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BECOME A 2015 CREW SAN DIEGO SPONSOR!

Sponsor benefits include:

- Year-round recognition
- Complimentary tickets to luncheons
- Golf tournament tickets
- Charity wine event tickets
- Your company description and web link in an issue of our newsletter

Annual sponsorships offered:

- Platinum sponsor: \$4000
- Gold sponsor: \$3000
- Silver sponsor: \$2000
- Bronze sponsor: \$1500
- In-kind sponsor
- Program & event sponsorships available too!

Please contact [Melissa Scofield](#) for more information or download sponsorship information [here](#).

We would like to take this opportunity to thank our annual 2014 sponsors for all of their support. 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.

2014 CREW NETWORK CONVENTION



Allison Beall

As the national delegate for CREW San Diego, I have had some great experiences attending conferences and meeting with CREW members from all different

regions of the U.S. This year's CREW Network Convention in Miami – with the theme of Rewards of Risk: Bold Choices. Big Returns – was one of the best I have experienced. From the speakers and education programs to the networking opportunities and spending time with other CREW San Diego members, this conference left me feeling ready to take on risks and enjoy the rewards!

Fourteen San Diego members attended the conference, our highest total ever. The three-day event – hosted annually by CREW Network – is designed to provide attendees with education, professional development and inspiration and insight from thought-provoking speakers -- all structured within a platform designed to maximize the opportunity to build your business network. Both women and men are encouraged to attend.

We were excited to have a great mix of past and current CREW San Diego board members, as well as active committee members and distinguished San Diego executives from Qualcomm and JLL, attend the convention. We were also able to take advantage of the great South Beach dining scene and enjoyed the camaraderie outside of the office while fostering new business relationships.

The speakers were a who's who from business, government and media and included such household names as Hillary Clinton and Steve Forbes. Author and BBC broadcaster Katty Kay was also a presenter, as was up-and-coming social media expert Crystal Washington.

These dynamic and inspiring speakers shared their wisdom and experiences,

Continued on next page.



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2014 CREW NETWORK CONVENTION CONT.

resulting in several common messages that resonated throughout the conference, including:

“You will make a lot of mistakes but don’t let them knock you down. Learn from them.” Former Secretary of State Hilary Clinton

“Confidence is thoughts turned into actions. Think less, act more and be authentic.” – Katty Kay, BBC America and author of The Confidence Code

“Leaders don’t get a play book. Don’t let what you don’t know hold you back.” – Steve Forbes, chairman and editor in chief, Forbes Media

“Take every day and learn something.” – Diane Butler of Butler Burgher Group, one the U.S.’s largest valuation and assessment firms.

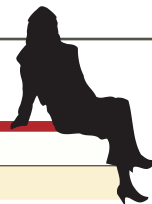
We encourage all of you to take these leaders’ challenges and explore new opportunities. In keeping with this spirit, we want to empower the members of our chapter. To that end, the Board has voted to offer two scholarship grants to help our members to take advantage of the power of our network and build stronger relationships. Contact 2015 CREW San Diego President, Jackie Isidore, to get more information.

And let me leave you with one more piece of advice from Hilary Clinton that I hope will inspire you to take risks...make bold choices...and expect big returns:

“If we don’t dare to compete, we never know what we’re capable of doing.”



Continued on next page.



DONE DEALS

Project	CREW Members
10121 Barnes Canyon Dr	Gensler, SWS Engineering, Inc.
10905 & 10918 Technology Place, One Technology Place Exterior rehab	Parallel Capital Partners, Pacific Building Group
11494 Sorrento Valley road, Sorrento Centre. Exterior rehab	Parallel Capital Partners, Pacific Building Group, Brickman
11555 Sorrento Valley Road, Fix Auto Tenant Improvements	Parallel Capital Partners, Ware Malcomb
11750 Sorrento Valley Road, Common Area Upgrades	Parallel Capital Partners, Facility Solutions
11750 Sorrento Valley Road, Marketing Spec Suite	Parallel Capital Partners, Facility Solutions
3010 Old Ranch Parkway, Bixby Office Park Lobby Upgrades	Parallel Capital Partners, Unisource
Abide Therapeutics T.I.	Ferguson Pape Baldwin Architects, BioMed Realty Trust, Inc.
Airgain	Pacific Building Group, GMBI, Kilroy, Gensler
Biomed Realty Trust	Innovative Commercial Environments, Ferguson Pape Baldwin Architects
Brookfield Residential	Innovative Commercial Environments, Ware Malcomb
California Coast Credit Union	Innovative Commercial Environments, Viking Commercial Construction
Campus Pointe	DPR Construction, SWS Engineering, Inc.
Canyon Plaza lobby and bathroom remodel	DPR Construction, McCarthy Cook
Celadon at 9th and Broadway	Fusco Engineering, Turner Construction
Coastal Surgeons	ID Studios, Pacific Building Group
Destination Concepts, Inc	Innovative Commercial Environments, White Construction
Ferguson Pape Baldwin Architects Office Expansion	Ferguson Pape Baldwin Architects, Innovative Commercial Environments
General Atomics Sports Park	Gensler, SWS Engineering, Inc.
GoFormz	ID Studios, Turner Construction
Hutchings Court Reporters	Commercial Builders Inc, CBRE
Image Source and Kenedy Jenks	Pacific Building Group, CBRE
INOVA Diagnostics	ID Studios, Pacific Building Group
Irvine Company Fitness Center Project	Good & Roberts LLC, Gensler
John Hopkins Building Entrance Upgrade	Reno Contracting, BioMed Realty Trust, Inc., Ferguson Pape Baldwin Architects
La Jolla Institute for Allergy and Immunology Lab T.I.	Ferguson Pape Baldwin Architects, DPR Construction, Project Management Advisors, Innovative Commercial Environments
Leventhal Law	Commercial Builders Inc, CBRE
LYTX	ID Studios, CBRE, Turner
Naval Weapons Station Camp Pendleton, Fallbrook, CA."	Innovative Commercial Environments, DPR Construction
Novo Engineering	ID Studios, Cassidy Turley
One Technology Place	Pacific Building Group, Parallel Capital Partners
Portola	Gensler, SWS Engineering, Inc.
Qualcomm BG-3	Pacific Building Group, Qualcomm, Ferguson Pape Baldwin Architects
Qualcomm IRV-A2	Commercial Builders Inc, Qualcomm
Regus	Pacific Building Group, CBRE, Regus
San Diego Community College District, Mesa College Campus, Business & Technology Center	Gensler, SWS Engineering, Inc.
Savi Ranch Lobby Renovation	Commercial Builders Inc, Ware Malcomb
Seaview Corp. Center projects	Pacific Building Group, Ware Malcomb
Sorrento Towers	Gensler, SWS Engineering, Inc.
Southwestern College Solar PV System	Reno Contracting, Kitchell
Spec Suite Terman Ct.	Dowling Construction, Facility Solutions
The Accelerator at Torrey Pines Science Park	Jill Winchell Design, Project Management Advisors
Torrey Pines Science Park	Innovative Commercial Environments, Project Management Advisors
UCSD Angioedema	Dowling Construction, CBRE
UCSD Med Specialties	Dowling Construction, CBRE
UCSD Triton Stadium Improvements	Gensler, SWS Engineering, Inc.
Union Bank ATM Relocation and Mother's Room	Turner, CBRE
Union Bank Building A, 2nd Floor T.I.	Turner, CBRE

Didn't see your CREW San Diego Done Deal?

Please contact [Toni McMahon](#) to be included.

ANNUAL PLATINUM SPONSOR HIGHLIGHT

UNISOURCE SOLUTIONS, INC.



UNISOURCE SOLUTIONS

Welcome to simple.

Unisource Solutions is the only company that is truly an extension of your facilities department. From moves, adds and changes to procuring new furniture solutions to managing and warehousing our clients' inventory, Unisource Solutions provides a comprehensive array of furniture-based facility services and information management technology. With Unisource, your facilities team works with only one company, not multiple vendors to accomplish your initial and ongoing needs. We self-perform all projects, which allows us to provide the most responsive, quality, cost-effective, total solution available for our clients. We have an unparalleled track record and a unique perspective supporting our clients. With representing over 200 manufacturers and the extensive breadth of line offered by Haworth, Unisource Solutions solves facility needs both indoors and outdoors.

Unisource Solutions senior management is intimately involved in daily operations. While experience and commitment is important, culture is key when turning experience into action. Each of our team members understand that we conduct our business knowing:

THE CUSTOMER IS ALWAYS RIGHT.
WE ANSWER THE QUESTIONS BEFORE THEY ARE ASKED.
WE ANTICIPATE PROBLEMS BEFORE THEY OCCUR.

Unisource Solutions San Diego is an experienced team housed in a open, egalitarian, communal, collaborative environment motivated by clean, concise, successful installations. We abide by a Single Point of Contact with a team support structure. The San Diego team has on average 18 years experience in the industry and has worked together collectively for an average of 10 years. The experience not only in the furniture industry, but also in our ability to work together enables us to be the best team for each and every project. We have identified the strengths of each team member and ensure they are in the position on the project to expand on those strengths.

COMPANY

Unisource Solutions, Inc.

FOUNDED

1987

WORKFORCE

210

LOCATIONS

San Diego, Los Angeles, Woodland Hills, Sacramento, San Francisco

WAREHOUSE

350,000 square feet statewide

CORPORATE OFFICE

Pico Rivera, California

ANNUAL SALES

\$ 78 million

BEST-IN-CLASS

Unisource Solutions is a Best-In-Class Haworth Dealer based on exceptional sales and customer satisfaction, market and enterprise development and operational performance.



AWARDS

San Diego Metro Magazine, Most Admired Company 2012

San Diego Business Journal, 2012 CEO of the Year Finalist, Anne Bengé

San Diego Business Journal, 2012 Most Influential People Recipient, Anne Bengé

EXPERIENCE

Technology	\$ 19,000,000
Life Science	\$ 9,900,000
Financial	\$ 9,500,000
Software/Telecomm	\$ 13,000,000
Government	\$ 7,400,000
Healthcare	\$ 8,000,000
Education	\$ 11,200,000

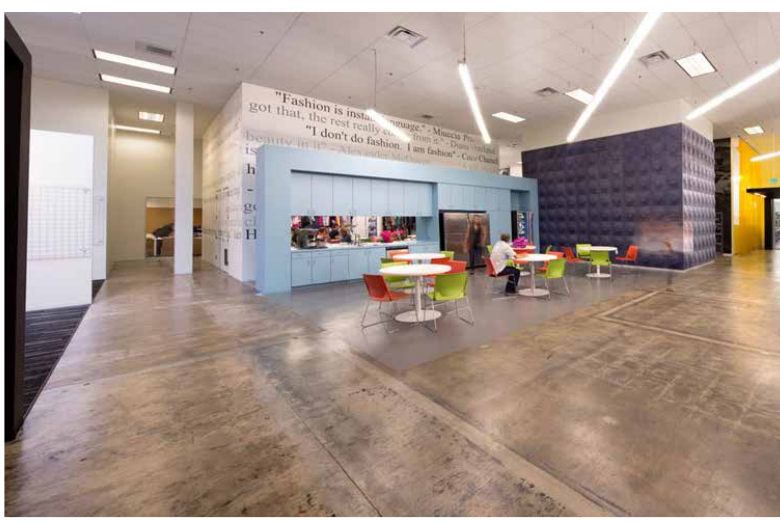
INDUSTRY AND COMMUNITY INVOLVEMENT

Unisource Solutions has partnered with many organizations to support their causes and the overreaching local community.

Athena San Diego
 BOMA San Diego
 Boys and Girls Clubs of Greater San Diego
 Boys and Girls Clubs of San Dieguito
 Butcher's Brewing
 Carlsbad Strings Education Association
 CREW San Diego
 Girl Scouts of America
 HomeAid
 IFMA San Diego
 IIDA Southern California
 Junior League of San Diego
 LUX Art Institute
 NAIOP San Diego
 Polinsky Children's Center
 Promises 2 Kids
 San Diego Blood Bank
 San Diego Food Bank
 San Diego Museum of Man
 Women Unlimited



ANNUAL PLATINUM SPONSOR HIGHLIGHT *(continued)*



ANNUAL GOLD SPONSOR HIGHLIGHT



Celebrating 30 Years of Trust, Stability & Service

Pacific Building Group was founded in San Diego in 1984 by Greg Rogers and today is one of the region's leading general contracting firms, with a reputation for quality construction and lasting relationships. For over 30 years, PBG is proud to be one of the few locally headquartered construction firms, employing more than 1,100 workers in just the last 10 years and earning the trust of small and large companies alike, including Sony, Callaway Golf, Sharp Healthcare, Cymer and many more.

As builders, and not just managers, the firm's hands-on approach creates value for owners in all phases of construction. With 30 years of stability and financial continuity, PBG is able to minimize the risks to clients, while being responsive to each unique project requirement with a diverse array of services. Pacific Building Group relies on professional management and seamless coordination with local qualified subcontracting firms to successfully execute complex projects of all types. *We Build Pride* isn't just Pacific Building Group's tagline – it reflects the focus the company places on constructing buildings in which clients and employees take pride.

Company Highlights

- Pacific Building Group has built more than 15 million square feet of commercial construction in San Diego and beyond.
- Pacific Building Group has completed more than \$200 million in ground-up projects
- Pacific Building Group has completed more than \$300 million in tenant improvement projects in the past 10 years.
- Pacific Building Group provides specialized expertise for high tech facilities, completing more than \$75 million in the past 5 years for Cymer, Qualcomm, Northrop Grumman, Maxwell Technologies and others.
- Over the past 15 years, Pacific Building Group has completed over \$100 million in acute care hospital work while these facilities remained occupied.
- In 2013, PBG completed more than \$70 million worth of commercial and healthcare projects.
- Pacific Building Group employs approximately 150 of San Diego's most talented builders and project managers.

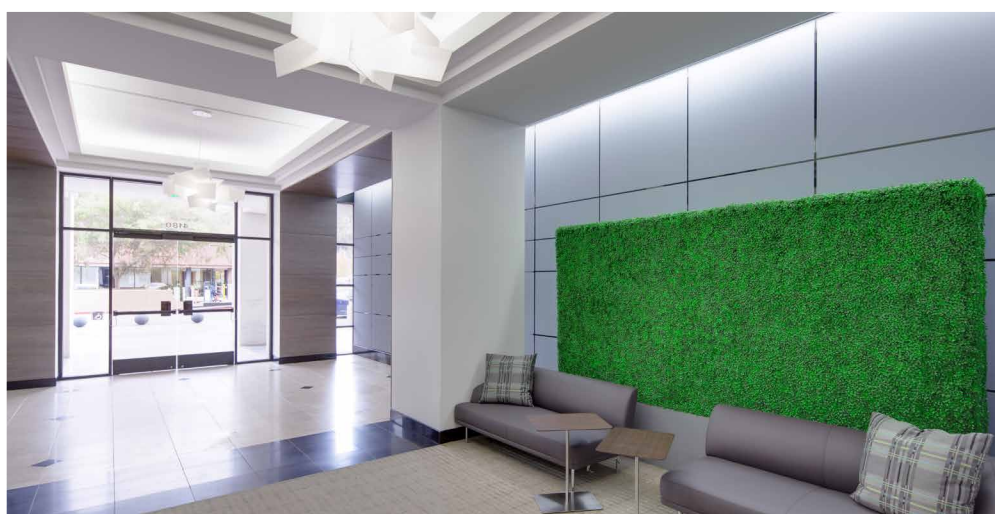
Services

- Preconstruction
- Design-Build
- General Contracting
- Site Improvements
- Tenant Improvements
- Facilities Maintenance
- LEED/Sustainability
- Acute Care / OSHPD

Markets

- Corporate
- Technology / R&D
- Life Sciences
- Medical Office
- Healthcare
- Veterinary
- Retail
- Institutional

ANNUAL GOLD SPONSOR HIGHLIGHT *(continued)*



CREW SAN DIEGO

New Members 3rd Qtr

- Jack Burger
Burger Construction
- Sandra Ruiz
Jones Lang LaSalle
- Liz Schaper
Celtic Bank
- Elizabeth Thompson
Sheppard Mullin Richter & Hampton, LLP

2014 LEGACY MEMBERS

(joined 2010 and prior)

- Allison Beall
- Anne Bengé
- Dana Bessenecker
- Susan Couch
- Christy Daly-Pranzo
- Tiffany English
- Bre'an Fox
- Linda Greenberg
- Lisa Gualco
- Terry Hall
- Kellie Hill
- Jill Hogan
- Jackie Isidore
- Carly Kurkiewicz
- Desiree Lawn
- Marilyn Mattson
- Amber Mauer
- Amy Morway
- Jennifer Shumaker
- Ginny Uyeno-Bridy
- Katie Yee

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

ANOTHER MEMORABLE NETWORKING EVENT!



WELCOME

CREW Who? Summer Social

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Thank You to Our
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MEMBER NEWS

San Deigo Member wins the San Diego Business Journal's 2014 Women Who Mean Business award

Lori Ann Stevens, LEED AP B+C

Turner Construction Company

With over 15 years of construction experience, Ms. Lori Ann Stevens, LEED AP, brings strong management, business development, and field experience to Turner Construction Company. Lori Ann's dynamic experience as both a general contractor and a developer assures that every client's needs are met.

Lori Ann received her bachelor's degree in Construction Management from Arizona State University, and her master's degree in Civil Engineering from San Diego State University. In her current position as Manager of Business Development, her experience and involvement has helped Turner win recent projects such as Affirmed Housing's, Connections Project located in Downtown San Diego. The successful completion of this project has provided the homeless in San Diego a shelter, kitchen and health center. The shelter was built in San Diego's first high rise building, originally constructed in 1926.



Lori Ann Stevens

San Diego member wins 40 under 40 Award – 2014 By SD Metro

Bree Tsaniff

SWS Engineering Inc.

Bree Tsaniff is vice president of business development at SWS Engineering Inc., a local civil engineering firm. She has been with the company since it's founding in 2007. Tsaniff's passion and drive is inspiring, and her career path has been anything but typical. In fact, she started working in the design and construction industry at age 19. When she joined SWS Engineering she was named the firm's marketing manager. Her areas of expertise encompass health care, educational facilities, affordable housing, commercial real estate, hospitality, civic and infrastructure. She is active in the San Diego Housing Federation, an organization that sustains vital affordable housing programs for lower income San Diegans, and currently serves on the membership committee and as the Rising Leaders co-chair. She supports the Boys and Girls Club of San Marcos, the Preeclampsia Foundation, Helen Woodward Animal Shelter and St. Jude's Children's Hospital.



Bree Tsaniff

YEAR AT A GLANCE

Leadership Series Event

Leadership Series Breakfast Featuring Ann marie Houghtailing

Thursday, November 13th, 2014, 7:30 am-9:00 am

Location: Pirch Headquarters, 9620 Town Centre Dr., Ste. 100, San Diego, CA 92121

Members Only Holiday Party & Annual Sponsor Appreciation Reception

Monday, December 1st, 2014, 5:30 pm – 9:00 pm.

Venue: Tom Ham's Lighthouse

Address: 2150 Harbor Island Drive, San Diego, CA, 92101

Please visit www.crewsandiego.org for more information or to RSVP.



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www.crewnetwork.org

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 9,000 trusted connections!

WHAT IS CREWBIZ?

CREW Network's online business networking tool developed exclusively for CREW Network members. Increase your visibility and business networking to nearly 9,000 professionals across North America looking to do business in your area – looking to do business with you!

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