



## TABLE OF CONTENTS

President's Message	1
2019 Board of Directors	2
Celebrating 30 Years of Advancing Women	3
We Build This: A New Bold, Modern Brand	4
Focus on Diversity, Equity and Inclusion	5
Investing In Our Global Network	6
A Record-Setting Winter Leadership Summit	8
Spring Leadership Summit Comes to CREW HQ	9
Honoring Our Past, Looking to the Future: The 2019 Convention and Marketplace	10
Honoring the Achievements of Women in CRE	12
Accelerating the Advancement of Women in Commercial Real Estate	14
By the Numbers	15
Financial Summary	16
2019 Sponsors	17
Sponsor and Chapter Leadership Circle Directory	18

## President's Message

CREW Network's accomplishments in 2019 are a clear reflection of the passion and dedication of our membership, our leadership, our sponsors and industry partners. Together, we are transforming commercial real estate by connecting and inspiring the industry globally.

We had a fantastic year of growth and innovation in our commitment to advancing women and promoting diversity, equity and inclusion overall in commercial real estate. Our 2019 accomplishments included:



Holly Neber 2019 CREW Network President CREW East Bay

- We increased our organizational focus on diversity, equity and inclusion. The CREW Network board
  developed specific objectives that are the cornerstone of our efforts to broaden the diversity of our
  organization and increase the equity and inclusion of all women and men eager to be part of our mission.
   We formed the DEI Committee to spearhead these efforts.
- We commemorated CREW Network's 30th anniversary with a series of new initiatives and campaigns.
   This included the new CREWcast podcast HerStory series, Bring a Girl to CRE Day and celebrations and highlights throughout the year.
- We unveiled a new brand on Sept. 27, and invited CREW chapters to align with us. The new brand reflects
  the ways in which we honor our history as an organization while also moving us forward. Thanks to the
  enthusiastic adoption by many chapters of the new brand, our network is more unified and cohesive
  than ever before.
- We took a significant step forward with our global expansion through our presence at MIPIM in Europe and our first CREW Network Global Study Mission. This unique opportunity enabled CREW Network members to network with peers in the U.K. and meet industry leaders to gain new global perspectives.

I would like to thank our membership, the entire CREW Network staff, our board of directors, our chapter leaders and our highly committed and forward-thinking sponsors and industry partners for your commitment, dedication and energy. You made our unprecedented success possible!

Holly Neber

2019 CREW Network President

CEO, AEI Consultants

## 2019 CREW Network Board of Directors



From left to right, Tiffany English, Christine Chipurnoi, Christine Gorham, Mollie Fadule, Holly Neber, Karen Whitt, Tara Piurko, Barbara McDuffie, Wendy Mann, Angie Earlywine and Jackie Orcutt

#### **PRESIDENT**

#### **Holly Neber**

**CEO** 

 $AEI\,Consultants$ 

**CREW East Bay** 

#### PRESIDENT-ELECT

#### **Christine Gorham**

Director of Development CADDIS

**CRFW** Atlanta

#### IMMEDIATE PAST PRESIDENT

#### Tara Piurko

Partner, Municipal, Planning & Land Development Group Miller Thomson LLP Toronto CREW

#### **CHIEF EXECUTIVE OFFICER**

#### Wendy Mann, CAE

CEO | CREW Network
President | CREW Network Foundation

#### **DIRECTORS**

#### Christine Chipurnoi

Senior Vice President USI Insurance Services CREW New York

#### **Angie Earlywine**

Senior Principal Lamar Johnson Collaborative CREW-St. Louis and CREW Chicago

#### Tiffany English

Principal Ware Malcomb CREW San Diego

#### **Mollie Fadule**

Head of Affordable Housing Katerra CREW Seattle

#### Barbara McDuffie

Managing Director Baker Tilly CREW Washington DC

#### **Jackie Orcutt**

Senior Vice President CBRE | Industrial Brokerage AZCREW

#### Karen Whitt

President of Investor Services,
Project Management, and Real
Estate Management Services
Colliers International
CREW Atlanta and
CREW Washington DC

## Celebrating 30 Years of Advancing Women

CREW Network commemorated its 30th anniversary in 2019 with a series of celebrations, initiatives and campaigns to honor the history of our organization and leaders—past and present.

The new CREWcast podcast HerStory series hosted by CREW Network CEO Wendy Mann featured interviews with CREW Network past presidents, thought leaders and trailblazers. The series highlighted stories of the early days of the organization and the inspiring leaders who built it from the ground up. Interviewees reflected on the organization's infancy and memories of fellow members,



leaders and significant moments in CREW history such as 9/11 and the launch of the first CREW Network benchmark study.

CREW Network also hosted an industry-wide Bring a Girl to CRE Day on April 23 to grow the talent pipeline of young women into commercial real estate by introducing them to the diverse careers and roles within the industry. The event received tremendous support, with multiple CREW Network chapters and companies organizing events. Chapter-wide events were organized by CREW Charlotte, CREW Las Vegas, IndyCREW, CREW-St. Louis and CREW San Diego, and professionals across our network participated by bringing their kids to work with them for a day of CRE career education. Participants also shared photos and videos throughout the day on social media using the hashtag #bringagirltoCREday.

CREW Network also celebrated its 30th anniversary through a year-long social media campaign. Using the hashtag #30thursday, "throwback" photos from past conventions and summits, the original CREW headquarters and the evolution of the organization's membership and brand were shared across CREW Network social media platforms. The photos illustrated CREW Network's long-standing commitment to the advancement of women in commercial real estate, and highlighted programming, networking and events tailored to meet the unique needs of women in the industry.





## We Build This: A New Bold, Modern Brand

CREW Network's new brand was introduced on Sept. 27, 2019 to 1,200 commercial real estate leaders attending the 2019 CREW Network Convention and Marketplace in Orlando, Florida. The new visual identity represents the bold and modern organization that is CREW Network and is a statement of our intentional commitment to transform the commercial real estate industry to be diverse, inclusive and equitable for all.



The new visual identity replaced the once familiar red with a sleek, modern black and gold color palette and a unique arrow brand mark, representing the organization's drive to transform the industry. The arrow signifies our movement in advancing—moving women forward, moving companies forward and moving business deals forward.

In October, CREW Network launched an image campaign to highlight the new brand and communicate the organization's strategic focus on business, leadership, deals, advancing women into leadership roles and creating an environment where all women can succeed. The campaign theme "We Build This," highlighting the organization's mission to grow the talent pipeline of women from all cultures and backgrounds into the commercial real estate industry and to advance women in all stages of the CRE careers.

### Serving Our Chapters, Strengthening Our Brand

CREW Network asked its 76 chapters to align and adopt the new branding—at no cost to the chapters—to create a cohesive brand and image across our global network. As of Dec. 31, more than half of chapters made the decision to align.

#### **Chapter Branding Support**

CREW Network invested significant resources in supporting chapters that made the decision to align with the new brand. Chapters who rebrand receive the following resources, tools and support from CREW Network:

- The opportunity to select a new visual identity from 33 color palette choices
- Development of a new logo and graphics package
- A comprehensive brand guide
- Letterhead, signage and PowerPoint templates
- · A branded chapter marketing video
- · Discounts on branded collateral items
- · Assistance with website and email rebranding
- Public relations resources and support in new brand launch

## Focus on Diversity, Equity and Inclusion

CREW Network's new brand is also a statement of our intentional commitment to transform the commercial real estate industry to be diverse, inclusive and equitable for all. Diversity brings great value to business and relationships, and CREW Network remains at the forefront of achieving greater diversity, equity and inclusion (DEI) in commercial real estate.

The CREW Network board of directors developed four strategic objectives to broaden the diversity of our membership and increase equity and inclusion of both men and women eager to be part of the CREW Network mission:

 Obtain data that enables us to understand the current diversity of our members and a baseline from which to grow.



- Ensure that chapter leaders, committees and members embrace diversity as a growth strategy and have the knowledge and tools to move diversity and inclusion forward at the chapter level.
- 3. Increase CREW Network's inclusiveness network-wide so that every member as well as potential members feel they belong and are welcome in the organization.
- 4. Position CREW Network as the leading researcher on women and diversity in commercial real estate.

CREW Network formed the Diversity Equity and Inclusion Task Force in 2019 to provide input and insights to assist in accomplishing the established strategic objectives. The task force's work will help advance the organization's goals to increase diversity, equity and inclusion in the membership and leadership.





The CREW Network Diversity Equity and Inclusion Task Force



## Investing In Our Global Network

The goal of CREW Network's Global Agenda is to assist women across the globe in establishing global business relationships and international resources, and to raise the visibility and stature of CREW in global markets. With the support of Global Agenda Program Partner Cushman & Wakefield, CREW Network took a significant step forward with global expansion in 2019 through our presence at MIPIM in Europe, our first Global Study Mission and the hiring of a full-time staff member to support CREW UK and EMEA growth.

### Global Study Mission

CREW Network hosted its inaugural Global Study Mission, April 29 - May 3, 2019 in London. This unique opportunity enabled 15 CREW Network members to network with peers in the U.K. and meet industry leaders to gain new global perspectives about development, leasing and capital markets. It also enhanced CREW Network's ability to establish new partnerships with commercial real estate companies and organizations across the London market.

The five-day learning experience provided an insightful overview and behind-the-scenes look at development initiatives under way, as well as a look to the future and how development is impacting and changing communities. Key projects and developments included:

- King's Cross, a 67-acre development in a formerly blighted industrial area in the middle of London
- The Battersea Power Station (BPS), a former power plant that has been converted into a mixed-use, multifamily neighborhood
- The City of London, a historic, one square mile powerhouse of international financial giants



 The Crown Estates properties, the Royal Family's developments and residential housing district

#### CREW Network at MIPIM

CREW Network's presence at MIPIM 2019 was another key opportunity to raise the visibility of our organization, mission and resources with real estate professionals from around the globe. CREW Network partnered with Cushman & Wakefield and Norton Rose Fulbright to host business networking receptions and meetings throughout the event, held annually each March in Cannes, France.

#### **CREW Network Adds Global Staff**

In 2019, CREW Network made a significant investment in the growth of global affiliate CREW UK and expansion

across Europe by hiring CRE Program Consultant Michelle Cooper in London. Having boots on the ground in the UK has made the organization of both in-person and virtual events and initiatives less-complicated and has enriched the CREW Network experience of our members beyond North America.



Michelle Cooper

## GLOBAL STUDY MISSION





















## A Record-Setting Winter Leadership Summit



The 2019 Winter Leadership Summit in New Orleans, Louisiana hosted a record-high 345 attendees and offered two days packed with professional development, networking and idea exchange for chapter recruitment, member engagement and career outreach to implement in their chapters.

To open the summit, Steve Swafford, an expert in nonprofit strategy, leadership development, communication, membership and executive management, facilitated a high-energy leadership session on discussing purposeful membership strategies to grow your chapter. Frances Reimers, founder and CEO of Firestarter, a personal brand consultancy, led a session on LinkedIn and personal branding, which included strategies to help individuals develop, manage and enhance their personal brands. Reimers has worked with a variety of clients, including the Denver Nuggets and NFL Alumni Association.

Members shared tips, best practices and challenges throughout the summit, and engaged in facilitated conversations led by CREW Network leaders to get solutions to their chapter's challenges.







### CREW Adds a Nashville Chapter

On Feb. 15 during the summit Council Meeting, delegates representing CREW Network chapters unanimously voted to add CREW Nashville, expanding our organization's global presence to 76 markets.

WCRE (Women in Commercial Real Estate) Nashville was founded in 1993 to enhance the role of women in CRE and their leadership contribution to the growth and future of Nashville. In 2018, the group began discussions with CREW leaders about aligning with the global organization to further enhance the future for women in CRE in the Nashville market—and the rest is history!





## Spring Leadership Summit Comes to CREW HQ

More than 325 CREW Network members descended upon Kansas City, Missouri for the 2019 Spring Leadership Summit to network, sharpen their leadership skills and learn best practices from one another.

The summit kicked off with a session on sponsorship best practices led by Kristine Metter, who has worked in the nonprofit and association industry for 30 years. Metter addressed the concept of shifting your mindset from selling sponsorships to forming partnerships and making connections. She also discussed the importance of not discounting the value of our organization and its chapters, having confidence in the work that CREW is doing to advance women.

Later in the day, summit attendees took a chartered bus ride to nearby Lawrence, Kansas to tour the CREW headquarters, meet staff and enjoy networking, followed by dine-arounds throughout Lawrence and downtown Kansas City.

On day two, Paul Andrews, Chief Marketing Officer of Bobit Business Media, Liz Stubbs, veteran Creative Director, and Kaci Wheeler, online marketing expert, led a professional development session on how to use LinkedIn both personally and professionally for greater business results.

To close out the summit, CREW members Pauline Thude-Speckman, Claire Roberts and Tara Piurko presented their experiences and real-life scenarios to successfully leverage CREW connections. Thude-Speckman was in the process of creating an all-CREW member deal during the summit. Roberts leveraged members to procure a sale of a multimillion-dollar industrial portfolio. Piurko used the global CREW network to get a dead deal back alive through connections in the UK and Ireland. These are just a handful of many stories of business connections and success from across our network.





# Honoring Our Past, Looking to the Future: The 2019 Convention and Marketplace

As CREW Network celebrated its 30th anniversary in 2019, the convention paid homage to the organization's roots and founders, featuring a wall-sized visual timeline of CREW history and milestones; a live photo mosaic of CREW members; and the unveiling of the new CREW Network brand leading the organization into a new era of advancing women.

The convention featured several new networking and business building opportunities, learning formats and experiences. Highlights included:

A Pre-Convention Workshop on Women Investing in Real Estate - This session included the "nuts and bolts" of real estate investing and new trends in investment sourcing. Participants learned how women are leveling the playing field and overcoming real and perceived barriers to investment.

**Two Mega Sessions** – The Future of Work mega session gave attendees strategies to attract talent, drive breakthroughs and serve customers better, helping employers prepare for the evolution of workplace culture. Our Vision 2020 session by Joshua Harris gave an overview of current economical and commercial real estate market conditions, discussing the top trends and opportunities that are likely to have an impact on the future of CRE.

#### **Exclusive, Behind-the-Scenes Learning Excursions**

- Orlando is the home to Universal Studios, Disney World, Kennedy Space Center and Frank Lloyd Wright architecture. Attendees had the opportunity to tour these locations and get an insider's look on their development, including tours allowing an exclusive view prior to opening to the public.

**The Marketplace** – Attendees had the opportunity to visit nearly 50 vendor booths to discuss the latest and greatest services and technologies in the industry.







2019 CREW Network Foundation scholarship recipients



Carey Lohrenz, the first US Navy female F-14 Tomcat fighter pilot



Skyler Tibbits, Co-Director and founder of the Self-Assembly Lab at MIT



Sarah Robb O'Hagan, activist and former global CEO

### Inspiring Keynotes

Carey Lohrenz, the first US Navy female F-14 Tomcat fighter pilot, entertained and inspired with her story of overcoming odds as the first woman in her role. She also discussed owning your story, and how we can create a ripple effect in any industry when we share our successes and failures and motivate others to act on their ambitions. Lohrenz's message of fearless leadership, bringing teams together and creating trust spans all industries, and reminded attendees of the importance of having the courage to create your own footprints when there are none in front of you to follow.

Skyler Tibbits, Co-Director and founder of the Self-Assembly Lab at MIT, discussed smart buildings, machines and how technology will change the commercial real

estate industry. Tibbits, an innovator and inventor on the forefront of smart fabrics and 4D technology, described a world where "building and machines are self-assembling, replicating and repairing."

Activist and former global CEO Sarah Robb O'Hagan shared her path and strategies on how to reach your highest potential. Robb O'Hagan discussed how you can become the most "extreme" version of yourself by operating at the edge of your potential and building highly-collaborative, focused and successful teams and corporations. She also detailed her failures and how they fueled her successes, allowing her to learn, grow and motivate herself to lead a \$5 billion global business by the age of 38.



2019 Certificate in Leadership graduating class. The program is sponsored by KeyBank Real Estate Capital.



Wendy Mann, left, joins Annemarie Dicola, Leslie Hale and Nathalie Palladitcheff during the Distinguished Leaders session

## Honoring the Achievements of Women in CRE

CREW Network is proud to honor the outstanding achievements of our members and the impact they are having on the industry. Through our recognition programs, including Distinguished Leaders and Impact Awards, we continue to provide a platform to honor these exceptional professionals.

### 2019 Distinguished Leaders

Annemarie DiCola, Leslie Hale and Nathalie Palladitcheff were named CREW Network Distinguished Leaders in 2019, top executives in commercial real estate invited to share their expertise and leadership, serving as advisors to women

within the organization. The trio were featured speakers at the 2019 convention and their panel was touted by attendees as inspiring, engaging and memorable.

DiCola is chief executive officer of Trepp LLC, headquartered in New York City. She spearheads Trepp's business as



Annemarie Dicola

the global leader in the CMBS industry, and has expanded Trepp's expertise and solutions offerings into the broader CRE finance, banking and corporate credit CLO sectors. Under DiCola's leadership, Trepp has repeatedly received top billing as the Best CMBS Data Provider.

Hale is president and chief executive officer of RLJ Lodging Trust, a leading hotel real estate investment trust headquartered in Bethesda, Maryland. Hale joined RLJ in 2005 and has held progressively senior roles—she was appointed to chief financial officer in 2007, chief operating officer in 2016 and



Leslie Hale

chief executive officer in 2018. Hale helped successfully lead the initial public offering (IPO) of RLJ in 2011.

Palladitcheff is President of Ivanhoé Cambridge and is responsible for developing and ensuring the execution of the company's global strategy and supervising the alignment of its investment and corporate activities. She also manages all activities related to finance in the company, as well as the human resources, legal affairs and information technologies teams. Palladitcheff joined Ivanhoé Cambridge, a Canada-based developer and investor, in 2015 as executive vice president and chief financial officer.



Nathalie Palladitcheff

#### 2019 Impact Awards

The CREW Network Impact Awards recognize member achievements considered exceptional in four areas: Member-to-Member Business, Entrepreneurial Spirit, Economic and Community Improvement and Career Advancement for Women. Below are highlights of our inspiring 2019 honorees.

## Economic and Community Improvement – Shelby Dodson

Shelby Dodson of CREW Upstate South Carolina started out as broker for the site acquisition and leasing of Plush Mill, a dilapidated brownfield site in a transitional area of Greenville, South Carolina. Dodson was tasked with transforming the historical



textile mill and bringing new life and purpose to the three-acre property. She became part owner and developer, and invested, redeveloped, marketed, branded and successfully leased the 24,500 square foot building as a co-working space to Serendipity Labs. The redevelopment of Plush Mill has provided jobs, sponsored memberships, offered a venue for events, local art, job/networking opportunities and green space for the local community.

### Entrepreneurial Spirit - Molly Meyer

The city of Chicago, Illinois faces significant environmental challenges: stormwater overflow; brownfield remediation; and dwindling natural topsoil. Weather-related events routinely cause sewer overflow in which stormwater and sewage mix into the city's drinking water source and flow into the



Chicago River and Lake Michigan. CREW Chicago's Molly Meyer identified and seized an opportunity to advance the real estate industry by developing a solution for brownfields remediation and stormwater management. Her solution, Omni Terrain, has received acceptance from Chicago officials, engineers and property owners, and the Boston Water and Sewer Commission.

#### Member-to-Member Business – Kim Marks

For more than a decade, CREW Charlotte's Kim Marks has had a rewarding relationship with the leadership of global financial management firm Barings. When her company was awarded the fit out of Barings' new world headquarters, spanning 205,000 square feet and seven floors in uptown



Charlotte, North Carolina, she turned to six fellow CREW members for help, leading to a successful outcome for both the client and her CREW partners. The Charlotte Business Journal recognized the project with a 2018 Heavy Hitters Commercial Real Estate award for commercial space buildout.

## Career Advancement for Women – Quinn Texmo

Motivated by CREW Network's 2018 white paper on pay parity, CREW Omaha's Quinn Texmo prompted her company's human resources department to analyze its payroll practices, which increased payroll by \$500,000 annually to help close the gender pay gap. She shared her company's



story in local presentations, and an attendee contacted Texmo for advice about how to conduct a pay audit in her own firm. As a result, the architectural firm's pay audit revealed a 50-75 percent pay disparity based on age, race and gender. Texmo has also developed a workshop on Negotiation Skills, which have demonstrated success.

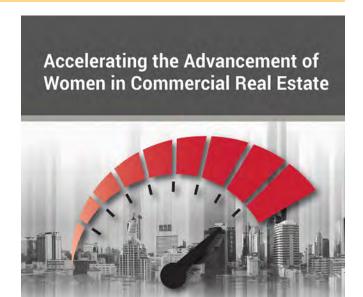
# Accelerating the Advancement of Women in Commercial Real Estate

Businesses benefit by having more women in senior leadership roles, yet women remain underrepresented in all facets of commercial real estate leadership, C-suites and boards. CREW Network's 2019 industry research white paper, Accelerating the Advancement of Women in Commercial Real Estate, examined three areas where women continue to be underrepresented in the industry—the talent pipeline; senior executive leadership; and at the corporate board level—and presented an action guide to advance women in each of these critical career areas. The publication also identified the unique barriers women of color face in advancing, and strategies to ensure all women have equal access to opportunities, pay and recognition.

The white paper presented global and industry-wide research findings, company best practices and first-person insight from women leaders, male CEOs and top executives in commercial real estate, including Capital One, CBRE, Cushman & Wakefield and Lincoln Property Group.

### **Key Findings:**

- Companies in the top 25% for gender diversity are 15% more likely to have financial returns above their industry medians
- Companies in the top 25% for racial and ethnic diversity are 35% more likely to have higher returns
- Innovation is six times higher at companies with the most equal workplace cultures



- Changing board composition to include 30% female representation could add up to six percentage points to a company's net margin
- In 2018, more than half of new women directors joined boards that had increased in size

CREW Network is the leading producer of research on women in commercial real estate. The 2019 white paper was developed by the Industry Research Committee with support from Industry Research Program Partner Capital One.

Capital One

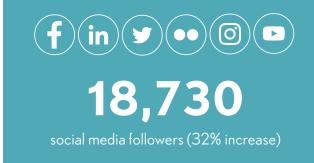
**Commercial Banking** 

### Women Equal in the Workforce, But Not in Leadership

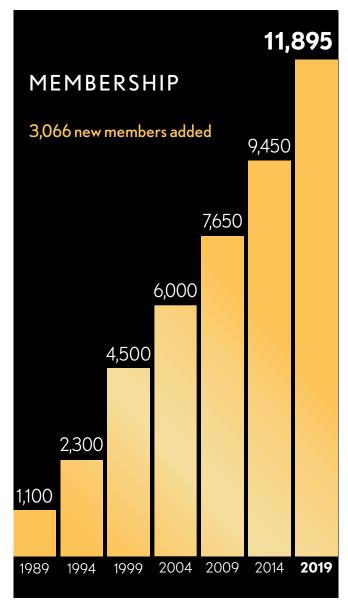
	Percentage of women in the workforce	Percentage of women in the C-suite/Top Management
*	47%	15%
	57%	24%
	47%	19%

## 2019 By the Numbers









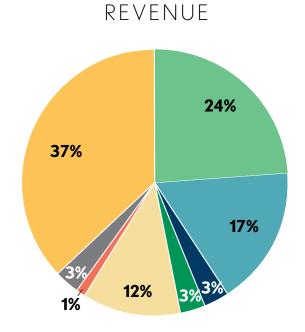
485 million
reached by media mentions of CREW Network
(41% increase year-over-year)

94 million
reached by media mentions of our industry research

## Financial Summary

### **Total Revenues = \$7,016,768**

Total revenue	\$7,016,768	
Total revenue before unrealized loss Unrealized loss on investments	\$6,347,241 669,527	
	\$6,347,241	100%
Interest & Miscellaneous Income	* 212,700	3%
Other Grant Revenue	57,582	1%
Administrative Services Income	747,628	12%
Other Education Fees	202,994	3%
Leadership Summit Fees	165,000	3%
Convention Fees	1,100,024	17%
Sponsorship	1,518,641	24%
Membership Dues	\$2,342,672	37%

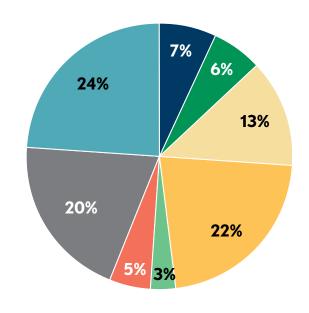


\*does not include \$669,527 of unrealized gains on investments

### **Total Expenses = \$5,714,142**

0%
5%
3%
2%
3%
6%
7%
4%
֡֡֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜

### **EXPENSES**



## Thank You to our 2019 Sponsors

#### **PROGRAM PARTNERS**

GLOBAL AGENDA



INDUSTRY RESEARCH



LEADERSHIP CERTIFICATE

**KeyBank** Real Estate Capital **TECHNOLOGY** 

NORTON ROSE FULBRIGHT

#### PREMIER LEAD SPONSORS



























stewart title

**PLATINUM** 

































**Lamar Johnson** Collaborative



**SILVER** 

SILVER

**CREW** 

GOLD















#### **BRONZE**

Alitek Altus Group Baker Tilly **BakerHostetler** Clayco, Inc.

Coldwell Banker Commercial **Affiliates** 

Greenberg Traurig, P.A. North American Title Insurance Company

Pinnacle Polsinelli RealPage, Inc.

Remington Development Corp.

Rockefeller Group Spectra Contract Flooring Stream Realty Partners

Transwestern

Valbridge Property Advisors

Ware Malcomb

Winderweedle Haines Ward & Woodman, P.A.

#### CONTRIBUTOR

AmTrust Title Black Creek Group Cephas Partners Cereus Asset Services Herrin Commercial Real Estate IBI Group

Lowndes

Seyfarth Shaw LLP

Shutts & Bowen LLP

The Bozzuto Group

Xfinity Communities

**MEDIA** 

The Opus Group

Valley Bank

GlobeSt.com

Real Estate Forum

Scotsman Guide

VHB

Kimley-Horn Langan LeFrak Commercial

### CHAPTER LEADERSHIP CIRCLE PARTNERS

BRONZE











#### CONTRIBUTOR

**CREW Denver** CREW Orlando CREW San Francisco

CREW-St. Louis

### FRIEND

**CREW Dallas CREW Detroit CREW NJ** 

#### SUPPORTING

CREW Austin **CREW Hampton Roads** 

CREW Jacksonville CREW New Mexico

**CREW Orange County** CREW San Antonio

CREW San Diego Triangle CREW CREW Tucson

PATRON







## Sponsor and Chapter Leadership Circle Directory

### 2019 Sponsors

#### **ALTA SURVEYS. DUE DILIGENCE ASSESSMENTS, ZONING** & REMEDIATION

#### **AEI Consultants** Holly Neber **CEO**

2500 Camino Diablo

Walnut Creek, CA 94597 USA (925) 746-6000 hneber@aeiconsultants.com www.aeiconsultants.com

AEI provides property insights internationally through environmental and property condition assessments, energy efficiency, capital planning, zoning analysis, ALTA surveys, remediation and corrective action and construction risk management from over 25 office locations.

#### **National Due Diligence** Services

Miriah Ekus

**VP National Accounts** 3191 Maguire Blvd., Suite 200 Orlando, FL 32803 USA (407) 978-0464 mekus@nddservices.com nationalduediligenceservices.com

National Due Diligence Services, a division of American Surveying & Mapping. Inc. is the nation's premier surveying, mapping and commercial due diligence firm. Services include: ALTA Surveys, Zoning, ESA, PCA, Zip Maps, PML, and Flood Determination.

#### NV5/Bock & Clark

Laura Hengle

Director of Marketing 3550 W. Market Street, Suite 200 Akron, OH 44333 USA (800) 787-8397 laura.hengle@nv5.com www.bockandclark.com

Leaders in national due diligence services-ALTA Surveys, Zoning Reports, Phase I & Phase II ESAs and Property Condition Assessments. Using our own staff and national network of experienced providers we'll get you the quality product you need. Rebranded as NV5/Bock & Clark.

#### **ACCOUNTING**

#### **Baker Tilly**

Barbara Schaefer McDuffie

Managing Director 8219 Leesburg Pike, Suite 800 Tysons Corner, VA 22182 USA (703) 785-7726

barbara.mcduffie@bakertilly.com www.bakertilly.com

Baker Tilly is a leading advisory, tax and assurance firm whose specialized professionals guide clients through an ever-changing business world, helping them win now and anticipate tomorrow. The firm has operations in North America, South America, Europe, Asia and Australia.

#### **ARCHITECTURE**

#### Clavco + Lamar Johnson Collaborative

Angie Earlywine

Managing Director 35 East Wacker Drive, Suite 1300 Chicago, IL 60601 USA  $(314)\overline{5}95-6387$ EarlywineA@theljc.com claycorp.com

Clayco is a full-service develop, design and build firm. LJC, the design practice of Clayco, harnesses the power of integrated architecture, workplace strategy, interior design, landscape architecture, planning & urban design, to enhance the quality of the human experience.

#### IBI Group Stephanie Zuke

Marketing & Business Development Manager - Canada West 7th Floor - 55 St. Clair Avenue West Toronto, ON M4V 2Y7 CANADA (604) 683-8797

stephanie.zuke@ibigroup.com www.ibigroup.com

IBI Group is an international, technology driven, integrated team of architects, engineers, planners, designers and technology professionals. They design every facet of commercial real estate, including internationally recognized high-rise, mixed-use towers.

#### Stantec

Leslie K. Whitby

Business Development Manager 1500 Spring Garden Street, Suite 1100 Philadelphia, PA 19130 USA (215) 751-2951 leslie.whitby@stantec.com www.stantec.com

At Stantec, we're designers, engineers, scientists, & project managers, innovating together at the intersection of community, creativity, and client relationships. Balancing these priorities results in projects that advance the quality of life in communities across the globe.

#### Ware Malcomb Tiffany English

Principal 10 Edelman Irvine, CA 92618 USA (858) 500-4623

tenalish@waremalcomb.com www.waremalcomb.com

Established in 1972. Ware Malcomb is an international design firm providing planning, architecture, interior design, branding and civil engineering services. The firm has 22 office locations throughout the United States, Canada, Mexico and Panama.

#### **BANKING**

### Valley National Bank

Jennifer Hinkle

Commercial Lending, VP 450 S. Orange Avenue, Suite 400 (407) 367-4531 ihinkle@vallev.com www.valley.com

Valley is one of the most trusted and respected banks in the industry. We have approximately \$30 billion in assets and over 200 locations throughout New York, New Jersey, Florida and Alabama. Since 1927. the Bank has never produced a losing quarter. Even during the most challenging economic times, we have never stopped lending to our customers.

#### **BROKERAGE**

#### **Avison Young**

Parveen Sandhi Director, HR

18 York Street

Toronto, ON M5J 2T8 CANADA (647) 252-4163

parveen.sandhi@avisonyoung.com https://www.avisonyoung.com/

Avison Young is a full-service commercial real estate services firm with a unique model, culture and approach. We are a private company, designed to put our client relationships and their success at the center of everything we do.

#### Colliers International Karen Whitt

President, Real Estate Management Services I US 1625 | Street NW, Suite 700 Washington, DC 20006 USA (703) 650-5709 karen.whitt@colliers.com www.colliers.com

Colliers International is a leading global real estate services and investment management company. With operations in 68 countries, our 14,000 professionals provide expert advice and services to maximize the value of property for real estate occupiers, owners and investors.

#### Herrin Commercial **Real Estate**

Sharon Herrin

Owner/President 4501 Sunbelt Drive, Suite B Addison, TX 75001 USA (972) 980-0400

sherrin@herrincommercial.com www.herrincommercial.com

Commercial real estate brokerage specializing in retail, owner representation, dispositions of special purpose daycare, retail and restaurant properties. Understanding ownership in a broad range of specialties brings knowledge and skills beneficial to servicing owners.

#### **HFF**

Susan Hill

Senior Managing Director 9 Greenway Plaza, Suite 700 Houston, TX 77046 USA (713) 852-3500 shill@hfflp.com www.hfflp.com

HFF and its affiliates operate out of 26 offices and are a leading provider of commercial real estate and capital markets services to the global commercial real estate industry.

#### Marcus & Millichap

Rick Anderson

Senior Vice President 23975 Park Sorrento, Suite 400 Calabasas, CA 91302 USA (818) 212-2250 rick.anderson@marcusmillichap.com www.marcusmillichap.com

Marcus & Millichap is a leading firm specializing in commercial real estate investment sales, financing, research and advisory services across the U.S. and Canada. Our services are customized to meet the diverse needs of private investors, professionals and institutions.

#### Savills

Nicole Smith

Manager, Activation & Events 399 Park Avenue, 11th Floor New York, NY 10022 USA (212) 588-3455 nsmith@savills.us www.savills.us

We're the experts in better commercial real estate. Local expertise, delivered globally.

#### **Transwestern**

Kim Croley

EVP, National Marketing & Communications 1900 West Loop South, Suite 1300 Houston, TX 77027 USA (713) 272-1212 kim.croley@transwestern.com www.transwestern.com

Transwestern comprises diversified real estate services, investment management and development companies. The privately held, fully integrated organization leverages competencies in office, industrial, retail, multifamily and healthcare for investors, owners and occupiers.

#### **COMMERCIAL LENDING**

#### **KeyBank Real Estate Capital**

Lisa Lombardo

Vice President 100 Public Square Cleveland, OH 44113 USA (801) 201-0107 lisa\_k\_lombardo@keybank.com www.kev.com/realestate

KeyBank Real Estate Capital is a leading provider of commercial real estate finance, including construction and interim finance, permanent mortgages, affordable housing and community development lending, commercial loan servicing, investment banking and cash management.

#### CONSULTING, COMMERCIAL REAL ESTATE

## Capital One Commercial Bank

Sadhvi Subramanian Mid-Atlantic Market Manager 1680 Capital One Drive

McLean, VA 22012 USA (703) 720-6747

sadhvi.subramanian@capitalone.com capital.one/cre

Our dedicated team of CRE professionals are here to serve your business. As a designated lender with Fannie Mae, Freddie Mac and FHA, we bring deep expertise to every product, along with extensive multifamily financing capabilities of a top 10 U.S. commercial bank.

#### Kimley-Horn

Miriam Brodie

Director of National Clients 421 Fayetteville Street, Suite 600 Raleigh, NC 27601 USA (703) 674-1365 miriam.brodie@kimley-horn.com www.kimley-horn.com

Kimley-Horn is one of the nation's premier planning and design consultants. Our professionals are experts in many disciplines yet share one passion, making our clients successful. In 2019 Kimley-Horn was ranked 18th on Fortune's 100 Best Companies to Work For list.

## CORPORATE REAL ESTATE

#### CBRE Group, Inc. Bobby Griffin

Vice President, Diversity & Inclusion 400 S. Hope Street Los Angeles, CA 90071 USA (214) 438-8916 bobby.griffin@cbre.com www.cbre.com

CBRE Group, Inc. is the world's largest commercial real estate services and investment firm, with 2018 revenues of \$21.3 billion and more than 90,000 employees. CBRE offer offers a broad range of integrated services and has been voted the industry's top brand by Lipsey Co.

#### Coldwell Banker Commercial Affiliates

Charlie Young

President & CEO 175 Park Avenue Madison, NJ 07940 USA (973) 407-2555 charlie.young@cbhomeoffice.com www.cbcworldwide.com

Coldwell Banker Commercial is a worldwide leader in the commercial real estate industry, and part of the most respected real estate brand, Coldwell Banker Real Estate. CBC is comprised of approximately 2,100 sales agents in 200 companies that are independently owned and operated.

### Cushman & Wakefield Janice O'Neill

Global Head of Talent
Management & Diversity
225 W. Wacker Drive, Suite 3000
Chicago, IL 60606 USA
(212) 841-7673
janice.oneill@cushwake.com
www.cushwake.com

Cushman & Wakefield is a leading global real estate services firm that delivers exceptional value by putting ideas into action for the world's top occupiers and investors. The firm is among the largest real estate services firms with 48,000 employees and revenue of \$6.9B.

### Rockefeller Group

Brandi Hanback

Executive Vice President, Industrial Development 1221 Avenue of the Americas New York, NY 10020 USA (410) 897-4858

bhanback@rockefellergroup.com www.rockefellergroup.com

Rockefeller Group is one of the most trusted names in real estate —a leading developer, owner and operator, known for pioneering large-scale urban mixed-use development. For ninety years the company has been trusted for its financial strength, stability and vision.

#### **Stream Realty Partners**

Liz K. Sheff

Chief Operating Officer and Partner 2001 Ross Avenue, Suite 400 Dallas, TX 75201 USA (214) 210-1356 Isheff@streamrealty.com www.streamrealty.com

Stream Realty Partners is a national commercial real estate firm located in 12 cities, with more than 850 employees, providing full-service offerings in leasing, property management, development, construction management and investment sales services.

#### The Opus Group

**Christy Lewis** 

Director, National Business
Development
10350 Bren Road West
Minnetonka, MN 55379 USA
(952) 656-4407
christy.lewis@opus-group.com
www.opus-group.com

We empower our client's mission through the buildings we deliver. Our integrated, multi-disciplinary team provides commercial real estate development, design and construction services. Headquartered in Minneapolis, we have offices, experts and projects across the country.

#### **Walmart Realty**

Sonya Webster

Director, Realty Execution -Construction 2608 J Street, Section B #1003 Bentonville, AR 72712 USA (479) 366-5059 sonya.webster@walmart.com www.walmartrealty.com

Walmart creates opportunities and brings value to communities. Through innovation, we're creating a seamless experience to let customers shop anytime and anywhere. Walmart operates over 11,300 stores under 58 banners in 27 countries and eCommerce websites in 10 countries.

## DATA, SOFTWARE AND SERVICES

#### **Alitek Solutions** Kathy Matthews

Principal, Business Development 19627 I-45 North, Suite 700 Spring, Texas 77388 USA (713) 705-3333 kmatthews@alitek.com https://alitek.com

Alitek helps CRE firms improve business processes, increase efficiency, and reduce risk, through better management of information. We understand the unique needs of the Commercial Real Estate industry and can offer strategic guidance to firms of any size.

#### **Altus Group**

Brittney Purnell

Marketing Specialist 7900 Westpark Drive Suite T600 Tysons, Virginia 22102 USA (214) 749-1313 brittney purpell@altusgroup.com

brittney.purnell@altusgroup.com altusgroup.com

Specialized tax experts with industry knowledge create multi-disciplinary teams and comprehensive strategies paired with market-leading technology to find ways to decrease your tax obligations.

#### **LIGHTBOX**

Moira McArdle

Vice President of Marketing 780 3rd Avenue, Suite 32 New York, NY 10017 USA (203) 225-1943 mmcardle@edrnet.com www.lightboxre.com

LightBox is a new company providing the CRE lending industry with due diligence, risk management, location intelligence & workflow solutions that enable decision making for CRE brokers, lenders, appraisal firms, and environmental consulting and engineering firms.

#### **ENGINEERING**

#### Langan

Michele O'Connor

Principal
300 Kimball Drive
Parsippany, NJ 07054 USA
(212) 479-5414
moconnor@langan.com
www.langan.com

Langan provides an integrated mix of engineering and environmental consulting services in support of land development projects, corporate real estate portfolios and the energy sector. The firm has more than 1,100 employees across 30 locations worldwide.

#### **VHB**

#### Sean Alveshire

SE Regional Client Development Manager (407) 792-1735 salveshire@VHB.com wwwVHB.com

Engineers, scientists, planners and designers working together to deliver resilient and sustainable solutions for our clients and communities.

#### **FINANCE**

#### Wells Fargo

420 Montgomery Street San Francisco, CA 94104 USA www.wellsfargo.com/realestate

Wells Fargo Commercial Real Estate delivers a comprehensive platform of financing for experienced commercial real estate companies including balance sheet lending, CMBS originations, loan servicing, agency financing for multifamily properties, and debt and equity capital.

## INVESTMENT MANAGEMENT

#### **BentallGreenOak**

Amy Price

Managing Partner, Co-Head of U.S. 600 California Street, Suite 560 San Francisco, CA 94108 USA (415) 375-4014

amy.price@bentallgreenoak.com www.BentallGreenOak.com

BentallGreenOak is a leading, global real estate investment management advisor and a globally-recognized provider of real estate services. BentallGreenOak is part of the SLC Management which is the institutional alternatives asset management business of Sun Life.

## First American Exchange Company

Michelle Peterson

National Marketing Manager 215 South State Street, Suite 380 Salt Lake City, Utah 84111 USA (541) 671-0497 mpeterson@firstam.com www.firstexchange.com

The 1031 exchange is a valuable investment tool for maintaining continuity of investment dollars while affording investors the opportunity to consolidate, expand or diversify their portfolio of properties without recognizing capital gains taxes or depreciation recapture.

#### NorthMarq

Melissa Marcolini Quinn

Senior Vice President, Managing Director 3500 American Blvd. West, Suite 500 Minneapolis MN 55431 USA

Minneapolis, MN 55431 USA (407) 418-5005 mquinn@northmarq.com www.northmarg.com

NorthMarq helps commercial real estate investors protect and add value to assets through experts in debt, equity and investment sales. Our integrity and innovation are evident in our 60-year history, loan portfolio of \$57 billion and multiyear tenure of more than 500 people.

#### **LAW**

#### Akerman LLP Beth Zafonte

Director of Economic

Development Services 666 5th Avenue, 20th Floor New York, NY 10103 USA (212) 822-2266 beth.zafonte@akerman.com

beth.zafonte@akerman.com www.akerman.com

Akerman is a top 100 U.S. law firm recognized by Financial Times as among the most forward thinking firms in the industry. Assembling a hand-crafted team for every client engagement, we leverage our more than 700 lawyers and business professionals across 25 offices.

#### **BakerHostetler**

Jessica Parker Malchow

Partner

SunTrust Center, Suite 2300 200 South Orange Avenue Orlando, Florida 32801 USA (407) 649-4683 jmalchow@bakerlaw.com

jmalchow@bakerlaw.com www.bakerlaw.com

BakerHostetler's nationwide real estate team provides transactional, financing, development, environmental and litigation legal services. It is widely recognized for its ability to handle complex, high-profile matters, and clients praise its responsiveness and efficiency.

#### CLA (CliftonLarsonAllen)

Jill Bosco

Managing Principal of Industry, Construction 420 South Orange Avenue, Suite 500 Orlando, FL 32801 USA (888) 529-2648 jill.bosco@CLAconnect.com www.claconnect.com

CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, outsourcing, audit, tax, and consulting services. Whether your needs are local or abroad, we promise to know you and help you.

#### **Greenberg Traurig**

**August Trammell** 

Senior Practice Development Manager Terminus 200 3333 Piedmont Road NE, Suite 2500 Atlanta, Georgia 30305 USA (678) 553-2395 trammella@gtlaw.com www.gtlaw.com/en

The Greenberg Traurig Real Estate Practice is a cornerstone of the firm and recognized leader in the industry.

#### Locke Lord LLP

Vicky Gunning

Dallas Office Managing Partner/
Chair Real Estate and Real Estate
Finance Practice Group
2200 Ross Avenue, Suite 2800
Dallas, TX 75201 USA
(214) 740-8638
VGunning@lockelord.com
https://www.lockelord.com/

Locke Lord is a full-service, international law firm that ranks among The American Lawyer's top U.S. law firms. We bring a holistic approach to each real estate and real estate finance matter to seamlessly handle complex global matters.

#### Lowndes

Jaqueline Bozzuto

Partner & Co-Chair of Hospitality & Leisure Group 215 North Eola Drive Orlando, Florida 32801 USA (407) 418-6207 Jackie.Bozzuto@lowndes.com www.lowndes-law.com

Lowndes lawyers advise clients on almost every aspect of business: from copyrights and trademarks to high-stakes, high-profile litigation; from complex commercial and residential real estate issues to wealth management; from labor and employment law to healthcare; from capital raising and entity formation to corporate growth and expansion locally, nationally and internationally.

## Norton Rose Fulbright US LLP

Jessica Carnright

Business Development Manager 98 San Jacinto Boulevard, Suite 1100 Austin, TX 78701 USA jessica.carnright@ nortonrosefulbright.com www.nortonrosefulbright.com

Norton Rose Fulbright is a global law firm. With over 250 real estate lawyers, we are one of the few law firms with the experience, skill and depth of resources necessary to deliver high-level service to the real estate sector worldwide.

#### **Perkins Coie LLP**

Alexandra Cole

Partner
131 South Dearborn Street,
Suite 1700
Chicago, IL 60603 USA
(312) 324-8686
ACole@perkinscoie.com
www.perkinscoie.com

We handle projects, including shopping centers, resorts and hotels, corporate campuses, industrial facilities, mixed-use projects, public/private developments and senior housing. We assist clients with loan workouts, modifications, foreclosures and deeds-in-lieu of foreclosure.

#### **Polsinelli**

Amy Hansen

Real Estate Practice Chair 900 W. 48th Place, Suite 900 Kansas City, MO 64112 USA (303) 583-8226 ahansen@polsinelli.com www.polsinelli.com

Polsinelli is an Am Law 100 firm with more than 875 attorneys in 21 offices nationwide. Recognized by legal research firm BTI Consulting as one of the top firms for excellent client service and client relationships, the firm's attorneys provide value.

#### Seyfarth Shaw LLP

Christa Dommers

Partner 233 S. Wacker Drive, Suite 8000 Chicago, IL 60606 USA (202) 828-3521 cdommers@seyfarth.com www.seyfarth.com

With more than 850 attorneys in the U.S., London, Shanghai, Hong Kong, Melbourne and Sydney, Seyfarth Shaw offers thoughtful, strategic, practical legal counsel across real estate, litigation, employment, corporate and employee benefits.

#### **Shutts & Bowen LLP**

Christina M. Lago

Marketing Manager 200 South Biscayne Boulevard, Suite 4100 Miami, FL 33131 USA (305) 415-9088 CLago@shutts.com www.shutts.com

Shutts & Bowen LLP is a full-service law firm with a deep connection to Florida's history, a commitment to excellent service for our clients and community, and a focus on diversity in the workplace. For more than 100 years, Shutts has been opening doors to our business clients across the state with sophisticated, cuttingedge legal skills from Florida's top legal talent.

## Winderweedle, Haines, Ward & Woodman, P.A.

Mya Hatchette

329 Park Avenue North, 2nd Floor Winter Park, FL 32789 USA (407) 423-4246 MHatchette@whww.com

WHWW is a full-service law firm providing legal representation in business law, litigation and appeals, bankruptcy, banking, insurance law, estates and trusts, government, property rights and real estate, as well as other areas.

#### OWNER/DEVELOPER/ MANAGEMENT

**Cereus Asset Services** 

Jeanette Flory-Sagan

President 2700 NW Pinecone Drive, Suite 307 Issaquah, WA 98027 USA 301-767-6823 jflory@CereusRE.com www.CereusRE.com

Cereus Asset Services advises a wide range of clients from institutional owners to holders of smaller asset portfolios. Our services—such as transitioning newly acquired assets, resolving significant challenges from leaseups, strategizing on litigation matters, and overseeing the use of third-party service providers—are customized and solution-driven.

#### **LeFrak Commercial** Marylou Berk

Head of Commercial Real Estate, Senior Managing Director 40 W. 57th Street, 23rd Floor New York, NY 10019 USA (212) 708-6650 MBerk@LeFrak.com

Affiliates of LeFrak Commercial own and manage an extensive portfolio nationally, part of which includes tenants ranging from global Top 50 corporations to start-ups in approximately 20 commercial buildings.

#### **MANUFACTURER**

#### Haworth, Inc.

One Haworth Center Holland, MI 49423 USA www.haworth.com

Globally, Haworth enriches work spaces with award winning furniture, interior architecture and technology solutions to create beautiful spaces and achieve business goals by supporting collaboration and innovation.

#### **Spectra Contract Flooring**

Aaron Hartung
Marketing Man

Marketing Manager 1019 Riverbend Drive Dalton, Georgia 30721 USA (423) 255-3446 aaron.hartung@spectracf.com www.spectracf.com

With 26 locations and over 400,000 jobs completed in all market segments, Spectra Contract Flooring is the complete solutions provider. From product selection and specification to project and maintenance planning, procurement, installation, and logistics—we do it all!

## PROPERTY MAINTENANCE

#### **ABM**

Marianne Smith

Senior Marketing Strategy Manager 1 Liberty Plaza, 7th Floor New York, NY 10006 USA (770) 953-5048 Marianne.Smith@abm.com www.abm.com

ABM is a leading provider of facility solutions with comprehensive capabilities that include janitorial, electrical & lighting, energy solutions, facilities engineering, HVAC & mechanical, landscape & turf, mission critical and parking.

## PROPERTY MANAGEMENT

#### **Pinnacle**

Jennifer Staciokas

SVP, Marketing, Training & Pricing 5055 Keller Springs Road, Suite 400 Addison, TX 75001 USA (469) 233-0101 jstaciokas@pinnacleliving.com www.pinnacleliving.com

Pinnacle is a privately held national real estate provider specializing in third party management of multifamily residential communities. As one of the nation's preferred third party managers, Pinnacle's portfolio includes over 172,000 residential units in over 30 states.

#### Valet Living

Patti Girardi

Chief Marketing Officer 100 South Ashley Drive, Suite 700 Tampa, FL 33602 USA 813-279-2169 Patti.Girardi@valetliving.com www.valetliving.com

For people seeking excellence in a property management partner, we are the tried and tested resource that supports communities where people want to live and that improves property value.

#### **Xfinity Communities** Sheila E. Chambliss

Project Management Specialist Three Logan Square, 14th Floor Philadelphia, PA 19103 USA (215) 286-3335 Sheila\_chambliss@cable. comcast.com

## REAL ESTATE DEVELOPMENT

### **Camden Property Trust**

Laurie Baker

Senior Vice President of Fund & Asset Management
11 Greenway Plaza, Suite 2400 Houston, TX 77046 USA
(713) 354-2500
lbaker@camdenliving.com
www.camdenliving.com

Camden Property Trust is a real estate company engaged in the ownership, management, development, redevelopment, acquisition and construction of multifamily apartment communities across the United States.

#### JLL

Lani Aragon

Manager, Diversity and Inclusion 200 E. Randolph Chicago, IL 60601 USA (312) 228-2731 lani.aragon@am.jll.com www.ill.com

We're a world leader in real estate services, powered by an entrepreneurial spirit. We want the most ambitious clients to work with us, and the most ambitious people to work for us. It's as simple as that.

#### **Lincoln Property Company** Pamela Huning, CPM, RPA

Senior Vice President 915 Wilshire Boulevard, Suite 2050 Los Angeles, CA 90017 USA (213) 542-8254 PHuning@LPC.com www.lpcwest.com

Lincoln Property Company is an international real estate firm offering a comprehensive suite of value-added services for our clients. With our substantial local presence in each of the markets we serve, we ideally situate our offices to clientele: tenants, investors, lenders, and owners of real estate. Our people and philosophy are the key ingredients for Lincoln's solid track record of success.

## Remington Development Corporation

Gillian Lawrence

General Manager -Land Development 300, 200 Quarry Park Boulevard SE Calgary, AB T2C 5E3 CANADA (403) 255-7003 glawrence@remingtoncorp.com www.remingtoncorp.com

Remington Development Corporation is a full service developer of office, industrial, retail, multifamily properties and a renowned 380 acre mixeduse community. From concept to occupancy, Remington is a leader in design, sustainable development and tenant fulfillment.

#### The Bozzuto Group

6406 lvy Lane, Suite 700 Greenbelt, MD 20770 USA (301) 220-0100 www.bozzuto.com

Founded in 1988, Bozzuto has developed, acquired and built more than 42,000 homes and apartments. Currently it manages more than 70,000 apartments and two million square feet of retail space along the East Coast between Miami and Boston and in Chicago.

## REAL ESTATE INVESTMENT

#### Cephas Partners

Mollie Fadule
Managing Partner
925 4th Avenue

Seattle, Washington 98614 USA info@cephaspartners.com

Cephas Partners is a private equity firm specializing in alternative investments. Cephas Partners seeks to maximize opportunities for its investors, partners and employees and leave a legacy of generosity.

#### TITLE/ESCROW

#### **AmTrust Title**

Anuska Amparo

Director of Marketing 220 East 42nd Street, 24th Floor New York, NY 10017 USA (212) 499-0100

anuska.amparo@amtrustgroup.com www.amtrusttitlegroup.com

AmTrust Title is a leading provider of title insurance and related services for the commercial and residential real estate industry on both a national and international scale. AmTrust Title is a whollyowned subsidiary of AmTrust Financial Services, Inc.

## Fidelity National Title Group

Melissa Hall

Senior Vice President 5565 Glenridge Connector, Suite 300 Atlanta, GA 30342 USA (404) 419-3227 melissa.hall@fntg.com www.fntg.com

Fidelity National Title Group (FNTG) is the nation's largest provider of title insurance and escrow services. The underwriters that comprise FNTG are the market share leaders in the industry for both residential and commercial transactions.

#### First American Title National Commercial Services

Sally French Tyler EVP, Divisional President 3 First American Way Santa Ana, CA 92707 USA (714) 250-3405 sftyler@firstam.com www.firstam.com/ncs

First American Title National Commercial Services offers expert handling of commercial real estate transactions by providing creative underwriting, streamlined timesaving solutions delivered through the most advanced technology solutions.

#### North American Title Insurance Company (NATIC)

Valerie Jahn-Grandin EVP & Chief Underwriting Counsel 760 NW 107th Avenue, Suite 401 Miami, FL 33172 USA (305) 485-2031 vjahn-grandin@natic.com www.natic.com

Simple. Done Right. NATIC is a seasoned title insurance underwriter operating for more than 50 years. Our one-hour underwriting response guarantee is unparalleled. Our parent company, States Title Holding, is backed by Lennar and leading Silicon Valley venture capitalists.

## Stewart Title Guaranty Company

Tom Konkel

Executive Vice President, Director of Commercial Services
55 Madison Street, Suite 400
Denver, CO 80206 USA tkonkel@stewart.com/commercial

Stewart Title Commercial Services is a global real estate services company, offering custom solutions, unparalleled expertise and a single point of contact for every transaction, regardless of the location or number of properties involved.

#### **VALUATION & ADVISORY**

#### Valbridge Property Advisors Karl Finkelstein

VP Business Development & Marketing 2240 Venetian Court Naples, FL 34109 USA (888)-981-2029 kfinkelstein@valbridge.com www.yalbridge.com

Valbridge Property Advisors is the largest independent commercial property valuation and advisory services firm in North America, with 200 MAIs, 74 office locations and over 675 professionals on staff. Our vision is to empower VPA women for advancement and growth.

## WEB-BASED SOFTWARE AND SERVICES

#### Real Page Lauren Hoag

Commercial Real Estate Solutions 2201 Lakeside Boulevard Richardson, TX 75082 USA (972) 810-5721 sales@realpage.com www.realpage.com/commercial/

RealPage does Commercial? You bet your Assets! Get high performance and low total cost of ownership from the one comprehensive software solution dedicated to commercial property management that has every square foot covered.



### Chapter Leadership Circle Partners

The Chapter Leadership Circle is a valuable program that allows chapters to sponsor CREW Network. This partnership positions chapters as leaders within CREW Network, gaining year round exposure to corporate sponsors and 75+ markets globally.

#### **AZCREW**

Jennifer Cranston 2019 Chapter President PO Box 13116 Phoenix, AZ 85002 USA (602) 530-8191 jennifer.cranston@gknet.com https://arizonacrew.org

AZCREW is the premier commercial real estate organization that dominates in the advancement and success of women within the commercial real estate industry through leadership, professional relationships, education and excellence.

#### **CREW Atlanta**

Katie Smith

Chapter Director 3316-A South Cobb Drive, #223 Smyrna, GA 30080 USA (770) 560-3329

chapterdirector@crewatlanta.org www.crewatlanta.org

CREW Atlanta is the leading organization for senior-level executive women in the Atlanta commercial real estate field.

#### **CREW Austin**

Katy Lumpkin 2019 Chapter President PO Box 204481 Austin, TX 78720 USA (512) 294-2832 admin@crewaustin.com https://crewaustin.org/home

CREW Austin is the leading organization for senior-level executive women and men in the Central Texas real estate community.

#### **CREW Boston**

Laura Domenico

Director of Operations 101 Federal Street, Suite 1900 Boston, MA 02110 USA (617) 247-2346 laura@crewboston.org www.crewboston.org

CREW Boston is New England's leading professional organization promoting the advancement of women within the commercial real estate industry. Since 1982, CREW Boston has been an important force behind the increasing success and parity of women in our real estate community.

## CREW Charlotte Patty Drummond

Executive Director PO Box 36692 Charlotte, NC 28236 USA (704) 968-0609 executive@crewcharlotte.org www.crewcharlotte.org/

Founded in 1990, CREW Charlotte transforms the commercial real estate industry by accelerating the advancement of women. Noted for superior programming, professional development and networking opportunities, it is the premier commercial real estate association in Charlotte.

#### **CREW Chicago**

Amy Blumenthal
2019 Chapter President
4210 W. Irving Park Road
Chicago, IL 60641 USA
(312) 899-1664
ablumenthal@gouldratner.com
www.crewchicago.org

CREW Chicago's mission is to positively impact the commercial real estate industry by advancing the power and success of women. With more than 300 members, CREW Chicago is the preeminent organization for senior-level executive women in the Chicago real estate field.

#### **CREW Dallas**

Kimberly Hopkins

Executive Director 4475 Trinity Mills Road Dallas, TX 75287 USA (214) 890-6490 khopkins@crew-dallas.org www.crew-dallas.org

CREW Dallas is a powerful network that creates success for women in commercial real estate.

#### **CREW Denver**

Tiffany Watson

2019 Chapter President Denver, CO USA (785) 832-1808 CREWDen@CREWDenver.org https://crewdenver.org

CREW Denver was founded in 1984 – and has been blazing trails ever since. Today, our membership comprises some of the most influential, enterprising and energetic professionals in Denver. Women willing to step up, take risks and take the lead.

#### **CREW Detroit**

Kelli Herman 2019 Chapter President (734) 262-5946 kherman@neumannsmith.com www.crewdetroit.org

As a founding chapter of CREW Network, CREW Detroit provides its 150+ members with focused networking, promotes member-tomember business, offers educational and leadership development and enriches members through philanthropic experiences.

#### **CREW Hampton Roads**

Christine Verfurth
2019 Chapter President
PO Box 62815
Virginia Beach, VA 23466 USA
(757) 640-7186
infor@crewhamptonroads.org
https://crewhamptonroads.org/

CREW Hampton Roads is Southeastern Virginia's leading organization for senior-level executive women in the commercial real estate field. The mission of CREW Hampton Roads is to transform the commercial real estate industry by advancing women globally.

#### **CREW Houston**

Ashley Frysinger 2019 Chapter President PO Box 59 Bellaire, TX 77042 USA (713) 375-2731 crewhouston@amchouston.com www.crewhouston.org

Founded in 1998, CREW Houston's mission is to influence the success of the commercial real estate industry by advancing the achievements of women. CREW Houston represents all segments of the commercial real estate industry. Membership includes 257 highly motivated members.

#### **IndyCREW**

Jill Rose 2019 Chapter President PO Box 3461 Carmel, IN 46082 USA (317) 339-3495 indycrew@indycrew.org www.indycrew.org

Our mission is to serve as the catalyst for its members to achieve business success, promote professional development and establish a diverse network within the commercial real estate community.

#### **CREW Jacksonville**

Pauline Gerry
2019 Chapter President
8841 Corporate Square Court
Jacksonville, FL 32218 USA
(904) 728-4722

crewjacksonville@crewnetwork.org www.crewjax.org

Founded in 2002, CREW Jacksonville's mission is to create a dynamic, supportive environment that promotes advancement with knowledge sharing, networking opportunities and building effective leaders. The chapter holds annual awards, philanthropic outreach and premier events.

#### **MNCREW**

Ericka Miller 2019 Chapter President 4248 Park Glen Road Minneapolis, MN 55416 USA (952) 928-4669 info@mncrew.org www.mncrew.org

MNCREW exists to ignite the commercial real estate industry through the collective achievements and unique strengths of women.

#### **CREW New Mexico**

Michelle Franks 2019 Chapter President PO Box 92048

Albuquerque, NM 87199 USA (785) 832-1808

crewnewmexico@crewnetwork.org https://crewnewmexico.org/home

Established in 2007, CREW New Mexico's mission is to advance the achievements of women in commercial real estate.

#### **CREW New York**

Marianne Mathieu 2019 Chapter President 1201 Wakarusa Drive, Suite D Lawrence, KS 66049 USA crewnewyork@crewny.org www.crewny.org

Commercial Real Estate Women (CREW) New York is dedicated to the advancement of professional women in commercial real estate through networking, education and leadership development.

#### **CREW NJ**

Tara Carver, Esq. 2019 Chapter President 125 Glenridge Avenue #794 Montclair, NJ 07042 USA (973) 250-4614 crewnj@crewnj.org www.crewnj.org

CREW NJ is comprised of a diverse member base of well-regarded professionals in commercial real estate and its related industries. Our mission is to advance the professional development of women in commercial real estate and promote opportunities for business growth.

#### **CREW Orange County**

Linda Padilla-Smyth 2019 Chapter President PO Box 128 East Irvine, CA 92650 USA (949) 475-7600 Info.oc@crew-oc.org https://crew-oc.org

CREW Orange County is focused on advancing the success of women in commercial real estate and does so by looking outward to bring more women into the industry, showcasing member expertise and successes and serving as a resource to its members and the industry.

#### **CREW Orlando**

Cindy Schooler
2019 Chapter President
37 N. Orange Avenue, Suite 500
Orlando, FL 32801 USA
(785) 832-1808
creworlando@crewnetwork.org
www.creworlando.org

CREW Orlando exists to influence the success of the commercial real estate industry through advancing the achievements of women in the industry. CREW Orlando encourages this success through the programs it provides, the events it plans and the network opportunities it offers.

#### CHAPTER LEADERSHIP CIRCLE PARTNERS

#### **CREW Philadelphia**

Andrea Lukens
2019 Chapter President
Philadelphia, PA USA
(785) 832-1808
crewphiladelphia@crewnetwork.org
www.crewphiladelphia.org

For 35 years, CREW Philadelphia has been working to advance the success of women in commercial real estate. We strive to be the premier real estate networking organization in the region. Core values include leadership, excellence, influence, community, advancement and networking.

#### **CREW San Antonio**

Katherine Howe Frilot 2019 Chapter President PO Box 160013 San Antonio, TX 78210 USA admin@crew-sanantonio.com www.crew-sanantonio.com

CREW San Antonio paves the way, breaking barriers for women to enter and excel as leaders in Commercial Real Estate. We provide unsurpassed connections, innovative resources and education to enhance the real estate community.

#### **CREW San Diego**

Donna Schweitzer

Chapter Administrator 2367 Douglaston Glen Escondido, CA 92026 USA (760) 855-4983 donna@crewsandiego.org www.crewsandiego.org

CREW San Diego's mission is to promote, educate and support a network of professionals in the field of commercial real estate.

#### **CREW San Francisco**

Molly Jans 2019 Chapter President San Francisco, CA USA (785) 832-1808 crewsf@crewnetwork.org www.crewsf.org

Since 1984, CREW SF has been dedicated to changing business' gender trends and closing the parity gap by giving women in real estate the support, resources and opportunities they need to connect, influence, and lead.

#### **CREW Seattle**

Cori Palmer

2019 Chapter President 12131 113th Avenue NE, Suite 101 Kirkland, WA 98034 USA (785) 832-1808 crewseattle@crewnetwork.org

crewseattle@crewnetwork.org www.crewseattle.org

Since 1986, CREW Seattle has connected commercial real estate professionals in the Seattle area, working together to promote and advance business, networking and leadership for the success of women in commercial real estate.

#### **CREW-St. Louis**

Michelle Yates

2019 Chapter President 1201 Wakarusa Drive, Suite D Lawrence, KS 66049 USA (785) 832-1808 crewstl@crewnetwork.org www.crewstl.org

Founded in 1982 by a group of female brokers, CREW-St. Louis now stands at over 200 members. CREW-St. Louis' mission is to advance, educate and support women to influence the commercial real estate industry.

#### **Triangle CREW**

Sharon Crawford 2019 Chapter President PO Box 10764 Raleigh, NC 27605 USA (919) 832-0594 tcrew@tcrew.org www.trianglecrew.org

Triangle CREW is a catalyst of opportunity, visibility and influence for women in the Triangle commercial real estate community and improves the success of the industry by advancing the achievements of women.

#### **CREW Washington DC**

Lynn Stith Bennett 2019 Chapter President 1201 Wakarusa Drive, Suite D Lawrence, KS 66049 USA (785) 832-1808 admin@crewdc.org www.crewdc.org

CREW DC is a proud founding member of CREW Network. Our vision is to influence and transform commercial real estate through the advancement of women and to be the premier business network in commercial real estate.

