

WHAT'S INSIDE

| | |
|---|---------------------|
| President's Message | 1 |
| CREW Network Convention | 1 |
| Done Deals | 2 |
| Member News | 2-3 |
| Half-Year Membership Sale | 3 |
| Golf Tournament Recap | 4-5 |
| Golf Tournament Sponsor | 5 |
| Annual Platinum Sponsor | 6 |
| Annual Gold Sponsor | 7 |
| CREW Corner | 8-9 |
| Year at a Glance | 9 |
| 2014 Sponsors | 10 |

IT'S NOT TOO LATE TO BECOME A 2014 CREW SAN DIEGO SPONSOR!

Sponsor benefits include:

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- Ad space
- Golf tournament tickets
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Annual sponsorships offered:

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

Please contact [Lori Ann Stevens](#) 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. 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.

PRESIDENT'S MESSAGE

Last month, I had the opportunity to attend CREW California, the bi-annual event hosted by the California chapters of CREW. In attendance were approximately 150 members from all of the California chapters, including five from our own chapter. This was the first CREW California conference that I have attended and the speaker line up and panel discussions were as dynamic as we've come to expect from CREW. Let's not forget about the networking that was taking place among members as well, which is what CREW is about after all. The conference networking breaks, tours, and dinners offer great opportunities for members to share experiences with people with whom we wouldn't otherwise do business. Overall it was a great event, but it was a comment from one of our own board members which I remember most. She mentioned that, while there is great networking at these multi-chapter events, the one benefit that is not discussed nearly enough is the bonding and friendships that arise within each individual chapter.

The CREW Network Convention & Marketplace takes place each fall and all 9,000 members of CREW are encouraged to attend. I've had the opportunity to attend three of them and time and again, I have been completely in awe of the intelligent, powerful, and amazing women that are members of CREW, including those with whom I traveled. The convention lends itself to discussions

on career and professional growth. Who better to have these conversations with than your peers? The deeper personal connections that are made during this time create real value that can be seen in the way our board operates today. The cohesiveness and open communication among current and past board members help this chapter to remain strong. It is one of the reasons for the growth in our membership and programs in the past few years. I believe I would not have been elected as president of CREW San Diego without attending the convention with these women. I am grateful for the opportunities and friendships that have come out of CREW.

This is why CREW is as strong as it is today. It isn't just about the business connections that are made in CREW; we are truly rooting for each other to succeed personally and professionally. There are many benefits of membership in CREW, but to me, this is the most important. If you would like to get more out of your membership with CREW, look at becoming more involved. Join a committee; attend the CREW Convention & Marketplace in the fall. You will only get out of your membership what you put into it. You won't be disappointed and our chapter will be stronger for it. ■



Jennifer Shumaker



The **REWARDS** of **RISK**
BOLD choices. **BIG** returns.

CREW Network Convention & Marketplace

Loews Miami Beach Hotel, Miami Beach, Fla.
Sept. 30 - Oct. 3, 2014

REGISTRATION OPENS IN JUNE
www.crewnetwork.org
#rewardsofrisk



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DONE DEALS

| Project | CREW Members |
|---|--|
| Alterra | ID Studios Inc, Pacific Building Group |
| TW Telecom | Dowling Construction, CBRE |
| Regent's Medical Group Common Areas | Dowling Construction, Ware Malcomb |
| Ascender | Dowling Construction, Unisource, Cassidy Turley |
| DC Savoia | Dowling Construction, CBRE |
| Control Group | Dowling Construction, Anderson Audio Visual |
| NCHS Pediatric Clinic – Cassidy Turley, Johnson & Jennings | Cassidy Turley, Johnson & Jennings |
| 6200 Greenwich Drive Demo & Reimage | Ware Malcomb, Johnson & Jennings, Kilroy Realty Corporation |
| LePort Preschool | Ware Malcomb, Johnson & Jennings |
| Wounded Warriors | CBRE, Johnson & Jennings |
| TCD Ready Now | Gensler, Johnson & Jennings |
| Symphony Towers, 12 Floor Reimage | Gensler, Johnson & Jennings |
| Hazard Center, Hutchinson & Bloodgood | PM Realty, Johnson & Jennings |
| Buchanan & Ingersol | Gensler, Johnson & Jennings |
| Hazard Center, Solomon Page | PM Realty, Johnson & Jennings |
| Qualcomm SAN.AX-112 | Qualcomm, Commercial Builders, Ware Malcomb |
| Mission Federal Credit Union Scripps Ranch TI | Commercial Builders, Ware Malcomb |
| Spec Suite 240 & Pearlman 250 | Commercial Builders, Facility Solutions |
| Renovate America TI | Commercial Builders, Kilroy Realty Corporation |
| Contatus Pharmaceuticals | Dowling Construction, Unisource |
| Genewiz | Crista Swan with PMA, Unisource, FPBA |
| Macquarie Holdings | CBRE, Unisource |
| Itron | Unisource, Kilroy Realty Corporation |
| Commercial Builders offices | Commercial Builders, Unisource |
| Entropic | ID Studios Inc, Unisource |

Didn't see your CREW San Diego Done Deal?

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

MEMBER NEWS

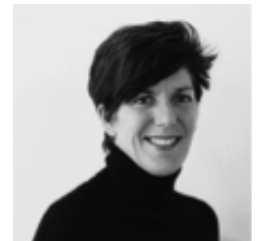
Anne Benge and Misty Moore Nominated for "20 Women Who Impact Business Award"

CREW San Diego is pleased to announce the nominations of two of our members for *SD Metro Magazine's* "20 Women Who Impact Business Award" – Anne Benge, President of Unisource Solutions San Diego, and Misty A. Moore, Vice President of Tenant Representation for Jones Lang LaSalle.

As President of Unisource Solutions San Diego, Anne Benge is responsible for sales, operations, design, and installation services. Establishing Unisource Solutions' San Diego presence in January 2009, Ms. Benge led the territory to profitability in her first year thanks to several

major initiatives which included streamlining key business operations and implementing new work processes. Since joining the company, Ms. Benge has helped to build Unisource Solutions' market share and drive revenue growth in excess of \$90 million. She is an active member of Vistage group 3080.

Anne is also a Legacy Member and Past President of CREW San Diego, and has been recognized with various other awards throughout her career.



Anne Benge

Continued on next page.

MEMBER NEWS *(continued)*

With 16 years' experience counseling local and national businesses on their complex real estate decisions, Misty Moore serves as a Vice President at Jones Lang LaSalle in the San Diego office. She co-chairs the Law Firm Practice Group for Jones Lang LaSalle in San Diego and specializes in working with local and global law firms. Her exhaustive energy in the pursuit of the ideal facility at the best economic terms has resulted in a long list of loyal clients. Ms. Moore's in-depth knowledge of the numerous pitfalls tenants face in lease negotiations, as well as her attention to detail and ability to achieve creative, cost-effective solutions for her clients, consistently exceeds their expectations.

Misty received her Bachelor of Arts in Psychology from the University of California San Diego. Throughout her career she has been the recipient of various awards.



Misty Moore

Kellie Hill (CBRE) Promoted to Sales Director

Congratulations to Kellie Hill who has been promoted by CBRE, to Sales Director in their San Diego office. CBRE supports CREW San Diego as an Annual Platinum sponsor. Hill serves on the CREW San Diego Board as Past President.



Kellie Hill

Kellie Hill has more than 15 years of experience in the construction, real estate, and development industries managing more than 500 construction projects in 45 states. As Sales Director for CBRE, she oversees all project management in the Southern California region and is responsible for tracking projects from site selection to final closeout.

Hill joined CBRE from Cassidy Turley where she served as Vice President of Project and Development Services in Southern California. Prior to her tenure at Cassidy Turley, Hill was a project manager for furniture and wall systems management company Unisource Solutions, Inc. There she focused on business development, customer relations, and project planning.

Congratulations Kellie!

Allison Beall featured in SD Metro Magazine's Special Women's Issue!

Congratulations to Allison Beall of Pacific Building Group for being featured in *SD Metro Magazine's* "Empowering Women" issue. In an article titled "[Gender Roles Blur in The Workplace.](#)" Beall is recognized for her part in redefining the stereotypical role of women in the workplace.

At Pacific Building Group, Beall is responsible for new business development in tenant improvements, corporate facilities and health care projects. In addition, she manages all aspects of Pacific Building Group's marketing efforts.

Beall serves as National Delegate for CREW San Diego and has taken on many leadership roles within the organization. She has proven to be a strong industry leader and a great role model for women.

Congratulations Allison!



Allison Beall

Congratulations to CREW San Diego Board Member, **Lori Ann Stevens** of **Turner Construction Company** for her recent speaking role

On March 21, Lori Ann Stevens was a panelist on "High Heels Through the Glass Ceiling" during San Diego Women's Week.

"Each woman was invited to speak at the conference because of journeys they have experienced, how they faced the challenges and became empowered," says Debra Rosen, president and CEO of the San Diego North Chamber of Commerce. Lori Ann joined over 500 women for a day of inspiration, empowerment, and connections. The full day conference featured keynote speakers such as Elizabeth Smart and Suzanne Somers.

To see Lori Ann's panel and other highlights from the event, please [click here](#). ■



Lori Ann Stevens

CREW San Diego presents **Half-Year membership Sale!**

Potential **NEW** full and associate members save \$75 on membership dues for the remainder of 2014.



JOIN TODAY!

ANNUAL CHARITY GOLF TOURNAMENT

A Day At The Derby

TO BENEFIT CREW NETWORK FOUNDATION

LOMAS SANTA FE EXECUTIVE GOLF COURSE

COMMERCIAL BUILDERS INC MASTER SPONSOR



GOLF TOURNAMENT WINNERS

1st Place Team

COX Business Team

- Rob Miller
- Norm Reynolds
- Ben Lapidot
- Doug Wagner

Most Honest Team

- Jennifer Shumaker, Douglas Allred Co.
- Angela Neidert, Project Design Consultants
- Melinda Sabeti, CBRE

Closest To The Pin - Women

- Amber Molina, Colliers International

Closest To The Pin - Men

- Mike Mahoney, Cassidy Turley

Longest Drive Women

- Carly Kurkiewicz, BioMed Realty Trust

Longest Drive Men

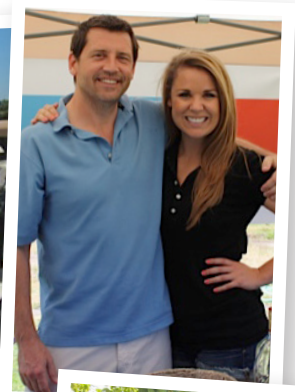
- Chris Cena, Boyer Moving & Storage

Best Dressed Golf Team

- Christy Daly-Pranzo, DPR Construction
- Leizl Jones, Illumina
- Kimberly Borgen, DGA Planning|Architecture|Interiors
- Juli Smith, UCSD

Best Tee Sponsor

- Burger Construction





GOLF TOURNAMENT MASTER SPONSOR | CBI



Commercial Builders Inc. (CBI) is a San Diego based general contractor offering tenant improvements, general construction, special projects, and other general contracting services to clients across Southern California. CBI provides a wide range of client-focused services throughout the building process including preconstruction, value engineering, scheduling, design-build, and green building.

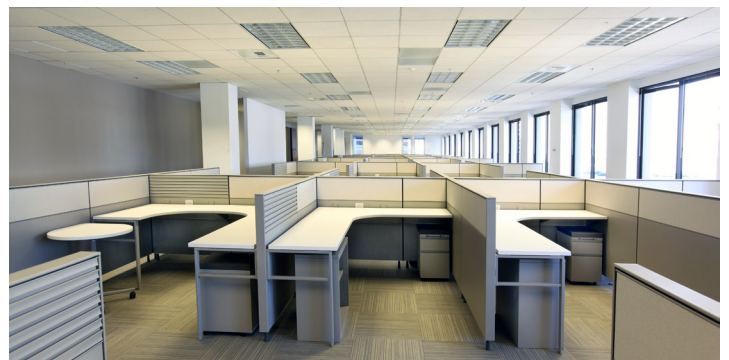
CBI has built a reputation based on great results and strong client relationships. We have worked for several highly prestigious companies including LEGOLAND, Qualcomm, Hines, Hughes Marino, Mission Federal Credit Union, Kilroy Realty Corporation, Jones Lang LaSalle, and many more.

Commercial Builders, Inc. has established a solid presence in the industry due in large part to our exceptional leadership. Our strong passion for building and creating superior results is what drives our company vision and is essential to our success. CBI's employees are industry leaders and your satisfaction is our personal objective. We take great pride in the relationships that we continue to build as well as the projects that we are involved with.

Three of our recently completed projects include:

LEGOLAND 2014 WATER PARK EXPANSION

CBI completed the \$7 million, 2.4-acre expansion of LEGOLAND Water Park in Carlsbad California. Highlights included construction of five new buildings, a new wave pool, and an activity pool.



525 B STREET – CITY OF SAN DIEGO

CBI built out 90,317 sf of new offices over 5 floors at 525 B Street for the City of San Diego Utilities Department.

MISSION FEDERAL CREDIT UNION – SCRIPPS RANCH

CBI teamed with Mission Federal and fellow CREW member Ware Malcomb on this high-end build out of a new branch for Mission Federal Credit Union.

We proudly support CREW San Diego and are honored to have been the Master Sponsor for the CREW Annual Charity Golf Tournament for the second consecutive year. Thank you to everyone who participated and helped make this year's tournament a success.

For more information about Commercial Builders, visit us at www.cbi-sd.com. ■

CREW SAN DIEGO

New Members 2nd Qtr

- Olga Fisher
Randall Lamb Associates
- Keenan Jacobsen
DFS Flooring
- Lindsay Cowan
Cassidy Turley

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.

PLATINUM SPONSOR | CBRE

CBRE

At a national level, CBRE and CREW Network have been working together for many years promoting women in our industry. Until recently, local San Diego representation has been conspicuously absent. In a combined effort from the outstanding membership committee of CREW, and the increased activity of our women's network, we've gone from zero members to four in less than 12 months! The following four profiles give a brief overview of the varied experiences and career paths for each of these four CREW members.

While Kellie Hill is certainly not new to CREW, she is a newer addition to CBRE. Kellie made the move to CBRE in 2013 and is now counted among our fabulous four. Making an impact immediately, Kellie has recently transitioned from a Senior Project Manager to Regional Sales Director. It seems Kellie has been involved in every segment of CREW over the years. She is currently a member of the UCREW committee as well as serving on the board as Past President.



Kellie Hill

As the current Executive Managing Director for CBRE San Diego, John Frager has always been a strong proponent for advancing women in our industry, leading him to become involved in the CREW Network. Rumor has it Mr. Frager joined CREW shortly after Kellie Hill reminded him that he was the father of three daughters and had yet to become an official member!



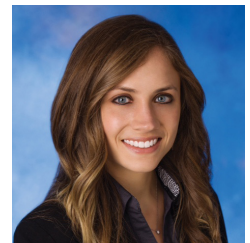
John Frager

Anne Geren has recently grown into her new role as a Sales Associate working with the top Tenant Rep broker at CBRE currently focusing on transacting and assisting major corporate users. With over 14 years of real estate experience including residential, valuation, and commercial, she has a wide breadth of experience and talent. Anne felt that CREW would be a valuable outlet in which to share best practices and to network within the industry. She is an active member on the Sponsorship and Event Committees, assisting Board Members with continued support for CREW San Diego.



Anne Green

Melissa Foster is another new CREW member who has recently been promoted as an Associate broker, specializing in the sale of investment properties. After two years as a Client Services Specialist, Melissa transitioned within her current team into her new role. While new to CREW, Melissa is already an active contributing member of the Programs Committee. She recently helped spearhead CREW's latest program featuring the Bumble Bee and Pirch Projects, held downtown at the Ultimate SkyBox in Diamond View Tower. She has already seen the value and impact of CREW networking and knows it will be an integral part of her business!



Melissa Foster

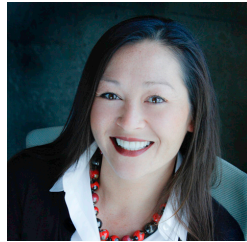
CBRE is issuing a challenge to any company that can bring in five members in the next 12 months. Dinner is on us! ■

GOLD SPONSOR HIGHLIGHT | WARE MALCOMB**WARE MALCOMB**

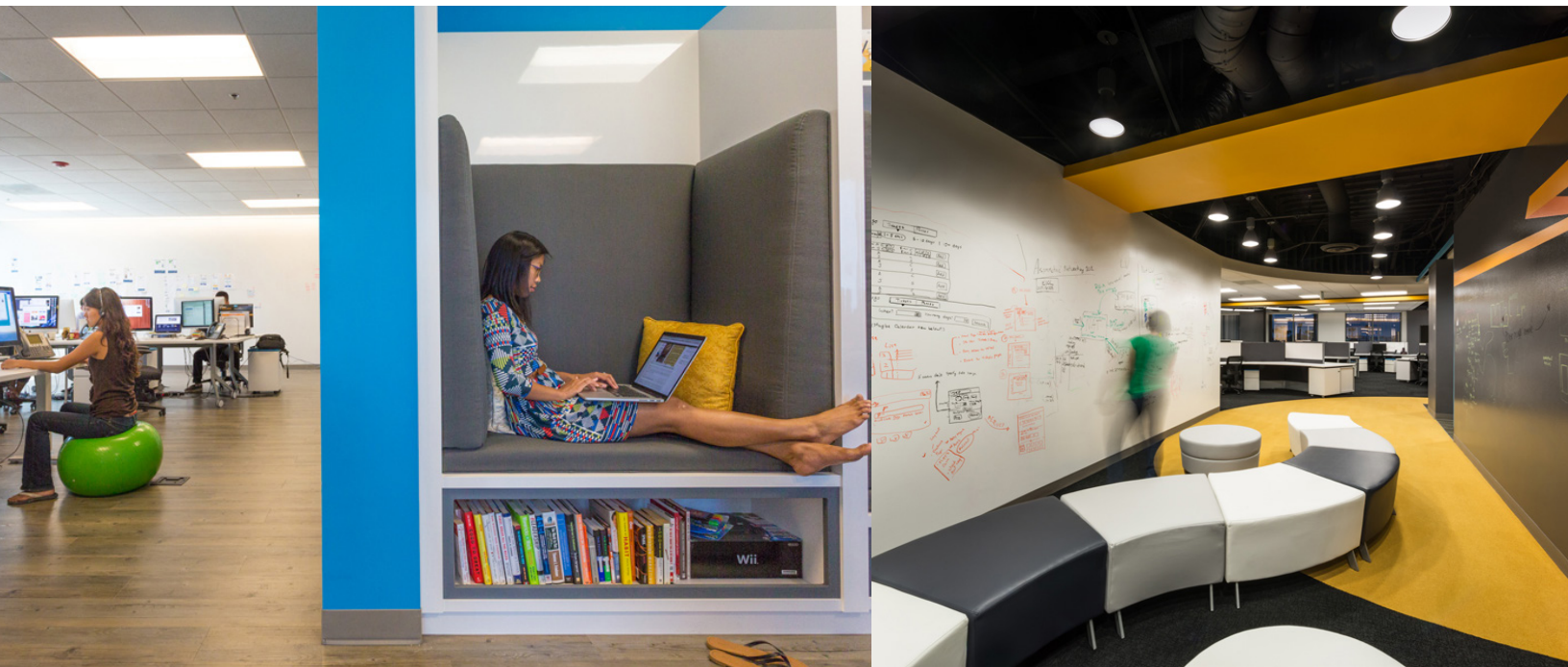
Leading Design for Commercial Real Estate

May 2014**Tiffany English, CID, LEED ID+C**
Principal

Ware Malcomb is an award winning, international design firm. Established in 1972, we provide professional planning, architecture, interior architecture and design, graphic design, and civil engineering services to corporate, commercial developer and public/institutional clients throughout the world.

**Tiffany English**

With 15 office locations throughout the United States; Toronto, Ontario, Canada; Mexico City, Mexico; and Panama City, Panama, our expertise includes office, interiors, master planning, retail, hospitality, industrial/distribution, healthcare, technology, education, public/government, residential/senior housing, auto, renovation, and sustainable design. A corporate member of the U.S. Green Building Council and Canada Green Building Council, we are available to provide sustainable design, LEED® Design, and LEED® Management services in accordance with the specific objectives for our clients' projects.



Ware Malcomb has maintained a presence in San Diego since 1985. Our San Diego team has completed thousands of projects in San Diego and has established relationships with the local real estate community. Recent projects include Qualcomm Incorporated, Active Networks, ATA Engineering, Rady's Children's Hospital, Brookfield Homes and Quidel.

We have been a proud member of CREW San Diego since 2005. Tiffany English, our San Diego Principal

served as the 2012 CREW San Diego President. In 2013, she served on the CREW Network Leadership for Education committee, applying over 18 years of design and leadership experience to this position.

We appreciate the CREW Network as the industry's premier business networking organization and applaud it for its dedication to influencing the success of the commercial real estate industry by advancing the achievements of women. ■

For more information about Ware Malcomb, contact:

Tiffany English, CID, LEED AP ID+C
Principaltenglish@waremalcomb.com

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6363 Greenwich Drive, Suite 175
San Diego, California 92122
p. 858.638.7277

We can also be found on:

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Twitter - twitter.com/waremalcomb
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LinkedIn - linkedin.com/company/ware-malcomb
YouTube - youtube.com/waremalcomb

CREW CORNER | JILL WINCHELL

Jill Winchell, a principal of Jill Winchell Design, LLC, based in San Diego, an adjunct professor in the Interior Design Department at San Diego State University and an active member of CREW San Diego, recently talked with the editor of CREW Corner about preparing students for careers in design and real estate.



Jill Winchell

Q: What is UCREW and how does it bridge the gap between students and professionals?

A: UCREW is a nationwide community outreach program for local colleges and universities to bring exposure to the world of professionalism in the field of commercial real estate, sponsored by CREW Network. Providing exposure to new ideas and potential possibilities in the workplace are eye opening for students.

Our first San Diego UCREW event – Urban Dash, held in March 2014 – was an excellent introduction to professionalism in the field from several arenas of commercial real estate and private industry. On our tour of many of the SD downtown icons – Petco Park, the new library, Ballpark Village and others – our student participants were met at each location by seasoned professionals with introductions to networking and amazing information about the structures themselves.

Q: As an educator, what do you view as the biggest challenge(s) when preparing students for a career in contract design?

A: Both teaching and practicing in the design profession today are rapidly changing. Being astute to the evolvement of the needs and provisions of cultures is critical. Assessment for clientele to provide best solutions and outcomes involves research to meet challenges of daily living environments, code requirements and cultures.

The industry is constantly changing in terms of space needs for today's cultural requirements, such as upsizing, downsizing, relocating, repurposing and so on. This entails the need to stay current and it is our job to stay fluid with the changes.

Staying current with the student population means understanding the foundation of what their identity brings today. Flexibility and staying fluid accompany today's teaching approach with current student culture. Once that is established, integrating design to current issues in the real estate industry is more accessible.

Q: What skills do you instill in your students?

A: Participation is key. So are respect, follow-up and networking. Learning the process for design standards along with terminology

is a focus to help with industry dialogue. This has proved beneficial for students when interviewing for internships and jobs. Staying current with concepts by reading periodicals about today's changing cultures is also key.

A communications consultant also gives a lecture in class each semester to help with marketing oneself to the industry with a professional edge.

Q: What do students of today bring to the industry that previous generations did not?

A: The technical capabilities of today's students are incredible. Fortunately, this gives them the 'one up' to get into today's job market. These skills give students leverage to get into the door. Students bring the technological tools that are so vital for companies today to have to be competitive and provide a higher level of visual access to their clients. And as every generation does, we need to keep in mind the students bring fresh ideas to the table and we need to listen to and honor that as well.

Q: How do your students view the volatility in the commercial real estate industry, especially given the events of the past several years? How do you prepare them for the inevitable ups and downs?

A: Options! Being exposed to the various types of positions in the commercial field is often new to the students and expands their understanding of the different possibilities within the industry.

Getting a good education for the foundation of their field is extremely important. That given, the student can explore what areas of expertise they are good at. For example, some might be great at the design and or technical portions of the jobs, and some might be best suited for sales, business and finance or project management.

Building strengths and experience, the students can hone in on types of positions they are strongly suited for and sell that with an educated background.

Q: How can commercial real estate professionals best help students?

A: My class involves bridging the classroom to the working field. Visiting professionals are a large part of my course by lecturing in the classroom. We also take part in field lectures at community showrooms and businesses. These exchanges with industry professionals are put into place to help the students understand the process of building contacts and methods of professional growth. All the professionals who generously volunteer to lecture also bring their story of how they got started in the industry and share how they got where they are today which is very impactful.

Continued on next page.

CREW CORNER | JILL WINCHELL *(continued)*

Being exposed to different disciplines in the field brings knowledge of various professional directions. Learning the terminology of industry standards is major. Networking and presenting yourself with professionals are learned traits. Putting the students in positions for field experience gives opportunities for future internships and potential jobs. From day one, there is a strong push in the classroom promoting involvement in professional organizations either by joining, volunteering or participating.

The goal is for students to start accumulating contacts that can lead to internships, jobs, etc. Through these activities, the students are making their own connections that can assist them for future job endeavors.

Professionals can help by going to events and networking with students. They can also create job shadowing opportunities and open up their businesses for tours and events. Everything is about exposure that will teach students to build their networking capabilities – that’s the goal!

Q: What’s next for UCREW?

A: We will soon be planning the 2015 UCREW event. The 2014 Urban Dash was a great success and we look forward to doing it again. In the meantime, we will be inviting students to our regular CREW events and helping them expand their networks. ■

YEAR AT A GLANCE

CREW Network Spring Leadership Summit, Cincinnati, OH

June 12, 2014 – June 13, 2014

Education Program Luncheon

June 19, 2014, 11:30 am - 1:00 pm

Venue: Estancia Hotel La Jolla

Address: 9700 N. Torrey Pines Rd, La Jolla, CA, 92037, United States

New Member Lunch – Members Only

July 29, 2014, 12:00 pm - 1:00 pm

Connect at our new member lunch & networking ladder. Be prepared to talk to other commercial real estate colleagues about what you do, what you would like to learn, or who you would like to meet. You may connect with someone who can help you move to the next level. And...

- Learn more about CREW San Diego networking opportunities, programs, committees and upcoming events.
- Get the most value from your membership.
- Meet Board Members and other new members.

Venue: Skybox @ DiamondView Tower

Address: 350 10th Ave, 15th FL, San Diego, CA, 92010, United States

CREW Who? Summer Social & Networking Happy Hour

August 14, 2014, 5:30 pm - 8:00 pm

Education Program Luncheon

September 18, 2014, 11:30 am - 1:00 pm

Address: TBD

CREW Network Convention & Marketplace, Miami, FL

September 30, 2014 – October 3, 2014

Annual Charity Wine Tasting & Silent Auction Event

October 22, 2014, 5:30 pm - 8:00 pm

Venue: The Grand Del Mar

Address: 5300 Grand Del Mar Ct., Del Mar, CA, 92014, United States

Leadership Series Event

November 20, 2014, 5:00 pm - 8:00 pm

Members Only Holiday Celebration & Annual Sponsor Appreciation Reception

December 2, 2014, 5:30 pm - 9:00 pm

Venue: The University Club

Address: 750 B Street, San Diego, CA, 92101, United States

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

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!



Get started on CREWbiz today!
www.crewnetwork.org

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