



TRIANGLE CREW

Raleigh/Durham/Chapel Hill
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG
December, 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, December 5, 2007.

Location: Women's Club of Raleigh

This is our **Annual Holiday Networking meeting** and the last membership meeting of the year. Come at 11:30a.m. with plenty of business cards as **Networking** is the focus of this meeting. At noon, champagne or a non-alcoholic beverage will be served as you put together a team of professionals to assist in completing all aspects of this hypothetical transaction between Sally Seller and Betsy Buyer. During our networking time, each of us is encouraged to share our specialty and talents with those members and guests in attendance. You might even find just the professional you need for that project on your desk! Lunch will follow at 12:30p.m. You DON'T want to miss this meeting which will be the perfect opportunity to really find out about your fellow TCREW members.

Sponsor: Special thanks to **Progress Energy & The John R. McAdams Company** for sponsoring our December meeting.

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

RSVP: Please RSVP no later than noon on Friday, November 30th using the fax RSVP form at the end of this newsletter if bringing guests. Please contact Kerry Saunders, 832-0594 if you have any questions. **Please Note: NO RSVP's can be taken the week of the meeting.**

TCREW MEMBER PHOTOS

Jim Sink will be available to take pictures of TCREW members (head shot), starting at 11:30a.m. at the Women's Club during the December meeting. Please consider having your picture taken to be uploaded to the TCREW website so our members can put a name to a face and get to know you.

BACKPACK BUDDIES FOOD DRIVE FOR OUR DECEMBER MEETING

In addition to attending the December meeting to network with your fellow TCREW members, please consider this opportunity to help those in need. Kim Brame McGimsey with the *Triangle Business Journal* is working with the Inter-Faith Food Shuttle and their program "Backpack Buddies Food Drive". Please consider bringing a few of the following food items to donate to this worthy program: Pop-top canned fruit, pop-top canned vegetables, canned meats and fish, meat-based soups and stews, shelf-stable milk, cereal, oatmeal packets, healthy snacks, 100% juice boxes, and noodles (EasyMac, etc.). \$306 a year feeds a child every weekend for the school year through the Backpack Buddies Program. If you prefer, checks made payable to the Inter-Faith Food Shuttle will also be accepted.

PRESIDENT'S MESSAGE

I'm proud of the achievements of this year's Board and Committees, including another year of outstanding programs, another fabulous Champion Awards event and an all time high in membership. I have enjoyed serving as your President this year and working with some of the smartest, most dynamic people I know.

I heard a quote recently from Dan Castellaneta, who among other achievements is the voice of Homer Simpson and a graduate of my high school in Oak Park, IL (which is probably the only reason I let my kids watch The Simpsons). He said, "I want to share something with you: The three little sentences that will get you through life. Number 1: *Cover me!* Number 2: *Oh, good idea, Boss!* Number 3: *It was like that when I got here.*" As I reflect on a year gone by, the quote frames my year as your TCREW President. I received a great deal of cover from President Elect, Jill Heath, and our Executive Administrator Kerry Saunders and others who kept me on track and stood in for me as needed this year. I have to give credit to all the Board members for their great ideas this year that have helped us to grow and thrive. Most importantly, if you are enjoying this well-organized, financially sound, networking machine we call TCREW, I must tell you that it was like that when I got here. Our founding members and past presidents did a remarkable job of creating this organization and setting us up to operate for years to come.



On a housekeeping note, the invoices for your 2008 membership dues will arrive shortly. A portion of your dues goes to CREW Network, and this year CREW Network raised the base dues by \$20. TCREW will be passing this increase along to the TCREW members. The increase will result in 2008 dues of \$370.00. The Board felt it was important that we not add any local increase in dues this year out of sensitivity to the current economic difficulties impacting most of our members. Hang in there, everyone. Now is the time to take advantage of the incredible competitive edge you have through the educational and networking opportunities that come with your membership in TCREW.

Taby Cruden, 2007 TCREW President
LandAmerica Commercial Services

CREW NETWORK DELEGATE REPORT

In a time of market uncertainty professionals look for answers and that's exactly what the 2007 CREW Network Convention & Marketplace delivered. With nearly 900 commercial real estate professionals converging in Denver, Colorado, October 3-6, attendees were provided with economic updates and forecasts, revised investment strategies to successfully navigate the current debt market "hiccup," real estate financing opportunities and more.

Convention sessions focused on emerging trends and new technologies in real estate, the increasing popularity of mixed-use developments, the impact of water rights on future developments, and opportunities associated with the emerging Latino market. Professional development was also a central component.

In CREW Network's recent study *Minding the Gap*, recommendations for overcoming the compensation discrepancies that currently exist between women and men call for women to arm themselves with better knowledge about market compensation practices. Supporting this recommendation, CREW delivered a comprehensive session focused on providing market compensation statistics and strategies for achieving maximum worth. According to the authors of *Women Don't Ask*, by neglecting to negotiate her starting salary for her first job, a woman may sacrifice over half a million dollars in lost earnings by the end of her career.

Mark your calendars now to attend the 2008 CREW Network Convention & Marketplace scheduled for October 15-18 in Houston, Texas!

TCREW MEMBERSHIP FOR 2008

Please consider potential candidates for TCREW membership and give any names for follow-up to Heather Amistadi, Membership Chair for 2008 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.) NOTE: The Law Category is full and we have 5 on the waiting list. Special thanks to Velinda Dismukes for all her hard work this past year as Membership Chair.

10TH ANNUAL CHAMPION AWARDS MEGA-EVENT!



**Save the Date and
Call for NOMINATIONS!!!**



Mark your calendar for Thursday, April 24th for the 2008 Champion Awards at Prestonwood Country Club! This will be the tenth annual Champion Awards and we are going to take the experience to a whole new level for attendees and award recipients alike with a new, streamlined presentation process to save time, special extras in celebration of the tenth anniversary of the event - new, exciting award categories, fantastic food, fantastic ambiance, and a wonderful 10th anniversary surprise announcement! Don't miss it!

And remember, we need your nominations to make the event great! It is NOT too early to submit nominations and even just an idea you have about a possible nomination - someone from the committee will contact you after the first of the year to complete and formalize the nomination in time for the deadline in February. Please consider opportunities to:

- Submit a nomination for a project in which you were involved
- Submit a nomination for a client of yours
- Submit a nomination for a fellow TCREW member
- Submit a nomination for your company

Categories this year include: Most Creative Land Use; Most Innovative Financing; Best New Mixed-Use Development (within the last 5 years); Best New Office Development (within the last five years); Best New Retail Development (within the last five years); Best Redevelopment Project; Most Creative Marketing Campaign; Best Professional Commercial Real Estate Service; Community Enhancement Award; Triangle CREW Networking Award; Trail Blazer of the Year (new!); Trendsetter of the Year (new!); and the always greatly anticipated Impact Award. If you have any questions about the categories or would like to submit your nomination ideas (don't have to be formal, full blown nominations at this point - a preliminary nomination idea is fine) email Brent Jayes at brent.jayes@meetingsoncue.com or Susan Hayden at shayden@fnf.com. Even better, get involved on the Nominations subcommittee by contacting Susan Hayden at 625-6970 or shayden@fnf.com. They love lots of help and its fun.

We appreciate so much your help in making our 2008 Tenth Anniversary Champion Awards the greatest in TCREW history!

Dottie Burch
2008 Champion Awards Event Chair





COMMUNITY INVOLVEMENT COMMITTEE

Adrienne Cole, Community Involvement Committee Chair, will be making a special announcement at the December meeting regarding an upcoming TCREW grant/gift opportunity for non-profits during 2008. Adrienne will provide the details during the meeting.

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:k Saunders@naicarolantic.com) to request the form to submit to the committee for consideration.

MEMBER HIGHLIGHTS/NEWS

Congratulations to the following TCREW Members:



- **Michelle Rich** was inducted into the Greater Raleigh YWCA Academy of Women in the Entrepreneur category during their 25th Anniversary event a few weeks ago.
- **Marlene Spritzer**, CCIM, principal of Spritzer Commercial Properties, LLC, has been elected to serve a three year term on the Board of Directors of the NC CCIM Chapter.

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! cstell@kennedycovington.com

PR COMMITTEE ADDS NEW PAGE TO WEB SITE

A new page has been added to the Triangle CREW website: www.trianglecrew.org, adding yet another reason to keep the site book marked 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 for listing on the site.

CONVENTION TOUR NETWORKING EVENT

On Thursday, November 15th, TCREW organized a bus tour of the new convention center in downtown Raleigh. Fifty plus members and guests gathered on the 23rd floor of 2 Hannover street above Mulkey Engineers offices, providing an opportunity to visit and network before and after the bus tour. AT Work Interiors sponsored the event. Rocky Top hospitality provided a sumptuous array of food that included warm appetizers served by a gracious staff. The buffet table included an array of cheese, fruit and dessert finger foods. Our convention center hosts included Dave Benevides, Capital City Connectors Chairman George Douglas, City of Raleigh Construction Management Mickey Barbour, Raleigh Convention Center Facilities Manager and Mara Craft Convention Sales Manager who toured groups of 25 around and under the new building in the midst of construction.

Plans for the center include 500,000 square feet of elegant, functional space -- a spectacular exhibit hall, 20 meeting rooms, open reception areas and a stunning 32,617-sq.-ft. ballroom that will divide into three separate rooms. Visitors will be welcomed into a grand lobby of dazzling floor-to-ceiling windows. Open and airy, the 4,100-square-foot, street-level mezzanine will overlook the exhibit hall and provide easy access to all other areas of the center and the attached Marriott Hotel. Granite details including a "shimmer wall" that will display lights of changing colors. There are casual seating arrangements and a gracious reception area that will create the ideal spot to mix and mingle before or after events.

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:k Saunders@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.

FOR THOSE WHO ENJOY GREAT HOSPITALITY

On behalf of CREW Network and the Capital City Club and Cardinal Club's Board of Governors, you are invited to be considered for membership in Raleigh's two private Business Clubs. In lieu of the initiation fee, the Clubs request an application fee of \$200. Additionally, the base monthly Club dues for either club membership reflects a 25% reduction (\$70.50 a month) which covers you and your immediate family. If interested please respond to Cathy Buttler at the Capital City Club, 919-334-4255.

Capital City Club
Raleigh
www.capitalraleigh.com

CARDINAL CLUB
ESTABLISHED IN 1991
www.cardinal-club.com

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

DO YOU HAVE A PROFESSIONAL PROFILE?

Have you updated your professional profile on our new 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 [ksaunders@naicarolantic.com](mailto:k Saunders@naicarolantic.com).

2008 TCREW MEETING DATES

- February 7, Thursday
- April 2, Wednesday
- June 4, Wednesday
- August 6, Wednesday
- October 2, Thursday
- December 3, Wednesday



CREW NETWORK ANNUAL CONVENTIONS

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)

CONVENTION TOUR (\$500)

AT Work Interiors, Inc.



RSVP FORM
December 5, 2007 Luncheon
“Annual Networking Luncheon”

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, November 30th if you are bringing guests. If you are not bringing guests, you may email Kerry directly at ksaunders@naicarolantic.com by the deadline! **NOTE: NO RSVP's can be accepted the week of the luncheon.**

_____ Yes, I will attend the Wednesday, December 5th 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!