



CREW CUTS

Commercial Real Estate Women - Orange County

Mark Your Calendars

July 16, 2002

Membership Social
First American Title
Insurance Co.

August 7, 2002

Summer Party
Balboa Yacht Club

September 17, 2002

Luncheon
Topic: Technology
The Pacific Club

October 15, 2002

Luncheon
Topic: Rancho Mission Viejo
The Pacific Club

December 3, 2002

Holiday Party
Bistango

CREW reserves the right to
change dates,
locations and speakers

www.crew-oc.org

President's Message (Part I)

by Karen Hardy, 2002 President

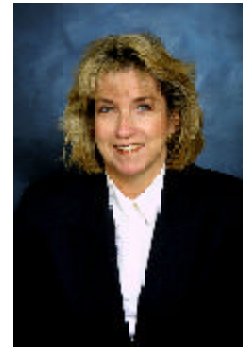
It is with a great sense of pride that I find myself, once again, swinging the gavel for CREW Orange County, as your President for 2002. The last 6 years of my involvement with CREW have been extremely rewarding, both personally and professionally.

I'd like to take this opportunity to elaborate on the virtues of "Getting Involved!" at the local and/or national levels of CREW, and making the most of your membership.

Our Mission Statement says it all: "The mission of CREW Orange County is to promote women in

commercial real estate by fostering relationships, creating business and personal growth opportunities and providing professional education."

It's all here for the taking, but you must take the first step. Every month we have the opportunity, whether it's a Luncheon Program or a "Members Only" event, to get together with our peers in a fun and informative environment. The programs are phenomenal, from the topics to the



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Member News/Member Deals

Doris Bolton, one of our more active golfing members, is now with Roel Construction Company, 949-221-0363. Former CREW-OC President, **Cheryl Byrne** of KBS Realty Advisors, has been promoted to Senior Vice President. Another former president, **Beth Kiley** (The Kiley Company, commercial appraisers) reports that **Sandra Christ**, the former volunteer chair of our fun golf clinics, is now working for the County of Orange in the Real Estate Services Division at the Public Facilities & Resources Department. And Beth herself was nominated this spring for the Orange County Business Journal's inaugural "Excellence in Entrepreneurship Awards."

Long-time CREW supporter and UCI management professor **Dr. Judy Rosener** was a recipient of the Humanitarian of the Year Award from the National Conference of Community and Justice (formerly the National Conference of Christians and Jews).

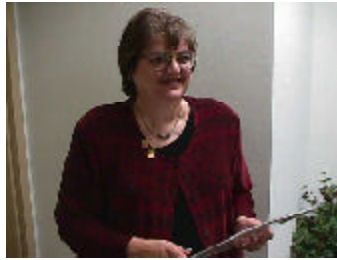
Cathy Voreyer with Berkshire Mortgage Finance, closed four deals through **Rick Hopcraft** at First American Title, totaling \$32 million. Cathy notes the deals came together "as a direct result of networking through CREW meetings."

Congratulations to all of these CREW-OC members!

Program Review: February/March 2002

CREW member Barbara Swartz led the February program panel reviewing the office, industrial and retail markets. Sharon Courtway of The Festival Companies (also a long-time CREW member) reported that confidence was up in 2001 in the retail market, with drug/grocery centers generating particular interest.

Barbara Swartz



improvement in the diversity of the industrial base in Orange County.

George Economos of NAI Capital gave detailed vacancy rates in the various segments of the Orange County office market and indicated that this summer (July/August) will be the best time for tenants to negotiate their deals with large landlords such as the Irvine Company. His recommendation was that, if you are looking for office space, you won't do better than between February and the end of Summer 2002.

Lee McCullough of Colliers Seely graciously renewed her appearance from the prior two years to report on the industrial market. Amidst entertaining stories, she informed us that, despite decreasing volume from 2000, the prognosis for increasing rent and sale prices for industrial land is good – we still have a tight industrial market. This is due to the lack of available land and the



In the March program, Cathy Voreyer of Berkshire Mortgage Finance and Sharon Kline of L.J. Melody & Company moderated a program reviewing the capital markets. This "Ten Billion Dollar Panel" was given that name by Cathy because panel members Daryl Carter of Capri Capital, Pam Fairbanks of GE Capital, Duane Hastings of Wells Fargo Bank and Elizabeth Muñoz of MetLife together with Sharon and Cathy collectively have nearly ten billion dollars to lend for the year 2002. This wonderful panel, representing many sectors of the financial markets, gave insights into what types of deals they look for and projections for the year ahead.

Come join us at the next exciting program at the Pacific Club to keep up on the latest developments in commercial real estate!

Until next time...

President's Message (Part I)

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programs committee makes a very special effort to "mix it up," so all facets of the industry are addressed. Prior to the start of each program, we encourage people to show up early and network. This is a prime time to make those connections that can lead to your next deal! Take advantage of it!

So you come to the programs, and hopefully, you come away with new information that will have a positive effect on your job – knowledge is strength! Now, it's time to take the next step. It may FEEL like a big step, but in fact, it is a very small step

that has a huge reward attached. If you recall, when you filled out your membership application, you noticed that one of the requirements of membership was to serve on a committee, and there were a number of choices. Now is the time, if you are not already involved, to speak up and let one of the committee chairs know you would like to be part of their "team." In doing so, you will open up the door leading that much quicker to new relationships, which will lead to creating business and be a major step advancing your personal growth opportunities.

Welcome to New CREW-OC Members

CREW-OC continues to grow with the recent addition of the following dynamic group of women to our roster. Please be sure to personally welcome them... and don't neglect networking opportunities with these new members!

Teale Hotchkiss, a retail broker at Grubb & Ellis, 949-608-2000; **Betty Lynn Senes**, a project manager at Roel Construction, 619-247-2770; **Debi Stanley**, national accounts representative, Parasec, 949-215-6085; **Collette Witting**, vice president of Union Bank, 949-553-7067; **Nadine Cleberg**, assistant vice president commercial relationship officer at Chino Commercial Bank,

909-393-8880; **Lori Smith**, an associate in the Office Division at Grubb & Ellis, 714-839-6042; **Cynthia Murphy**, vice president at The Festival Companies, 949-548-0638; **Linda Hansen**, an associate with Occupancy Cost Audit Group, 949-678-7007; **Ellen Guccione**, senior vice president, Capri Capital, 949-442-2400; **Debra Kroning**, senior vice president, Capri Capital, 949-442-2400; **Beverly Bunn-Arch**, a real estate executive search consultant with Klein Mejia, 714-368-0298; **Victoria Castillo**, a capital markets manager with Johnson Capital Group, 949-660-1999; **Terri Neal**, a consultant with Cap Gemini Ernst & Young, 714-832-2814.

CREW on the Green

From Left to Right: Beth Kiley, Debi Stanley, Terri Neal, Diane Bartko, Cathy Voreyer, Doris Bolton, Beverly Bunn Arch, Annette Steele and Norma Shaw all had a great time at the members only Golf Clinic at Tustin Ranch Golf Club.



Mission Statement

The mission of CREW Orange County is to promote women in commercial real estate by fostering relationships, creating business and personal growth opportunities and providing professional education.

CREW-OC 2002 Board

Karen Hardy - President

Trendzitions
(949) 851-1900

Denise Howell - Past President

Crosby, Heafey, Roach & May
(213) 457-8000

Leann Berry - First Vice President

First American Title Insurance Company
(714) 800-4723

Leann Berry - Membership

First American Title Insurance Company
(714) 800-4723

Open Position - Second Vice President

Annette Steele - Sponsorship

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(714) 740-8850

Marcia Forsyth - Secretary

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(714) 641-3543

Lori Sarner Smith - Programs

Rutan & Tucker
714-641-3451

Cheryl Dow - Treasurer

Stradling, Yocca, Carlson & Rauth
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CREW - OC
1188-A Bryan Avenue
Tustin, CA 92780

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OUR 2002
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