASHION AS A NAUTICAL BLUE-AND-white striped look like something Gilligan would wear, then you too must be stranded on a desert island. In the last five years, resort—those harbingers of spring that arrive around the same time as major fall fashion hits retail—has been exploding. It's no longer a few toss-in-a-suitcase looks retailers add into their November/December deliveries to satisfy their "carriage trade" customers who travel to warmer climates in bleak midwinter. The business, which once was sometimes referred to as cruisewear, is now the hottest fashion category in most major retailers.

Stores such as Neiman-Marcus, Bergdorf Goodman, Henri Bendel, Barneys, and other fashionista specialty retailers now have "resort" businesses that begin in mid-October and blend right into the arrivals of spring/summer collections. Although most clothing brands have traditionally shown resort collections to buyers in their showrooms, more are producing runways shows and events around resort. Dior and Chanel produce elaborate runway-like shows to herald their collections. Even smaller clothing designers have introduced resort or "pre-spring" collections.

This has caused key retailers to also rethink the buying and spending patterns for this time of year. As Anna Watson, fashion director at Henri Bendel, told WWD, "I am excited to see that designers are treating resort as their big runway collections. Resort communicates what the brands feel is important and what we feel is important. It used to be that the big editorial stories would come from the spring runways. Today, resort generates almost as much news."

Resort is often the place where many fashion brands test looks that will become more full fledged in their spring/summer looks. In truth, the old concepts of "fall/winter," "holiday," and "spring" are lumbering dinosaurs. What defines them in silhouettes, fabrics, and colors can no longer be shoehomed into a particular season. That's due to changing population patterns, the boom in Sunbelt states where winters are mild or nonexistent, and even to global climatic changes.

The consumer herself is more affluent and better traveled. Other factors such as social change and technical advances have made transitional clothing more appealing. In an article, Teri Agins, fash-





OFFICIAL GIFT for 2008 GRAMMY Awards Gift Bag

...look inside the Grammy gift bag. Carrie Underwood, Rihanna, and Beyonce are among the performers and presenters who will walk away with Keggy belts...



20

WOMEN IN BUSINESS

Former lawyer using skills to tighten up belt business

By Aaron Cahall Examiner Staff Writer

Kerry Leikus was at a crossroads. A few years ago, she had a decision between law school and pursuing a career as a fashion designer. Thinking it over, she finally made her choice - and became a lawyer.

Leikus, 36, eventually did turn back to fashion, and two-and-a-half years ago launched Keggy, a line of designer silk belts and, soon, coats and outerwear. The Lutherville resident said her time in the legal world wasn't wasted but gave her skills important in opening her own business.

"I don't think that traditional edu-

cation for fashion really prepares students for what the world is like," Leikus said. "They show students how to make a dress [but not how] to reproduce it."

While her silk belts have caught attention for their color and flashiness, Leikus said the inspiration for them was much more practical.

"I was pregnant, and I was looking for a really cool hip belt to wear," she said. "When you're pregnant clothes don't fit you very well, you're always looking for a belt. I wanted to reinvent the fabric belt to reflect my own taste and style."

Leikus' taste and style have helped to set her product apart, said Jeff Prine, fashion director for jewelry and accessories magazine Lustre. Prine said many successful fashion designers began their careers in another field.

"I've found that in the fashion world, most people are some kind of career-changers," he said. "Usually people like that, who come from a business background, understand cash flow but also [are] adept at negotiation, creating alliances, creating partnerships. That's a very important thing when you're [a] beginning designer."

The women's boutique Classic Serendipity in Pikesville began stocking Keggy products about a month ago, and owner Emily Klawans said she's seen a good response to Leikus' work.

"She has a good business mind and a good sense of style, and a good read on what women want," Klawans said. "I think the fabric is really unique. She use this great silk, and it's two-sided so it's kind of two beits for one."

Leikus does much of her work in Baltimore, but her company has a presence in New York. She said her belts have found success by appealing to a wide audience.



Kerry Leikus' company, Keggy, creates designer belts. - Courtesy photo

"Right now we're really lucky, our belts had a cross-generational appeal," she said. "They've been described as retro-funky, vintage, hip. It's crossed over from the young girls to the more sophisticated."

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Photos: Fashion Fights Poverty

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This year's charity event and runway show was hosted by actress Parker Posey and Fox 5 anchor Will Thomas. See our photos of both the fashion and the fashionistas who attended.

All photos by Chris Leaman. Click on the photograph to see the next one.







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HOLIDAY GIFT GUIDE

FOXNEWS.COM HOME > ENTERTAINMENT > HOLIDAY GIFT GUIDE Tuesday, November 27, 2007

Fashionista's Gift Guide ... With Some Help From Lauren Conrad and Rachael Leigh Cook

By Jessica Barbanel FOX NEWS



They may live in mansions and travel by private jet, but young starlets aren't much different than your sister or mom. They appreciate the simple pleasures in life - like purple shoes and pink bags.

FOXNews.com spoke to Hollywood hotties Rachael Leigh Cook and Lauren Conrad to find out what's big this holiday season. Their response? Fashion, fashion and more fashion!

(If the woman in your life is far from a fashionista, click here for more ideas.)

A Shoo-In

"What women really want is shoes," Cook, of "She's All That" fame, told FOXNews.com. "And it's not impossible to do if you check her size" and buy the same brand, she said. "Tracing the sole of her favorite shoe on a piece of paper to bring to the department store would also work," she added.



It's a Cinch

Bright-colored reversible belts are popping up all over Hollywood, too. Jessica Alba, Molly Sims and Teri Hatcher have all been spotted in bold pattern, woven Keggy belts.

"The celebrities wanted something that was up-to-date and had exclusive patterns," said Kerry Leikus, founder and designer of Keggy Belts, "and these definitely stand out!"

But these waist cinchers are far more than functional. They're so beautiful that "people tell me all the time that they plan their outfit around the belt," Leikus said.

The technicolor prints may seem daunting, but Leikus uses colors that will blend, not compete, with a girl's closet.

"My color selection process takes me days, weeks and sometimes months," Leikus explained. "And the belts tend to cross generational lines. They do well with the golf and resort community." Yet teens and 20-somethings love them, too.





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HOLIDAY GIFT GUIDE

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Here are our top 10 picks for the sexiest, sweetest and hippest gifts around:

- Lauren Merkin's Hot-Pink Beaded Clutch (\$225) it will amp up that little black dress in seconds.
- Kaia Peterka's Fire-Engine Red, Hexagonal Clutch (\$220) Big enough to store a phone and lipstick.
- The Gainsbourg Metallic, Slouchy Beret (\$189) Cameron Diaz wears a beret almost every day.
- MAUDE's Silver Scarf (\$259) Thinner in the center and super-wide at the edges, this ultra-long muffler is dressy enough to wear to holiday parties.
- Keggy's Bull's Eye Belt (\$98) -- Jessica Alba has this cincher in green.
- Rings Eclectic Green Stone Cocktail Ring (\$43, originally \$86) The Swarovski crystal and glass stone are anything but ordinary.
- Wendy Nichol Large Pyramid Studs (\$80) Hand-cut, hand-cast and hand-polished.
- Pretty in Pink Pad Set (\$14) A portion of the proceeds go to cancer research.
- Steve Madden Pump (\$63, originally \$125) Patent peeptoes are one of the season's biggest trends.
- 10. Last-Minute Maid Service (\$171) After she's done entertaining and putting the kids to bed, she's going to need to do a lot of cleaning up. Help her do it ... by hiring someone!



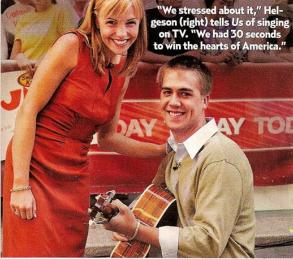
September 2007





Baby Jo





N AUGUST 22, OREGON NATIVE JESSICA MAPEL, 23, AND Arizona-born Cody Helgeson, 21, both students, won (by only 500 votes!) the chance to wed live on the Today show October 5. They talk I do's with Us. Love story The duo met more than three years ago at the restaurant where they still work. "The first night I met Jessica, I told my boss I was going to marry her," future architect Helgeson tells Us. Aisle style The pair are happy to let viewers **Paltrow** vote on wedding details and thrilled to have Martha Stewart as a planner. And after the wedding? Says nursing student Mapel, "Anywhere between four and 16 children!" SARAH GROSSBART

Hollywood's Long Locks

RAPUNZEL, RAPUNZEL, LET DOWN YOUR HAIR! GWYNETH Paltrow, Angelina Jolie and Vanessa Minnillo are just a

few leading ladies growing their tresses to great lengths. "Long hair looks sexy," trichologist Philip Kingsley tells Us. To combat tangled tresses and breakage, "use a moisturizing hair mask three times a week," advises Kingsley. "Also, the less you brush your hair, the better."

MONIQUE MENESES





From good vibrations (one bee) to major quakes (five bees), the people, places and things that are keeping Us abuzz . . .



WATEROOS

Move over, apple juice! Sarah Jessica Parker's tot, James, sips on these drink boxes filled with sugar-free fruit-flavored H₂O. (\$12 for 24, wateroos.com)



Buckle up! Jessica Biel and Kate Walsh are wild for these reversible waist cinchers. (\$98, keggy.com)



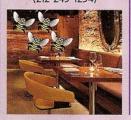


PADDLE SURFING New fitness wave: Jennifer

Aniston and **Jennifer** Garner burn about 250 calories an hour with this fun, body-toning workout.

D'OR AT AMALIA

Look for Rachel Bilson and Teri Hatcher at this swanky chandelier-lit NYC lounge that serves up dried apricot Bellinis and crispy calamari. (212-245-1234)





MANDY MOORE'S "UMBRELLA"

Moore's sultry cover of Rihanna's catchy summer hit does the original justice. (youtube.com) RACHEL PAULA ABRAHAMSON

EXCLUSIVE HIGH SCHOOL MUDGERS are arguing everything — especial Inside the backstage

August 2007



Bold graphic accents punch up any outfit





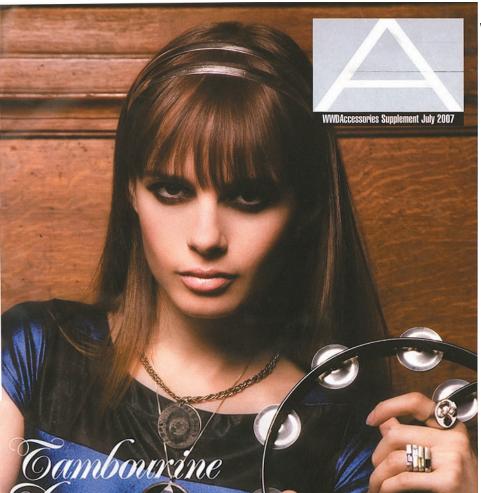




July 2007

Why he doesn't speak to JESS That wild night with LINDSAY





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In the mix



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Fashionista's Gift Guide ... With Some Help From Hollywood

Tag: People — 💂 webmaster @ 5:32 am

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Cheat Sheet

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- 3. The Gainsbourg Metallic, Slouchy Beret (\$189) Д Cameron Diaz has been spotted in tons of berets.
- MAUDE by Suss «www.sussdesigns.com»
 Д This extra-long muffler is dressy enough to wear to holiday parties.
- 5. Keggy's Bull's-Eye Belt (\$98) Д Jessica Alba has this cincher in green. Teri Hatcher owns one in turquoise.
- Rings «<u>shopfrosting.com</u>» Д The Swarovski crystal and glass stone are anything but ordinary.
- Wendy Nichol «<u>www.shopintuition.com</u>» Hand-cut, hand-cast and hand-polished.
- 8. Me Too Leopard-Print Ballet Flats (\$83) Д Animal prints look great with black or denim.
- 9. Steve Madden «www.jildorshoes.com» A Patent peeptoes are one of the season's biggest trends.
- 10. «experiences.us.lastminute.com» Д Want her to look good? Help her clean Ц by hiring someone!

24/7 Hitha Prabhakar

FRONT PAGE

ABOUT ME



The Hills invades our closets...again.

December 13, 2007 · No Comments



(Our favorite example of a brightly colored, reversible belt is brought to you by Keggy. Price \$132, for more information visit www.keggy.com.)

According to Lauren Conrad in a FoxNews.com piece, brightly colored reversible belts are so totally in for spring. I never quite got into the wide waist belt trend but these belts by Keggy seem acceptible. This is how I would wear them: Seven for all Mankind wide leg ginger jeans, a white tank top doubled up, and a pair of wedge espadrilles and gold hoops. For all you skinny minnys out there, this belt would look great cinched at the waist over a brightly colored dress!!

Categories: accessories

Tagged: belts , Lauren Conrad. , The Hills



BUSINESS

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examiner.com

Monday, December 10, 2007

WOMEN IN BUSINESS

Former lawyer using skills to tighten up belt business

By Aaron Cahall **Examiner Staff Writer**

Kerry Leikus was at a crossroads. A few years ago, she had a decision between law school and pursuing a career as a fashion designer. Think-ing it over, she finally made her choice

and became a lawyer. Leikus, 36, eventually did turn back to fashion, and two-and-a-half years ago launched Keggy, a line of designer silk belts and, soon, coats and out-erwear. The Lutherville resident said her time in the legal world wasn't wasted but gave her skills important

in opening her own business.
"I don't think that traditional edu-

cation for fashion really prepares stu-dents for what the world is like," Lei-kus said. "They show students how to make a dress [but not how] to reproduce it."

While her silk belts have caught at-tention for their color and flashiness, Leikus said the inspiration for them was much more practical.

"I was pregnant, and I was looking for a really cool hip belt to wear," she said. "When you're pregnant clothes don't fit you very well, you're always looking for a belt. I wanted to reinvent the fabric belt to reflect my own taste and style."

Leikus' taste and style have helped to set her product apart, said Jeff Prine, fashion director for jewelry and accessories magazine Lustre. Prine said many successful fashion designers began their careers in another field.

"I've found that in the fashion world, most people are some kind of career-changers," he said. "Usually people like that, who come from a business background, understand cash flow but also [are] adept at negotiation, creating alliances, creating partnerships. That's a very important thing when you're [a] beginning de-

The women's boutique Classic Serendipity in Pikesville began stock-ing Keggy products about a month ago, and owner Emily Klawans said she's seen a good response to Leikus'

"She has a good business mind and a good sense of style, and a good read on what women want," Klawans said. "I think the fabric is really unique. She use this great silk, and it's two-sided so it's kind of two belts for one."

Leikus does much of her work in Baltimore, but her company has a presence in New York. She said her belts have found success by appealing to a wide audience.



Kerry Leikus' company, Keggy, creates designer belts. - Courtesy photo

"Right now we're really lucky, our belts had a cross-generational appeal," she said. "They've been described as retro-funky, vintage, hip. It's crossed over from the young girls to the result of the re to the more sophisticated."

acahall@baltimoreexaminer.com

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CLASSIFIEDS

Jo

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Sunday Shopper: Funky Gifts at Groovy D.C.

Chronic last-minute gift-givers Manuel Cortes and Dennis DeWees found themselves searching Capitol Hill for a present just minutes before they were due at every fete. So they opened a colorful, cozy boutique on Barracks Row two months ago, featuring a range of quick pick-me-ups by mostly indie brands. (See three of our favorites, below.)

"We've stocked Groovy with a lot of local talent as well as some small companies from New York," Cortes says. "It keeps us unique."

Baubles from Capitol Hill resident Annie Rose and modernist cards by Glenn Fry of Logan Circle give the store its local focus, while Hawken Pepper's ceramic-glazed bamboo vases add sophistication -- though some of the offerings for children (Bratz activity books, for one) aren't quite as surprising. Don't see what you're looking for? Speak up. The owners order new merchandise weekly.

If you need an excuse to stop by, local photographer John Paul Laplagne, whose card line is carried by the shop, will be at Groovy on Saturday from 6 to 10 p.m. The event is part of the block's Second Saturday festivities, when shops such as Hoopla Traders, Homebody and Alvear Studio stay open until 10 p.m., and restaurants and clubs offer deals on dinner and drinks.

-- Karen Sommer Shalett

Groovy D.C., 428 Eighth St. SE, 202-544-6633, http://www.groovydc.com/





Reversible belt

These screen-printed belts (\$95 each) feature kicky graphics designed by Lutherville resident Kerryann Leikus. Sling one around a pair of pants in a contrasting pattern, or use it to cinch in the waist of a solid-colored tunic.



Square platter