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Crew Connect

NOVEMBER 2011

CREW EVENTS

CREW Afterhours: Wine
Social

11/17/2011 5:00 PM

[Click here for Directions](#)
[Click here to Register](#)

CREW Charlotte
December Luncheon
12/13/2011 11:30 AM

[Click here to Register](#)

Alphabet Soup
Networking Event
1/19/2012 5:30 PM

[Click here to Register](#)

OTHER EVENTS

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

FROM THE PRESIDENT

Over the past few months, I have learned many things... some useful, some useless, some entertaining, some unforgettable, and some just plain extraordinary! I would like to share a few of these that continue to motivate, humble, and inspire me:

- Jones Lang LaSalle has over 90 CREW members across North America.
- Bobbi Jo Lazarus of Elliott Davis and CREW Charlotte Board member was a fire fighter early in her career.
- CBRE has committed to match up to \$75,000 to our [CREW Foundation](#).
- Brenda Murray of Dynamic Real Estate Services and CREW Charlotte Past President and her husband, John, are climbing Mt. Kilimanjaro in January 2012 in support and honor of victims of Domestic Violence www.19000REASONS.ORG.
- Hurry, hurry, hurry...wait!
- November 3, 2011, *Bloomberg* reported: Third quarter commercial loan originations have scaled to their highest level since the last quarter of 2007. [Click here for full article.](#)
- We have multiple CREW Charlotte members who have suited up and fought amazing battles against breast cancer – cheers ladies!
- My favorite song to sing to is the Rolling Stones' *You Can't Always Get What You Want* ...but if you try sometime, you just might find, you get what you need!



Happy Thanksgiving everyone!

HIGHLIGHTS

2011 Excellence Awards. If you are a CREW Charlotte member, please complete the Excellence Awards survey that was emailed to you last Thursday so you can nominate an outstanding person, company and deal for the 2011 Excellence Awards. The survey must be completed by November 30th.



CREW Charlotte and its members donate \$11,194 to the CREW Foundation! 41% of our membership contributed, more than double of any other chapter in CREW Network history! Thank you to all of those that donated.

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](#)

CREW Charlotte is offering a special price for membership. Those joining during November and December 2011 pay \$325 (plus a one-time application fee of \$25) for membership through December 2012. That's 13 months for the cost of 12. Please visit the CREW Charlotte [website](#) for more information and to apply on-line. If you have any questions, please contact our Membership co-chairs: Janet Caponi at janetcaponi@ls3p.com or Kathleen Chambers at kchambers@smeinc.com.

Now is the time to convince your friends that CREW Membership can be an invaluable tool in the professional development tool chest.

CREW's Alphabet Soup Networking Event will be held on January 19, 2012 at the Comedy Zone. This is an exclusive event for members of BOMA, CCIM, CORENET, CRCBR, CREW, IREM, SMPS, ULI, & USGBC. Registration is now open! Visit www.crewcharlotte.org to register if you are a member of one of these organizations.

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!

NOVEMBER LUNCHEON SUMMARY

Bucking the Trend -- Women in Development.

Who you missed:
Diane Brackett Rivers, co-founder and principal of Brackett Flagship Properties



What you missed:
Diane gave a candid, humorous, and inspiring view into her journey from a flight attendant to an entrepreneur in commercial real estate. The transformation did not take place overnight. It was built on hard-work, guts, perseverance in a "man's" world, the encouragement of Diane's father, and the willingness to seize opportunity. Diane gave of pithy words of advice: "Money does not buy class" and "Always laugh at yourself and don't lose your sense of humor".

Why:
We all need to hear pearls of wisdom and encouragement from those who have achieved hard-won success.

NOVEMBER LUNCHEON SPONSOR: Greer & Walker

Brief history and employee information: Greer & Walker, LLP, founded in 1984, is one of the leading Charlotte-based accounting and consulting firms, with a total staff of over 80 people, including ten partners.



What your company does: The professionals of our real estate team serve a

MEMBER SPOTLIGHT



SARAH HOPFER
Elliott Davis

[Click here to read full profile](#)



SCARLETT POWELL
Xzact Technologies, Inc.

[Click here to read full profile](#)

WELCOME NEW MEMBERS

Chad Anderson
Terracon

Charles Blankinship
Samet

Tracey Davant
Shiel Sexton Company

Al Grygiel
New Dominion Bank

Meg Grow
Colliers International

Jessica Kohn

Porcelanosa-USA

Jennifer O'Hern
Capstone Apartment
Partners

Dutch Stamey
Real Estate Services Team,
Inc. (REST)

Louis Stephens
Jones Lang LaSalle

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

MEMBERS ON THE MOVE

Please contact Patty Drummond at executive@crewcharlotte.org with your career updates.

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

large group of clients in both the property management and real estate development industries. Our specialized knowledge allows us to not only handle our clients' tax and accounting compliance needs, but more importantly, to assist them with the planning, design, and decision making process of their real estate transactions. In addition to tax advisory and assurance services, we provide a wide range of specialized services to the real estate industry:

- Acquisition planning
- Cost segregation studies
- Assistance with the design of cost and revenue allocation worksheets for multi-unit development projects
- Compliance testing of third party construction costs and tenant lease provisions
- Like-kind exchange and involuntary conversion services
- Cost segregation studies
- Cost and revenue allocation design
- Compliance testing of contractor costs and tenant lease provisions

For more information, please contact:

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www.greerwalker.com

NOVEMBER LUNCHEON SPONSOR: Paragon Commercial Bank

Company name and location: Paragon Commercial Bank, with locations in Raleigh and Charlotte, North Carolina.



Brief history and employee information: After opening its doors in Raleigh in 1999 as North Carolina's first Commercial Bank, Paragon as pursued the highest service for complete commercial banking. In 2011, they sold the Richmond office in order to focus its presence on the Carolinas.

Paragon specializes in total Commercial Banking, with an area of specialty in Commercial Real Estate.

Paragon's Commercial Real Estate Team creates tailored solutions for the following: Project Types:

- Multi-family (apartments)
- Offices
- Single and multi-tenant industrial, warehouse and distribution facilities
- Flex buildings
- Anchored, shadow anchored and unanchored retail
- Mixed use
- Hotels

Competitive Credit and Banking Services:

- Rehabilitation loans
- Mini-permanent financing
- Term mortgage financing

- Letters of credit
- Secured lines of credit
- Full range of personal and commercial deposit and treasury management services

Income Property Options:

- Maturities of five years typical with amortization schedules of fifteen to twenty-five years
- Variable-rate options
- Fixed-rate options
- Interest rate management products

Paragon Commercial Bank also offers deposit services, treasury management services, professional courier services, merchant credit card processing, Visa Platinum business credit card, safe deposit boxes, as well as loans and lines of credit. In addition, Paragon provides personal banking for its commercial clients.

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.***



ANNOUNCEMENTS

UNCC launches Masters of Science in Real Estate degree

Angie Dugick on Counselors of Real Estate™ Team in Birmingham

Brenda Murray to Climb Mt. Kilimanjaro

CREW Charlotte Members honored as Movers and Shakers by Business ...

We Need A Few Good Women!

Cindy Wolfe of Bank of the Ozarks awarded CREW Network ...

[<<More](#)

MEMBERS MAKING DEALS

Marie McLucas

11/14/11

Thanks to Wanda Townsend of Johnston Allison & Hord and ...

Marie McLucas

11/14/11

Thanks to Tracey Birge of Bridge Trust Capital for providing ...

Marie McLucas

11/14/11

Thanks to Candice Williams of Title Company of North Carolina ...

Marie McLucas

11/14/11

Thanks to Scott Mansfield and his team at Chicago Title ...

Marie McLucas

11/14/11

Thanks to K&L Gates for closing a transaction for me ...

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CAREER CORNER

DIRECTOR OF RESEARCH
 FACILITIES MANAGEMENT
 ANALYTICS MANAGER WITH
 CBRE

[<<More](#)

MESSAGE BOARD

Monica Able
 North Carolina Bank and Trust is offering auto loan financing ...

Barry Rigby
 Looking for tenants at Langtree...
 Exit 31, Mooresville, NC We currently ...

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Immediate Past President
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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!

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