



# crewNEWS

CREW San Diego Quarterly Newsletter

Issue 2 | summer 2012

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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**

## President's Message

### THE HALF-YEAR MARK IS HERE!

The year is flying by and the market is showing signs of revitalization. I see the work in all sectors beginning to pick up momentum and the tidal wave of work is making its way through our industry. It's been said many times before, but it is worth repeating that this is the time we really need to embrace the changes we've all made in the past few years. We have come out of a challenging time with new direction and for many of us a more efficient way of doing business.

With that in mind, I remind you to utilize and sustain your new strategies, continue to be resourceful, and stand on the foundation of your network that has proven itself through the ups and downs. CREW has been that foundation for many in our industry and with this year's amazing membership we are seeing the group to continue to grow.

The quality and professionalism of our membership only provides more value to the commercial real estate industry. Our events and programs have continued to provide extraordinary opportunities for educational growth for established members of the real estate community and strengthened the opportunities for those entering the commercial real estate arena.

CREW's committees have been outstanding in solidifying our sponsorships for this year and our special events committee went above and beyond in making this year's annual CREW Foundation Charity Golf Tournament the most successful yet in raising money for scholarships for women pursuing careers in commercial real estate.

I look forward to our upcoming programs and I'm excited about the special events rolling out the rest of the year. Don't miss out on the chance to get involved, this is the time to do it and this will be the year to reconnect!

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### TIFFANY ENGLISH

2012 CREW San Diego  
President

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**

Ready Resource Consulting

[readyresource@san.rr.com](mailto:readyresource@san.rr.com)

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Unisource Solutions

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DIRECTOR OF

MARKETING COMMUNICATIONS

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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

## CREW San Diego Done Deals



Project	CREW Members
Wilkinson Finkbeiner (Hazard Center)	PM Realty Group, Johnson & Jennings
DCS Corporation (Hazard Center)	PM Realty Group, Johnson & Jennings
Peregrine Semiconductor	Unisource Solutions, ID Studios
Active Network	Ware Malcomb, Unisource Solutions, Pacific Office Properties
Jones Day	Unisource Solutions, Johnson & Jennings
Jagex	Dowling Construction, DFS Flooring
McGregor & Associates	Dowling Construction, Ware Malcomb
Scripps Tenant Improvement	Cassidy Turley, Turner Construction

## Member News



CONGRATULATIONS TO SUSAN STEELE, THIS YEAR'S DELOITTE NOMINEE FOR THE YWCA'S TRIBUTE TO WOMEN IN INDUSTRY (TWIN) AWARD!

**Susan Steele** was selected as a *TWIN honoree* based on her accomplishments in her senior management role working primarily with Deloitte's real estate clients and high net worth individuals as well as in the community with her work as a board member for Junior Achievement and in her work with CREW San Diego.



KELLIE HILL NAMED ONE OF SAN DIEGO'S 2012 YOUNG INFLUENTIALS BY THE SAN DIEGO DAILY TRANSCRIPT

Congratulations to **Kellie Hill**, vice president of project development at Cassidy Turley and current president-elect for CREW San Diego, who has been named one of *San Diego's 2012 Young Influentials* by *The San Diego Daily Transcript*. Kellie was recognized both for her exemplary accomplishments in the field of commercial real estate as well as her continued commitment to mentoring young women entering the field. [Read more](#)

## Golf Tournament

[abeall@pbginc.biz](mailto:abeall@pbginc.biz)

CHAPTER ADMINISTRATOR

**Tamara LaChimia**

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[tamaralachimia@cox.net](mailto:tamaralachimia@cox.net)

## CREWBIZ



**MEMBERS:** Set up your CREWbiz profile NOW to be entered in our quarterly gift card drawing.

Give us 15 minutes and we'll give you 8,000 trusted connections!

### WHAT IS CREWBIZ™?

CREW Network's online business networking tool developed exclusively for CREW Network members:

Increase your visibility and business networking to 8,000 professionals across North America looking to do business in your area – looking to do business with you!

The most personalized marketing tool ever offered!

Boosting YOUR business boosts YOUR company's bottom line.

## CREW SAN DIEGO WOULD



Thank you to all of our sponsors and golfers who helped make this our most successful tournament yet! [Click here](#) to see more pictures and a full list of all of our winners.

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## Golf Tournament Sponsor Spotlight

### SUFFOLK-ROEL

#### Suffolk-Roel Firm Profile



Suffolk-Roel is a general construction firm founded on the West Coast that combines the expertise, capabilities and resources from two of the country's premier building contractors - Suffolk Construction Company and ROEL Construction. Suffolk-Roel is committed to providing our clients innovative approaches and solutions to deliver the highest quality construction projects in the commercial, education, healthcare, science & technology, hospitality, and multi-family residential sectors. With a long-standing presence in the San Diego construction industry, we are proud of the strong client/partner relationships that we have built over the years. Operating now as the West Coast division of Suffolk Construction, we continue to develop and strengthen these relationships while leveraging the resources and experience of a national firm on the leading edge.

At Suffolk-Roel, we strive to transform the construction experience by building smart. We are dedicated to inspiring our people to create high-performing teams, to advance the power of innovation to provide answers, and to engage in the community to make a difference. We are proud to have been Master Sponsor for the 2012 CREW Charity Golf Tournament, and would like to extend our sincere thanks to everyone who helped make this year's tournament such a success!

#### Recent Suffolk-Roel projects include:

##### California Bank & Trust – Carlsbad Commons

This ground-up project for repeat client California Bank & Trust is scheduled to begin construction Fall 2012. The \$1.7 million branch includes a lobby area, teller line and private office space, as well as exterior site work. To date, Suffolk-Roel has completed more than a dozen projects for California Bank & Trust.

## LIKE TO WELCOME OUR 2ND 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!

**Kelly Cueto**  
CBRE, Inc.

**Lauren Hill**  
Suffolk-Roel

**Lisa Jarret**  
Ferguson Pape Baldwin Architects, Inc.

**Judy Lebby**  
Cassidy Turley

**Darlene Mera**  
California Bank & Trust

**Vecki Milijakovic**  
Arrowhead General Insurance

**Kaley Severn**  
Cassidy Turley

**Beverly Stumman**  
Apex Companies, LLC

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## CREW SAN DIEGO'S 2012 LEGACY MEMBERS

2012 LEGACY MEMBERS:  
*(joined 2008 and prior)*

**Debra Aitken**  
**Allison Beall**  
**Anne Bengé**  
**Dana Bessenecker**  
**Tara Burns**  
**Susan Couch**  
**Debbie Curtis**  
**Deborah Davidson**

## Gunderson Dettmer

Suffolk-Roel has partnered with Ware Malcomb on this 12,000 square foot project, currently underway and scheduled for completion in June 2012. The new office space for Gunderson Dettmer, a prominent business law firm, includes reception area, video-conference rooms, break rooms and private offices with high-end finishes throughout.

## Atkins – Gateway at Torrey Hills

This recently completed corporate office tenant improvement project consisted of open and private office space, reception, conference rooms, training and break rooms, and a clean, modern design emphasizing natural light and expansive views. The \$1 million dollar project was completed in November 2011.



**Atkins-Gateway at Torrey Hills Breakroom**

Photo credit: Bill Robinson Photography

## Reva Medical, Inc.

This technically complex build-out for a biomedical company focused on biomaterial and stent technologies houses a wet-chemical laboratory fully equipped with process piping, controlled HEPA filtration system, and walk-in fume hood. The project also includes an Extrusion Room, Clean and Dirty Engineering Labs, machine shop and office space. The \$1.1 million facility was completed in less than 2 ½ months.

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## SDDT CRE Special Report

### CONVIS TI PROJECT DEMONSTRATES IMPORTANCE OF STRATEGIC RELATIONSHIPS

**Jennifer Whitelaw | Special to *The Daily Transcript* | Tuesday, April 10, 2012**

When the San Diego Convention and Visitors Bureau (ConVis) moved to its 20,000-square-foot, redesigned office space on the 15th floor of Irvine Company's Symphony Towers building late last year, it did so on schedule and under budget. Many of the individuals involved in the project had established relationships and strategic alliances through their involvement with CREW San Diego... [Read more](#)

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## Annual Platinum Sponsor Spotlight

### UNISOURCE SOLUTIONS

By Anne Bengé, President at Unisource Solutions



### UNISOURCE SOLUTIONS

When I first joined CREW, I wondered how I would fit into a group of real estate professionals and how I could network with the CREW Network because furniture and furniture services are at the back end of the real estate transaction.

By learning what others do in their profession and by being more aware as I work through our part of the process, I have learned that we are very integral to the real estate world.

Unisource Solutions is a furniture management company that solves business issues

Kimberly Davis  
 Tiffany English  
 Bre'an Fox  
 Linda Greenberg  
 Lisa Gualco  
 Terry Hall  
 Kellie Hill  
 Desiree Kay Lawn  
 Amber Mauer  
 BethAnn McCarthy  
 Leslie McMurray  
 Johanna Metz  
 Sonia Miró  
 Mike Raring  
 Angela Rauzi  
 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 company and web link in an issue of our quarterly newsletter

Annual Sponsorships Offered:

- Platinum Sponsor: \$4,000
- Gold Sponsor: \$2,700
- Silver Sponsor: \$2,000
- Bronze Sponsor: \$1,500
- Program & Event Sponsorships Available!

Please contact [Debra Aitken](#) for

faced by all types of businesses. We certainly buy and sell new and used furniture. We install, store, transport, refurbish, clean and dispose of furniture. Our product lines and technical design support include raised access flooring, movable walls, systems furniture, collaborative environments and we procure anything from gun racks for the US Navy to tables in the OR of a hospital to sound masking for call centers and law firms.

We support the changing workplace environment with collaborative design and products that help businesses change how they work. Unisource does this by breaking down high walls, letting the light in, bringing in the feeling of home to the office, and a feeling of office to the home. Less 'ME' space and more 'WE' space. We help shift companies from the old way to the new way of doing business, whatever that means to that particular company.

Our business touches the gamut of real estate professionals from the start to the finish of a transaction. How much space do you need, what kind of space do you want, how can you fit more people into less space or how can you arrange space to increase productivity. Sure it is all about the furniture to us but what drives the team at Unisource Solutions is the business impact and how we affect the culture of your company.

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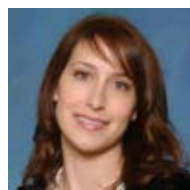
## USD's 2012 Scholarship Appreciation Luncheon



**Tiffany English** of Ware Malcomb and current president of CREW San Diego and **Kelly Ness**, USD Real Estate student and 2011 recipient of a CREW Network scholarship, were among an esteemed group attending a March 27th luncheon at USD held to recognize USD scholarship donors for their contributions and connect them with the students benefiting from their generosity.

## CREW Corner

### ARE YOU UP FOR THE LIVING BUILDING CHALLENGE?



**Amber Mauer | The Miller Hull Partnership LLP | Friday, April 13, 2012**

Professionals in the building and real estate industries are being encouraged to embrace the Living Building Challenge by imagining and creating "buildings that generate all of their own energy with renewable resources...a city block or a college campus that shares resources from building to building, growing food and functioning without a dependency on fossil fuel-based transportation...true sustainability in our homes, workplaces, neighborhoods, villages, towns and cities."

Inspired by the International Living Building Institute ([ilbi.org](http://ilbi.org)), the challenge goes out to all design professionals, contractors and building owners to create the foundation for a sustainable future in the fabric of all communities. The challenge is straightforward – it

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:



Bronze:



defines the most advanced measure of sustainability in the built environment possible today and acts to diminish the gap between current limits and ideal solutions. [Read more.](#)

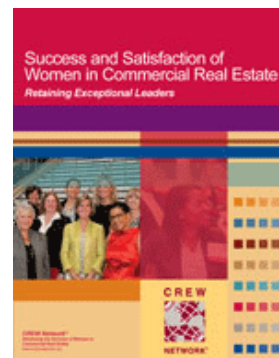
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## CREW Network



**NETWORK\***

### CREW Network Outlines Strategies for Success for Women in Commercial Real Estate



### LACK OF EQUAL PAY CONTRIBUTES TO LEVEL OF DISSATISFACTION

Lawrence, KS – April 18, 2012

In its latest white paper, CREW Network recommends strategies for women to overcome the pay and promotion level disparities that continue to exist in the field of commercial real estate. The white paper, *Success and Satisfaction of Women in Commercial Real Estate: Retaining Exceptional Leaders*, includes a summary of responses from its interviews with 20 senior commercial real estate executives regarding select findings from its interviews with 20 senior commercial real estate executives regarding select findings from CREW Network's 2010 benchmark study, *Women in Commercial Real Estate 2010*. That study – part of CREW Network's tracking of women and men in commercial real estate that began in 2005 – found that more women are entering the field of commercial real estate, but that pay and promotion levels remain obstacles. [Read more.](#)

## CREW Events Photos



Tiffany English, Kelly Ness, Tara Burns & Angela Rauzi kicking off the CREW California conference in April



CREW San Diego member Chelley Becker and her colleague Nikki Graffam made the trip to LA for this year's CREW California conference



IN-KIND Sponsors:



THE DAILY TRANSCRIPT  
SAN DIEGO'S BUSINESS DAILY  
www.sddl.com



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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 programs built to introduce the commercial real estate industry to female high school students while connecting female college students and entry-level career women to the resources, support and network they need to gain financial independence and



Golfers having fun out on the course.

## Year at a Glance

[Click Here](#)

- June 27** Education Program: *Central Library Presentation / Tour*
- July 19** New Member Lunch & Networking Ladder – *New Members Only*
- August 16** CREW Who? Summer Social & Networking Happy Hour
- September 20** Education Program-Luncheon: *REO Update*
- October 18** Annual Charity Wine Tasting
- October 24-27** 2012 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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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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