



## TRIANGLE CREW

Raleigh/Durham/Chapel Hill  
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG  
June, 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, June 6th.

**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:** **“Staying on Top: Winning the Job Wars of the Future”.** We will have a panel discussion on the joint effort between Wake County Economic Development and NC State University's Precisions Marketing Program that approaches economic development and recruitment in a whole new way. Building on the 2000 Clusters of Innovation report and the “2002 Staying on Top: Winning the Job Wars of the Future” study, Wake County Economic Development has teamed up with NC State to leverage the strong relationships NC State has with business and industry to target and recruit specific industries in areas such as tech textiles, advanced medical care, and medical devices. Panelists will include: Ken Atkins, Executive Director, Wake County Economic Development; Ted Morris, Director, NC State University's Economic Development Partnership; and Katherine Thomas, Director, Economic Development for Progress Energy Carolinas. They will discuss how the program came about, how it has evolved, successes to date and what the future holds. Adrienne Cole, Director of the Raleigh Economic Development program will moderate the discussion.

**Sponsor:** Special thanks to **Fidelity National Title** for sponsoring our June program.

**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, June 1st 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](http://www.tcrew.org). Please contact Kerry (832-0594) if you have any questions.

### PRESIDENT'S MESSAGE

The 2007 Champion Awards event was another great success. The Champion Awards Committee put in an enormous amount of work and time to make it all happen. I hope all of you will take a moment to thank the members of the Committee for their contribution. This event was originally conceived as a means of building revenue for the organization, but it has become our signature event and the premier awards event in the Triangle commercial real estate industry. Congratulations to everyone involved!

One of the biggest challenges every year in building the credibility of the Champion Awards is having enough compelling nominations in each category. While the event is still fresh in your minds, it is not too early for all of you to start thinking about nominations for next year's awards. (I will be particularly grateful for everyone's ideas on this subject as one of my duties next year when I am immediate Past President will be to involve the nominations subcommittee).

In July, the board will engage in our annual session of strategic planning for the organization. We welcome your comments and input regarding the future of this organization at all times, but particularly now as we review our strategic plan and discuss the implementation of that plan through each committee. Contact me or any board member to share your valuable insights.

Taby Cruden  
LandAmerica



## WELCOME TO OUR NEW MEMBERS



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

- **Stephanie Garner**, Associate Principal, LS3 Associates, Ltd.
- **Priscilla Bullock**, Business Banker/Vice President, First Citizens Bank
- **Rebecca Edmunds**, Marketing Director, BJAC
- **Jennifer Fletcher**, Sales & Leasing Associate, DeWitt Real Estate Service
- **Christine McDonald**, Director of Marketing/Senior Associate, Cline Design Associates
- **Melony Girton**, Director of Property Management & Leasing, Empire Properties

Please extend a warm Triangle CREW welcome to our new members at our June 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



For those of you who were lucky enough to attend this year's Champion Awards, we're sure you'll agree it was another fantastic event! With over 375 people in attendance at Prestonwood Country Club, it was again a great opportunity for networking, as well as showcasing what a great organization TCREW is. With Jim Goodmon as the Impact Award winner, we even made the Fox50 News as their closing story that evening. Thanks to all the committee members for their tireless work on such a successful event. We can look forward to a fabulous 10<sup>th</sup> anniversary Champion Awards in April of 2008, so mark your calendars.

## CREW NETWORK DELEGATE REPORT

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. [www.crewnetwork.org](http://www.crewnetwork.org)

## PR COMMITTEE ADDS NEW PAGE TO WEB SITE

A new page has been added to the Triangle CREW website: [www.trianglecrew.org](http://www.trianglecrew.org), adding yet another reason to keep the site bookmarked on your computer. Entitled "Related Activities", the new page lists conferences and seminars geared to women in business to be held throughout North Carolina and is intended to be a source for TCREW members interested in educational opportunities. If you receive information about conferences geared to women in business that are general in scope, please pass them along to Camille Stell at 743-7329 or [cstell@kennedycovington.com](mailto:cstell@kennedycovington.com) for listing on the site.

## 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 the following TCREW member:

**Barbara Mulkey**, who started Mulkey Engineers & Consultants in 1993, was recently named to the NC State University Board of Trustees. Mulkey's term will begin on July 1<sup>st</sup>. The NCSU board of trustees is comprised of 13 members, each of whom serve four-year terms. Mulkey is currently CEO and chairwoman of Raleigh-based Mulkey Engineers & Consultants.

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](mailto:cstell@kennedycovington.com).



## DO YOU HAVE A PROFESSIONAL PROFILE?

Have you updated your professional profile on our new [www.tcrew.org](http://www.tcrew.org) website? This has become a terrific resource for many of our CREW members. It's simple to update and takes only a few minutes. Your profile will be available for other members to see and can be used as an attachment when communicating to clients or others.

It's easy. Simply go to the website and select "Members Only". Enter your last name and CREW Network membership number (you can set your computer to remember this number). You can review other members' profiles by alpha order or by specialty. To build your own profile (or make changes) select "Member Data Update". Enter all the information that you would like included. When you are finished, select "Send Message". If you don't already have a photo there, you can add one by emailing it to [k Saunders@naicarolantic.com](mailto:k Saunders@naicarolantic.com).

**WWW.TRIANGLECREW.ORG**

## COMMUNITY INVOLVEMENT COMMITTEE

Five TCREW members participated in a panel entitled "Careers in the World of Real Estate" held April 10<sup>th</sup> at Meredith College. Camille Stell moderated the panel, which included Michelle Rich Goode, Leisa Wilson, Lucille Zane and Meredith Morgan. According to the coordinator at Meredith, "The panelists were fabulous!" The event was attended by individuals from freshmen to alumnae. After hearing from each panelist about her career experiences, questions were taken. In addition, some attendees approached the panelists afterward for additional information and advice. Information about TCREW was also distributed.

This was a great way for TCREW to promote women in real estate. Thanks so much to our awesome participants. The Community Involvement Committee will be coordinating more such opportunities. Watch your newsletter and emails for upcoming opportunities.

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](mailto:ksaunders@naicarolantic.com) to request the form to submit to the committee for consideration.

## TRIANGLECREW.ORG AND THE HUNT FOR THE PERFECT JOB

Triangle CREW's website has a page specifically reserved for posting job opportunities. If you have a job you need to fill, just send the classified ad copy and/or job description to Kerry Saunders at [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.com) and it will be added to the web site.

To look at open jobs, simply click on "For Members Only" on the home page. Once you've entered your password (your CREW Network member number), you'll find "Job Bank". Click on that link to see if any jobs are listed.

## 2007 TCREW MEETING DATES

June 6 (Wednesday)  
August 1 (Wednesday)  
October 11 (Thursday) (note date change)  
December 5 (Wednesday)



## 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)

*Thank You*

**RSVP FORM**  
**June 6, 2007 Luncheon**  
**A panel discussion on**  
**“Staying on Top: Winning the Job Wars of the Future”**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, June 1st if you are bringing guests. If you are not bringing guests, you may email Kerry directly at [k Saunders@naicarolantic.com](mailto:k Saunders@naicarolantic.com) by the deadline!

\_\_\_\_\_ Yes, I will attend the Wednesday, June 6th 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!**