



# crewNEWS

CREW San Diego Quarterly Newsletter

Issue 1 | spring 2013

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## CREW San Diego Celebrates 30 Years!

CREW San Diego, established in 1983, is excited to celebrate its 30th anniversary in 2013! This is a significant milestone and one that exemplifies the continued value of CREW San Diego as a leading organization in the commercial real estate industry. Throughout the year we look forward to celebrating our 30th anniversary with you!



## President's Message

The New Year brings thoughts of new possibilities, new beginnings, new opportunities. Optimism is high and goals are set.

I believe 2013 is the year we can finally shake the dust from our feet and begin to move forward into prosperous times. The economic trends are showing favorable signs as unemployment is down, consumer confidence is up and, most importantly, the election is behind us.

I say, bring on the prosperity!

This is also the year that CREW San Diego is celebrating a milestone -- our 30th anniversary. Throughout the years, the mission of CREW San Diego has been to promote, educate and support a network of professionals in the field of commercial real estate. We continue to accomplish these goals in a myriad of ways.

**Promote:** Locally and nationally CREW focuses on advancing women in real estate. Our formal mentorship, sponsorship and leadership programs teach women how to advance and obtain the right tools to be successful.

**Educate:** CREW programs are focused on cutting-edge topics that address trends and challenges that our members and local leaders are faced with on a daily basis. Our March education program will have an esteemed panel discussing the challenges that efficiencies in the workplace bring to our limited resource of land. (Spoiler alert -- ever notice how you can never find a parking spot when you go to work? Why is that, why is it getting worse and what are the solutions?)

**Support:** Our national organization -- CREW Network -- is 8,500 members strong and is a valuable tool and resource for our members.



**KELLIE HILL**  
2013 CREW San  
Diego  
President

## 2013 BOARD OF DIRECTORS

### PRESIDENT

**Kellie Hill**

Cassidy Turley

[kellie.hill@cassidyurley.com](mailto:kellie.hill@cassidyurley.com)

### VICE PRESIDENT / PRESIDENT ELECT

**Jennifer Shumaker**

Douglas Allred Company

[shu@dac-usa.com](mailto:shu@dac-usa.com)

**1ST VICE PRESIDENT ~ MEMBERSHIP**

**Jackie Hailey**

Johnson & Jennings  
[jhailey@johnsonandjennings.com](mailto:jhailey@johnsonandjennings.com)

**2ND VICE PRESIDENT - SPONSORSHIP**

**Anne Bengue**

Unisource Solutions  
[abenge@unisourceit.com](mailto:abenge@unisourceit.com)

**TREASURER**

**Susan Steele**

Deloitte  
[sussteele@deloitte.com](mailto:sussteele@deloitte.com)

**SECRETARY**

**Lori Ann Stevens**

Turner Construction  
[lstevens@tcco.com](mailto:lstevens@tcco.com)

**DIRECTOR OF EDUCATION / PROGRAMS**

**Amanda Chandler**

Unisource Solutions  
[achandler@unisourceit.com](mailto:achandler@unisourceit.com)

**DIRECTOR OF MARKETING COMMUNICATIONS**

**Jill Hogan**

West Coast Retail Management  
[jhogan@wcretail.com](mailto:jhogan@wcretail.com)

**DIRECTOR OF SPECIAL EVENTS**

**Amber Mauer**

The Miller Hull Partnership  
[amauer@millerhull.com](mailto:amauer@millerhull.com)

**NATIONAL DELEGATE**

**Allison Beall**

Pacific Building Group  
[abeall@pacificbuildinggroup.com](mailto:abeall@pacificbuildinggroup.com)

**IMMEDIATE PAST PRESIDENT**

**Tiffany English**

Ware Malcomb Architects  
[tenglish@waremalcomb.com](mailto:tenglish@waremalcomb.com)

**CHAPTER ADMINISTRATOR**


**Tamara LaChimia**

Phone: 619.507.0176  
 1201 Wakarusa Drive, Suite D  
 Lawrence, KS 66049  
[crewsd@crewnetwork.org](mailto:crewsd@crewnetwork.org)  
[tamaralachimia@cox.net](mailto:tamaralachimia@cox.net)

As CREW San Diego celebrates our 30th anniversary, we will strive to better the organization for our members and ourselves. We invite you to come to our events, as they provide not only knowledge, but also the opportunity to develop wonderful relationships that you will carry with you for years to come. We view CREW as the compass for your career and relationships, and an organization that can be integrated into every day of your life.

I feel honored to be a member of an organization of successful, motivated, amazing, diverse people who inspire me every day. I look forward to a year filled with new ideas, creative thinking and a network of people determined to see our industry grow and flourish to become better and stronger than before.

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<b>CREW San Diego Done Deals</b>	
<b>Project</b>	<b>CREW Members</b>
Scripps Chesapeake Tenant Improvement	Turner Construction, Cassidy Turley
New Central Library – Downtown San Diego	Unisource Solutions, Turner Construction
LEGOLAND Hotel	Unisource Solutions, Project Management Advisors
New Campus for Shire Regenerative Medicine	Ferguson Pape Baldwin Architects, Project Management Advisors, DPR Construction, BioMed Realty
Tealium Tenant Improvement	Ferguson Pape Baldwin Architects, Project Management Advisors
Ansun BioPharma	Ferguson Pape Baldwin Architects, Project Management Advisors
Intel	Ware Malcomb, Turner Construction
Systech	Ware Malcomb, Parallel Capital Partners
DJO	Ware Malcomb, Turner Construction
Active Network 6th Floor	Ware Malcomb, Johnson & Jennings
Qualcomm AXI, 3 & 5	Ware Malcomb, Qualcomm
Kilroy PCC Lot 8	Ware Malcomb, Kilroy Realty

**Didn't see your CREW San Diego Done Deal?**

Please contact **Jill Hogan, [jhogan@wcretail.com](mailto:jhogan@wcretail.com)** to be included.

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## Member News

CREW MEMBER COMPANIES NAMED MOST ADMIRRED COMPANIES 2012 BY SD METRO MAGAZINE

## IT'S NOT TOO LATE TO BECOME A 2013 CREW SAN DIEGO SPONSOR!

### Sponsor benefits include:

- Year-round Recognition
- Complimentary Tickets to Luncheons
- Ad Space
- Special Event Passes
- Golf Tournament Tickets
- A description about your company and web link in an issue of our quarterly newsletter

### Annual Sponsorships Offered:

- Platinum Sponsor: \$4,000
- Gold Sponsor: \$3,000
- Silver Sponsor: \$2,000
- Bronze Sponsor: \$1,500
- Program & Event Sponsorships Available!

Please contact [Anne Benge](#) for more information or download sponsorship information [here](#).

*We would like to take this opportunity to thank our annual sponsors for all of their support throughout the year. Your contributions make it possible for the foundation of CREW San Diego to flourish as one of San Diego's premier local and national commercial real estate organizations.*

## CREWBIZ

**MEMBERS:**  
Set up your CREWbiz profile NOW to be entered in our quarterly gift card drawing.



Give us 15 minutes and we'll give you 8,000 trusted connections!

Two of CREW San Diego's member companies were named Most Admired Companies 2012 by *SD METRO Magazine*! **Unisource Solutions**, an Annual Platinum Sponsor, and **Pacific Building Group**, an Annual Gold Sponsor, were included on the distinguished list which honors companies and organizations that have earned the trust and loyalty of their constituencies by adhering to high standards of professionalism, integrity and accountability. Congratulations! [Read more](#)



**Kellie Hill**

*Cassidy Turley*

## KELLIE HILL NAMED 2013 METRO MOVER BY SD METRO MAGAZINE

Congratulations to **Kellie Hill** of **Cassidy Turley**, an Annual Gold Sponsor of CREW San Diego, for being honored as a 2013 SD METRO Mover! The award celebrates local men and women who are making outstanding contributions in San Diego County. As vice president of project and development services for Cassidy Turley, Kellie oversees all facets of project management and is responsible for the tracking of entire projects from site selection to final closeout in the Southern California region. As current president of CREW San Diego, Kellie's leadership will help drive the successful implementation of an agenda focused on educational programs covering top industry topics, networking to promote business generation among CREW members and mentoring of younger women in commercial real estate by CREW's legacy members. She is also an active member of NAIOP and Vistage International. Congrats Kellie! [Read more](#)

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## Annual Platinum Sponsor Spotlight



### UNISOURCE SOLUTIONS

### UNISOURCE SOLUTIONS

**Unisource Solutions** is a furniture sales, move management and facilities services company with locations throughout California. Our 25-year solid track record of success, financial stability and diverse products and services make us uniquely qualified to serve all your workplace needs. Unisource's high customer retention rate, which is unparalleled in our industry, proves it.

With offices in San Francisco, Los Angeles and San Diego and more than 400 dedicated, experienced employees, we offer:

- Furniture solutions that support your operational strategy
- Architectural interior elements: floors and walls
- Facilities-related services: design, moves, adds, changes and furniture inventory management
- Scalable service solutions
- Budget scenarios
- Help desk
- 500,000 square feet of warehouse space in California

We pay close attention to the nuances of your business and industry to anticipate challenges and proactively solve problems. Companies big and small, across all types of industries-including aerospace, education, entertainment, financial services, healthcare and telecommunications-continually rely on us as their workplace partner.

Our state-of-the art Oracle information management system creates custom

## WHAT IS CREWBIZ™?

CREW Network's online business networking tool developed exclusively for CREW Network members.

Increase your visibility and business networking to 8,000 professionals across North America looking to do business in your area – looking to do business with you!

## CREW SAN DIEGO WOULD LIKE TO WELCOME OUR 1<sup>ST</sup> QUARTER NEW MEMBERS

**Rita Brandin**  
Newland Real Estate Group

**Jennifer Brown**  
Knoll, Inc.

**Kori Collins**  
Merlone Geier Partners

**Roya Forood**  
First Citizens Bank

**Pam Kietikajorn**  
TPK Properties, LLC

**Kathy Lawler**  
Harbro Emergency Service

**Heather Mertes**  
KMA Architecture & Engineering

**Carmela Nicholas**  
Pillsbury Winthrop Shaw Pittman LLP

**Laura Stees**  
Kellogg & Andelson

**Melissa Stern**  
Commercial Builders

**Karen Sypolt**  
Miramar Sign Works & Graphics

**Leigh White**  
US Bank

**Jill Winchell**  
Jill Winchell Design

Welcome to CREW San Diego! We invite you to join a network of commercial real estate

portals and reports that empower you to make informed decisions about your furniture, excess inventory and increment service requests. Let Unisource Solutions make your job Simple.

Our services include:

- Moves, adds and changes
- Design services
- Space planning
- Project management
- Relocation services
- Installation services
- Facility management
- Warehousing
- Refurbishment services National inventory and asset management. Customized purchasing programs

We are proud to continue to sponsor CREW San Diego in 2013!

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## Annual Charity Golf Tournament

The banner features a red background with a white border. At the top, it reads "Annual Charity Golf Tournament" in white. Below that, "Country Hoedown!" is written in a cursive font. The text "to benefit CREW Network Foundation" is in white, followed by "MAY 3, 2013" in large white letters. Below that, "LOMAS SANTA FE EXECUTIVE GOLF COURSE" is written in white. The "Master Sponsor:" is listed as "COMMERCIAL BUILDERS INC" with their logo. On the right, the "crew" logo is displayed with "commercial real estate women" and "SAN DIEGO Celebrating 30 Years" below it. A "REGISTER NOW" button is in the bottom right corner.

## CREW San Diego Members Visit Memphis for CREW Network Spring Leadership Summit & Council Meeting

Board members **Jennifer Shumaker** and **Allison Beall** attended the CREW Network Winter Leadership Summit in Memphis in late January. A few important updates from CREW Network:

- CREW Network is currently developing an app which will allow you to easily access your CREWBiz™ profile so you will be able to enjoy the benefits of CREW networking from anywhere.
- Reminder: Benchmark Studies and White Papers are available at [www.crewnetwork.org](http://www.crewnetwork.org) under Member Center / Research.

[Click here](#) for a more detailed recap of the meeting.



professionals committed to educating and advancing women in the industry. If you haven't already, please take advantage of the many programs and events the chapter offers. To get connected, contact any one of the board members listed for more information. Again, welcome and we look forward to seeing you soon!

## CREW SAN DIEGO'S 2013 LEGACY MEMBERS

2013 LEGACY MEMBERS:  
(joined 2009 and prior)

Allison Beall  
 Anne Bengé  
 Dana Bessenecker  
 Tara Burns  
 Susan Couch  
 Debbie Curtis  
 Christy Daly-Pranzo  
 Tiffany English  
 Bre'an Fox  
 Linda Greenberg  
 Lisa Gualco  
 Jackie Hailey  
 Terry Hall  
 Kellie Hill  
 Jill Hogan  
 Carly Kurkiewicz  
 Desiree Kay Lawn  
 Marilyn Mattson  
 Amber Mauer  
 Johanna Metz  
 Sonia Miró  
 Amy Morway  
 Mike Raring  
 Angela Rauzi  
 Jennifer Shumaker  
 Rose Silverwater



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## CREW Network Recognition Program - Nominations Now Open!



## CREW featured in SDDT CRE Special Report



30 YEARS OF EDUCATION  
AND MORE

CREW San Diego was featured in a January 31st Commercial Real Estate Special Report published by the *San Diego Daily Transcript* in an article written by Teresa Warren of TW2 Marketing, touting CREW's continued commitment to educational programs as well as professional networking and mentoring 30 years after the chapter's founding in 1983. [Read more](#)

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## CREW Who? Event Photos

Lindsey Smith  
Annalena Thompson  
Ginny Uyeno-Bridy

Legacy Members are those who have been a part of CREW for five (5) years or more and receive extra membership benefits. Please contact [Tiffany English](#), Immediate Past President, for more information.

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### CREW SAN DIEGO 2013 ANNUAL SPONSORS

Platinum:



Good & Roberts Inc.  
general contractor ca lic.# 377551



UNISOURCE SOLUTIONS

Gold:

Cassidy/  
Turley/  
Commercial  
Real Estate Services

**CBRE**  
**KILROY**  
**REALTY**  
CORPORATION



**Turner**

WARE MALCOMB

Silver:



Our best **CREW Who?** turnout ever!



Thanks to our host DPR Construction for a great venue



Tiffany English & Jen Shumaker



Marilyn Mattson



Lauren Hill & Melissa Stern



Lisa Jarret & Toni McMahon





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Bronze:



IN-KIND Sponsors:



Jill Hogan, Polly Ulrich & Jill Winchell



Enjoying an evening of great friends and colleagues

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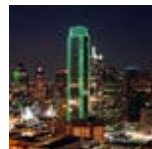
## CREW Network Scholarship Applications Now Available - Spread the Word!

## CREW Network Conference Schedule 2013:



2013 CREW NETWORK SPRING LEADERSHIP SUMMIT & COUNCIL MEETING

June 13 - 14, 2013  
Scottsdale, AZ



2013 CREW NETWORK CONVENTION & MARKETPLACE

October 9-12, 2013  
Dallas, TX

*\*Save the date and join fellow CREW San Diego*

*members in Dallas!*

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## Save the Date

[Click Here](#)



CREW San Diego is a chapter of [CREW Network®](#)

### CREW SAN DIEGO SUPPORTS:

[CREW Network Foundation](#) was

incorporated in 1998 as the 501(c)3, philanthropic arm of



[CREW Network](#) and continues to stand as the sole foundation dedicating its resources towards building opportunities for women and girls in commercial real estate. In collaboration with CREW Network, CREW Network Foundation implements and supports a Career Outreach Agenda which cultivates our future Network leaders through participation in a continuum of educational outreach, scholarship and mentoring programs built to introduce the commercial real estate industry to female high school students while connecting female college students and entry-level career women to the resources, support and network they need to gain financial independence and economic self-sufficiency through a successful career in the commercial real estate industry.

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**FIND CREW SAN DIEGO ON YOUR FAVORITE SOCIAL NETWORKING TOOLS:**



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- March 21** Education Program: Luncheon
- April 18** Leadership Series Fireside Chat – *Members Only*
- May 3** Annual Charity Golf Tournament
- May 16** Leadership Series Breakfast – *Members Only*
- June 20** Education Program: Luncheon

Luncheon Programs will be held from 11:30 – 1:00 p.m.  
Sheraton La Jolla (formerly La Jolla Radisson),  
3299 Holiday Court, San Diego, CA 92122

*Event Dates and Locations Subject to Change.*

Please visit [www.crewsandiego.org](http://www.crewsandiego.org) for more information or to RSVP.

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