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# Crew Connect

OCTOBER 2011

## CREW EVENTS

CREW Charlotte Before  
Hours @ Fabo Cafe  
10/20/2011 8:00 AM

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

Lake Norman Lunch  
Ladder  
10/27/2011 12:00 PM

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

CREW Charlotte  
November Luncheon  
11/8/2011 11:30 AM

[Click here to Register](#)

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

[Click here to Register](#)

## OTHER EVENTS

USGBC Charlotte  
Region Chapter's  
Signature Event:  
'Charlotte: An  
Emerging Leader for  
Sustainable Change'

10/27/2011

6:00 PM

## FROM THE PRESIDENT

As a non-profit organization, CREW Charlotte relies on your support to help us continue our mission and run an efficient operation. If you are interested in sponsoring CREW Charlotte in 2012, email [executive@crewcharlotte.org](mailto:executive@crewcharlotte.org) for more information.

Here is the Value of Your Investment:

Affiliate your company with meaningful outreach initiatives - we host on average 3 outreach efforts per year including raising funds for scholarships (Casino Night), educating young women on the various fields in commercial real estate (CREW Careers) and bringing awareness to breast cancer (Queen City in Pink).

Position your company as a leader in diversity and the advancement of women in commercial real estate.

Broaden recognition of your company with 225 members and over 160 attendees on average at monthly meetings

Build loyalty in a highly prized target market because CREW referrals help get deals done.

Increase your business opportunities. Network's recent annual survey of members indicated that more than 72% of members have received or given a referral to or from another member.

Gain Exposure to 8000 commercial real estate professionals in over 75 major markets across North America.

Thank you to all of our 2011 Sponsors and those who have already committed to 2012. We could not do this without you!



## HIGHLIGHTS

**QCIP was a huge success!** We had a fantastic Queen

**[Click here to Register](#)**

North Carolina  
Governor's Conference  
for Women

The Charlotte Convention  
Center  
11/02/2011  
8:30 am – 5:00 pm  
**[Click here to Register](#)**

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



City in Pink initiative. We decorated over 80 buildings, office space, and trees throughout Charlotte and had over 25 walkers on our CREW Cruisers Team. Thank you to Irene Suchoza of Gantt Huberman and Shawn McMillian of Johnston Allison Hord for their hard work as well as the entire Queen City in Pink Team.



**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 14 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](mailto:janetcaponi@ls3p.com) or Kathleen Chambers at [kchambers@smeinc.com](mailto: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.

**Save the Date!!** - CREW's Alphabet Soup Networking Event will be held on January 19, 2012 at the Comedy Zone.

**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](http://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!

## OCTOBER LUNCHEON SUMMARY

### Perspectives of Commercial Real Estate: A Discussion of Local and National Opportunities

Who you missed:  
Steve Gassaway, Regional Managing Principal at Cassidy Turley and Louis Stephens, Managing Director of Jones Lang LaSalle.



What you missed:  
Steve Gassaway and Louis Stephens discussed Charlotte's ability to attract more industries to create headquarters in the area. Unbeatable transportation options, pro-business environment, available work force, and quality of life continue to make Charlotte a top choice for corporate relocations. Gassaway and Stephens had different viewpoints, however, regarding what institutional investors are doing: Gassaway stressed that multi-housing would be the focus with office space lagging behind, while Stephens emphasized that investors are still chasing core properties without seeing much in the secondary markets.

Why:

- Charlotte is in the top 5 US cities considered for relocation by corporate headquarters
- The 4th quarter market is somewhat undefined as there has not been enough to sell in order to define it. Both Gassaway and Stephens remain optimistic that there will be movement in the marketplace.

BARBARA BRICCOTTO

Bonitz Modular Interiors

[Click here to read full profile](#)



BOBBIE MERRILL

Family Dollar

[Click here to read full profile](#)

### WELCOME NEW MEMBERS

Due to the 14-month new member special, there are no new members for October.

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

### MEMBERS ON THE MOVE

Please contact Patty Drummond at [executive@crewcharlotte.org](mailto:executive@crewcharlotte.org) with your career updates.

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

• Additionally, both companies encourage career growth for women within Commercial Real Estate. Cassidy Turley sees more growth within the outsourced arena as the majority of brokers continue to be male. Jones Lang LaSalle has women filling leadership roles up to Lauralee Martin, CFO/COO.

## OCTOBER LUNCHEON SPONSOR: Kimley Horn

Kimley-Horn and Associates, Inc. was founded in 1967 by transportation planners and traffic engineers in Raleigh, NC. Today, Kimley-Horn is a full-service engineering, planning, and environmental consulting firm with 1,500 employees nationwide, offering comprehensive services in the following practice areas:



- Airports/Aviation
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- Forensic Engineering
- Intelligent Transportation Systems
- Land Development
- Transit
- Transportation
- Urban Planning/Landscape Architecture
- Water Resources

To read more on Kimley Horn, please [click here](#).

## OCTOBER LUNCHEON SPONSOR: Reznick Group

As a top 20 national CPA firm, Reznick Group provides accounting, tax and business advisory services to a diverse group of institutional real estate clients. We help them develop effective financial strategies to capitalize on today's evolving global real estate market.



By providing insights on transaction structuring, audit and tax issues, troubled asset management and more, Reznick Group brings added value to the commercial real estate industry – today, and for the future.

To learn more about Reznick Group and our services for the commercial real estate industry, visit: [www.reznickgroup.com/commercialrealestate](http://www.reznickgroup.com/commercialrealestate).

## 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

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 ...

Congrats to Marie McLucas of Primax Properties finalist in the ...

CREW Lunch Ladders - South Park, Uptown/SouthEnd and Lake Norman ...

[<<More](#)

## MEMBERS MAKING DEALS

**Wanda Townsend**

9/30/11

Many thanks to Marie McLucas with Primax Properties who over ...

A huge thanks to Bank of the Ozarks and particularly ...

Thanks once again to Janeen Miller-Hogue for referring another real ...

Thanks so much to Janeen Miller-Hogue for referring a real ...

Thanks to Sal Balsamo with Barristers Title Company for referring ...

[<<More](#)

## CAREER CORNER

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 ...

[<<More](#)

## Board of Directors

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Holly Alexander  
Concorde Construction Co  
[halexander@concordeconst.com](mailto:halexander@concordeconst.com)  
704-975-8540

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EvanScout  
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## 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



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