

# NORDSTROM

## Nordstrom Taps Off-Price Retail Veterans to Support Nordstrom Rack

March 10, 2022

Nordstrom Rack continues to play a critical role in our Closer to You strategy, helping us serve more customers, both in-store and online, and in the ways that are most convenient for them.

We're seeing more and more customers take advantage of our interconnected model of Nordstrom and Rack banner stores. For example, many customers are choosing to pick up their Nordstrom.com orders at our Rack locations. Last quarter alone, one-third of next-day Nordstrom.com demand was picked up at our Rack stores.

At our recent earnings call, we talked about this momentum and the progress we've made to date at Rack. We shared details about our multi-layered plan and how we're delivering what our customers expect from a Nordstrom experience. This focus includes expanding our offerings of the most coveted brands we carry, sourcing from new vendors and creating a more efficient and optimized supply chain network to ensure we have the selection our customers want.

To help us achieve these goals, we're thrilled to announce three new leadership appointments within our merchandising and supply chain at Nordstrom Rack.



**Nancy Mair, Senior Vice President, Rack Merchandising**

Nancy will help develop and execute the Rack merchandise strategy across both Nordstrom Rack stores and NordstromRack.com. She'll focus on making sure we have the products that our customers want, while also helping us attract new customers. Nancy previously worked at Burlington Stores for 26 years, where she began as an intern and ultimately served as SVP/GMM of multiple merchandising areas. Most recently, Nancy started her own consulting company working with private equity, global retailers and wholesalers, specifically focused on formulating and improving off-price strategies. In addition to her consulting work, Nancy is an adjunct professor at Fashion Institute of Technology in the Fashion Business Department.



**Kelley Wotton-Gantner, Vice President, Divisional Merchandise Manager**

Kelley joined Nordstrom in September 2020 as Senior Director, Merchandising with a focus on the price conscious consumer. In March, she will shift into her new role leading a broader scope of buying for Nordstrom Rack. With more than 24 years of

experience, Kelley is a merchandising leader with experience in strategic planning, revenue and profit generation and vendor relations. Prior to Nordstrom, Kelley held leadership roles at a variety of off-price retailers including Macy's Backstage, Beall's Inc., TJX Companies and Bob's Stores.



**Stacy Lippa, Vice President, Rack Supply Chain**

Stacy Lippa will work across the organization to drive store growth by aligning stakeholders and resources to support Rack supply chain needs. Stacy joins Nordstrom with 19 years of experience, most recently leading the distribution and fulfillment networks at Five Below. Before that, Stacy spent 17 years at Target in various leadership roles across imports, transportation, replenishment, distribution and food supply chains. She is a member of the Council on Competitiveness. "Nancy, Kelley and Stacy each bring extensive off-price retail experience to important areas of our Rack business, and we're thrilled to welcome them to the team," said Geevy Thomas, President, Nordstrom Rack. "Their collective expertise in driving off-price growth and transformation will help us drive continued improvement, achieve our goals and deliver the best possible experience for our customers from product selection through delivery."

We welcome Nancy, Kelley and Stacy to their new roles and look forward to their collective contributions to our Nordstrom Rack business.