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BECOME A 2017 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
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- Gold sponsor: \$3000
- Silver sponsor: \$2000
- Bronze sponsor: \$1500
- Leadership series: \$1250
- In-kind sponsor
- Program & event sponsorships available too!

Please contact [Hallie Putterman](#) for more information or download sponsorship information [here](#).

PRESIDENT'S MESSAGE



Catharine Hughes

NEW for CREW San Diego

"Summer has always been my favorite season. I feel happier"

– Zoey Deschanel.

"A lot of parents pack up their troubles and send them off to summer camp"

– Raymond Duncan.

Whatever summer means to you, I hope you are having a productive one! At CREW San Diego, this summer we are "making hay while the sun shines" – by establishing new ways to build up and connect our membership, while continuing our dedication to CREW Network Foundation.

As part of our commitment to building up women in San Diego's commercial real estate industry, CREW SD is preparing to begin our Mentorship Program this fall. After taking part in a Ware Malcomb's mentorship program for the past 5 years, as both a mentor and a mentee, I can attest to the benefits for all participants. I am very excited that Regina VanderWerff and Krystyna Dunstan-Kempell have volunteered to co-chair our newly formed Mentorship Committee. Next month, we will send out a call for potential mentors and mentees. What are we looking for?

A **mentor** should be an experienced professional that is a good communicator, listener and advisor. They should be patient and capable of providing advice in an honest, genuine, organized and positive manner.

A **mentee** does not need special skills or experience, but should have a desire to grow within the commercial real estate industry. A mentee should be a good communicator/listener and have an open minded, positive attitude. They should be open to recommendations and willing to learn, respect the mentor, be a risk taker, and embrace challenges with concrete goals.

This is a great opportunity to connect with another CREW member to expand our personal and professional network.

I look forward to the inaugural year for CREW SD Mentorship program striving toward our basic core values:

- Quality membership of CRE professionals,
- Dedicated to giving women a voice in the real estate industry, while establishing lasting professional relationships,
- Advancing careers through education and promotion while building business; leading to Done Deals.

Reminder, CREW SD is proud to participate in the Foundation Chapter Challenge and we need your help. Please donate to CREW Network Foundation. This donation can be any amount and it is easy: Go to CREW Network's website, <https://crewnetwork.org/Foundation.aspx>, log in and select the

[Continued on page 2](#)

2017 BOARD OF DIRECTORS

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PRESIDENT'S MESSAGE, continued from page 1

"Donate Now" button. Then, select from any of the options to donate to the Foundation. With your help, CREW San Diego will be listed among those CREW Chapter's that have met the Chapter Challenge and has demonstrated our dedication to advancing women in CRE. We can do it!

May your remaining summer be warmly productive and fun... Which reminds me, I hope to see you all at our Summer Social on August 24th. Let's continue to do great things through CREW San Diego. ■


Catharine Hughes

EVENT HIGHLIGHTS




crew
commercial real estate women
SAN DIEGO
established 1983

**MULTI-GENERATIONAL AND SENIOR LIVING TRENDS
 JULY 25TH LUNCH PROGRAM**



Panel

Phil Bona, President AIA San Diego, will speak to us about new approaches to housing that make it more affordable and offer opportunities for Seniors to live independently or age-in-place. We will learn about the new ADU Municipal Code regarding "Granny Flats" and the impact on New Construction, Existing Homes and Infill projects.



David Petree, President/CEO AmeriCare Health & Retirement, Inc., will address new Trends in Senior Living Communities, Assisted Living and Skilled Nursing Homes. He will discuss the entitlement process for this product type, and will share the vision for their new Silvergate Rancho Bernardo property.

Thank you!



EVENT HIGHLIGHTS, continued from page 2



crew
commercial real estate women
SAN DIEGO
established 1983

Thank You!

TO OUR 2017 ANNUAL SPONSORS

2017 SPONSOR APPRECIATION EVENT HOSTED BY:
DOMAINE ARTEFACT WINERY



CONGRATULATIONS



Lisa Chappell

LISA CHAPPELL Women Who Impact

Lisa Chappell, Vice President of Corporate Facilities for Mission Federal Credit Union, was recognized by San Diego Metro Magazine for being one of 10 outstanding professionals who in San Diego who impact the community in a positive way. Congratulations, Lisa! ■



Lisa Gualco



Misty Moore

LISA GUALCO, DARCY MIRAMONTES AND MISTY MOORE Daily Transcript Recognition

Congratulations to three CREW San Diego members who were recently honored by the Daily Transcript for being the best executives, brokers and legal minds working in the local commercial real estate industry: Lisa Gualco, PM Realty Group; Darcy Miramontes, JLL; and Misty Moore, JLL. Congratulations for being recognized for your hard work and impressive skillsets! ■



Darcy Miramontes

<https://www.sdtranscript.com/common/SDTSupplementList.cfm?sourceid=1333&pubdate=06/07/2017>

CREW NETWORK WEBSITE UPDATE

Over the last 18 months, we've been working to deliver better, faster and more relevant technology to maximize your CREW Network membership. Our technology project goals have included achieving:

- Enhanced speed
- Mobile and tablet responsiveness
- Better ways to connect with fellow members to for business, resources and expertise
- A secure platform for more meaningful member engagement and participation

OUR NEW-AND-IMPROVED TECHNOLOGIES ARE TWO-FOLD:

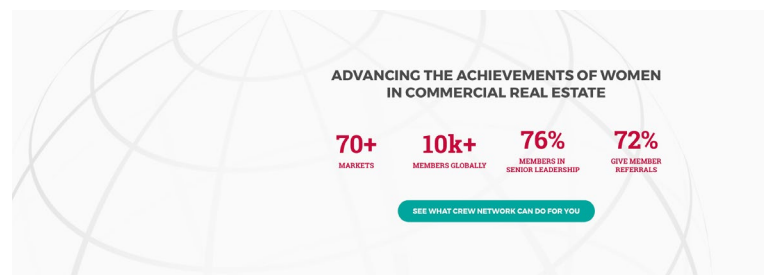
1 Our new public website showcases CREW Network across the global commercial real estate industry to attract new members and supporters.



2 Our new members-only CREWbiz Community (which kept the name, but offers so much more) provides members with an enhanced platform for networking and personal marketing.



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.



RESOURCES

CREW Network is impacting the industry through invaluable initiatives and opportunities for its members worldwide.

[Explore All Resources >](#)

INDUSTRY RESEARCH

GLOBAL AGENDA

AWARDS

SCHOLARSHIPS

MEMBER NEWS

GLOBEST.COM NETWORKS WITH SAN DIEGO CREW

By Natalie Dolce – MAY 2, 2017

SAN DIEGO—GlobeSt.com was on hand last week, networking at CREW's 2017 Charity Golf Tournament. Held at the Lomas Santa Fe Executive Course, a portion of the proceeds from the event benefit CREW Foundation.



GlobeSt.com's Kristi Procopio (l) and Natalie Dolce (r) along with Toni McMahon, regional marketing manager for Fuscoe Engineering.

CREW Foundation is committed to supporting CREW Network in advancing the success of women in commercial real estate through charitable, philanthropic and education programs.

Founded in 1983, CREW San Diego is one of the area's premier local and national commercial real estate organizations. Its mission is to influence the success of the commercial real estate industry by advancing the achievements of women.

"The members of CREW San Diego are passionate about CREW Network Foundation the only Foundation solely dedicated to advancing women in commercial real estate," Toni McMahon, regional marketing manager for Fuscoe Engineering, tells GlobeSt.com. "We are proud to report that 100% of our CREW San Diego board has made a personal donation to CREW Network Foundation. We have a goal for 50% of membership to do the same. Our charity events throughout the year make a big difference in the lives of our scholarship recipients here in San Diego. Our local members are ready to rally for Foundation in 2017!"

CREW brings together a dynamic group of professionals from a wide variety of disciplines from the field of commercial real estate, such as construction, law, engineering, financial brokerage, architecture, property/asset management and land development.

Check out photos from the event below and be sure to check out the latest issue of Real Estate Forum to learn more about Southern California's Most Powerful Women. ■

<http://www.globest.com/sites/nataliedolce/2017/05/02/globest-com-networks-with-san-diego-crew/>

TOP COMMERCIAL REAL ESTATE LEADERS

By Darcy Miramontes – June 7, 2017



Darcy Miramontes

THE DAILY TRANSCRIPT—After earning a law degree from Loyola Law School, Miramontes fully intended to practice law. But once she began working with her mother, an industry veteran in commercial real estate, her career took off fast. She was named Rookie of the Year by her company just a few years after starting as a runner.

As it turns out, a background in law has helped Miramontes develop a successful career as a real estate broker.

"I have a good perspective on contract negotiations," she said. "I can understand where the attorneys are coming from, but I also understand from a broker or deal perspective what could be set aside and what really needs to be negotiated."

Today, Miramontes leads JLL's Southern California multifamily team in San Diego and Orange counties and the Inland Empire. She represents institutional and private clients in the valuation, marketing and disposition of multifamily properties and development land. She has completed \$1.6 billion in multifamily transactions, representing more than 13,000 units of multifamily housing.

While limited land and a constrained pipeline present a challenge to the county's housing needs, Miramontes said those factors are driving the fundamentals of the market, which she said will remain strong this year.

Miramontes and her team will be taking Broadstone Coronado on the Bay to the market in June. The remodeled, 549-unit apartment complex is located on the waterfront of Coronado Island.

"It's a great core-plus opportunity in a highly sought-after submarket in San Diego that underwent renovation and has great fundamentals," she said. She is also working on an upcoming development opportunity for the mixed-use Courthouse Commons. San Diego County is looking for a developer to re-envision and redevelop three city blocks downtown.

Miramontes is a member of Commercial Real Estate Women (also known as CREW San Diego), the Urban Land Institute Women's Leadership Initiative Committee, JLL Women's Network, and the JLL Latino Employee Resource Network. ■

CREW NETWORK SPRING LEADERSHIP SUMMIT

By Wendy Lanahan



Wendy Lanahan

CREW Network's Spring Leadership Summit was held June 22nd and 23rd in Toronto, featuring many interesting and educational programs. The best practices session started with Paula Beasley from CREW Dallas, who spoke about their CREW Careers program, which brings together high school students from local schools and CREW professions. The Dallas chapter created a curriculum that includes 20 CRE professionals. The students learn about careers in commercial real estate and work in teams on hypothetical development projects. The program has been a great success for the

[Continued on page 6](#)

MEMBER NEWS, continued from page 5

Dallas chapter as it not only gives back to the community through educating students but it also has been a great way to reengage senior members of the chapter and get new members involved.

Martha Carpenter from CREW New Mexico spoke about their mentoring program and how it is structured. This was of particular interest to Toni and I, as our chapter is going to kick off a mentoring program this year. Martha shared tips on recruiting mentors and mentees, the selection process, and the pairing process. We are looking forward to putting this knowledge to good use.

The best practices session concluded with Courtney Ryan from CREW Denver speaking about member value. Topics included how to create member value, how the number of events can impact the chapter positively or negatively, and how to create real value with member-only events.

The Friday morning session at Summit included a presentation by Cheryl Cran, who is an expert in the future of work and change leadership. Her presentation focused on authentic leadership skills and what it means to be an authentic leader. Her four stages of leadership are discussed in her book entitled *The Art of Change Leadership*. She challenges us to examine our leadership skills, determine what to do to change and adapt those skills to our fast paced world, and finally to share the skills with others.

The Summit concluded with a development training session on negotiation skills presented by George Pincus, an attorney with Stearns Weaver Miller Weissler Alhadeff & Sitterson. He spoke about negotiation tactics and then led an interactive session which challenged teams of attendees to negotiate a real estate deal. It was a both lively and educational.

Summit meetings are also a time for delegates to receive updates about CREW Network business. CREW Network now has a new website, and CREWbiz was also updated to be far more than just a directory. It now also includes the opportunity to share educational material and carry on discussions with CREW members. The 2017 CREW Network convention will be held in Houston, Texas October 25th through the 27th. Registration is now open, and everyone is encouraged to attend. We were also reminded that CREW Network provides many excellent resources to help chapters grow and thrive through playbooks, CREWbiz discussions, and also board-hosted calls, which are open to all members.

Summit was a great time to network with fellow CREW members from all chapters, brush up on skills, and ensure we are current on CREW business and programs.

CREW CORNER ■ HOW TO SUCCEED IN REAL ESTATE BUSINESS

GLOBEST.COM NETWORKS WITH SAN DIEGO CREW

By Anne Bengé – Tuesday, April 18, 2017



Anne Bengé

THE DAILY TRANSCRIPT—Gina Champion-Cain, a well-known San Diego real estate developer, investor and restaurateur, surprised the audience at a recent Commercial Real Estate Women (CREW) San Diego presentation by admitting to being a strong introvert. Who better than someone who finds “working a room” to be out of her comfort zone to advise others about a winning

formula for business success?

As CEO of American National Investments, a retail, office and hospitality development firm, and owner of LuvSurf, a multi-faceted real estate, hospitality and branded merchandise company, Champion-Cain has created significant commercial and residential buildings as well as signature restaurants, a vacation rental business, a coffee roasting company, an apparel brand and more.

As the featured speaker at the CREW Legacy Member-exclusive event, Champion-Cain focused on the role of creativity as a pillar of her

success. The mental exercises she experienced through her philosophy major at University of Michigan, she said, as well as with her studies in law school, has been far more useful to her in business than her MBA. Creative and critical thinking has helped her recognize what an opportunity could be rather than just taking it at face value.

Having a diverse educational background, or even one that’s just different from many of your peers, can be leveraged as an advantage. She challenges those who work for her to come with solutions, not problems, and advised the audience to “start off the conversation with ‘I have a solution’ before you even say there is a problem.”

Champion-Cain also recommended letting go of fear – particularly – the fear of failing. She told the audience that she always knew she would be able to make money, whether that required waitressing or developing a building. Confidence is there for the taking, and she said that self-confidence has been her most important asset in business. Don’t succumb to peer pressure or self-doubt, she advised.

Seeking out the right mentors can also bolster your confidence and help gain a new perspective. When Champion-Cain once asked one of

[Continued on page 9](#)



DONE DEALS

Project	CREW Members
Point Lom Nazarene University Nicholson Commons	BYCOR, HED, Cultura
SDSU MEA	DPR Construction, TK1SC, KPFF
Rady Children's Hospital MOB Remodel	DPR Construction, TK1SC, KPFF
Takeda Shell and TI	DPR Construction, LPA, DGA, DEC, MPE
Centene Corporattion	Lockrul Construction, ReSource Floors, Gensler
Curology	Lockrul Construction, ReSource Floors, Gensler
McDevitt & Pribyl	Lockrul Construction, FS Design, Cushman & Wakefield
Cypress	Lockrul Construction, FS Design
iProspect	Lockrul Construction, WareMalcomb
Psyonix	Lockrul Construction, WareMalcomb, ReSource Floors
Pluralsight	Lockrul Construction, WareMalcomb, Irvine Company
San Diego Crime Lab	AVI-SPL, DPR
3D Systems	AVI-SPL, Burger
IDEA1	AVI-SPL, Daltile, Miller Hull
Sea Otter	AVI-SPL, Cushman Wakefield
MetLife	AVI-SPL, CBRE, JLL
AREE Nautilus IV	AVI-SPL, DPR, AREE
Ganau & Tamez Law Group	Behr Paint, Burger
Metaron	Behr Paint, Pacific Building Group
HED Office	Behr Paint, BYCOR, HED, Knoll
5th Floor Common Area	Behr Paint, Johnson + Jennings, WareMalcomb
Competitor Group	Behr Paint, Burger, ID Studios
Elevate	Behr Paint, WareMalcomb
Cypress HCM	Behr Paint, WareMalcomb
Panasonic	Behr Paint, Johnson & Jennings, WareMalcomb
CalAtlantic	Behr Paint, WareMalcomb
Project Management Advisors, Inc. Corporate Office	Behr Paint, Project Management Advisors, Inc, Jill Winchell Design, LLC
Batta Fulkerson Office TI	HED, Lockrul
Santa Rosa Building Renovation	HED, Qualcomm
SAN P. POD UPS	HED, Qualcomm
3D Systems	Burger Construction, Ware Malcomb, CBRE, AVISPL
Wilson Sonsini	Burger Construction, Howard's Rug, Glumac
Novasyte	Burger Construction, Ware Malcomb, G/M Business Interiors
Kopari	Burger Construction, Cushman & Wakefield
CUE	Burger Construction, Alexandria, ReSource Floors
Bosa – Mile of Cars	Burger Construction, Ware Malcomb, Howard's Rug, Bosa
GoDaddy	Burger Construction, Carrier Johnson
Dick's Sporting Goods Headquarters	Burger Construction, Gensler, Resource Floors
Fox Sports San Diego	Burger Construction, Howard's Rug,
EvoNexus	Burger Construction, Ware Malcomb, Cultura
Diamond View Tower Spec Suite	Burger Construction, Gensler, Resource Floors
Paseo Del Mar	Burger Construction, CBRE, Ware Malcomb

[Continued on page 8](#)

DONE DEALS, continued from page 7

Project	CREW Members
Community Catalyst	Burger Construction, Cushman & Wakefield
NASSCO	Burger Construction, Howard's Rug
Scripps Northridge Tech Park Amenities & ADA compliance	Burger Construction, FS Design Group
Centerside Spec Suite & Common Areas	Burger Construction, Gensler, ReSource Floors
Executive Square Renovation	Burger Construction, Ware Malcomb, ReSource Floors
Park Plaza	Burger Construction, Ware Malcomb, ReSource Floors
MAKE Core & Shell	Burger Construction, ReSource Floors
PPTH Fitness Center	Burger Construction, FS Design Group, ReSource Floors
Tansy Spec Suite	Burger Construction, ID Studios
Symphony Towers Parking Garage Renovations	Burger Construction, ReSource Floors
Robert Ball	Burger Construction, ReSource Floors
Dahlin Group	Burger Construction, ReSource Floors
Smith Group	Burger Construction, ReSource Floors
FFRES Added Scope	Burger Construction, Cushman and Wakefield
Associated Physical Therapy	Burger Construction, CBRE
EC English	Burger Construction, Hollander Design Group
Pyle Sims	Burger Construction, Gensler
Verint	Burger Construction, Cushman & Wakefield, FS Design
Coastal Payroll	Burger Construction, Cushman & Wakefield, FS Design
Voit Real Estate	Burger Construction, Voit Real Estate, ID Studios
Motive Interactive	Burger Construction, Cushman & Wakefield, Cultura
Mesa View Plaza	Burger Construction, Cushman & Wakefield, FS Design
La Jolla Pharmaceutical	Bently, Cultura
SLC	Bently, ID Studios
Cubic	Bently, Ware Malcomb, G + R
WD40	Bently, ID Studios
ARM	Bently, Gensler, McCarthy Cook
ResMed Floor 6 Executive Offices	ID Studios, Reno Construction, IES Communications, GMBI
Buchanan Street Partners, 1950 Camino Vida Robles	ID Studios, Cushman + Wakefield
McCarthy Ranch Corporate Office	ID Studios, Cultura
Mitek Systems	ID Studios, CBRE
MPE	ID Studios, CBRE
RAF, Tansy Spec Suite	ID Studios, Burger Construction, Cushman & Wakefield
Burger Construction	ID Studios, Burger Construction
ViaSat, Bressi Ranch	ID Studios, Smith Consulting
VOIT	ID Studios, Burger Construction
Callaway Group	SWS Engineering Inc., Ware Malcomb, Pacific Building Group
NCHS WHS	SWS Engineering Inc., Johnson + Jennings
USD Baseball Facilities	SWS Engineering Inc., Gensler
Spectrum Industrial	SWS Engineering Inc., Ware Malcomb
Swift Campus Improvements	SWS Engineering Inc., Ware Malcomb
Nuvasive	SWS Engineering Inc., Pacific Building Group
5454 Ruffin	SWS Engineering Inc., Ware Malcomb

[Continued on page 9](#)

DONE DEALS, continued from page 8

Project	CREW Members
Kearny Mesa Industrial	SWS Engineering Inc., Ware Malcomb
El Camino North	SWS Engineering Inc., Ware Malcomb
Cliniqa	SWS Engineering Inc., DPR
Palomar College Operations and Maintenance Facility	SWS Engineering Inc., BNIM
National City Mixed-Use	SWS Engineering Inc., Miller Hull
Eastlake Parking	SWS Engineering Inc., Pacific Building Group

CREW CORNER, continued from page 6

her mentors about leadership, he confided that the secret to his success was surrounding himself with people smarter than him.

He also told her to lead with what she knows. For example, his strength was in relationships rather than financials, sales or other aspects of business. Accordingly, he made sure to leverage his interpersonal skills to achieve the goals he had for the company.

For Champion-Cain, leveraging her creativity and curiosity has served her well and guided many business decisions. She wants to be excited about her investments, and knowing and caring about her business ventures has led to making sound investment decisions as

well as gaining more control over her money than she might have through a conventional retirement account. “Know where your money is,” she recommended.

Another part of her winning formula for business success? Hard work. “I’ve worked like a dog,” she said. Her hard work has been well recognized with many achievement awards and even a “Gina Champion-Cain Day” reserved by a former San Diego mayor. CREW San Diego, along with many others San Diegans, is excited to see what Champion-Cain has in store for the future.

Anne Bengé is CEO of Cultura and a CREW San Diego Legacy member.

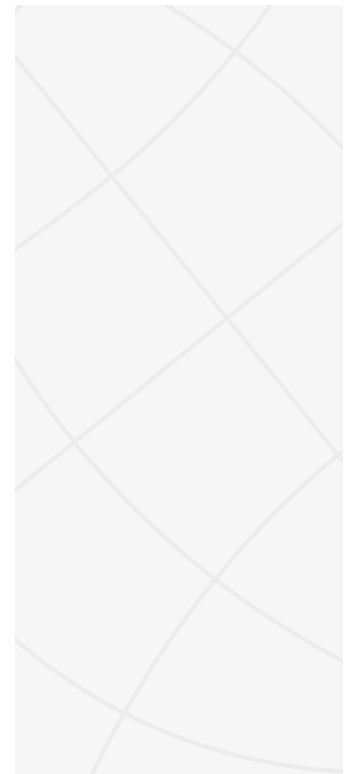
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EDUCATION

BURNHAM-MOORES CENTER FOR REAL ESTATE APPOINTS MICHAEL J. WHITTON TO ITS POLICY ADVISORY BOARD

Contact: Kimberly Malasky, Director of Communications and Marketing
Burnham-Moores Center for Real Estate – May 15, 2017



Michael J. Whitton

SAN DIEGO—The Burnham-Moores Center for Real Estate (BMC) at the University of San Diego School of Business announces the appointment of Michael J. Whitton, San Diego managing partner at Troutman Sanders LLP, to its Policy Advisory Board (PAB). The PAB provides policy guidance and financial support to the BMC and real estate students at USD.

“Whitton’s 25 years of legal experience advising clients on real estate related matters will add a valuable perspective to our PAB,” says Stath Karras, executive director of the BMC and staff liaison of the Board. “We look forward to benefitting from his judgment and counsel to help further the BMC’s mission of recruiting, educating and mentoring real estate students.”

Whitton advises and counsels public and private companies, real estate investment trusts, and lending and financial institutions on a variety of sophisticated and complex real estate and business transactions throughout the country. His transactional practice focuses on large-scale joint ventures, portfolio acquisitions, real estate development, and debt and equity financing and restructuring. A considerable portion of Whitton’s practice involves the purchase, sale, joint venture formation, and debt/equity financing for businesses with significant real estate assets.

He is also active in the community, serving as chairman of the 2016 Farmers Insurance Open, San Diego’s PGA Tournament. Whitton is and has been on the numerous boards of secondary and higher education, including as a current trustee of California Western School of Law, current board member of Saint Augustine High School, and formerly on the Notre Dame Law School Advisory Council. He just ended his term on the City of Solana Beach Budget & Finance Committee, which he joined in 2005. Whitton has also served as an active member of the

For more information on any education-related items above, please contact Kimberly Malasky, director of communications and marketing at the Burnham-Moores Center for Real Estate at kmalasky@sandiego.edu or (619) 260-4786.



United Way of San Diego’s capital campaign cabinet, and LEAD San Diego’s Leadership Trust. He is currently a member of the San Diego Bowl Game Association, helping organize the 2018 Notre Dame/Navy game in San Diego.

View the complete list of the Burnham-Moores Center for Real Estate’s 2017 Policy Advisory Board here.

ABOUT THE BURNHAM-MOORES CENTER FOR REAL ESTATE

As a Center of Excellence within the University of San Diego’s School of Business, the mission of the Burnham-Moores Center for Real Estate is to help recruit, educate and mentor real estate students with the goal of facilitating their career pursuits in a socially responsible manner and with a global perspective. We accomplish this mission through support of outstanding faculty and professional staff, dedicated career services, active industry involvement and outreach and relevant and applied research. Visit our website for more information.



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BURNHAM-MOORES
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**Burnham-Moores Center for Real Estate
 2017-18 Conferences**

Breakfast at the BMC Lecture Series

Thursday, September 14, 2017

7-9:30 a.m.

Joan B. Kroc Institute for Peace & Justice, USD campus

The Breakfast at the BMC lecture series was launched by the Burnham-Moores Center in 2007 to showcase extraordinary real estate leaders and to address current issues that affect the real estate industry and trends.

BMC Dialogue Series

Wednesday, October 11, 2017

3-6:30 p.m.

Joan B. Kroc Institute for Peace & Justice, USD campus

The BMC Dialogue Series (formerly known as the Women in Real Estate Conference) attracts more than 200 real estate professionals, women and men, and features women—all senior executives—addressing topics facing women in real estate.

17th Annual Residential Real Estate Conference: Outlook 2018

Thursday, December 7, 2017

7-10 a.m.

Joan B. Kroc Institute for Peace & Justice, USD campus

The Annual Residential Real Estate Outlook Conference is a gathering of more than 200 residential real estate professionals. Highly regarded industry principals share their predictions and the rationale for their expectations.

22nd Annual Real Estate Conference

Date TBA February/March, 2018

7 a.m.-noon

Location in Downtown San Diego TBA

The Burnham-Moores Center's Annual Real Estate Conference is a signature gathering of the "who's who" in the real estate industry in San Diego. The event draws a high-quality audience that tops 600 annually. Local and nationally recognized industry leaders, noted for their credibility and insights, challenge conventional thinking.

*For more information about BMC conferences and sponsorship opportunities, contact:
 Stath Karras, executive director, at sjkarras@sandiego.edu or (619) 260-4872.*

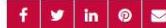
Visit our website: www.usdrealstate.com.



FOUNDATION

CREW Network Foundation Awards 15 Scholarships to Women Pursuing Commercial Real Estate Careers

July 24, 2017 Written by: Heidi Warren, CREW Network



2017 scholar **Lonna Sedam**. Completing a various array of internships from residential real estate practice, development, brokerage, and property management, Sedam has chosen to pursue commercial real estate brokerage

CREW FOUNDATION UPDATE

15 Women Receive Over \$75,000 in Scholarships

Thank you, CREW San Diego for your continued support and donating to CREW Foundation. Your donations are truly making a CREWimpact. Let's continue to support these women!

<https://crewnetwork.org/about/newsroom/2017/07-july/crew-network-foundation-awards-15-scholarships-to-women-pursuing-commercial-real-estate-careers>



CREW Foundation Donation Challenge

TRIFECTA

1

50% of our members to donate - WE NEED YOUR HELP!

2

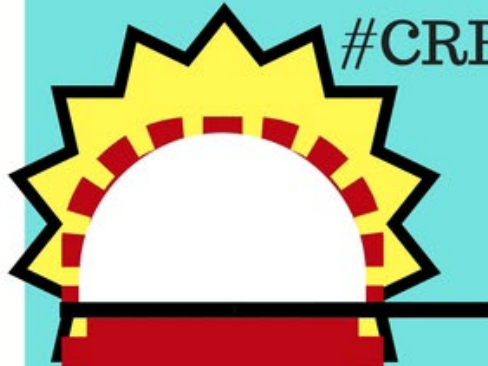
100% of San Diego's Board personal donation - Done! ✓

3

San Diego chapter donate at least \$1,000 - Done! ✓

Foundation Trifecta Challenge

#CREWSD #PROGRESS



92%

Help CREW San
Diego reach our
2017

Foundation Trifecta
Challenge

ONLY 8%
to go!

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As proud supporters of CREW we look forward to helping you achieve your business ambitions .



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DPR Construction celebrates the achievements made by ordinary women who have played an extraordinary role in the history of their countries, communities and fields of work.

As we celebrate the social, economic, cultural and political achievements of women across the world, we at DPR want to recognize the women who lead and inspire us every day. Construction is a traditionally male-dominated industry that is only 9.3 percent women (*Bureau of Labor Statistics*). We want to spotlight the women who are paving the way and we are proud to announce the launch of a monthly website blog series called **Celebrating Women Who Build**, dedicated to sharing stories of women who build great things not only at DPR, but across the AEC industry.

DID YOU KNOW?

- **If every woman in the workforce did not work for 24 hours, it would put a \$21 billion dollar dent in the country's gross domestic product—without factoring in the economic value of women's unpaid labor. If all that caretaking work were factored into GDP, it would surge by more than 25%** (*Center for American Progress, Bureau of Labor Statistics*).
- **Profitability increases by 15% for firms that have at least 30% female executives versus firms with no women in the top tier positions** (*Peterson Institute for International Economics*).
- **As of 2016, there were 11.3 million women-owned businesses in the U.S., employing 9 million people and generating an astounding \$1.6 trillion in revenues. Between 2007 and 2016, the growth in the number of women-owned firms has outpaced the national average by five times and business revenues have increased at a rate that's 30% higher than the national average during this same period** (*Fortune*).

As we continue to share our Celebrating Women Who Build profiles, join us in creating a strong, supportive environment where all builders can thrive—today, and every day.

dpr.com

JOIN THE CONVERSATION
Follow @DPRconstruction

JOIN THE TEAM
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UPCOMING EVENTS

AIA San Diego Healthcare Committee

Summer Mixer

August 30, 2017 4:30-7:00PM 10996 Torreyana Road

www.aiasandiego.org/event/healthcaremixer

\$10 AIA Members
\$30 Prospective Members

Admission includes drink ticket, food, parking, and networking opportunities



Want to sponsor our mixer?

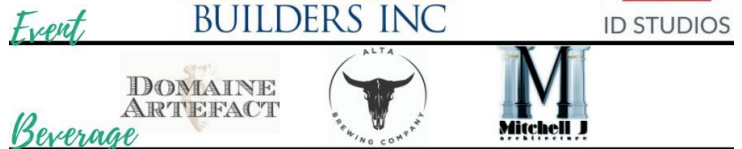
Contact these folks!

Bree Wong, 760.705.5986, bree@sws-engr.com

Scott Bales, 619.398.0440, sbales@wearetaylor.com



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2017 CREW SUMMER SOCIAL

I  **SAN DIEGO**

AUGUST 24TH | 4:30-7:00PM | @ JLL UTC

REGISTER TODAY!

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BENEFITS OF MEMBERSHIP

- 12 months of face-to-face networking opportunities at affordable prices
- Access to CREWbiz™, CREW Network's online directory and networking tool
- Access to CREW Network's Career Center
- Exclusive CREW Network webinars & teleconferences
- Industry Research White Papers
- Online Connections Groups
- CREW Network Deal Room database
- Invitations to member only events
- Discounted member rates to all CREW San Diego networking mixers, educational programs and special events
- Discounted registration rates to CREW Network's Annual Convention and Leadership Summits
- ...and more!

Remember, there are no cold calls when you are a CREW member. YOU WON'T WANT TO MISS OUT! For more information contact [Lauren Slatinsky](mailto:laurens@pbginc.biz), 2017 VP of Membership, by email laurens@pbginc.biz

2017 LEGACY MEMBERS (joined 2013 and prior)

- | | | |
|------------------------------------|-------------------------------------|--|
| ▪ Allison Simpson (formerly Beall) | ▪ Kellie Galligan (formerly Hill) | ▪ Susan Steele |
| ▪ Julia Baikova | ▪ Jill Hogan | ▪ Lori Ann Stevens |
| ▪ Anne Benge | ▪ Carly Glova (formerly Kurkiewicz) | ▪ Ginny Uyeno-Bridy |
| ▪ Dana Bessenecker | ▪ Wendy Lanahan | ▪ Katie Yee |
| ▪ Tara Burns | ▪ Desiree Kay Lawn | |
| ▪ Susan Couch | ▪ Marilyn Mattson | Legacy members are those who have been a part of CREW for 5 years or more and receive extra membership benefits. Please contact Jackie Isidore , Immediate Past President, for more information. |
| ▪ Christy Daly-Pranzo | ▪ Amber Mauer | |
| ▪ Tiffany English | ▪ Toni McMahon | |
| ▪ Bre'an Fox | ▪ Amy Morway | |
| ▪ Jane Green | ▪ Angela Rauzi | |
| ▪ Linda Greenberg | ▪ Amanda Seimer | |
| ▪ Lisa Gualco | ▪ Jennifer Shumaker | |
| ▪ Jackie Isidore | ▪ Rose Silverwater | |
| ▪ Terry Hall | | |

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CONTACT MELISSA SCOFIELD, ACCOUNT EXECUTIVE FOR THE SAN DIEGO BUSINESS JOURNAL + CREW SAN DIEGO DIRECTOR OF SPECIAL EVENTS
MSCOFIELD@SDBJ.COM | 858.277.1516

CREW SAN DIEGO New Members 2nd Qtr

- | | |
|--|---|
| ▪ Ryan Morrell – <i>Prevost Construction</i> | ▪ Caroline Gilligan – <i>Luther Burbank Savings</i> |
| ▪ Angela Santoro – <i>Ryan Companies US, Inc.</i> | ▪ Margaret Borynasz – <i>ECORP Consulting, Inc.</i> |
| ▪ Natalie Kellett – <i>JLL</i> | ▪ Jenny Durbin – <i>Illumina, Inc.</i> |
| ▪ Edith Ruiz – <i>University of San Diego</i> | ▪ Andrea Ventola – <i>Anderson Audio-Visual</i> |
| ▪ Lauren Stead – <i>Point Loma Nazarene University</i> | ▪ Ana Tsang (Towe) – <i>McCarthy Cook</i> |

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