



# crewNEWS

CREW San Diego Quarterly Newsletter

Issue 1 | spring 2012

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## President's Message

### NEW YEAR – NEW OPTIMISM

2012...Happy New Year!

It's hard to believe we are speeding through the first quarter of 2012 and it's apparent that everyone is busy.... Is it getting better out there? Are we seeing the change we've been waiting for? We've been cautiously going about our business and bracing ourselves for what's next. That's why this is an important time for all of us to increase the strength of our networks and support our industry on every level.



### TIFFANY ENGLISH

2012 CREW San Diego  
President

CREW is an important part of one's networks. The organization's members strive to support one another in good times and bad. Fundamental to CREW is working with other members on projects that call for varied resources and skills. With this large diverse network, members have the resources to create new and different ways of structuring deals, to focus on the bottom line, and to inspire others to work as a team to get the job done. The contacts made through CREW facilitate strong, lasting relationships.

In April, real estate and construction professionals throughout the state will meet in Los Angeles for the annual CREW California conference. Riding on the renewed tide of optimism, this year's conference is entitled "The Next Wave in California Commercial Real Estate." If you are a member of the commercial real estate industry, this is a must attend event.

A variety of panels, presentations and keynote speakers will fill the two-day agenda by preparing the attendees for what's next in our industry. Hundreds of professionals from San Diego to Sacramento are expected to attend. Additional information is available at [www.crewcalifornia.org](http://www.crewcalifornia.org).

I feel honored to be a member of an organization comprised of so many amazing, successful, motivated, and diverse people who inspire me every day. I look forward to a year filled with new ideas, creative thinking and a network of people determined to see our industry grow and flourish to become better and stronger than before.

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## 2012 BOARD OF DIRECTORS

### PRESIDENT

#### Tiffany English

Ware Malcomb Architects

[tenglish@waremalcomb.com](mailto:tenglish@waremalcomb.com)

### VICE PRESIDENT / PRESIDENT ELECT

#### Kellie Hill

Cassidy Turley

[kellie.hill@cassidyturley.com](mailto:kellie.hill@cassidyturley.com)

### 1ST VICE PRESIDENT ~ MEMBERSHIP

#### Lindsey Smith

KW Commercial

[lindseysmith@kw.com](mailto:lindseysmith@kw.com)

### 2ND VICE PRESIDENT - SPONSORSHIP

**Debra Aitken**

California Bank & Trust  
[debra.aitken@calbt.com](mailto:debra.aitken@calbt.com)

TREASURER

**Jennifer Shumaker**

Douglas Allred Co.  
[shu@dac-usa.com](mailto:shu@dac-usa.com)

SECRETARY

**Debbie Curtis**

Janez Group  
[dcurtis@janezgroup.com](mailto:dcurtis@janezgroup.com)

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**Amanda Chandler**

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[achandler@unisourceit.com](mailto:achandler@unisourceit.com)

DIRECTOR OF

MARKETING COMMUNICATIONS

**Jill Hogan**

West Coast Retail Management  
[jhogan@wcretail.com](mailto:jhogan@wcretail.com)

DIRECTOR OF SPECIAL EVENTS

**Amber Mauer**

The Miller Hull Partnership  
[amauer@millerhull.com](mailto:amauer@millerhull.com)

NATIONAL DELEGATE

**Angela Rauzi**

Dowling Construction  
[angelar@dowlingconst.com](mailto:angelar@dowlingconst.com)

IMMEDIATE PAST PRESIDENT

**Allison Beall**

Pacific Building Group  
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CHAPTER ADMINISTRATOR

**Tamara LaChimia**

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# CREW San Diego Done Deals



| Project                      | CREW Members   |
|------------------------------|--|
| TSG Solutions                | Ulrich Artscaping, Unisource Solutions                     |
| TVC Optometry                | Johnson & Jennings, Ware Malcomb                           |
| Daikont                      | ID Studios, Unisource Solutions                            |
| Jones Day                    | Johnson & Jennings, Unisource Solutions, Howard's Rug      |
| Active Network               | Unisource Solutions, Ware Malcomb                          |
| Morris Eye Group             | Ware Malcomb, G/M Business Interiors                       |
| Scripps Oceanside            | Ware Malcomb, G/M Business Interiors                       |
| La Jolla Conferencing Center | Ware Malcomb, Johnson & Jennings                           |
| Genentech                    | Cassidy Turley, MyOffice                                   |
| OnX Enterprise Solutions     | Cassidy Turley, Ware Malcomb, IES Commercial               |
| Torrey Pines Logic           | Cassidy Turley, G/M Business Interiors, Facility Solutions |

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## Member News

### LORI ANN STEVENS AWARDED TOP 20 UNDER 40

Congratulations to Lori Ann Stevens, LEED AP, Senior Project Manager at Turner Construction, who was recently recognized in Engineering News-Record as one of the Top 20 Under 40 in California's A/E/C industry. Lori was nominated and then awarded for her exceptional leadership and her commitment to giving back through volunteer efforts. To view the article [click here](#).



### ANNE BENGE NAMED ONE OF SAN DIEGO'S TOP REAL ESTATE INFLUENTIALS

Congratulations to Anne Bengé, President at Unisource Solutions, for being recognized by the San Diego Daily Transcript as a 2012 Top Real Estate Influential. Anne is a CREW Legacy Member and has served on the San Diego board of directors, most recently as Past President.



[Read more](#)

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## CREW SAN DIEGO WOULD LIKE TO WELCOME OUR 1ST QUARTER NEW MEMBERS

Welcome to CREW San Diego! We invite you to join a network of commercial real estate professionals committed to educating and advancing women in the industry. If you haven't already, please take advantage of the many programs and events the chapter offers. To get connected, contact any one of the board members listed for more information. Again, welcome and we look forward to seeing you soon!

**Nicole Bolla**  
Diversified Construction Technologies

**Rosa Correia**  
BioMed Realty Trust

**Joyce DeVera**  
TAG Management

**Abegale Flores**  
Regus

**Bre'an Fox**  
Facility Solutions

**Kelly Grove**  
Kilroy Realty

**Cece Haffey**  
BYCOR

**Tobey Halstead**  
IES Commercial

**Toni McMahon**  
Good & Roberts

**Courtney Murphy**  
The Irving Group

**Christy Pavano**  
CRB

**Barbara Putis**  
Irvine Company

**Lori Ann Stevens**  
Turner Construction

## CREW SAN DIEGO'S 2012 LEGACY MEMBERS



The CREW Network Leadership Series offers programs that help CREW Network members develop and improve their leadership skills, increase their knowledge of the industry and gain strategies for dealing with the unique challenges women leaders face today. The program includes the Leadership Development Series, Chapter Chairman Leadership Series and University Lecture Series.

This enhanced learning platform provides quality training and support to all CREW Network members so that they will be recognized as accomplished, successful leaders in the commercial real estate industry.

### [Upcoming Leadership Series Webinars](#)

Also available on the CREW Network website are past [Leadership Series Recordings](#) and materials from [Past CREW Network Events](#).

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## Sponsor Spotlight

### DOWLING CONSTRUCTION



Dowling Construction was founded in San Diego, California in December 1998 by James Dowling, who has worked in the construction industry since 1982. The company's focus from day one has been providing tenant improvement construction services to building owners and property managers in San Diego County.

Dowling Construction has diverse experience providing turn-key construction and renovation services for tenant improvements, medical facilities, retail spaces and commercial offices.

Many of our client partnerships have endured for a decade or more. That kind of longevity isn't luck. It's the result of being connected to our clients' vision, having a personal and professional obligation to their objectives and demonstrating a long-term commitment to success.

What sets us apart from our competition is our team of professionals. Angela Rauzi, Director of Business Relations for Dowling Construction, joined CREW in 2003 to strengthen contacts in the commercial real estate industry and to be proactive in finding new business. She is a valued CREW Legacy Member and currently serves on the board of directors as the chapter's National Delegate.

### Some of Dowling's current projects include:

#### Novatel Corporate Headquarters:

The multi-phase, two-floor, \$2 million improvement involved recessing the test chambers into the first floor, and adding a new lobby, executive wing and community center. The construction

## 2012 LEGACY MEMBERS:

*(joined 2007 and prior)*

Debra Aitken  
 Allison Beall  
 Anne Benge  
 Dana Bessenecker  
 Tara Burns  
 Susan Couch  
 Debbie Curtis  
 Deborah Davidson  
 Kimberly Davis  
 Tiffany English  
 Susan Ferrara  
 Linda Greenberg  
 Lisa Gualco  
 Terry Hall  
 Kellie Hill  
 Lisa Irvin  
 Desiree Kay Lawn  
 Amber Mauer  
 BethAnn McCarthy  
 Leslie McMurray  
 Johanna Metz  
 Sonia Miró  
 Mike Raring  
 Angela Rauzi  
 Heather Riley  
 Sheri Rossini  
 Jacqueline Scott  
 Jennifer Shumaker  
 Rose Silverwater  
 Annalena Thompson

Legacy Members are those who have been a part of CREW for five (5) years or more and receive extra membership benefits. Please contact [Allison Beall](#), Immediate Past President, for more information.

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## IT'S NOT TOO LATE TO BECOME A 2012 CREW SAN DIEGO SPONSOR!

Sponsor benefits include:

- Year-round Recognition
- Complimentary Tickets to Luncheons
- Ad Space
- Special Event Passes
- Golf Tournament Tickets
- A description about your

documents, space plan, and interior design were provided by Stu Fromsen of AVR. Charlie Cavallino and Chip Robertson represented Novatel.

### State of California Department of Fish and Game:

The two-story build out included a complete demolition of the old Auto Trader headquarters, new stairways, a new elevator, public service area and lobby. The construction documents, space plan and interior design were provided by Penne Horn of Inter-Arch, Inc. Norton Chapman represented the State of California.

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## CREW Corner

### *Recap of January 26th Luncheon Featuring Joseph Quinlan, managing director and chief market strategist for U.S. Trust, Bank of America Private Wealth Management*



#### MOVING IN THE RIGHT DIRECTION

**Jill Hogan | published February 17, 2012**

According to Joseph Quinlan, managing director and chief market strategist for U.S. Trust, Bank of America Private Wealth Management, the economy is on the mend, but don't expect big changes in 2012. Quinlan

made his prediction during a presentation at the recent CREW San Diego Economic Trends Forecast luncheon.

Quinlan cautions that we are still in a work-out phase, and historically it takes at least five to eight years to recover from a financial crisis on the scale that was seen in 2008 and 2009. Banks will be impaired for some time to come, as there remains a tremendous amount of deleveraging and debt transferring from the private sector to the public sector which will gradually need to be written off, written down and absorbed. Banks in the U.S. are well capitalized, are lending, and are doing business again, but not at the levels that were seen a decade ago, which is understandable. When you overlay the risks of Europe, U.S. banks are going down a more cautious path.

This was Quinlan's 4th annual presentation to CREW San Diego. He is a noted author and speaker on banking and finance issues.

[Read more](#)

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## CREW Featured in SDDT Special Report MENTORING AND MORE IN COMMERCIAL REAL ESTATE



**Anne Benge**  
Novisource Solutions



**Kellie Hill**  
Cassidy Turley

CREW San Diego was featured in a January 26th Commercial Real Estate



company  
and web link in an issue of our  
quarterly newsletter

Annual Sponsorships Offered:

- Platinum Sponsor: \$4,000.00
- Gold Sponsor: \$2,700.00
- Silver Sponsor: \$2,000.00
- Bronze Sponsor: \$1,500.00
- Program, Golf Tournament, Event Sponsorships Available!

Please contact [Debra Aitken](#) for more information.

*We would like to take this opportunity to thank our annual sponsors for all of their support throughout the year. Your contributions make it possible for the foundation of CREW San Diego to flourish as one of San Diego's premier local and national commercial real estate organizations.*

**CREW SAN DIEGO  
2012 ANNUAL SPONSORS**

Platinum:



**UNISOURCE SOLUTIONS**  
Welcome to simple.

Gold:



AAA PROPERTY SERVICES



WARE MALCOMB

Silver:



Report published by the San Diego Daily Transcript in an article written by Teresa Y. Warren of TW2 Marketing, touting CREW's impressive track record of providing support and guidance for women in commercial real estate through mentoring. The article quotes CREW members **Anne Bengé** of Unisource Solutions and **Kellie Hill** of Cassidy Turley BRE Commercial on the importance of mentoring in an individual's career advancement and personal growth. CREW was highly praised not only for its commitment to mentoring, but also for its continued focus on leadership workshops and educational luncheons.

[Read more](#)

**CREW Network Scholarships**

*CREW Network and CREW Foundation  
Launch 2012 Scholarship Program to  
Foster Careers for Women in Commercial  
Real Estate*



**APPLICATION POOL EXPANDED  
TO FULL TIME GRADUATE STUDENTS**

For the fifth year, CREW Network is seeking candidates for its CREW Network and CREW Foundation Scholarship Program.

Through this program, CREW Network and CREW Foundation, together, will award up to ten (10) scholarships to female undergraduate students enrolled full time in their junior or senior year, as well as to female students enrolled full time in a graduate program of an accredited real estate program at a college or university. Applications will also be considered if the applicant is a female enrolled as a full-time undergraduate or graduate student at an accredited college or university that does not have an accredited real estate program, but where the applicant is enrolled in business, finance, architecture, engineering, or other related field of study where it is the applicant's intent to pursue a career in commercial real estate. The scholarships will be awarded based on academic excellence, and each scholarship recipient will receive a paid internship program at a commercial brokerage firm. In 2011, two of the ten scholarship recipients were from San Diego based universities.

2012 Scholarship recipients will be announced at the 2012 CREW Network Convention & Marketplace scheduled for October 24-27 in Chicago, Illinois.

"Keeping the commercial real estate talent pipeline strong is critical for our industry. Women offer an extraordinary amount of talent and this industry offers robust career opportunities, so it is important to bring these two parties together," said Gail Ayers, Chief Executive Officer of CREW Network. "Our scholarship program represents a critical link to making that happen."

In addition, CREW Network working in collaboration with CREW Network Foundation will continue with its endowment campaign to permanently secure funding for the scholarships and grow the amount of money that is awarded each year.

**SCHOLARSHIP DETAILS**

About [CREW Network](#) and [CREW Foundation](#)

**CREW Event Photos**



Bronze:



IN-KIND Sponsors:



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CREW San Diego is a chapter of

[CREW Network](#)



### CREW SAN DIEGO SUPPORTS:

[CREW Network Foundation](#) was incorporated in 1998 as the 501(c)3, philanthropic arm of [CREW Network](#) and continues to stand



as the sole foundation dedicating its resources towards building opportunities for women and girls in commercial real estate. In collaboration with CREW Network, CREW Network Foundation implements and supports a Career Outreach Agenda which cultivates our future Network leaders through participation in a continuum of educational outreach, scholarship and mentoring



## Save the Date

The Next Wave in



California Commercial Real Estate



### April 19 - 21 CREW California Conference

Join the CREW California chapters for a dynamic conference filled with networking as we hear about the next wave in California commercial real estate.

JW Marriott L.A. LIVE  
900 West Olympic Boulevard  
Los Angeles, California 90015

[Register Now](#)

Title Sponsor:

**Allen Matkins**  
[Allen Matkins Leck Gamble Mallory & Natsis LLP](#)

### May 4, 2012 CREW San Diego Golf Tournament

Lomas Santa Fe Executive Golf Course  
(1580 Sun Valley Dr., Solana Beach 92075)

Registration: 10:30 am  
Shotgun Start: Noon  
19th Hole Happy Hour: 4:30 pm

[Register Now](#)

CREW Charity Golf Tournament  
Special Events Directors:  
[Amber Mauer](#) and [Matt Jackson](#)

"Paradise" Master Sponsor:

build smart



programs built to introduce the commercial real estate industry to female high school while connecting female college students and entry-level career women to the resources, support and network they need to gain financial independence and economic self-sufficiency through a successful career in the commercial real estate industry.

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**FIND CREW SAN DIEGO ON YOUR FAVORITE SOCIAL NETWORKING TOOLS:**



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## Year at a Glance

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- April 19-20** CREW California Conference – JW Marriott Los Angeles LIVE
- April 26** Leadership Workshop Breakfast – *Members Only*
- May 4** Annual Charity Golf Tournament
- May 17** Leadership Workshop Breakfast – *Members Only*
- June 14-15** CREW Network Spring Leadership Summit & Council Meeting
- June 21** Education Program
- July 19** New Member Lunch & Networking Ladder – *Members Only*
- August 16** CREW Who? Summer Social & Networking Happy Hour
- September 20** Education Program: Luncheon
- October 18** Annual Charity Wine Tasting
- October 24-27** CREW Network Convention & Marketplace, Chicago, IL
- November 15** Leadership Skills Breakfast
- December 4** *Members Only Event*  
Holiday Celebration & Annual Awards Program  
2012 Annual Sponsor Cocktail Reception

Luncheon Programs will be held from 11:30 – 1:00 p.m.  
Sheraton La Jolla (formerly La Jolla Radisson),  
3299 Holiday Court, San Diego, CA 92122

*Event Dates and Locations Subject to Change.*

Please visit [www.crewsandiego.org](http://www.crewsandiego.org) for more information or to RSVP.

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