

Quarter I 2004
Winter

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President's Message

To quote from the January 2004 issue of the national CREW Networks newsletter:

"Now is the time to act on your commitment to your career and to your professional association. Identify opportunities to showcase your expertise in the industry through speaking engagements, and writing and teaching opportunities. Keep your eyes open for leadership opportunities that can create exposure for you among your peers."

This is good advice for all of us and CREW-OC would like to be your partner in promoting both your personal and professional goals. In addition to the obvious networking opportunities at our luncheon meetings and special events, CREW-OC can also be a treasure trove of other benefits, which may not be so apparent. Participation on the Board or on a committee can improve and encourage teamworking, speaking, writing and organizational skills. There are speaking opportunities at our luncheon meetings as well as with other organizations—for example, CREW-OC, along with the other Southern California chapters—has been asked to put together a panel of speakers for the IREM conference in June. Fellow CREW-OC members can be not only potential sources of business, but also sources of information, expertise and sometimes even a sounding board.



2004 President
CREW- Orange County
Cheryl A. Dow, Esq.

CREW-OC

New 2004 Executive Board

President: Cheryl A. Dow

President Elect:	Lori Sarner Smith	Facilities:	Doris Bolton
Secretary:	Terri Neal, Vivian Shiu	Membership:	Mary Figlioli, Leann Berry
Treasurer:	Michelle Schierberl	Newsletter:	Cynthia Bongiovanni
Sponsorship:	Annette Steele	Programs:	Lori Sarner Smith, Karen Hardy
National Delegates:	Sharon Courtway, Mary Figlioli	Past President:	Leann Berry
Special Events:	Debi Stanley	Executive Director:	Heather DeSha

Bistango Holiday Party 2003

On December 9th, CREW-OC celebrated the holiday season at Bistango Restaurant in Irvine, CA. 36 members attended, many of whom brought their spouses and significant others.



Among the most notable of guests was Ms. Doris Dow, who came not only to enjoy the festivities, but also to show support and pride in her daughter, CREW-OC's newly elected President, Cheryl Dow.



Gary Poelstra & Eileen Schuler, Jerri Klein & husband, Sam Kaplan, Linda Hansen and Larry Lehmann

WATCH THE CALENDAR

Great Spring and Summer events
are in the works!

Golf Clinic

Networking Dinners

Educational Programs

Fundraising Event

Spa/Fashion Events

For a full event calendar and lots of other great information, visit the CREW Orange County Website at: www.crew-oc.org

2004
GOLD SPONSORS
Berkshire Mortgage Finance
First American Title Insurance
Grubb & Ellis Company
Stradling, Yocca, Carlson & Rauth

Thanks!

For Sponsorship Information:
amsteele@transwestern.net

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SECTION 2

9 CREW Members were among those chosen

by *Real Estate Southern California*, including one Orange County member, Mary Ann King of Moran & Company

If you've got an announcement about your accomplishments, those of another CREW member, or of how two or more CREW members collaborated on a successful project together, please share!

2004
SILVER SPONSORS
Craig Realty Group
Roel Construction Company

Thanks!

For Sponsorship Information:
amsteele@transwestern.net

Congratulations to CREW-LA Members also Selected

Gloria Gil, LA County Employees' Retirement Association

Gail Goldstein, LA Region Equity Office

Susan Fowler McNally, Gilchrist & Rutter

Sonia Ransom, Allen Matkins, Leck, Gamble & Mallory

Denise Schulz, California National Bank

Angela Siuta, SCI Real Estate Investments

Cheryl (Dennie) Smith, Smith Consulting Architects

Mary Marx, Cushman & Wakefield

Mary Ann King is a CREW-OC member and President of Moran & Company, a national apartment investment and brokerage firm, and she is one of...



CREW-OC's
Mary Ann King

California's Most Powerful Women in Real Estate

The 2003 *Real Estate Southern California* nominees represent virtually every facet of the Southland's commercial real estate industry. The winners are all highly accomplished women who continue to blaze new trails for their female counterparts in a traditionally male-dominated profession.

Between 1975 and 1981, Mary Ann King received a B.A. in Urban Studies from Middlebury College, a Master's Degree in City and Regional Planning from Harvard, and a Master's of Management (MBA) with a major in Finance from Northwestern.

From 1977-1983, she worked in the Real Estate Department of Continental Bank. She was made an officer in 1979, an AVP in 1981, and a VP in 1983. From 1982-1983, she was responsible for managing a team of lenders involved in underwriting condominium conversion loans nationwide.

In 1983, Ms. King joined Moran & Company in Chicago as its Vice President of Acquisitions and Finance. In 1994, she became licensed as a broker and sold the first property ever listed by Moran & Company's newly formed brokerage division. Since that time, Ms. King has been responsible for some 47% of the \$3.6 billion in apartment transactions handled by her company.

Mary Ann King is licensed as a broker in California, Washington, Colorado, Arizona, and Georgia.

Networking Success



Quality People

Catherine Anderson of LANI and Linda Rehm, Esq. met at a CREW Monthly Luncheon at the Pacific Club in mid-2003.

1. During the usual introductions, Catherine stood up and spoke about what her company did, which is to provide professional staffing to the Commercial Real Estate and Banking Industry.

2. When it was Linda's turn to introduce herself, she provided a brief background of her experience, and also stated that she was searching for work.

3. The two met after the luncheon and within a week, Catherine had placed Linda on assignment.

Quality Relationships

Jane Casanova with JJS Inc. General Contractors introduced herself to Betsy Cobb-Seliga of Hager Pacific Properties at a recent CREW luncheon.

1. One week later, Jane's firm was bidding on a Hager project - and won the business.

2. At the same meeting, Karen Priesman, also of Hager Pacific Properties, met Joann Reina, who recommended another contractor that also bid on the work.

3. CREW connections allowed Karen and Betsy to find good, qualified contractors for their company.

and that's just part of what CREW-OC is all about!

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SECTION 3



Membership Notes

Welcome New Members!

Announcements

2004
BRONZ SPONSORS
Holiday Fenoglio Fowler, L.P.
Parasec, Inc.
Standard Parking

The deadline for the next CREW'sLetter is June 30th!

All items will be edited for you.

Please email photos, networking stories
and items of interest to:

Newsletter Chair,
Cynthia Bongiovanni
cbon@ticongc.com

A special thanks to Newsletter Committee
Co-Chairs, Karine Clark-Foreman of George
Elkins Mortgage Banking Company, Newport
Beach, and Loretta Goltara of Cushman &
Wakefield, Irvine, for helping to make this
CREW'sLetter possible.

Welcome New Members!

CREW-Orange County welcomed 5 new members during the second half of 2003, and 22 new members (so far) in the first quarter of 2004. Please be sure to introduce yourselves to our new members.

2003

Catherine Anderson	LANI
Barbara Kelley	Moss Adams
Rita Ohmer	PriVest Bank
Jeannette Poe	Urdang Capital
Mary Sullivan	Grubb & Ellis

2004

Brenda Benter	The Irvine Company
Jane Casanova	JJS General Contractors
Cori Caso	CB Richard Ellis
Jeanie Evans	ICI Development
Diana Hallal	Bank of America
Barbara Hauck	Pacific Liberty Bank
Diane Heyden	Pacific Liberty Bank
Carolyn Jackson	Comerica Bank
Sandy Loubert	INCO Company
Irene Mack	Irene Mack CPA APC
Gwen Mackenzie	Sperry Van Ness
Roberta Moritz	Seaside Capital
Charlene Nichols	LANI
Joann Reina	(Self Employed)
Holly Sandler	J.L. Hare Associates
Carol Serlin	ENVIRON International
Dee Shipley	Cushman & Wakefield
Bitu Tabatabai	ENVIRON International
Carmen Twork	The Irvine Company
Shab Vakili	KSP Studio
Rebekah Wale	ENVIRON International
Darlene Wright	LANI

Announcements



Ruth Brajevich with Ware Malcomb Irvine, was promoted from Director of Marketing to Principal, Marketing. Ruth has been with Ware Malcomb since 1998.

Michelle Schierberl (Grubb & Ellis Co.) and her team represented the seller in the recent \$50 million sale of Plaza Paseo Real, a 147,207 square foot retail center located in Carlsbad, California.

Karine Clark-Foreman has accepted a position as Vice President and Senior Commercial Loan Officer with the Newport Beach office of George Elkins Mortgage Banking.

Mary Figlioli has gone out on her own, working as an independent Loan Originator for her new company, Seaside Capital Partners, located in Lake Forest.

Sandy Loubert has joined INCO Company's Long Beach office as a broker specializing in the Orange County and Long Beach office markets.

Carol Shumway joined the Newport Beach office of CB Richard Ellis in December 2003 as the Director of Operations, Asset Services.

Karen Priesman joined the Newport Beach office of Hager Pacific Properties, where she is responsible for asset management of a 2 million square feet of industrial and office properties from the San Fernando Valley to Orange County and the Inland Empire.

Brenda Benter joined the Irvine Company in October 2003 as Director of Retail Leasing, Operating Centers.

Deborah Richards has purchased her company, Landata, with her partner, Steve Hudson. The new company will be called HudsonRichards and provides nationwide ALTA Land Surveys.

Loretta Goltara, Senior Brokerage Coordinator with Cushman & Wakefield, will be taking a leave of absence in June, as she and her husband are expecting their first child on June 23rd. She anticipates returning in October.

CREW-OC members lost a friend in December with the passing of attorney Countess Pease Jeffries. Her memorial service in January at the Big Canyon Country Club was attended by CREW members Cheryl Dow, Sharon Courtway and Lori Kramer. At the service, friends flew private planes overhead in a "missing man formation." For a tribute to Countess, go to www.legacy.com.