



TRIANGLE CREW

Raleigh/Durham/Chapel Hill
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG
April, 2007

2007 STRATEGIC GOALS FOR TCREW

To elevate our stature and enhance value for our members through:

- Networking – deals, resources, professional and personal development;
- Cultivating/engaging members; and
- Enhancing overall communication

NEXT GENERAL MEMBERSHIP MEETING

Date: Wednesday, April 4th.

Time: Registration and lunch will open at 11:30a.m. so come early, and network with other members and guests. Lunch will start promptly at noon.

Location: Women's Club of Raleigh

Program: “**Back to Basics: What the Heck is Equity Investment?**” We will have a panel discussion on demystifying the role equity investment plays in real estate development and how to connect projects and investment dollars. Panelists include: Tom Beebe, principle of REIS, LLC; Greg Hatem, Managing Partner of Empire Properties; Stephen Pandos, Columbus Nova Real Estate Acquisition Group; and an investment broker from CBRE. Beth Trahos with Smith Moore, LLP will moderate the discussion.

Sponsor: Special thanks to **Investors Title Insurance Company** for sponsoring our April program.

 **Investors Title Company**

Guest Fee: \$40 for non-members and it is the responsibility of the member extending the invitation.

RSVP: RSVP no later than noon on Friday, March 30th using the fax RSVP form at the end of this newsletter if you are bringing guests. You may email your RSVP directly to Kerry Saunders if it is only for yourself. If you plan to bring guests, you must print out the fax reply form and send it via fax to Kerry. (Remember, you are responsible for paying for your guests if they do not show.) You may also RSVP on line at the TCREW website: www.tcrew.org. Please contact Kerry (832-0594) if you have any questions.

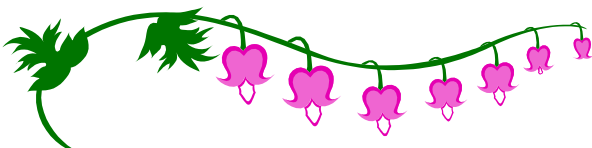
PRESIDENT'S MESSAGE

We have a great Crew chapter in the Triangle with wonderful members and programs, but if you are not also enjoying the benefits of this organization on the national level, you are missing out. CREW Network, the national organization of which our chapter is a member organization, connects each of us to a wealth of advantages in our careers. A large portion of your TCREW annual dues are designated for your national membership and in order to realize the full value of this organization, I would encourage all of the TCREW members to explore what those national connections can do for you. CREW Network is the premier commercial real estate organization for women in North America. If you want proof, try a Google search for "commercial real estate women". The first 30 or 40 hits will be the national website and the various chapter's websites.

If your business has a national or multi-state component, you will be amazed at the network of high level professionals in all CREW Network membership categories with whom you can connect to get a deal done or from whom you can receive referrals of business. The sense of community and support of the common interests of women in our industry is powerful in this organization. Important work is being done at the national level of CREW Network to advance the success of women in commercial real estate. For example, the organization recently initiated a nationwide survey to assess the progress women have made in compensation parity as well as career satisfaction in the industry. The survey report is available in the member section of the website, www.crewnetwork.org. One of the interesting survey findings was that 58% of the male surveyed respondents reported incomes of more than \$150,000 in 2004 as compared to only 24% of women. The report highlights both the great strides made in recent years by women in the industry as well as the lack of parity among men and women that still exists in compensation and position.

Consider joining a national CREW Network committee or nominate yourself for Network board leadership opportunities. Attend a national convention (800 attendees annually) or one of the Winter or Summer Network conventions and make new friends at a dine-a-round. Log into the member section of the website and seek out information on industry research or make connections to get a deal done with other members anywhere in North America (more than 75% of members have received or given a referral to or from another member). Doing so will add tremendous value to your TCREW membership.

Tabby Cruden
LandAmerica



WELCOME TO OUR NEW MEMBERS

Congratulations to the following who were approved for membership to Triangle CREW:

- Michele Lowery, Highwoods Properties
- Marirose Steigerwald, The Human Element, Inc.
- Katherine McKenzie, Kennedy Covington
- Lisa Long, Wachovia
- Polly Cooper, Mulkey Engineers & Consultants

Please extend a warm Triangle CREW welcome to our new members at our April luncheon.

Please consider potential candidates for TCREW membership and give any names for follow-up to Velinda Dismukes or Kerry Saunders. A potential member must have 3 of the last 4 years experience in a commercial real estate related field and we only allow 18 maximum per category. (TCREW has 32 categories for membership. Vendors do not qualify for membership.)

2007 CHAMPION AWARDS NOMINATIONS



Will you be one of the elite 400 in the audience at Prestonwood Country Club when TCREW announces the 2007 Champion Award winners? Better yet, will one of your submitted projects take home an award? The date is Thursday, April 26th. Take out your calendar or PDA right now and mark it down!

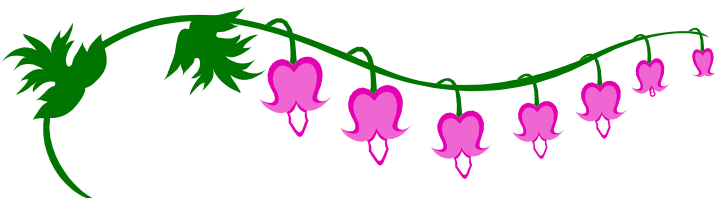
The judging has taken place and the winners for the 2007 Champion Awards are..... no, no, no- it's not that easy. Reserve your table or buy your ticket so you can be there when the winners really are announced. NC Secretary of State Elaine Marshall has confirmed to be on hand to personally congratulate all the winners. There may not be a better way to support the industry outreach of TCREW. Plus, you get to eat more of that fabulous chocolate dessert at Prestonwood!

If you hurry, there may still be time for your company to insert a goodie item in the gift bags. Contact Dottie Burch. The quantity requested is 400 pieces but other quantities may be accepted. Can you think of a better way for a \$2 trinket to get that kind of exposure?

The CA Committee is also looking for volunteers to help stuff invitation envelopes on March 28th, 4 pm at Dottie Burch's office. This is one of the truly fun get-togethers associated with the CA event. Help is also needed to stuff the goodie bags. That date is Sunday 4/22 at 5 pm, also at Dottie's office.

Finally, remember to order your orchid for the event. Send a check made payable to TCREW for \$50 and two of your business cards. (P.O. Box 10764, Raleigh, NC 27605) These orchids will be centerpieces for the tables and then yours to take home afterwards.

Look for your Champion Award invitation to arrive in the mail the first of April!!



CREW NETWORK DELEGATE REPORT

As you may know, as a member of CREW Network, our chapter sends two delegates to national meetings each year to represent our Chapter; to participate in the governance of CREW Network; to learn from other member organization; to receive chapter training; and to get updates on CREW Network initiatives. TCREW's delegates for 2007 are Jill Heath (President-Elect), and Conni Tucker, Director on the Board. Here is their report:

Jill Heath and Conni Tucker attended the 2007 CREW Network Winter Meeting recently held in Philadelphia and were the first to receive the breaking news that CREW Network has secured its largest sponsorship to date.

Fulbright & Jaworski, one of the largest law firms in the United States, has agreed to become CREW Network's technology partner through a \$225,000 sponsorship, one of the largest ever awarded by the firm. CREW Network will use this funding for the development of a new technology platform to be shared among all 60 chapters across North America. A newly created Technology Task Force will create an implementation plan for the expansion of CREW Network's technology resources.

Also listed as CREW Network priorities for 2007 include:

- elevating the stature of CREW Network members
- exploring leadership opportunities with universities and colleges
- acting as a catalyst for change within the commercial real estate industry by releasing the findings from the 2006 Chapter focus groups and setting CREW Network's research agenda for the next three to five years
- elevating the stature of the CREW Network organization by expanding the reach of CREW Network into local business communities during Council Meetings and the Annual Convention

An initial call for nominations for the 2008 CREW Network Board of Directors will go out on May 25 with nominations due June 25. CREW members were also encouraged to consider joining a CREW Network committee. Triangle CREW is currently not represented on any national committees. A complete list of committees can be found on the CREW website. Please take a moment to review the list and consider participating. More information on these opportunities will be presented at the April membership meeting.

COMMITTEES FOR TCREW:

If you are not currently involved with a TCREW Committee, you are missing a wonderful opportunity to network and get to know your fellow TCREW members. Here is a list of committees and the Committee Chairs. Please consider contacting a committee chair soon. We need your expertise!

- Champion Awards: Brent Jayes: 870-5391
- Programs: Pat Barry: 863-9926
- Membership: Velinda Dismukes: 871-6300
- Public Relations: Camille Stell: 743-7329
- Sponsorship: Jenna Geigerman: 945-2418
- Community Involvement: Adrienne Cole: 664-7049
- Finance: Cindy Anderson: 785-2949

MEMBER HIGHLIGHTS/NEWS

Congratulations to **Cynthia A. O'Neal**, an attorney with Taylor Penry Rash & Riemann, PLLC in Raleigh has been elected to a three-year term on the Council of the North Carolina Bar Association Construction Law Section.

The TCREW PR Committee invites you to turn in a Friend: When your friend and fellow TCREW member receives a promotion, turn her in! When your co-worker and fellow TCREW member receives an award, turn her in! When your networking buddy and fellow TCREW member is named to a board position or task force, turn her in! Let the PR Committee know of the successes and milestones of fellow TCREW members by sharing the news with Camille Stell. The PR Committee will post it on the TCREW website and distribute a release when the big news happens! Please contact Camille Stell at cstell@kennedycovington.com.

COMMUNITY INVOLVEMENT COMMITTEE

Become a Career Coach with Futures for Kids (F4K): Futures for Kids is a non-profit organization that bridges the gap between the hopes and dreams of students and the workforce development needs of our communities.

Futures for Kids:

- Offers an online interactive career exploration tool that connects middle and high school students in North Carolina with employers.
- Provides students, parents, and educators with valuable information on hundreds of careers plus practical steps to explore and pursue every possibility.
- Allows local employers to connect with their future workforce and provide support in the form of mentors, internships & scholarships.

The TCREW Community Involvement Committee would like to invite you to consider becoming a Career Coach with Futures for Kids. With just a few minutes once or twice a week, you can answer students' questions via an online Career Discussion Board. By becoming a Career Coach, you will provide insights and ideas about what you know best - your career! To register as a Career Coach with Futures for Kids, simply visit www.F4K.org and register as a Career Coach. Then let the mentoring begin! If you have any questions or need additional information, please contact Adrienne Cole at 664-7049 or acole@raleighchamber.org

TCREW is committed to encouraging community involvement by our members. We especially seek out charitable activities that foster opportunities for TCREW members to work together on a professional level using knowledge-based contributions that benefit the community. The committee is actively searching for projects in the community that could use the services of TCREW members. When you hear of such a project, please let us know! The request will be considered by the CI committee and, if approved, membership interest determined. Our goal is to get a response to the requester within two weeks. Kerry Saunders has the Project Request Form. Please email her at ksaunders@naicarolantic.com to request the form to submit to the committee for consideration.

2007 TCREW MEETING DATES

April 4 (Wed.) August 1 (Wed.)
June 6 (Wed.) October 11 (Thurs.)
December 5 (Wed.)



CREW NETWORK ANNUAL CONVENTIONS

2007 Delegate Meetings: June 14-15, Sacramento, CA
2007 Annual Convention, October 3-6, Denver, CO
2008 Annual Convention, October 15-18, Houston, TX

TRIANGLE CREW'S 2007 CORPORATE SPONSORS



CHAMPION AWARD SPONSORS (\$5,000)

LandAmerica Commercial Services
Highwoods Properties
Kennedy Covington Lobdell & Hickman
McDonald-York, Inc.
Mulkey Engineers & Consultants, Inc.
Wachovia Bank, N.A.

CHAMPION AWARD MEDIA SPONSOR (IN KIND)

Triangle Business Journal



BOD/PAST PRESIDENTS APPRECIATION DINNER (\$1,000)

RBC Centura
Wake County Economic Development Program

BOD STRATEGIC PLANNING MEETING (\$1,000)

Womble Carlyle Sandridge & Rice

ANNUAL HOLIDAY NETWORKING SPONSORS (\$1,000)

Progress Energy
The John R. McAdams Company



MEETING SPONSORS (\$1,000)

Regions Bank – February
Investors Title Insurance Co. – April
Fidelity National Title – June
Hughes Pittman & Gupton – August
Manning Fulton & Skinner – October



DESSERT SPONSOR (\$1,200)

First Citizens Bank

BOARD MEETINGS (\$450)

Spectrum Properties – January
Focus Visions Mortgage Group – March
Ragsdale Liggett – May
PBC+L Architecture – September
Weatherspoon & Voltz - October



GOLF CLINIC SPONSORS: (\$500)

North State Bank
Jacobs Appraisal Service

WINE TASTING SPONSOR (\$500)

Bank of America
Poyner & Spruill

THE UMSTEAD NETWORKING EVENT (\$1,000)

PBC+L Architecture
The Umstead (in-kind)



RSVP FORM
April 4, 2007 Luncheon
A panel discussion on
“Back to Basics: What the Heck is Equity Investment?”

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, March 30th if you are bringing guests. If you are not bringing guests, you may email Kerry directly at ksaunders@naicarolantic.com by the deadline!

_____ Yes, I will attend the Wednesday, April 4th Triangle CREW meeting.

My name is: _____

GUEST INFORMATION: As a professional organization interested in attracting members who exemplify the highest degree of excellence in a qualified field of commercial real estate, we would like your assistance in identifying whether your guest will meet TCREW membership qualifications (i.e., have at least 3 of the past 4 years in a qualified field of commercial real estate and currently working full time in a professional position). Our Membership Committee will follow-up with those you indicate may qualify.

Guests who qualify for membership:

Guest Name: _____	Guest Name: _____
Company: _____	Company: _____
Title: _____	Title: _____
Email: _____	Email: _____
Phone: _____	Phone: _____

Guests who do not qualify for membership:

Guest Name: _____	Guest Name: _____
Company: _____	Company: _____
Title: _____	Title: _____
Email: _____	Email: _____
Phone: _____	Phone: _____

Please indicate how guest(s) payment will be handled. Guest meals: \$40.00

_____ I will be paying for my guest(s).**

_____ Please collect fee from my guest(s).

_____ My guest, _____ (name), is a sponsor; no guest fee required.
(Sponsors are allowed two complimentary guests)

**** Please remember to write your guest's name(s) on your check when paying****

A FEE WILL BE CHARGED FOR LATE RESERVATIONS!