

Trouble viewing this email? [Click here for a web version.](#)

831 East Morehead Street, Suite 245 Charlotte, NC 28202

[Home](#) | [Contact](#) | 704.332.9008



[DIRECTORY](#)

[CREW NETWORK](#)

[GET INVOLVED](#)

[JOIN CREW CLT](#)

[ABOUT US](#) | [EVENTS](#) | [MEMBERSHIP](#) | [SPONSORSHIP](#) | [NEWS & MEDIA](#) | [MEMBER RESOURCES](#)

Crew Connect

JUNE 2011

CREW EVENTS

CREW After Hours -
Self Defense Class at
Hard Target

6/23/2011 5:45 PM

[Click here for Directions](#)

[Click here to Register](#)

The Future of the
Myers Park Corridor:
An Inside Look at
Hospital, University
and Commercial
Development

7/12/2011 11:30 AM

[Click here to Register](#)

CREW Network
Convention &
Marketplace,
Washington DC

9/14/2011 12:00 PM

[Click here to Register](#)

OTHER EVENTS

SUBMIT OTHER
EVENTS

Please inform us of any
Commercial Real Estate
Event you feel will benefit
our Members and we will get
the word out!

executive@crewcharlotte.org

FROM THE PRESIDENT

Dear CREW Members and Friends of CREW,
This is the first newsletter that we have sent out in some time to our entire distribution list. I encourage you all to read about our deals, highlights, success and continual effort to influence the success of the commercial real estate industry by advancing the achievements of women. We are now halfway through the year, and I honestly cannot express how impressed I am by our local and national members. The energy, talent, leadership, commitment, and above all else, loyalty, truly differentiates our organization in this market.



I am honored to share that approximately 75% of all CREW members have conducted business together. I challenge you all, CREW member or not, to think outside the box and help someone outside your typical circle with a referral, warm introduction, qualified lead, and/or actual business opportunity. Positive energy is infectious and you will be pleasantly surprised at how it spreads.

HIGHLIGHTS

Reduced Mid-year Membership Rate - The mid-year membership rate is now \$200.00 plus the \$25.00 administrative fee. Any CREW member who sponsors a full, associate or candidate member between now and September will be entered in a drawing for an overnight stay at The Ritz Carlton Charlotte. Please [click here](#) for more information.



CREW Lunch Ladders Are Back!! - Beginning in July, lunch ladders will be held the 4th Thursday of every month in the Uptown / South End area and Lake Norman Area. Lunch Ladders are an opportunity for CREW members to get together on a smaller scale to network and share business leads while enjoying an a la carte lunch. If you are interested in attending future lunch ladders, please email Patty Drummond at executive@crewcharlotte.org.

CREW BIZ

Let it work for you! Be sure to update your information so our local 200 and national 8,000 members know who you are. Plus, the member directory is a great tool to do business locally and nationally!

YOUR CREW PREFERENCES

On the CREW Charlotte website, set up your preferences so you can receive instant notifications of new members making deals, announcements, new business opportunities, new job opportunities, etc. Go under member resources and click on "preferences" to set up.

[See All Events](#)

MEMBER SPOTLIGHT



ALLISON EDGAR

Parker Poe Adams & Bernstein LLP

[Click here to read full profile](#)



BEN MILLER

Strive for \$25 - Our CREW Foundation is off to a great start. Our goal is to have 100% of our CREW Charlotte members participate by donating \$25 or more to our CREW Foundation. Right now we are just shy of 40% participation (74 donations collected!). Susan Burris won an overnight stay at the Ballantyne Resort for contributing to Strive for \$25 at our June 14th Luncheon. A special thanks to Ballantyne Resort for donating the gift certificate. Please join us and help us reach our goal. [Click here to donate now!](#)

CREW Careers Success - Thirty-four young women learned about careers in the field of commercial real estate when the Charlotte, NC chapter of CREW Network hosted its 6th annual CREW Careers™: Building Opportunities® program at the VUE Charlotte on Saturday, May 14th. To read the full article, [click here](#).

Find us on Facebook! - We would like to ask that all CREW members "like" the CREW Facebook page. If we get 25 likes, we can customize the link to the page so that it's www.facebook.com/crewcharlotte. [Click here](#) to make that change. Also, if your company has a Facebook page, please ask the administrator to "like" us as well!

JUNE LUNCHEON SUMMARY

The Changing Face of the Multi-Unit Market: An inside look at apartment acquisition, development and baby boomers.



Who you missed: A panel of experts, moderated by CREW Member, Jessica Rossi with Warren & Associates:

- Kellie Falk-Tillett of Drucker & Falk, a fee management company for high rise, urban, garden, affordable, student, senior, mixed use, historical, new construction, rehabs, receivers, & all types of multi-family development;
- Gene Bodycott, Executive Vice President of New Forum - boutique apartment & senior living development;
- Phil Payne, CEO of Ginkgo Residential - B&C level apartment acquisition & property management.

What you missed: The six-county Charlotte market area recently reported an annual net absorption of 7,075 multi-family units, the highest measure ever reported. A significant increase over previous years, this rebound was consistent with national trends, and driven by a variety of demographic and lifestyle factors. The panel discussed the changing face of the multi-unit market, including shifts in the rental target market, as well as recent development and acquisition trends.

Sound Bites:

- The Multi-Family market has held its own more than any other type of CRE. We are seeing more properties in receivership in this market than a lot of others.
- CRE has a profound impact on society – it's where we live, work, and play. In the past development has been irresponsible and as if resources were inexhaustible. Those days are gone. This creates opportunities for innovative people regardless of gender or race to enter the industry which has been dominated by white males in the past: "The door has never been this open."
- Transportation is the key. The future and the vision of the city will be dominated by

Elite Maintenance

[Click here to read full profile](#)

WELCOME NEW MEMBERS

Jean Russell
InterfaceFLOR

[Click here to access full contact information](#)

MEMBERS ON THE MOVE

Season West
Cynergy Systems, Inc.

[Click here to access full contact information](#)

transportation solutions in a rapidly changing market.

JUNE LUNCHEON SPONSOR: SMITH MOORE LEATHERWOOD LLP

About Us

Smith Moore Leatherwood LLP serves clients in the Southeast and across the nation through attorneys who are personally invested in solving clients' complex legal issues. Our offices are located in Atlanta, Georgia, Charleston and Greenville, South Carolina, and in Charlotte, Greensboro, Raleigh, and Wilmington, North Carolina. Our firm has more than 170 attorneys who concentrate in a wide range of substantive areas. Our practice is divided into five principal teams (Litigation, Corporate, Commercial Real Estate, Health Care, and Labor and Employment) with concentrated client or business teams operating within those groups. We recognize that to see the bigger picture, we must work as a team to deliver highly creative solutions to the specific challenges and issues that face our clients. We work with small businesses and major corporations, and our clients are local, national and international.



We commit to our clients to provide the highest quality legal services at a value that they perceive as fair and reasonable. We fulfill this commitment by establishing long lasting relationships with our clients based on three fundamental principles – trust, communication, and efficiency. This dedication to client success and legal excellence has distinguished our firm for nearly a century, since Julius C. Smith began his legal practice in 1919.

Establishing trust. Effective communications. Efficient teamwork.
THE CORNERSTONES OF OUR COMMITMENT

Contact Us

CREW Charlotte member Diana Palecek at 704-384-2609 or diana.palecek@smithmoorelaw.com

GET INVOLVED

CREW Charlotte has eight committees. Three of these committees are directly related to outreach opportunities. We encourage all CREW members to get involved. ***Click here to learn more about each of our committees.*** We are now starting to get geared up for Queen City in Pink. Cancer touches us all and help us bring awareness to breast cancer by painting the Queen City Pink!!!



WIN A TRIP TO TUSCANY!

On September 15 at the CREW Network Convention and Marketplace in Washington, DC, there will be a drawing for a trip to Tuscany, Italy. You do not need to be present to win. Only 2,500 tickets will be sold! ***Click here to learn more and to purchase a raffle ticket for just \$25!***



TESTING THE PROPOSITION THAT THERE'S NEVER A COLD CALL IN CREW NETWORK

As a CREW Charlotte member since 1997, I have often heard the statement "There's Never a Cold Call in CREW Network."

To read Nancy Olah's full article, [click here](#).



ANNOUNCEMENTS

CREW Charlotte Congratulates Bobbie Merrill, Kathleen Rose and Connie Young ...

CREW CAREERS™: BUILDING OPPORTUNITIES® Takes Place in Charlotte, NC, May ...

Congrats to CREW Charlotte Member Kati Hynes and her team ...

CREW Charlotte Congratulates Jessica S. Rossi with Warren & Associates ...

CREW Careers™: Building Opportunities® Goes Green!

CREW After Hours for April has been cancelled and will ...

[<<More](#)

MEMBERS MAKING DEALS

Dawn Royle

6/1/11

I would like to thank Wanda Townsend and her terrific ...

Cindy Clayton, CFM, FMA, RPA

5/26/11

Once again the power of a CREW Connection! Our wealth ...

Cindy Clayton, CFM, FMA, RPA

5/26/11

My higher education client needed some color graphics work to ...

Marie McLucas

5/25/11

Thanks to Scarlett Powell and David Rimmer of XZact for ...

Marie McLucas

5/25/11

Thanks to Scott Mansfield of Chicago Title for his role ...

Mike Schrum

5/20/11

Thanks to Holly Alexander for opening the door for Terracon ...

[<<More](#)

CAREER CORNER

MARKETING COORDINATOR

MARKETING COORDINATOR

ACCOUNTING/DEVELOPMENT

MESSAGE BOARD

Barry Rigby

Looking for tenants at Langtree...

Exit 31, Mooresville, NC We

currently ...

MANAGER

MARKETING AND PROPOSAL
COORDINATOR

DONCASTER CLOTHING
CONSULTANT

<<More

<<More

Board of Directors

President

Holly Alexander
Concorde Construction Co
halexander@concordeconst.com
704-975-8540

Immediate Past

President
Stacie Jacobs
EvanScout
sjacobs@evanscout.com
704-960-3680

Director At Large/Delegate/President Elect

Dawn Royle
Master Title Agency
Dawn.Royle@AllenTate.com
704-348-2866

Director/Treasurer

Bobbie Jo Lazarus
Elliott Davis
blazarus@elliottdavis.com
704-808-7330

Director/Secretary

Kim Marks
ai Design Group, Inc.
KMarks@aiDGInc.com
704-731-8057

Director At Large

Barbara Briccotto, IIDA, LEED AP
Bonitz Modular Interiors
barbarabriccotto@bonitz.com
704.560.8798

Director/Delegate

Jill Dinerman
Babson Capital
jdinerman@babsoncapital.com
704-805-7330

Director At Large

Wanda Townsend
Johnston, Allison & Hord,
PA
WTownsend@JAHLaw.com
704.998.2215

Director At Large

Lauren Reinhardt
Grace Consulting
LReinhardt@gmail.com
803.524.5241

THANK YOU TO OUR SPONSORS

We could not be more honored and grateful of our sponsors. Their support of CREW Charlotte helps position our members to be the region's top real estate professionals through CREW Charlotte's commitment to professional and personal development. We sincerely thank our sponsors for their support!

THANK YOU TO OUR PLATINUM SPONSORS



THANK YOU TO OUR GOLD SPONSORS



THANK YOU TO OUR SILVER SPONSORS



This email was sent to [email address suppressed]. If you are no longer interested you can unsubscribe instantly.