



crewNEWS

CREW San Diego Quarterly Newsletter

ISSUE 3 | WINTER 2011

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2012 CREW San Diego Board Announcement

CONGRATULATIONS TO THE 2012 BOARD OF DIRECTORS!



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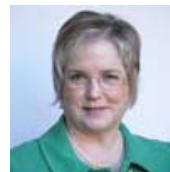
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**CREW SAN DIEGO'S 2011
LEGACY MEMBERS**

2011 LEGACY MEMBERS:
(joined 2006 and prior)

Debra Aitken
Allison Beall
Anne Benge
Tara Burns



National Delegate
ANGELA RAUZI
Dowling Construction



Past President
ALLISON BEALL
Pacific Building Group

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CREW San Diego Done Deals

| Project | CREW Members |
|--|---|
| Towers Watson | Unisource Solutions, Id Studios |
| Qualcomm Building O | DPR, Ware Malcomb, GMBI |
| Citibank Poway | Turner Construction, Ware Malcomb |
| Morrison Insurance | Ware Malcomb, GMBI |
| Imatrix | Ware Malcomb, Unisource Solutions, GMBI |
| Spec Suite | Kilroy Realty, Unisource Solutions |
| Defense Web Technologies | Pacific Office Properties, Dowling Construction, Ware Malcomb, GMBI, Ullrich Artscaping |
| Supreme Oil | Johnson & Jennings, GMBI, Ware Malcomb |
| Nulmage | Cassidy Turley, Coldwell Banker Commercial |
| Citibank Fountain Valley | Swinerton Builders, Ware Malcomb |
| San Diego Convention & Visitors Bureau | Ware Malcomb, Unisource Solutions |
| Huntington Beach Redevelopment | West Coast Retail Management, Sign Advantage Inc (CREW Orange County) |
| Swinerton Builders San Diego Corporate Offices | ID Studios, Swinerton Builders |
| BB&T Insurance | Ware Malcomb, Johnson & Jennings |
| Biomed Realty Trust Headquarters Expansion | ID Studios, BioMed Realty Trust |
| Active Network | Ware Malcomb, Unisource Solutions |

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**CREW San Diego Members Visit Washington, D.C. for
CREW Network Convention & Marketplace**

Anne Benge, Amber Mauer, Kellie Hill, Tiffany English, Angela Rauzi and Allison Beall from CREW San Diego were of 1,000 leading women in commercial real

Susan Couch
 Debbie Curtis
 Kimberly Davis
 Tiffany English
 Linda Greenberg
 Lisa Gualco
 Terry Hall
 Lisa Irvin
 Desiree Kay Lawn
 Barbara Markoff
 Amber Mauer
 BethAnn McCarthy
 Sonia Miró
 Angela Rauzi
 Sheri Rossini
 Jennifer Shumaker
 Rose Silverwater
 Annalena Thompson

New in 2011 is the Legacy Forum, which invites Past Presidents, Past Board Members and Legacy Members to offer ideas, experiences and feedback for our chapter. Please contact Anne Bengé, 2011 Immediate Past President, for more information.

Legacy Members are those who have been a part of CREW for 5 years or more and receive extra membership benefits. Please contact the chapter administrator if there is a mistake in the list above.

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estate from throughout North America who attended the 2011 CREW Network Convention & Marketplace in Washington, D.C. September 14-17.

Andrew Ross Sorkin, a financial columnist for *The New York Times* and an award winning journalist and author, gave a keynote address at the convention along with **Norah O'Donnell**, Chief White House Correspondent for CBS News, principal substitute anchor for Face the Nation, who also give an address at the conference.

Additional featured speakers included:

- **Sheila Johnson**, CEO of Salamander Hospitality, LLC and a founding partner of BET (Black Entertainment Television)
- **Diane Swonk**, senior managing director/chief economist, Mesrow Financial
- **Linda Rabbitt**, Founder, chairman and CEO, *rand construction corporation



Additionally, in partnership with Cassidy Turley, CREW Network launched the pilot of its newly developed [Bridging the C-suite Gap Executive Mentoring Program](#), which pairs CREW Network members on track to become C-Suite executives with senior executive-level women mentors. The program is designed to advance more women into the upper most levels of commercial real estate firms.

View **Kellie Hill's** article on this year's CREW Network Convention published in the *San Diego Daily Transcript* by [clicking here](#).

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CREW Network Announcements



At the convention, CREW Network announced 2011 YTD accomplishments:

- CREW Network will release its next whitepaper by end of 2011 titled "Success & Satisfaction of Women in C.R.E. & Retaining Exceptional Leaders". CREW San Diego members will be able to view this through CREWBiz
- Chapters can now earn Gold Standard certification, a playbook will be released before the end of the year.
- A Programs Playbook will also be released, to share best practices with all chapters on taking programs to the next level
- [CREW Foundation](#): Committed to assisting CREW Network raising the \$1,000,000 endowment by 2012
- 34 Chapters have committed to donating proceeds to [CREW Foundation](#) from a chapter event – CREW San Diego's top two fundraisers, the Annual Golf Tournament and Annual Wine Tasting both benefit CREW Foundation
- 21 [UCREW](#) programs were held nation-wide this year to give college-age women the chance to meet with commercial real estate professionals to discuss entering and becoming successful in the industry

CREW NETWORK CONFERENCE SCHEDULE 2012:

Winter Leadership Summit & Council Meeting
 February 2-3
 Santa Ana Pueblo, NM

Spring Leadership Summit & Council Meeting
 June 14-15
 Montreal Quebec

2012 CREW Network Convention and Marketplace
 October 24-27
 Chicago, IL
 (SAVE THE DATE AND JOIN FELLOW CREW SAN DIEGO MEMBERS IN CHICAGO!)

It's not too late to become a 2011 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:

- 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.

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- 20 CREW Careers™ programs were held nation-wide this year to educate high-school girls about opportunities in commercial real estate

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San Diego Students Awarded National Scholarships from CREW Network

At the convention, CREW Network awarded \$100,000 in scholarships to women pursuing university-level educations that will lead to a career in commercial real estate, and honored the best transactions and women in commercial real estate with its [2011 CREW Network Impact and Achievement of Excellence Awards](#).

Of 10 recipients throughout the country, two of these women were from San Diego.

CONGRATULATIONS TO 2011-2012 SCHOLARSHIP WINNERS:

ALISON ROACH (San Diego State University, Real Estate Major)

KELLY NESS (University of San Diego, Real Estate and Marketing Major)

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SDBJ Women Who Mean Business Awards

Congratulations to the CREW San Diego members who were nominated for the 2011 San Diego Business Journal's Women Who Mean Business Awards.



ANNE BENGE
Principal
Unisource Solutions



TIFFANY ENGLISH
Director of Interior
Architecture & Design
Ware Malcomb



JUDY HOFFMAN
Chief of Corporate
Operations & Principal
Trigild

At the awards ceremony on November 17th, Anne Bengé was named one of 2011's Women Who Mean Business. A past president of CREW San Diego, Anne has served on numerous CREW Committees and also received the *Networker of the Year* award.

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Annual Wine Tasting Event at 57 Degrees

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CREW San Diego is a chapter of [CREW Network](#)®

CREW SAN DIEGO SUPPORTS:

CREW CREW Foundation was incorporated in 1998 as the 501(c)3, philanthropic arm of **CREW Network** and **FOUNDATION** 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 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 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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Brickman
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Pacific Building Group
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Turner Construction
Howard's Rug
Johnson & Jennings
Temecula Olive Oil
California Bank & Trust

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Dowling Construction
Lot Management

ARTISANAL

STATIONS:
She Sells Sea Salts
Caxao Chocolate
Really Good Jam
Rum Cake Lounge

Wine tasting and good friends ▶



◀ Brian Galligan and Anna Orlando of Kilroy



Lindsey Smith of KW Commercial and Amanda Chandler of Unisource Solutions ▼



Allison Beall of Pacific Building Group and Jackie Hailey of Johnson and Jennings ▲



Teresa Warren and Renee Mullen of TW2 Marketing ▼



◀ Event chair Jill Hogan takes a beach cruiser donated by Unisource Solutions for a test ride

Thank you to everyone who attended the CREW Annual Wine Tasting and Silent Auction! The event benefits [CREW Foundation](#), the philanthropic arm of [CREW Network](#). It was a great night of wine tasting from all over the world, bidding on amazing gift baskets and meeting new commercial real estate colleagues. Jill Hogan, of West Coast Retail Management and the events committee did a wonderful job and we all look forward to next year's event!

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2011 Members Holiday Party and Awards

Thank you to all who attended the CREW San Diego Holiday Party, held at the University Club atop Symphony Towers on Monday December 5th. Prior to the party, Annual Sponsors were invited to a champagne reception as thanks for their support of the organization. Annual Member Award Recipients include:

Golden Sail: Outstanding Committee Member: Rookie of the Year: MVP:

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ALLISON BEALL

AMY WHITE

AMANDA CHANDLER

JILL HOGAN

Networker of the Year:

ANNE BENGE

Sponsor of the Year:

UNISOURCE SOLUTIONS

Legacy Member of the Year:

TARA BURNS

CREW Connection - Most Deals Done:

TIFFANY ENGLISH



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Sponsor Spotlight

KILROY REALTY CORPORATION



Kilroy Realty Corporation is a publicly traded Real Estate Investment Trust (REIT) traded on the New York Stock Exchange under the symbol "KRC". The company is focused on coastal suburban office and industrial projects on the west coast. Kilroy, headquartered in Los Angeles, owns property in the Seattle, San Francisco, Los Angeles, Orange County and San Diego markets. San Diego is the largest region for the company with approximately 5.5 million square feet owned and managed.

KRC is a member of CREW because we recognize the value of the organization as a source of real estate industry information and for the excellent networking opportunities it provides.

We are currently in the entitlement phase of a new project, One Paseo, located at the corner of El Camino Real and Del Mar Heights Road that we are excited to share some information on. One Paseo is poised to become the dominant mixed-use project of its kind, a trendsetter that demonstrates a better way to do mixed-use projects with an equal balance of Office employment uses, residential options, retail and food amenities and hospitality. One Paseo will occupy an enviable position in San Diego as the region's most desirable place to live, work and shop, featuring trusted brands with the excitement of new discoveries.

From a retail perspective One Paseo can be best



categorized as a hybrid between a community shopping center and a lifestyle center, therefore creating a “Community Lifestyle Center”, which includes upscale specialty stores with a

variety of food options plus, convenience and general merchandise. A Community Lifestyle Center as its retail element reflects an enticing mix of successful project themes that target its discerning customer base like no other development. Today’s new realities demand family-friendly, sustainable developments, and One Paseo is the answer.

Connecting San Diego’s rich cultural heritage and the region’s bright future, One Paseo blends and the expansive Main Plaza (approximately the size of Del Mar’s Powerhouse Park) and usable open space of over 4.3 acres overall with a viable commercial mixed-use project. Kilroy Realty is proud to develop high-quality projects, which blend office workers and residents from One Paseo into a sophisticated client base for culinary adventures, great shopping choices, the latest fashions and family entertainment. One Paseo is a welcome makeover for the shopping center of the 21st century as it blends seamlessly into an active mixed use environment to bring a Main Street to Carmel Valley.

CASSIDY TURLEY BRE COMMERCIAL



[Cassidy Turley](#) provides regional commercial real estate services with local San Diego market leader Cassidy Turley BRE commercial. Cassidy Turley is a leading commercial real estate services provider with 3,200 professionals in 60 offices nationwide. The company represents a wide range of clients - from small businesses to Fortune 500 companies, from local non-profits to major institutions. The firm completed transactions valued at \$17 billion in 2010, manages 430 million square feet on behalf of private, institutional and corporate clients and supports over 25,000 domestic corporate services locations. Cassidy Turley serves owners, investors and occupiers with a full spectrum of integrated commercial real estate services including capital markets, tenant representation, corporate services, project leasing, property management, project and development services, and research and consulting. In 2010, the firm enhanced its global service delivery outside of North America through its partnership with GVA.

Locally, Cassidy Turley BRE Commercial’s dominant market presence includes more than 160 professionals and staff in five San Diego County offices and recorded nearly \$1.2 billion in transactions in 2010. Cassidy Turley BRE Commercial specializes in all commercial property types including office, industrial, investment, life sciences, medical, retail, multi-family, restaurant/fast food and land.

For more information about Cassidy Turley BRE Commercial, please call 858.546.5400 or visit www.brecommercial.com

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Year at a Glance

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- January 26** Luncheon Program: 2012 Commercial Real Estate Forecast
- February 2-3** CREW Network Winter Leadership Summit & Council Meeting
- February 9** Leadership Workshop Breakfast - *Members Only*
- February 16** CREW Who? What You Need to Know About
CREW Membership - Happy Hour
- March 1** New Member Lunch & Networking Ladder - *Members Only*
- March 15** Education Program: Luncheon
- 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 for more information or to RSVP.

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