



crewNEWS

CREW San Diego Quarterly Newsletter

Issue 4 | Winter 2012

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Congratulations to the 2013 Board of Directors!



President
KELLIE HILL
Cassidy Turley



President Elect
JENNIFER SHUMAKER
Douglas Allred Co.



**1st Vice President -
Membership**
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Johnson & Jennings
General Contracting



**2nd Vice President -
Sponsorship**
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Unisource Solutions



Treasurer
SUSAN STEELE
Deloitte



Secretary
LORI ANN STEVENS
Turner Construction



**Director of Education/
Programs**
AMANDA CHANDLER
Unisource Solutions



**Director of Marketing
Communications**
JILL HOGAN
West Coast Retail
Management



**Director of
Special Events**
AMBER MAUER
Miller Hull Partnership



National Delegate



Past President

2012 BOARD OF DIRECTORS

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Ware Malcomb Architects

tenglish@waremalcomb.com

VICE PRESIDENT / PRESIDENT ELECT

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Cassidy Turley

kellie.hill@cassidyurley.com

1ST VICE PRESIDENT ~ MEMBERSHIP

Lindsey Smith

San Diego Office Properties
lindsey@sdofficeproperties.com

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California Bank & Trust
debra.aitken@calbt.com

TREASURER

Jennifer Shumaker

Douglas Allred Co.
shu@dac-usa.com

SECRETARY

Debbie Curtis

Ready Resource Consulting
readyresource@san.rr.com

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Amanda Chandler

Unisource Solutions
achandler@unisourceit.com

DIRECTOR OF MARKETING COMMUNICATIONS

Jill Hogan

West Coast Retail Management
jhogan@wcretail.com

DIRECTOR OF SPECIAL EVENTS

Amber Mauer

The Miller Hull Partnership
amauer@millerhull.com

NATIONAL DELEGATE

Angela Rauzi

Dowling Construction
angelar@dowlingconst.com

IMMEDIATE PAST PRESIDENT

Allison Beall

Pacific Building Group
abeall@pacificbuildinggroup.com

CHAPTER ADMINISTRATOR

Tamara LaChimia

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 1201 Wakarusa Drive, Suite D
 Lawrence, KS 66049
crewsd@crewnetwork.org
tamaralachimia@cox.net

ALLISON BEALL
 Pacific Building Group

TIFFANY ENGLISH
 Ware Malcomb
 Architects

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President's Message

As 2012 heads into the holiday season and transitions into 2013 we have all felt the surge in momentum begin to take place in our industry. It may not be fast but it is climbing its way back and I hope that the cautious approach is because we are all taking more time to understand, evaluate and make valued decisions within our industry. I feel extremely proud to be a member of CREW and to have had the amazing opportunity to serve as this year's chapter president. I am honored to have served on a board of strong, successful and intelligent women who believe in the mission of CREW. CREW has fulfilled its goal this year to provide our members the opportunity to network with other CREW members while providing programs to support and advocate for our members both personally and professionally in the commercial real estate industry. I look forward to the new year to come and welcome in our 2013 CREW SD Chapter president – **Kellie Hill** – as she continues the leadership of our 2013 CREW board of directors. I wish everyone a happy holiday and a prosperous New Year!



TIFFANY ENGLISH
 2012 CREW San Diego
 President

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CREW San Diego Done Deals

Project	CREW Members
Eastman Kodak	Dowling Construction, Howard's Rug
Hera Hub	Dowling Construction, Howard's Rug
USD Maher Hall	Dowling Construction, DFS Flooring
Pacific Building Group Public Relations	TW2 Marketing, Pacific Building Group
Jack in the Box Innovation Center	ID Studios, Unisource Solutions
Peregrine Semiconductor Corporate Offices	ID Studios, Unisource Solutions
DPR Construction Trailer	DPR Construction, Unisource Solutions, Ferguson Pape Baldwin Architects
Legend 3D	Cassidy Turley, Johnson & Jennings, Howard's Rug

MEMBERSHIP RENEWALS

Reminder: Renew your membership!



IT'S NOT TOO LATE TO BECOME A 2013 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: \$3,000
- Silver Sponsor: \$2,000
- Bronze Sponsor: \$1,500
- Program & Event Sponsorships Available!

Please contact [Anne Bengé](#) for more information or download sponsorship information [here](#).

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.

CREWBIZ

MEMBERS:

Santa Barbara Tax Products	Johnson & Jennings, Howard's Rug, Project Management Advisors
National University	Project Management Advisors, Johnson & Jennings, Howard's Rug
AKT	PM Realty Group, Johnson & Jennings
Volt	PM Realty Group, Johnson & Jennings
Wells Fargo	PM Realty Group, Johnson & Jennings
Pure Fitness	Hollander Design Group, Johnson & Jennings
TPSP Amenities and Spec Lab	Ferguson Pape Baldwin Architects, DPR Construction, Project Management Advisors
Santarus	Pacific Building Group, Kilroy Realty, Gensler, Howard's Rug
Department of Social Services	Pacific Building Group, Kilroy Realty
Qualcomm Building AE	Pacific Building Group, Qualcomm, ID Studios
HD Supply	Pacific Building Group, Howard's Rug, Unisource Solutions
Peaceful Paws	Cassidy Turley, Ware Malcomb
Sorrento Valley building renovation	Parallel Capital Partners, Ware Malcomb
Ware Malcomb offices	Jones Lang LaSalle, Ware Malcomb
Qualcomm Q Add	Ware Malcomb, Qualcomm, Steelcase
Active Network 4th Floor	Unisource Solutions, Ware Malcomb
Voit San Diego offices	Ware Malcomb, BYCOR General Contractors
Gunderson Dettmer	Suffolk-Roel, Ware Malcomb, Ulrich Artscaping
Intel Server Room	Turner Construction, Ware Malcomb

Didn't see your CREW San Diego Done Deal?

Please contact **Jill Hogan**, jhogan@wcretail.com to be included.

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Member News

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!

CREW SAN DIEGO WOULD LIKE TO WELCOME OUR 4TH 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!

Tammy Case
Thomson Reuters Property Tax Services

Jen Ceyba
PMB Real Estate

Robin Delaney
Reno Contracting, Inc.



ALLISON BEALL AWARDED CREW NETWORK'S MEMBER-TO-MEMBER BUSINESS IMPACT AWARD IN 2012

Congratulations to **Allison Beall** of **Pacific Building Group (PBG)**, an Annual Gold Sponsor of CREW San Diego, for being honored as CREW Network's national 2012 winner of the Member-to-Member Business Award! Allison serves as the director of business development at Pacific Building Group where she partners with companies early in the TI and construction process. She has mastered the art of building relationships and has established a track record of success, which encourages future teaming and a feeling of trust from clients. She is strategic in how she connects people, and truly believes in the intangible value of introductions, which she puts to practice every day. Allison was recognized and presented with the award at CREW Network's national convention in Chicago in October. Congrats Alli!

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Misty Moore
*Vice President
Tenant
Representation
Jones Lang LaSalle*

MISTY MOORE WINS SDBJ'S WOMEN WHO MEAN BUSINESS AWARD

Congratulations to **Misty Moore** of Jones Lang LaSalle for being named one of *San Diego Business Journal's* Women Who Mean Business in 2012! This award recognizes dynamic women business leaders who have contributed significantly to San Diego's businesses. Misty was recognized at the awards luncheon held in November.

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LINDSEY SMITH NAMED WINNER OF SD METRO'S 40 UNDER 40 AWARD FOR 2012

Congratulations to **Lindsey Smith** for winning SD Metro's 40 Under 40 Award! Lindsey is the founder of San Diego Office Properties, a division of Keller Williams Commercial. She was recruited from Cassidy Turley by KW Commercial and saw this as



Lindsey Smith
San Diego Office Properties

an opportunity “to offer clients the benefit of a boutique firm while taking advantage of KW’s national platform, resources and other benefits.” Smith says her new venture is going strong; she has already worked with over 50 clients and saved each office user client an average of \$79,000. She says her business is virtually 100 percent referral based. For eight years she worked at international commercial real estate giants CB Richard Ellis and Cassidy Turley. She serves at the 1st Vice President – Membership on this year’s CREW San Diego board, is a co-founder of Ladies Golf Networking Group, is involved with the Burnham Moores Center for Real Estate Mentor Program, the American Cancer Society and is a blogger for Carmel Valley Life. She also writes an online column about networking for Connected Women of Influence. Smith is a graduate of the University of San Diego. [Read more.](#)

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CREW San Diego Members Visit Chicago for CREW Network Convention & Marketplace

Allison Beall, Anne Benge, Tiffany English, Kellie Hill, Jill Hogan, Amber Mauer, Angela Rauzi, and Jennifer Shumaker from CREW San Diego were of more than 800 leading women in commercial real estate from throughout North America who attended the 2012 CREW Network Convention & Marketplace in Chicago October 24-26.

Jim Collins, Best Selling Author, Business Expert and Management Expert, gave a keynote address at the convention along with **Sheena Iyengar**, author of *The Art of Choosing* and S.T. Lee Professor of Business Management Division of the Columbia Business School, who also gave an address at the conference.

Additional featured speakers included:

- **Asieh Mansour**, Real Estate Economist, Head of Americas Research, CBRE, Inc.
- **Shaunti Feldhahn**, Nationally syndicated columnist, research analyst and best-selling author of *The Male Factor*
- **Karen Roberts**, Walmart Realty, Walmart U.S.

View **Kellie Hill's** write-up on this year's CREW Network Convention by [clicking here.](#)

Whitney Hodges

Sheppard Mullin Richter & Hampton LLP

Wendy Hoier

Viking Commercial Construction

Sarah Johnson

Terramar Retail Centers

Donna Jones

Sheppard Mullin Richter & Hampton LLP

Pam Kietikajorn

TPK Properties, LLC

Lynn Lantgen

PMB Real Estate Services

Gayle Lorenc

Websense

Misty Moore

Jones Lang LaSalle

Sapna Patel

Moss Adams LLP

Danielle Slagal

Reno Contracting, Inc.

Kim Steers

Pacific Building Group

Crista Swan

Project Management Advisors

Karen Sypolt

Miramar Sign Works & Graphics

Bree Tsaniff

SWS Engineering, Inc.

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
 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.

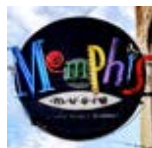
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CREW SAN DIEGO 2012 ANNUAL SPONSORS



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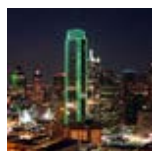
CREW Network Conference Schedule 2013:



2013 CREW NETWORK WINTER LEADERSHIP SUMMIT & COUNCIL MEETING
January 31 – February 1, 2013
Memphis, TN



2013 CREW NETWORK SPRING LEADERSHIP SUMMIT & COUNCIL MEETING
June 13 – 14, 2013
Scottsdale, AZ



2013 CREW NETWORK CONVENTION & MARKETPLACE
October 9-12, 2013
Dallas, TX
**Save the date and join fellow CREW San Diego members in*

Dallas!

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Annual Wine Tasting Event at The Grand Del Mar

MASTER SPONSORS:

G/M Business Interiors
Herman Miller

HORS D'OEUVRES SPONSOR:

Douglas Allred Company

WHITE WINE

Good friends and good wine! ▶



Platinum:



UNISOURCE SOLUTIONS

Welcome to simple.

Gold:



AAA PROPERTY SERVICES



Turner WARE MALCOMB

Silver:



Bronze:



IN-KIND Sponsors:



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Regents Bank

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Gensler

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NOVA Services

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CREW Board of Directors

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Pacific Rim Mechanical
Howard's Rug
Ware Malcomb
DPR Construction
Pacific Building Group
Seaport Village
Lomas Santa Fe Executive Golf Course
BYCOR
Cassidy Turley
Good & Roberts
ISS Facility Services
SDSU
Brigantine Restaurant
USD
Best Western Plus Big Bear Chateau
Vector Resources
Ives Insurance
SWS Engineering & Surveying
Ronis Fine Art
Pamplemousse Grille
ReproHaus
Hyatt Regency Mission



◀ Bree Tsaniff of SWS Engineering wins the beach cruiser donated by Unisource Solutions

A beautiful evening ▶



◀ Enjoying the fabulous spread

Marilyn Mattson of G/M Business Interiors, Master Sponsor of the evening ▶



◀ Katie Yee of Fuscoe Engineering, Kellie Hill of Cassidy Turley, Amber Mauer of Miller Hull and Lori Ann Stevens of Turner Construction

The winners are announced! ▶



◀ Wendy Lanahan of Qualcomm, Susan Steele of Deloitte and Tiffany English of Ware Malcomb

Thank you to everyone who attended the CREW Annual Wine Tasting and Silent Auction! The event benefits [CREW Network Foundation](http://www.crewnetwork.org), the philanthropic arm of [CREW Network](http://www.crewnetwork.org). It was a great night of wine

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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 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:



Bay
Fifty Seven Degrees
Brickman

tasting, bidding on amazing gift baskets and meeting new commercial real estate colleagues. A big thank you to **Amber Mauer** of Miller Hull and the special events committee for planning such a wonderful evening, and we all look forward to next year's event!

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Annual Gold Sponsor Spotlights



PACIFIC BUILDING GROUP

Pacific Building Group was founded in San Diego in 1984 by Greg Rogers and today is one of the region's leading general

contracting firms, with a reputation for quality construction and lasting relationships. Pacific Building Group has earned the trust of small and large companies alike, including Sony, Callaway Golf, Sharp Healthcare, Cymer and many more.

As builders, and not just managers, the firm's hands-on approach creates value for owners in all phases of construction. Pacific Building Group relies on professional management along with its own well-trained team of drywall and framing laborers and seamless coordination with local qualified subcontracting firms to successfully execute complex projects of all types. *We Build Pride* isn't just Pacific Building Group's tagline – it reflects the focus the company places on constructing buildings in which clients and employees take pride.

Pacific Building Group has developed unique expertise in high-tech construction and medical and acute care facilities. Given the importance of these types of businesses to the local economy, Pacific Building Group's expertise contributes to the San Diego region's ability to lead in innovation. Pacific Building Group also has a strong track record in the community and industry service, and has been a participant and sponsor of CREW for the past 10 years.

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TURNER CONSTRUCTION

For many years, Turner Construction Company has enthusiastically supported CREW. This year, CREW is pleased to

*announce that Turner's own **Lori Ann Stevens** has the great honor of sitting on CREW's Board of Directors as Board Secretary in 2013.*

About Turner Construction Company

Turner Construction Company is a North America-based, international construction services company. Founded in 1902 in New York City, Turner has 5,200 employees worldwide and works on 1,200 projects each year, for an annual construction volume of \$8 billion. As the largest general builder in the United States, Turner ranks first or second in the major market segments of the building construction field, including healthcare, education, sports, commercial, and green building. The firm is a subsidiary of HOCHTIEF, a publicly traded company, and one of the world's leading international construction service providers.

For more information please visit www.turnerconstruction.com.

Turner Construction Company is finishing 2012 with a remarkable impact to



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downtown San Diego. In November, 2012, Turner Construction topped off the iconic dome structure at the San Diego Downtown Central Library.



When many San Diegans will be unwrapping Holiday gifts, Turner Construction Company will be working day and night (can you say Santa's workshop?) to successfully complete Connections Housing Downtown. This special and important project in downtown San Diego will house approximately 150 interim beds for San Diego's homeless population and seventy-five low income housing studio apartments. Located in the historic San Diego Athletic Club, the building blends new with the old and provides a consolidated facility for a myriad of services that are currently located in various locations around San Diego. Project partners include Affirmed Housing Group, Family Health Centers of San Diego, People Assisting The Homeless (PATH), and PATH Ventures.

Affirmed Housing Group is dedicated to improving and sustaining the viability of California through the development of well-designed and professionally managed, high-quality affordable housing. For more information, visit www.affirmedhousing.com.

Family Health Centers of San Diego is a non-profit community health center organization whose mission is to provide caring, affordable, high quality healthcare and supportive services to everyone, especially uninsured, low-income and medically underserved persons. For more information, visit www.fhcsd.org.

People Assisting the Homeless (PATH) is dedicated to ending homelessness for people and communities. For more information, visit www.epath.org.



Lori Ann Stevens
Turner Construction
CREW San Diego
member

PATH Ventures is an affordable development corporation dedicated to improving individual lives and communities by increasing quality affordable housing and creating opportunities for economic, civic and personal empowerment. For more information, visit www.PathVentures.org.

The project is led by Project Executive and CREW Board Member, **Lori Ann Stevens** and thirteen devoted superintendents and project engineers.

Source: Turner Construction Company

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2012 San Diego Economic Forecast Book

This past October, Beacon Economics and Silvergate Bank hosted the fifth annual San Diego Economic Forecast Conference at the San Diego Bayfront Hilton. The event was presented in partnership with the Rincon Band of Luiseno Indians, the University of San Diego's Burnham-Moores Center for Real Estate,

and *The Daily Transcript* with CREW San Diego as an affiliate. The conference had its highest attendance ever, attracting hundreds of business and public sector leaders from across the region. In addition to a global, national, state, and regional forecast, the conference included a keynote presentation from California State Controller John Chiang, who addressed the state's fiscal future in the context of the November election. [Download the 2012 San Diego Economic Forecast Book](#)

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Year at a Glance

[Click Here](#)

January 17	Luncheon Program: 2013 Commercial Real Estate Forecast
January 31- Feb 1	CREW Network Winter Leadership Summit & Council Meeting, Memphis
February 6	CREW Who? What You Need to Know About CREW Membership - Happy Hour
February 14	Leadership Series Breakfast – <i>Members Only</i>
March 14	New Member Lunch & Networking Ladder – <i>Members Only</i>
March 21	Education Program: Luncheon
April 18	Leadership Series Fireside Chat – <i>Members Only</i>
May 3	Annual Charity Golf Tournament
May 16	Leadership Series Breakfast – <i>Members Only</i>
June 13-14	CREW Network Spring Leadership Summit & Council Meeting, Scottsdale
June 20	Education Program: Luncheon
July 18	New Member Lunch & Networking Ladder – <i>Members Only</i>
July 25	Leadership Series Fireside Chat – <i>Members Only</i>
August 15	CREW Who? Summer Social & Networking Happy Hour
September 19	Education Program: Luncheon
October 9-12	CREW Network Convention & Marketplace, Dallas
October 24	Annual Charity Wine Tasting
November 21	Leadership Series Breakfast
December 3	Holiday Celebration & Annual Awards Program - <i>Members Only</i>

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 for more information or to RSVP.

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