



Quarter I 2005
Winter – Spring

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Thanks!

2005 GOLD SPONSORS

- Deutsche Bank Berkshire Mortgage*
- First American Title*
- Grubb & Ellis*
- LandAmerica Commercial Services*
- Rutan & Tucker*
- Stradling, Yocca, Carlson & Rauth*

MARK YOUR CALENDAR

Thursday, April 7 and Friday, April 8

5:30 – 7 pm Thursday

8:00 am – 4 pm Friday

CREW California Conference
Hyatt Regency Newport Beach
(Bring a Guest Event)

Monday, April 18 10:30 am – 7:00 pm

CREW Classic Golf Tournament
Monarch Beach Golf Links, Dana Point
(Charitable Event)

For a full event calendar and lots of other great information, go to the CREW Orange County website at:

www.crew-oc.org

Charity Golf Tournament

CREW – OC is hosting its first charity golf tournament on April 18, 2005. The event, held at Monarch Links, will include 18 holes of golf in a Shamble format, lunch, dinner, silent auction, and a variety of contests. Earnings from the golf tournament will benefit two local Orange County charities – Building Block Foundation Fund and WISEplace. Sponsorship opportunities for this event still are available. You can register for the event at www.crew-oc.org.

CREW's Philanthropy Continues at Summer Party

More than 150 people attended CREW-OC's summer party, held at the Balboa Yacht Club on August 3, 2004.

Contributions, made through direct donations and gifts, helped CREW raise more than \$5,500 for WISEplace. Twenty-two companies donated to help make this event a huge fund-raising success: Berkshire Mortgage, Craig Realty Group, First American Title, Grubb & Ellis, Harris Realty, Hopkins Real Estate Group, KBS Realty Advisors, The Kiley Company, Moss Adams, LLP, OAG, Parasec, Rutan & Tucker, Seaside Capital Partners, Shea Properties, Standard Parking, Stradling, Yocca, Carlson & Rauth, TICON General Contractors, Transwestern Commercial Services, Trendzitions, US Bank, WARE MALCOMB, and Washington Mutual Bank. Thanks to all of our contributors!



Full tables at the Summer Party!



First CREW California Conference – April 2005

Mark your calendars now to make sure you attend the inaugural CREW-California Conference, which will be held April 7 and 8, 2005 at the Hyatt Regency in Newport Beach. All six California CREW chapters are collaborating to bring you this special event. Members of neighboring CREW chapters in Oregon, Washington, Nevada, Arizona and Utah also are expected to attend, greatly enhancing the opportunities for networking.

Several exciting presentations and panels are planned, including the Keynote luncheon, which will feature Todd Powloski of Virgin America, a new start-up airline, based in California. Todd will relate the story behind Virgin's national search for its operational headquarters, and why it chose the Bay Area. Senator Speier, who was instrumental in landing the company, will describe efforts made to attract Virgin America.

A special professional development event also is included in the agenda. Laurie Puhn, J.D., Founder and President of Laurie Puhn Institute will motivate attendees by teaching us "Instant Persuasion: How to Change Your Words to Change Your Life."

Several panels addressing economic development and market niches will be held on Friday. The economic development panel includes representatives from San Mateo County, Long Beach, San Jose and San Diego. The market niche panel features panelists from CBRE, BT/Terranomics, Colliers, Grubb & Ellis, and Gilchrist & Rutter.

The event will be kicked-off with a welcome reception on Thursday evening, followed by dine arounds at local restaurants. CREW members have been working overtime to make this event a success. We all look forward to seeing you there!

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SECTION 2

Past Events

CREW offers many opportunities to meet new professionals and to network. CREW events provide a great opportunity to mix business with pleasure.

Networking, Hawaiian Style!

On July 15th, Debi Stanley hosted a Hawaiian-themed networking dinner at her home. With the help of Jocelyn Sison of CW Capital, Lynn Conner of Parasec, Susan O'Neil of Impac Companies and also Debi's husband Ed, Debi's home was transformed into a tropical paradise.

After being treated to Polynesian cocktails and appetizers, the group moved to the pool area for dinner, which was a delicious mix of luau-themed menu items, including the traditional whole roasted pig! To encourage new connections, Debi collected each guest's name tag lei, mixed the leis up and gave half of the guests back a lei that had another guest's name tag. Everyone then changed seats to visit with the guest whose name tag they received. It was a wonderful way to "mix it up" and give everyone a chance to truly network.



Debi Stanley and Lynn Conner at the Luau

A New Year . . .

On January 12, 2005, the Garden Room at First American Title was the site of the annual Kick-Off Cocktail party, where existing CREW members mixed with new members and guests. While enjoying various libations, attendees also were treated to a description of monthly programs and special events for 2005. Representatives from WISEplace were on hand to describe the organization's programs to help foster independent women. Everyone enjoyed the reception and the preview for 2005.



Linda Hansen, Debi Stanley and her husband, Eddie, Terri Neal, and Barbara Kelley, enjoying the holiday party

'Twas the Holiday Season .

CREW members and guests met at Bistango's on December 7, 2004 to celebrate the holiday season. In glamorous attire, all members and guests enjoyed the cosy atmosphere, relaxing music, and sumptuous dinner. Ample opportunity was provided for enjoying old friends, meeting new acquaintances, and of course, for networking.

One of the highlights of the evening included a gift exchange where lucky recipients were selected based on an opportunity drawing. The gavel also was passed to the new president of CREW - OC, Lori Smith. Thanks to all who attended the party and made it a night to remember.



Passing the Presidential gavel, from Cheryl Dow to Lori Smith

Thanks!

2005 SILVER SPONSORS

Craig Realty Group
U.S. Bank - SBA
TICOR Title Company

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.

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SECTION 3

Business without Borders

CREW encourages networking at the local and national levels, and beyond.

Don't miss Seattle in 2005!

CREW 2005 Board of Directors

Lori Smith – President

Mary Figlioli – President Elect
Second Year Delegate

Cheryl Dow – Past President

Wanda Chihak – Treasurer

Michelle Schierberl – Special Events II

Vivian Shiu – Secretary

Annette Steele – First Year Delegate

Teale Hotchkiss – Philanthropy

Debi Stanley – Special Events I

Karen Hardy – Programs

Carol Serlin – Newsletter

Terri Neal – Membership

Cindy Bongiovanni – Sponsorship

Doris Bolton – Facilities

Shab Vakili – Publicity

Business Without Borders Proves to be Networking Nirvana!

2004 CREW Network Convention A Hit

With more than 750 total attendees, the 2004 CREW Network Annual Convention and Network Marketplace held in Toronto, October 13–16, 2004 took the concept of *Business Without Borders* to a whole new dimension

From sunup to sundown, CREW members participated in networking activities that ranged from early morning NetWalks and networking breakfasts, to interactive educational sessions, the Network Marketplace and evening networking receptions.

True to the convention theme *Business Without Borders*, CREW members not only explored the idea of crossing international borders to do business with one another, they looked beyond their own professional “borders” to discover new opportunities to do business with fellow CREW members. It was indeed networking nirvana.

One of the most popular sessions of the Convention was the CEO Roundtable luncheon that included industry leaders Arthur Mirante, CEO of Cushman & Wakefield, John Flavin, senior vice president of Grosvenor Americas Inc., and Ric Clark, CEO of Brookfield Properties Corporation, who each provided a brief overview of their companies and current activities.



In addition, CREW members attended concurrent sessions on specific topics such as multi-purpose facilities, trends in industrial real estate, developing international markets and the future of capital markets. And when not in the traditional classroom setting, members took their education to the “streets” where they toured the transformation of Toronto’s waterfront, and learned about its unique underground retail pedestrian walkway system called the PATH.

Prior to the opening of the 2004 Convention, CREW’s Council of Delegates met to conduct Network business, which included the approval of three new CREW chapters: CREW Hampton Roads (Virginia), CREW Lehigh Valley (Pennsylvania) and CREW Northern Nevada. These three chapters officially joined the Network on January 1, 2005, making CREW Network 54 chapters strong! Additionally, delegates were presented with updates on several CREW initiatives including the resurrection of the Speakers/Writers Bureau, working to increase the exposure of CREW members; the Membership/Dues Task Force, exploring opportunities to create more value for CREW members; the University Outreach Task Force, exploring opportunities to increase the number of women entering the industry; and the now-forming Research Task Force, which will work with an outside consultant to identify and define a CREW-funded research project for 2005.

Additionally, members of CREW Foundation unveiled the exciting new program, CREW Careers, a participatory classroom project designed to promote to teenage girls the many career opportunities that are available to women in the commercial real estate industry. The Foundation is in the process of identifying 5–7 CREW chapters to pilot this program in their local communities beginning in 2005.

As the old adage goes, miss convention once, shame on us! Miss convention twice and you may have just missed out on a multi-million dollar deal. With that said, see you in Seattle next year!

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SECTION 4



Membership Notes. . .

It's a new year and we want to welcome our new members.

Thanks!

2004 BRONZE SPONSORS

*Cushman & Wakefield of California
JL Hare Associates
Kimball Office/IOS
Parasec, Inc.
Standard Parking*

For sponsorship, email Cindy Bongionvanni at cbon@ticongc.com

www.crew-oc.org is your link to CREW, and CREW's link to you...

Consider the site your first source for vendors, business partners, programs, and events

Make sure your own information is always updated and current.

Who to call for what? Click on the Board of Directors link, then select the name to email the member that corresponds with the area of your inquiry.

WELCOME NEW MEMBERS

Tricia Adamson – Account Exec., Costar Group
Neila Bernstein, Esq. – Rutan & Tucker
Stephanie Bologna – Loan Consultant, Washington Mutual
Wanda Chihak – Senior VP, LNR Property
Alethea Franklin – Pres., Franklin Insurance
Janice Fuchs – VP, The Irvine Co.
Gale Hunt – S. Escrow Officer, LandAmerica
Alisa Jardine, Esq. – Stradling, Yocca, Carlson & Rauth
Debra Klein – Major Accounts, LandAmerica
Sharon MacDougall – Business Manager, Kimball Office
Denise Matteredo – Business Dev., RGA Env, Inc.
Kaitlin Murphy – Real Estate Analyst, Holliday Fenoglio Fowler
Evelyn Nash – Leasing/Sales Agent, Coldwell Banker
Selina Parelskin – Senior VP, Ticor Title Company
Patricia Ragge – Leasing Manager, Layton Belling & Associates
Patty Reid – Marketing Rep., Concord Escrow
Patrick Williams – Owner, Williams Construction Services

CREW Deals

In September 2004, CREW members Elizabeth Kiley, Eileen Schuler and Karen Hardy worked together to purchase some property in Tustin. Kiley purchased the industrial condo for \$616,768. Eileen Schuler was the broker for the purchase and Karen Hardy was the relocation consultant. Jerri Klein of Wachovia Small Business Finance provided financing, and Rick Hopcraft of First American Title Insurance provided title insurance.



Eileen Schuler, Karen Hardy, Rick Hopcraft, Elizabeth Kiley and Jerri Klein

TRANSITIONS

Barbara J. Kelley, CPA, MST, has opened her own accounting, tax, and business advisement practice. Barbara can be reached at Barbara@bkelleycpa.com

Sharon Courtway, CLS has taken a new position as Director of Leasing for Hopkins Real Estate Group in Newport Beach. Sharon can be contacted via email at scourtway@hopkinsgroup.com

Cori Caso, formerly with CBRE is now a Senior Associate at the Trammell Crow Company in Irvine. Cori can be contacted at ccaso@trammellcrow.com

PROGRAMS RECAP

CREW monthly luncheon programs are typically held on one Tuesday of each month at the beautiful Pacific Club in Irvine, and are open to all men and women involved in commercial real estate, whether members or non-members. The March 22, 2005 luncheon is entitled "Capital Markets Overview" – Moderators Sharon Kline, Director LJ Melody & Company, and Cathy Voreyer, Director Wachovia Securities. Panelists – Lesley M. Love, Fremont Investment & Loan; Steve Randall, MONY; Fred Fanganello, Column Financial; and Ed Balazs, EuroHypo HG.

CREW Presentations

On October 19, 2004, CREW member Sharon Courtway, the Director of Leasing for Hopkins Real Estate Group, was a panelist for ACRE's "BIG BOX RETAILERS" meeting. The other panelists included the retailers Home Depot, Office Depot, and Costco, and the landlords Delson Advantage Corp., and Castle & Cooke Commercial, Inc. The discussion focused on tenant requirements, the difficulties associated with finding good real estate in urban areas, and challenges associated with exclusives, parking, and deal structure.