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- Charity wine event tickets
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- In-kind sponsor
- Program & event sponsorships available too!

Please contact **Melissa Hayden** at [melissa@lockrul.com](mailto:melissa@lockrul.com) for more information or download sponsorship information at <http://crewsandiego.org/sponsorship.html>

## PRESIDENT'S MESSAGE



**Bree Wong**  
SWS Engineering

Fall is my favorite time of year! As the days get shorter, the Santa Anas roll in and cozy sweaters and stylish boots work their way into our daily wardrobe, reality sets in that the year is coming to a close. 2018 has been a whirlwind and quite frankly, at times, it kicked my butt. The year was jam-packed, crazy- hectic and chock full of both challenges and successes for me personally and professionally; and for CREW San Diego, it was one for the books!

In October, CREW San Diego hosted one of the best attended CREW Network Convention & Marketplaces to date! I would like to give a huge shout out to our brave Convention Chairs Allison Simpson, Tiffany English and their stellar committee members Misty Moore, Debra Aitken, Anne Bengel, Jen Schumaker, Christy Daly-Pranzo and Amber Mauer, who juggled a million moving pieces with grace and poise, successfully orchestrating a phenomenal three-day event attended by more than 1,200 CRE professionals from around the globe! San Diego was well-represented with a record-breaking 63 local attendees, including eight members who were awarded registration through our local Convention Scholarship Program.

To put into perspective just how much we accomplished in 2018, here is a summary of CREW SD triumphs to date.

### MEMBERSHIP

Our membership numbers this year blew prior records out of the water. On January 1, 2018, CREW SD served 150 members. Our last count totaled 194. That is a 29.33% growth rate in 11 months! Of those new members, 21 of them hail from companies not previously involved with CREW SD. Those firms include:

<i>The Kohnen Group</i>	<i>Stream Realty</i>	<i>DCI Engineers</i>
<i>LW Hospitality Advisors</i>	<i>Baseline Investments</i>	<i>American Assets Trust</i>
<i>Newmark Knight Frank</i>	<i>Next Level Project Management</i>	<i>LPA, Inc.</i>
<i>California Business Law Group, PC</i>	<i>1st Commercial Management Group</i>	<i>Lisa Hill GIS</i>
<i>DFS Flooring</i>	<i>IOA Insurance Services</i>	<i>Gafcon RS</i>
<i>Real Estate Planners</i>	<i>Syska Hennessy</i>	<i>Encore Partners</i>
<i>Hemphill Solutions</i>	<i>PGAL</i>	<i>Francis Real Estate Group</i>

### PROGRAMS

Our Mentorship Program, CREWMates, paired 18 up and coming CRE professionals with accomplished mentors in its' first year. Additionally, CREW San Diego helped introduce 19 college students to careers in real estate-related fields through our local UCREW program, hosted in partnership with USD Burnham Moores School of Real Estate. By the end of the year, we will have hosted a mix of 14 members-only and public education/program events serving upwards of 900 attendees. From our anxiously awaited annual Economic Forecast in January to the Basics of Real Estate Investment, our programs have covered an expansive range of market-specific, professional development and financial topics.

This year also kicked-off the conceptual planning phase of our CREW Careers Program, set to launch Q3 2019. This program differs from UCREW by expanding our outreach beyond local universities to

**Continued on page 2**

## 2018 BOARD OF DIRECTORS

### President

**Bree Wong**  
SWS Engineering, Inc.  
bree@sws-engr.com

### President Elect

**Lauren Slatinsky**  
Cultura  
laurens@culturasd.com

### Secretary

**Ariel Bedell**  
The Loftin Firm, P.C.  
abedell@loftinfirm.com

### Treasurer

**Ana Tsang**  
McCarthy Cook  
alt@mccarthycook.com

### Officer-at-Large, Membership

**Lisa Bittner**  
Good & Roberts  
lbittner@gnrgc.com

### Director of Sponsorship

**Hallie Putterman**  
Bentley Mills  
hallie.putterman@  
bentleymills.com

### Director of Education + Programs

**Jennifer Litwak**  
Housing on Merit  
jlitwak@housingonmerit.org

### Director of Marketing & Communications

**Melissa Stayner**  
LGC Valley Geotechnical  
Consulting  
mstayner@lgcvalley.com

### Director of Special Events

**Stefanie Collins**  
Cushman & Wakefield  
stefanie.collins@  
cushwake.com

### Immediate Past President

**Catharine Hughes**  
Ware Malcomb  
chughes@  
waremalcomb.com

### National Delegate

**Wendy Lanahan**  
QUALCOMM Incorporated  
wlanahan@qualcomm.com

### National Delegate

**Lisa Chappell**  
Mission Federal Credit Union  
lisac@missionfed.com

## PRESIDENT'S MESSAGE, continued from page 1

capture the attention of 7th and 10th grade students. The program aims to introduce and attract local students and underprivileged youth to the numerous career opportunities available in Commercial Real Estate and related fields through first-hand education, basic awareness and age-appropriate collaborative activities.

### EVENTS

We shook things up a little and strayed from our long-time Charity Wine Tasting venue, opting instead to host at the opulent Pendry restaurant, Provisional. The posh evening was celebrated with networking, a silent auction and wine sampling throughout the lavish space complete with a Moët & Chandon vending machine offering personal bottles of bubbly in exchange for an exclusive gold coin.

### STRATEGIC ALLIANCES

CREW San Diego and Bisnow joined forces this year to form a wildly successful alliance. Through this strategic partnership, several CREW SD members spoke as industry leading panelists at Bisnow programs covering a myriad of topics from life science to multifamily development. Additionally, CREW SD nominated more than a dozen members for local awards, with over half of our nominees securing wins.

I am beyond grateful to have been part of this year's success and extend my sincere gratitude to each and every one of our extraordinary Board Members, Sponsors and Committee Members. It sounds cliché, but it's so true - without you, none of this would be possible. I encourage you to consider renewing or increasing your patronage in support of the growth and the ever-improving member benefits offered by CREW San Diego. I also invite you to engage with either incoming or outgoing Board Members to learn about the various ways to expand your reach through increased involvement in CREW.

As always, thank you for your support and encouragement. It's been an incredible honor serving as president of CREW San Diego. I've met so many incredible people; new clients and friends alike, that have helped me continue to learn and grow. My experience as CREW President is unparalleled, and the relationships I've forged are second to none. Equality makes good business sense. Let's keep educating people about it. If we continue striving to attain gender parity in our industry - collectively, we'll get there. •

Adios,

*Bree Wong*

## 2018 LEGACY MEMBERS (joined 2013 and prior)

Legacy members are those who have been a member of CREW for five or more consecutive years. These members receive additional benefits, including exclusive legacy member events.

- Linda Greenberg
- Lisa Gualco
- Desiree Lawn
- Terry Hall
- Debra Aitken
- Misty Moore Willard
- Amber Mauer
- Tara Burns
- Tiffany English
- Sonia Miro
- Allison Simpson
- Jennifer Shumaker
- Dana Bessenecker
- Anne Bengé
- Jackie Isidore
- Catharine Hughes
- Marilyn Mattson
- Carly Glova
- Ginny Uyeno-Bridy
- Amy Morway
- Christy Daly-Pranzo
- Katie Yee
- Lynn LaChapelle
- Kaitlin Arduino
- Jane Green
- Susan Steele
- Wendy E. Lanahan
- Cece Haffey
- Toni McMahon
- Lori Ann Stevens
- Bre'an Fox
- Darcy Miramontes
- Michelle Laseman
- Viveca Bissonnette
- Danielle Slagal
- Whitney Hodges
- Wendy Hoier
- Crista Swan
- Bree Wong
- Melissa Stern
- Jill Winchell
- Jennifer Brown
- Kelly Michajlenko
- Regina VanderWerff
- Lauren Slatinsky
- Wendy Cohen
- Tracey Nordost Frey
- Cecilia Kucharski
- Melissa Scofield
- Stacy Smith

# EVENT HIGHLIGHTS

## WOMEN IN LEADERSHIP EVENT

By Katie Yee, Principle – Chief Relationship Office

On September 26th, CREW San Diego hosted their 2nd Annual Women in Leadership (WIL) event featuring prominent women in local politics. The event's diverse panel included: San Diego County District Attorney, Summer Stephan; City of San Marcos Council Member, Rebecca Jones (who has since been elected the first female Mayor of San Marcos); and City of Carlsbad Council Member, Cori Schumacher. Each panelist brought unique perspectives and experiences about their path to politics and the people that helped them along the way.

The politicians discussed their trial, tribulations and secrets to success. Cori Schumacher, professional surfer and advocate for gender equality in sports, believes that her participation in youth sports directly correlates to her political involvement and leadership roles later in life. Summer Stephan thinks women must work harder to prove themselves and gain the respect of their peers and supervisors. Rebecca Jones attributes her success to the relationships she has forged and her ability to empathize and listen to others, including opinions and perspectives that differ from her own. Rebecca stated

that respecting the views of others has allowed her to work with opposing parties to find mutually beneficial solutions.

The importance of hard work, surrounding yourself with a supportive team and helping other women to succeed served as the overarching themes of the evening. By surrounding themselves with supportive people that believe in them, these women have become community leaders. The panelists agreed that they couldn't have accomplished their goals without help, and each stated that a mentor played a critical role in their success. And it's not always easy to ask for help, especially when you're a woman trying to prove yourself. Cori Schumacher summed it up by stating, "You are not less of a woman just because you can't do it all alone." Powerful words of wisdom from all the panelists!

Thank you to BNBuilders for hosting WIL in your stunning new office. We appreciate these amazing women sharing their stories with us and look forward applying lessons learned to help us on our individual paths to success. •



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October 2018

# SoCal Real Estate

VOL. 1 No. 4 OCTOBER 2018

## EVENT COVERAGE

BY CARRIE ROSSENFELD



Carrier Johnson + Culture's Claudia Escala addresses the packed room about Downtown mixed-use projects.

## Mixed-Use Development Is a Plus for San Diego

At CREW San Diego's recent lunch program, "Mixed-Use Development Re-Defined," moderator Andrew Malick, director of Malick Infill Development, said the old definition of mixed-use as a five-story wood-frame apartment building on top of freestanding retail is not the modern definition of the term.

Today, mixed-use projects are both vertical and horizontal and can include a wide variety of uses, including office, retail, residential, and community-oriented purposes. One panelist, David McCullough, a principal with McCullough Landscape Architecture Inc., suggested that even light industrial could be a realistic additional use.

Malick stressed the point that mixed-use doesn't have to make life miserable with increased traffic if planned correctly. "Make sure you have the right type of development and are distributing the properties correctly throughout [the development]," he said.

Gary Levitt, owner of Seabreeze Properties LLC, presented two North County San Diego mixed-use projects his firm is developing: North City in San Marcos, adjacent to Cal State San Marcos, and Merge 56 in Carmel Valley. North City features student housing, market-rate apartments, retail, and a 25,000-square-foot restaurant, Urge Gastropub, that created a sense of place for the project. Merge 56 takes 40 acres of land approved for retail and apartments and instead creates a neighborhood of single-family homes and apartments with a core of retail and community uses in the middle.

Claudia Escala, principal architect with Carrier Johnson + Culture, spoke next about Downtown mixed-use projects her firm has been designing, including Park & Market, whose uniqueness comes from UC San

Diego coming to Downtown to take space there. The residential, office, restaurant, and retail uses highlight how a dense environment can work well.

Escala also spoke about Ballpark Village, a project adjacent to Petco Park that's on the boards. Among other uses, the vertical mixed-use project will feature residential space and connectivity through bridges and will have amenities like rooftop terraces.

McCullough said mixed-use is properly defined as three or more uses with no more than 60 percent of the space devoted to any one use. He also said that mixed-use developers must approach suburban and urban mixed-use projects differently and pointed out that mixed-use projects should be thought of as 3D, not 2D.

McCullough added that open-space elements in mixed-use projects are extremely important to consider. It's also paramount, he said, not to force uses down people's throats. "Don't guess what millennials want. Just create beautiful things, and then the amenities don't matter because people will figure out a way to use it."



## CONGRATULATIONS

### 2018 SAN DIEGO BUSINESS JOURNAL WOMEN OF THE YEAR FINALIST



Jennifer Litwak

Congratulations Jennifer Litwak for being selected as a 2018 San Diego Business Journal Business Women of the Year Finalist! •

### 2018 WOMEN WHO IMPACT SD WINNERS

A big congratulations to the winners of the 2018 Women Who Impact SD! Winners include: Catherine McCullough, Luda Safransky and Debra Aitken. •



Catherine McCullough



Luda Safransky



Debra Aitken

### CATHERINE MCCULLOUGH RECEIVES "WOMEN WHO IMPACT SAN DIEGO" AWARD



Catherine McCullough

Contact: Nicole Hensch

San Diego – November 12: Catherine McCullough, President and Chief Executive Officer of McCullough Landscape Architecture, Inc., has been selected by SD Metro Magazine as one of 12 “Women Who Impact San Diego” 2018. McCullough was selected out of over 60 nominees.

Nominated by the San Diego Chapter of Commercial Real Estate Women (CREW), Catherine is being recognized for her professional and personal accomplishments, as well as her community involvement.

“Catherine has a proven history of taking organizations to the next level of success and creating community all around her while working hard to elevate and benefit others along the way,” said Melissa Stayner, CREW San Diego Director of Marketing & Communications.

Catherine’s work has always had an impact on San Diego. She served as Marketing Director at Westfield UTC and as Assistant Marketing Director and Tourism Manager of Horton Plaza, assisting the San Diego Convention and Visitors Bureau in promoting San Diego’s iconic

shopping mall. In this role, she helped the Bureau in promoting San Diego as a destination through its Travel Industry Sales Committee.

Catherine joined her husband David at McCullough Landscape Architecture in 2001 and became President and Chief Executive Officer of their family business in 2002. Today, she oversees all the company’s marketing and business development efforts, as well as its financial management and operations. Since she joined the firm, McCullough Landscape Architecture has grown to a staff of 11, and its quantity and quality of projects has grown exponentially—achieving a double-digit increase in revenue the last few years.

Catherine is active in several professional groups. She has tirelessly and reliably co-led a CREW marketing committee, restructuring its communications process.

As Past-President of the Society for Marketing Professional Services San Diego chapter, she has been appointed to its national board as At-Large Director for a two-year term representing the West Coast and San Diego, as well as the interests of all the members of the organization generally, while contributing to the strategic vision of the Society.

She is also making her mark on her community. A committed resident of North Park, for 15 years she has served as Neighborhood Watch Captain and Community Coordinator. Through her efforts, a Morley Field Historic Street Light District is being formed, providing a plan to better light the neighborhood, to promote safety, and to create a greater sense of historic character for the 1920’s community.

Her community involvement also includes volunteering as Parent Communications Director at Albert Einstein Academies while her children were recently attending the charter school. She organized parent committees to support teachers and staff, started a Family Ambassador program for new families, as well as created two highly successful fundraising campaigns for their new Middle School campus.

As a graduate of the Fashion Institute of Design & Merchandising in Los Angeles, she has served as the Alumni Association’s President for 18 years. She organizes social and education events to help foster a network of the school’s graduates who have similar interests and passion for the design industry.

To see SD Metro’s latest issue with “Women Who Impact San Diego” award winners, go to <http://www.sandiegometro.com/> and click on “latest issue.” •



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## CONGRATULATIONS, continued from page 5

### CONGRATS LISA CHAPPELL, WOMAN OF MISSION FED!



Lisa Chappell

San Diego Magazine recognized Lisa Chappell in their Celebrating Women Profiles 2018 issue for her contributions to the City. Chappell is Vice President of Corporate Facilities and is responsible for managing a multi-million-dollar, 350,000-square-foot real estate portfolio of more than 31 retail branch locations and two corporate offices. A 19-year veteran of Mission Federal Credit Union, Chappell employs the strong organizational and communication skills required to coordinate between internal and external teams on all aspects of owned and leased facilities, from maintenance and security to procurement. Chappell is a national delegate and board member for CREW San Diego (Commercial Real Estate Women) and the founder of the Lean In Circle at Mission Fed. •

### DAILY TRANSCRIPT TOP 50 INFLUENTIAL LEADER BRE'AN FOX



Bre'an Fox

Growing up in Manitoba, Canada, Fox built forts with her siblings, and this early interest in building and design eventually led to a career as a designer 26 years ago, when she launched Facility Solutions Design Group.

“They were not your ordinary forts, but had rooms and structural enhancements,” Fox said. “We built snow forts, then in the summer we built forts in the barns.”

Her firm provides one-stop shop planning, design, management and relocation services for clients who range from real estate companies, like Kilroy Realty Corp., to the University of California, San Diego.

Facility Solutions Design Group has grown to employ nine people, and revenues have increased 85 percent over the last five years.

“I was much more interested in corporate than residential real estate, because there’s so much more diversity,” she explained. “Offices can be for real estate, corporations, professionals, industrial design, research and development companies, manufacturing, and biotech lab entities.”

Designing for the real estate market is one of her niche areas, since she spent 10 years in the field and is familiar with the needs of tenants, landlords and developers, and what’s possible in a given commercial space. A good amount of work comes from the health care industry, where technology has brought about so many changes, making today’s clinics and doctors’ offices look very different from back in the day.

“There’s a lot of hospitality influence in waiting rooms, keeping the patient experience in mind,” she said. “Research shows going to the doctor is stressful enough and causes anxiety, so if we can remove that stress, it helps.” •

Fox is also a committed mentor for many upcoming designers, shepherding 20 interns over the years. She donates time and services to many nonprofits in the region, such as the Boys and Girls Club of San Diego, and helps them meet fundraising goals.

Having paid her dues working long hours and missing time with her family while she grew the firm, Fox now makes it a point to travel to Europe twice a year for six weeks at a time with her husband, and she counts this as her most significant milestone in the past couple years.

“It means my team has really grown and is very capable,” she said. “It lets them know I trust them, and authorize them to take control of things. I stay in touch, but it accelerates their growth.” •

### DAILY TRANSCRIPT TOP 50 INFLUENTIAL LEADER WENDY LANAHAN



Wendy Lanahan

As director of real estate for wireless chipmaking giant Qualcomm Inc., Wendy Lanahan oversees about 70 properties, comprising 6 million square feet of commercial space in the United States and Canada.

She presides over the buying, selling, leasing, and subleasing of the company’s real estate portfolio, ensuring it meets a variety of needs. Some years have seen rapid expansion in the ever-competitive telecommunications space, and other years – like this one – have seen workforce reductions that require she trim the Sorrento Mesa-based firm’s properties.

“It’s such a dynamic environment,” Lanahan said of Qualcomm. “You’re constantly turning on a dime. Dealing with that makes it exciting and challenging work.”

Lanahan has been with Qualcomm for 27 years, initially in the company’s business and corporate finance groups. This is her 15th year as director of real estate.

She’s also board president of the McKellar Corporate Owners Association, a group of Sorrento Mesa commercial property owners who work together to manage common areas and make sure their properties are conforming to covenants, conditions and restrictions.

Few women have ascended to Lanahan’s level of seniority in San Diego commercial real estate. She said that’s why she’s compelled to mentor and advocate for the trade organization Commercial Real Estate Women (CREW) San Diego. She serves as CREW San Diego’s foundation delegate, representing the local chapter at leadership conferences and national conventions and supporting its fundraising efforts. Lanahan is also helping to launch the CREW Careers program, which will

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## CONGRATULATIONS, continued from page 6

provide outreach to middle and high school students interested in the commercial real estate profession.

"I enjoy CREW because it's supportive of women advancing in real estate careers. It's still a male-dominated field. We've made progress, but we're still well behind," she said. "It's a good learning environment."

### GILLILAND NAMED TO DAILY TRANSCRIPT'S TOP 50 INFLUENTIAL LEADERS



**Kirt Gilliland**

Gilliland estimates and has managed more than 250 construction projects - valued at more than \$1 billion - throughout the course of his 32-year career. He went the entrepreneurial route in 2015, creating Gilliland Construction Management.

With a team of five construction managers, the company is handling about 25 San Diego-based projects a year, he said.

"It was time for me to pursue a new adventure," Gilliland said. "I wanted to put my own stamp on my work. I have a passion for helping clients realize their dreams."

The firm's recent construction management projects have included work with Pacific Building Group on Renovate America's revamped corporate headquarters in Rancho Bernardo, with consisted of an overhaul of 150,000 square feet of office space and the construction of a new 10,000-square-foot cafeteria.

Gilliland Construction Management also recently wrapped up its construction management of Ampersand, Casey Brown Co.'s creative-office redevelopment of the former San Diego Union-Tribune two-building complex in Mission Valley.

Gilliland, who's lived in the San Diego-area most of his life, recalls taking elementary school field trips to the former buildings to see the massive printing presses. He's pleased to have been a part of the team that gave the 330,000-square-foot property a new purpose.

"It's an amazing transformation of what was a basic office building complex," he said.

Gilliland said owning his own firm means he's able to take on projects and causes that are most meaningful to him. His firm contributes financial support to nonprofits, including Unite North County, Alabaster Jar Project, and Father Joe's Villages, and he belongs to trade groups NAIOP San Diego and CREW San Diego.

Gilliland said his firm sets itself apart in the industry with its approach to teamwork, both in-house and with construction project partners, and its exclusive focus on San Diego projects.

"This is our neighborhood, our community," he said. "There are a couple other firms here that are larger, but they don't have the same feel or goals that we do."

### LITWAK NAMED TO 2018 VANGUARD



**Jennifer Litwak**

Jennifer Litwak, Executive Director for Housing on Merit, was one of 44 Vanguards selected from a pool of more than 500 applicants. Vanguard is an annual experiential urban leadership gathering of the best and brightest minds working to improve cities across sectors such as urban planning, community development, entrepreneurship, government, transportation, sustainability, design, art and media.



The Vanguard conference culminated in the Next City Big Idea Workshop, a design-focused collaboration with community members, where teams of Vanguards use their own expertise and the

knowledge gained through neighborhood explorations to address a challenge facing the city as it works toward a vision of social and economic equity. Litwak was assigned to the Safe & Healthy Neighborhoods group and was awarded the Big Idea prize.

### BREE WONG & MATT HENDRY NAMED SDBJ NEXT 40 FINALISTS



**Bree Wong**

Wong leads SWS Engineering's business development, brand awareness, client relations, employee and marketing strategies. She joined the full service civil engineering, land planning, land surveying and land development company in 2007.

Bree is the current president of CREW San Diego, overseeing the development of business networking opportunities and programs for the organization's membership, which has increased more than 60 percent in the past three years. She also serves on the Healthcare Educational Programs Committee for AIA San Diego. Bree's philanthropic activities include working with the San Diego Housing Federation and the March of Dimes, the latter of which she became involved with after the premature birth of her twin sons, Liam and Ryder.



**Matt Hendry**

Matt joined Gilliland Construction Management soon after Kirt Gilliland started the firm and has been an important part of its growth. Just a few years after the firm launched, Matt is managing

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## CONGRATULATIONS, continued from page 7

some of San Diego's highest visibility construction projects and is also responsible for managing approximately 30 percent of the firm's work.

Among his peers, Matt also distinguished himself by earning both his A and B contractor licenses – an effort that involves significant work experience and study – and a LEED AP BD+C accreditation, which distinguishes him as a leader in energy efficient building design and construction. With a very full work schedule, Matt has also made time to participate in professional organizations, Serra Mesa's urban planning and to coach sports for kids in his community. •

### WARE MALCOMB FINISHES TECH FIRM'S SD OFFICES

Carrie Rossenfeld – June 12, 2018  
SOCAL REAL ESTATE



Design firm Ware Malcomb has completed interior architecture and design and branding services on the new offices of 3D Systems, a global 3D solutions company, whose offices are located at 16550 West Bernardo Drive in San Diego. The new facility serves

multiple functions: as an office, a research-and-development lab, and as a briefing center for customers to learn about the company's products.

The new 52,000-square-foot workplace features office space, including a new mezzanine and amenity area, as well as electronic lab space. The amenity space includes a first-floor café with outdoor access and large glass

sliding doors that open into the engineering space. The mezzanine addition provides a multi-use collaborative workspace overlooking the executive open-plan area.

Ware Malcomb says the modern, streamlined design of the new office tells the story of the company and its products, as well as showcasing its cutting-edge technology. 3D Systems was co-founded by the inventor of 3D printing, Charles Hull.

The open and collaborative office space is designed to maximize views and natural light. The design includes sit/stand workstations and ample opportunities for employee mobility.

Because R&D is a constantly evolving process, the lab spaces are designed to be flexible enough to accommodate and anticipate rapid changes in technology and the resulting infrastructure requirements.

The general contractor for the project was Burger Construction.

“In addition to meeting the company's immediate space needs, 3D Systems' new office was designed to reflect the innovative culture of the company and allow flexibility to accommodate future growth,” says Tiffany English, principal of Ware Malcomb's San Diego offices.

Ware Malcomb's San Diego office was recently recognized with three awards at the San Diego Business Journal's Best Real Estate Deals 2018 ceremony. The winning projects were Nortek at Atlas at Carlsbad – Best New Office Lease, Exeter Industrial Park Escondido – Best Industrial Purchase, and The Shops at One Paseo – Best Real Estate Deal for New Retail. •

## MEMBER NEWS

### CREW SAN DIEGO ELECTS NEW BOARD OF DIRECTORS

Commercial Real Estate Women (CREW) San Diego, a membership organization dedicated to promoting, educating and supporting professionals in the field of commercial real estate, announced its 2019 board of directors:

**President** | *Lauren Slatinsky, Cultura (pictured)*

**President-Elect** | *Ariel Bedell, The Loftin Firm*

**Secretary** | *Jeana Renger, Ferguson Pape Baldwin Architects*

**Treasurer** | *Ana Tsang, JLL*

**Officer-at-Large | Membership** – *Lisa Bittner, Good & Roberts*

**Director of Sponsorship** | *Melissa Hayden, Lockrul Construction*

**Director of Education + Programs** | *Rebecca Bodemann, Xpedient Communications*

**Director of Special Events** | *Andrea Ventola, AVI-SPL*



Lauren Slatinsky

**Director of Marketing Communications** | *Mandy Serrano, SCST Engineering*

**Network Delegate** | *Lisa Chappell, Mission Federal Credit Union*

**Foundation Delegate** | *Jennifer Litwak, Housing on Merit*

**Immediate-Past President** | *Bree Wong, SWS Engineering, Inc.*

Under the board's leadership, CREW San Diego hosts informative programming focused on economic growth and market trends, and frequently includes speakers from some of San Diego's largest and active companies sharing their plans for growth.

CREW also hosts quarterly events dedicated to networking and business development. Additionally, CREW San Diego offers exclusive educational and professional development programs, including mentorship opportunities, outreach to local students and candid conversations with successful commercial real estate professionals, as well as business-to-business deal-making. <https://www.connect.media/crew-san-diego-elects-new-board-of-directors/>

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## MEMBER NEWS, continued from page 8

### TIFFANY ENGLISH QUOTED IN COMMERCIAL PROPERTY EXECUTIVE ONLINE



Tiffany English

Commercial Property Executive is the leading integrated resource for executives and companies that own, invest in, develop, lease and/or manage commercial real estate.

<https://www.cpexecutive.com/post/ware-malcomb-completes-construction-on-san-diego-office-campus/>

### Ware Malcomb Completes Construction on San Diego Office Campus

Working on behalf of developer Swift Real Estate Partners, the firm provided architecture, interior design and branding services for the redevelopment of Rancho Vista Corporate Center.



Rancho Vista  
Corporate Center

Design firm Ware Malcomb has completed construction on the redevelopment of the Rancho Vista Corporate Center in San Diego. The firm provided architecture, interior design and branding services for the project. Level 10 Construction served as

the general contractor for the project, which was developed by Swift Real Estate Partners.

Located at 16399 W. Bernardo Drive, the corporate campus features Class A office and research & development buildings totaling 838,300 square feet. Situated on 67.5 acres, the goal for the redevelopment was to create a site and brand identity, with a design that emphasized energy efficiency, utilizing xeriscaping to minimize water use and offer shaded areas for use of other on-site amenities. Renovations included updates to the exteriors, with new landscape and hardscape throughout the property, as well as a remodeled conference center, a 15,600-square-foot cafe with a glass wall system, outdoor collaboration areas, a courtyard, a new indoor workout facility with basketball and volleyball courts and an outdoor dining area with a stretched fabric canopy.

*“The reimagined Rancho Vista Corporate Center is an elevated atmosphere for tenants and visitors alike. Connecting the indoor and outdoor environments through a multitude of amenities and collaboration areas created a flexible campus with long-term real estate value,” Tiffany English, principal of Ware Malcomb’s San Diego offices, told Commercial Property Executive.*

In May, Ware Malcomb was tapped to provide architectural services for a 112,505-square-foot building in Rolling Meadows, Ill. Krusinski Construction Co. broke ground on the facility that was developed to serve as School Health Corp.’s new office location. •

### CREW SAN DIEGO MEMBERS AND SPONSORS CONTRIBUTED TO SAN DIEGO UNION TRIBUNE ARTICLE

#### Could Downtown’s Building Boom be Coming to an End?

Phillip Molnar – September 14, 2018,

THE SAN DIEGO UNION-TRIBUNE

Costs for construction materials used in San Diego’s newest buildings are rising fast, and some in the industry say it might slow the building boom that has altered downtown’s skyline since the end of the recession.

Slowed rent growth and increased labor costs are also seen as problems for the building industry.

The price of steel — crucial for residential skyscrapers and high-tech office buildings — has risen dramatically since the Trump administration announced tariffs in March on nations importing to the United States.

The benchmark price for steel this week was up 31 percent from the beginning of the year, said commodities tracker S&P Global Platts. Prices for aluminum also shot up when tariffs were announced but have stabilized to about where they were at the start of the year.

There are enough major building projects ongoing, especially downtown, that it might be a while before anyone notices a slowdown in construction. Companies like Canadian-based Bosa Development have no option but to continue construction on major projects, such as its planned tower off Broadway that will be the tallest residential building in San Diego County’s history.

“It’s ridiculous,” said Nat Bosa, president of the company, said of steel price increases. “It’s costing us a few million bucks more.”

Bosa Development has left its mark on the skyline in recent years, constructing the 41-story condo tower Pacific Gate off of Harbor Drive and the 43-story condo tower Electra on E Street.

Bosa said rising material costs mean increasing housing costs for renters and condo buyers. The high cost of steel transfers to more than just the frame of the building but to appliances and other in-unit features, he said.

Most developers and analysts are hesitant to say material costs will slow down the building boom. Yet James Weber, director of cost estimating for Xpera Group, said it only makes sense for developers to at least consider holding off on starting construction. He said builders must figure out before a project starts if materials will go through the roof — or risk losing their shirts.

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## MEMBER NEWS, continued from page 9



“Say your project is underway and everything goes up 25 percent, you’ve blown through your steel pricing,” Weber said. “Then, your project could be at risk for future funding or loan releases, or even being built if you didn’t factor that in.”

But, it’s not just tariffs that have caused the rise in material costs. Weber said the zigzagging costs of aluminum, copper and lumber will make charting costs difficult, as will increasing labor costs.

### Other factors

Rising costs for workers and a slowdown in rent increases are expected to take a bite out of the multifamily market. Even smaller, wood-frame buildings are feeling the pinch.

**Labor:** A lack of skilled workers for construction is seen as a hurdle for builders in the coming years.

Construction employment increased by 303,000 jobs in a year as of August, said the Associated General Contractors of America. Hourly earnings in the industry averaged \$29.86 an hour in July, an increase of 3.2 percent in a year.

Association officials said they would likely have added more jobs but are struggling to find skilled workers.

“Education officials can also do more to explain to students that construction pays better than most jobs, typically doesn’t require an expensive four-year degree and offers significant opportunities for advancement,” said Stephen Sandherr, the association’s CEO, in a news release.

A national survey by the association and Autodesk found 70 percent of construction firms reported having a hard time finding qualified craft workers that make up the majority of the construction workforce.

Peter Bridge, project manager for subsidized housing general contractor Sun Country Builders, said the cost of prevailing wage

workers has been his biggest issue.

Prevailing wage is typically based on collective bargaining agreements and is higher than the pay of an average worker. Bridge must use prevailing wage workers because a lot of the money earmarked for subsidized housing requires it. The problem is there is a limited number of prevailing wage workers, so subcontractors can request much higher costs than past years.

**Lumber:** The cost to build smaller multi-family buildings, or even single-family, homes, has risen faster than the pace of inflation.

After a slowdown in building during the Great Recession, homebuilding has increased throughout the nation. That means a shortage of lumber as builders increase output to meet the pent-up demand.

As of June, lumber prices had added nearly \$9,000 to the price of a new single-family home since January 2017, said the *National Association of Home Builders/Wells Fargo Housing Market Index*.

The national home building association cites recent tariffs on Canadian softwood lumber from the Trump administration and increased homebuilding as major reasons for the price increase.

Stockpiling materials by builders is very rare, even though it happens in some industries like national defense. Steven Shupp, director of Southern California project management for CBRE, said it would be difficult for general contractors to find space in San Diego County to hold a stockpile.

“It’s too much risk and upfront costs trying to hold it,” he said.

**Rent:** Rent prices are still going up, but they have slowed considerably compared to past years and the influx of new apartments has meant more open units.

The vacancy rate is now around 4.3 percent for apartments in San Diego County. That’s about the same rate it has been since the end of 2017 when hundreds of new apartments opened, according to real estate tracker CoStar’s database of 255,406 units. The vacancy rate was 5.2 percent at the start of 2015, but dropped to 4 percent by the start of 2016.

New apartment complexes have the highest vacancy rates, according to CoStar. East Village’s newest tower Shift — known for its orange 240-foot tower — has a vacancy rate of 73.6 percent. It has 368 apartments and opened this spring. AV8, a 130-unit aviation-themed complex in Little Italy that opened this spring, has a vacancy rate of 76.9 percent.

The price of steel has gone up 31 percent since the start of the year. (Howard Lipin / The San Diego-Union-Tribune)

Continued on page 11



## MEMBER NEWS, continued from page 10

The average rent hit a record \$1,887 a month in March, said San Diego-based MarketPointe Realty Advisors' latest report. In the six months previous, rent had increased 2 percent — a big slowdown compared to the 20 percent rise since March 2015.

Darcy Miramontes, executive vice president for commercial real estate firm JLL, said it still depends on a project-to-project basis if high-rise multifamily developers go forward with new complexes.

“The numbers have to work,” she said. “If it is high-rise steel construction downtown, and rents justify it, they will build it downtown.”

Miramontes said it is possible developers might decide to sit on land where they have already gotten approvals to start building.

“I know there is a perception out there that there are a lot of greedy developers,” she said, “but I will tell you that no developer is really hitting it out of the park on returns at this point.”

Bosa said it will ultimately be up to market conditions in the coming years if the cranes that have dotted the skyline for several years will continue.

“If the market (renters and buyers) is willing to pay for it, then it's OK,” he said. “If the market is not willing to pay for it, then everything comes to a halt.”

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<http://www.sandiegouniontribune.com/business/growth-development/sd-fi-material-labor-costs-20180914-story.html>

## NEW MEMBERS New Members 3rd & 4th Qtr 2018

- **Jenelle Chaloux**  
*Wells Fargo Bank*
- **Audrey McKenny**  
*Gerrity Group*
- **Jennifer Sun**  
*FS Design Group*
- **Genevieve Guoin**  
*Ware Malcomb*
- **Rachel Morel**  
*PGAL*
- **Jenifer Swanson**  
*California Business Law Group, PC*
- **Teresa Henning**  
*American Assets Trust*
- **Ashly Ortiz**  
*Burger Construction*
- **Ashley Wells**  
*Realty Income*
- **Lisa Kay**  
*Alta Environmental*
- **Susie Slater**  
*Pacific Building Group*
- **Amanda Zimmerman**  
*University of San Diego*



**CREW San Diego brings women together to build professional and personal relationships, expand industry knowledge and expertise, and support the development of commercial real estate.**



## DONE DEALS

Project	CREW Members
Higgs Fletcher & Mack LLP	Lockrul Construction, Gensler
Biotheranostics	Lockrul Construction, Gensler
State Farm	Lockrul Construction, Gensler
SD Workforce	Lockrul Construction, CBRE
Torrey Plaza Spec Suites	Lockrul Construction, FS Design Group
Silvergate Bank	Lockrul Construction, Gensler
Bluebeam	Lockrul Construction, Gensler
Barnes and Thornburg Tenant Improvement	Gilliland Construction Management, Safdie Rabines Architects, CBRE
Think Basic Tenant Improvement	Gilliland Construction Management, Burger Construction
Xifin	Burger Construction, Gensler
CHPL	Burger Construction, Gensler
CSI Reimage	Burger Construction, Ware Malcomb, Irvine Company
Mach Law	Burger Construction, Gensler, Irvine Company
Gatto Pope	Burger Construction, Hollander Design Group, Irvine Company
CSI Ready Now	Burger Construction, Gensler, Irvine Company
Intercept	Burger Construction, Gensler, Irvine Company
UCSD Health	Burger Construction, RBN Design
Fujikura	Burger Construction, Smith Consulting Architects
UCSD Ophthalmology	Burger Construction, RBN Design
Pura Vida	Burger Construction, Hollander Design Group
VBA	Burger Construction, CBRE, Safdie Rabines Architects
Sherman St. Building Demolition	Burger Construction, JLL
Innesa	Burger Construction, Hollander Design Group
UCSD Fertility	Burger Construction, Safdie Rabines Architects
Trellisware	Burger Construction, Ware Malcomb, CBRE
Appellate Court	Burger Construction, Gensler, Cushman Wakefield, Irvine Company
Fairway Tech	Burger Construction, Gensler, Irvine Company
Scripps Summit Suite	Burger Construction, Cushman Wakefield, FS Design Group
RSI 2nd and 6th Floors	Burger Construction, LPA, Irvine Company
Roger's Health	Burger Construction, Cushman Wakefield
Intuit B2L2	Burger Construction, JLL
Intuit B3L4	Burger Construction, JLL
DVT Align	Burger Construction, Gensler
Booz Allen Hamilton Murray Canyon NeGen Project	Good & Roberts, LLC, Gensler, CBRE
UCLA Sunset Canyon Recreation Renovation & Expansion	Safdie Rabines Architects, Latitude 33, Cumming
Miller Hull Studio	The Miller Hull Partnership, LLP, DPR
County of San Diego East County Office, Archive, Recorder, County Clerk Project	The Miller Hull Partnership, LLP, Latitude 33
8th and B Mixed Use, National City	The Miller Hull Partnership, LLP, SWS Engineering, McCullough Landscape Architecture, DCI Engineers
Torrey Pines Center South, Floors 2-4	The Miller Hull Partnership, LLP, UCSD
Sharp Chula Vista Infusion Center	Align Builders, Ware Malcomb

Continued on page 13

## DONE DEALS, continued from page 12

Project	CREW Members
Genstar Development Company	FS Design Group, Kilroy Realty Corporation, Bentley Mills, DalTile
3E Company	FS Design Group, Crew Builders
Sola Salons – Chula Vista	FS Design Group, Lockrul Construction, Mohawk Industries
Vistage	FS Design Group, Prevost Construction, Irvine Company, Mohawk Industries, DalTile, Coalesse
Scientist.com	FS Design Group, Lockrul Construction, Cushman Wakefield, DalTile, Cultura
The Scripps Research Institute	FS Design Group, CBRE, Mohawk Industries
Mani Surgery Center	FS Design Group, Bycor General Contractors, GMBI
BBSI	FS Design Group, CBRE, Cushman Wakefield, Bentley Mills, Systems Source
Mesa View Commons	FS Design Group, Cushman Wakefield, Burger Construction, Bentley Mills
Rady Children’s Torrey Reserve	FS Design Group, CBRE, Pacific Building Group
Blue Coast Cardiology	FS Design Group, Bentley Mills, GMBI, DalTile
Labyrinth, Inc.	FS Design Group, Mohawk Industries
American Assets Trust	FS Design Group, Lockrul Construction, DalTile
Shepherd Finkelman	FS Design Group, Cushman Wakefield, Lockrul Construction, DalTile
UCSD, Torrey Pines Court	FS Design Group, BYCOR General Contractors, JLL
Urology Nevada	FS Design Group, DalTile, Bentley Mills
Blue Cloud Dental, Orlando	FS Design Group, DalTile
Alta Gas	FS Design Group, CBRE, Lockrul Construction, DalTile
North Coast Family Medical	FS Design Group, DalTile, GMBI
Dolarex	FS Design Group, Cushman Wakefield, Johnson & Jennings General Contractors
Biotix	FS Design Group, Cushman Wakefield, Burger Construction, Bentley Mills
San Diego Fertility	FS Design Group, CBRE, Lockrul Construction
2 Columbia Commons	FS Design Group, DalTile
Mariner Wealth Advisors	FS Design Group, Lockrul Construction, CBRE
Riverstreet 35 North Commons	FS Design Group, Mohawk Industries
Insperty	FS Design Group, Lockrul Construction, CBRE
Levi Farmers Insurance	FS Design Group, Cushman Wakefield, Burger Construction, Bentley Mills





## FOUNDATION

### CREW CHAPTER CHALLENGE

CREW Network Foundation is the only organization dedicating its resources solely to transforming the commercial real estate industry by advancing women globally. Your donations support college scholarships for women pursuing a degree in commercial real estate, industry research on women in commercial real estate career outreach programs that educate women or girls about the career opportunities available to them (CREW Careers and UCREW), and providing mentorship opportunities to those new to the industry.

**To participate in the Chapter Challenge, we need to meet the following requirements:**

1. 100% of the chapter's board to pledge an individual donation
2. Get 50% of the chapter's membership to pledge an individual donation of any amount
3. Chapter to give an organizational donation greater than \$1,000

**PLEASE SUPPORT THIS WORTHY CAUSE AND MAKE YOUR DONATION TODAY.**



### OUR WORK

*We are committed to bringing more women into commercial real estate with programs that educate women and girls about the career opportunities available to them and creating mentoring relationships for those new to the industry. When donating in support of our mission, you may choose to dedicate your gift towards a specific scholarship fund, industry research, or career outreach efforts.*



### UPCOMING EVENTS

#### January 29, 2019 | 2019 ECONOMIC INSIGHTS LUNCH PROGRAM

CREW will host Dr. Lynn Reaser, Chief Economist for the Fermanian Business & Economic Institute at Point Loma Nazarene University. Dr. Reaser will discuss her 2019 economic outlook for commercial real estate, including how will China, oil prices and other global issues behave? Has the U.S. economy peaked? How will the Federal Reserve react? What are the prospects for California and San Diego? What are the implications for commercial real estate?

*Location: University Club atop Symphony Tower | 750 B Street, San Diego, CA*

*Cost: Members: \$50 | Non-Members: \$75 | Students: \$30*

*Event Dates, Locations and Topics Subject to Change*

For more information or to register, please visit [www.crewsandiego.org](http://www.crewsandiego.org)



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**CREW San Diego** is happy to announce a new opportunity to network and get to know other **CREW** Members!

**CREW Coffee Corner** is held on the **FIRST TUESDAY** of every month from 8:30 to 9:30 in the morning.

The meet-up provides an opportunity to get together with other **CREW** members in a smaller, more intimate setting to network, ask questions and talk about **CREW** in general.

The location will rotate monthly between downtown, UTC and North County, so watch your email or the Events page on our website for the upcoming location.

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*CREW Coffee Corner*

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