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## BECOME A 2019 CREW SAN DIEGO SPONSOR!

### Sponsor benefits include:

- Year-round recognition
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- Program & event sponsorships available too!

Please contact Hallie Putterman at [Hallie.Putterman@bentleymills.com](mailto:Hallie.Putterman@bentleymills.com) for more information or download sponsorship information at <http://crewsandiego.org/sponsorship.html>

## PRESIDENT'S MESSAGE



**Bree Wong**  
SWS Engineering

When I stop to reflect on the first half of 2018, I am in awe of what CREW San Diego has accomplished thus far. This has been a record year for the San Diego chapter in many respects, and the momentum continues to propel us into new, uncharted territory. Stefanie Collins and our Special Events committee orchestrated a sold-out Golf Tournament at the beautiful Lomas Santa Fe Executive Golf Course that I still hear colleagues rave about, and her committee is well underway crafting provisions for our annual Charity Wine Tasting event, which is always a blast! Summer is in full swing, but the allure of beach bonfires and exotic destinations hasn't slowed things down here at CREW San Diego.

From our strategic local alliances with Bisnow, GlobeSt. and USD's BMC, to our burgeoning relationship with global CREW Network leaders, our local chapter now encompasses nearly 200 influential CRE professionals, obliterating our prior membership records by 25%! Despite our moniker, "Commercial Real Estate Women", gentlemen need not be afraid to jump in... All qualified Commercial Real Estate Professionals are welcome and encouraged to take advantage of the many benefits CREW membership provides; regardless of age, race or gender.

In addition to our locally hosted events, the industry is abuzz with excitement surrounding the 2018 CREW Network Convention and Marketplace coming to the San Diego Convention Center October 17-19! Boasting a powerhouse lineup featuring Good Morning America's Robin Roberts and President and CEO of Marcus & Millichap, Hassam Nadji, 2018's convention will kick things off with an inspirational session presented by Alison Levine, team captain of the first ever American Women's Everest expedition. To sweeten the deal, CREW San Diego has established an endowment fund to sponsor several half/full registration dues for well-qualified local members!

Thanks to the tenacious efforts of Wendy Lanahan and Lisa Chappell, 2018 also marks our second year successfully completing CREW Foundation's "Trifecta Challenge". Requiring a monetary donation from every Board Member, a \$1,000 Chapter Donation, and a donation from 50% of our membership, we receive global recognition for our continued support of CREW Foundation and our commitment to their mission to advance equality in our industry.

As always, thank you for your support and involvement in our chapter, and please do not hesitate to reach out to our Board with feedback, questions, suggestions or to learn more about getting involved. ■

Cheers!

*Bree Wong*



# Follow us on Social Media



@crewsandiego



## 2018 BOARD OF DIRECTORS

### President

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SWS Engineering, Inc.  
bree@sws-engr.com

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### National Delegate

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lisac@missionfed.com

## EVENT HIGHLIGHTS

### SUMMER SOCIAL | AUGUST 9TH, 2018



Continued on page 3

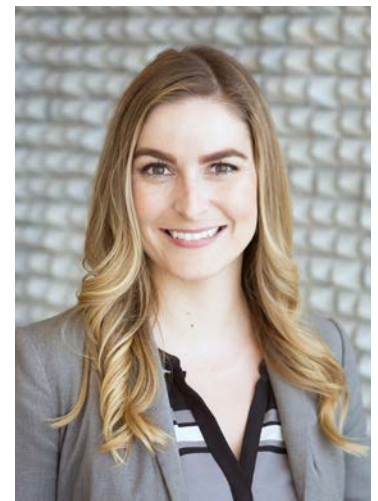
# EVENT HIGHLIGHTS, continued from page 2



Continued on page 4

# EVENT HIGHLIGHTS, continued from page 3

## HEADSHOTS & HAPPY HOUR | JUNE 28TH, 2018



Continued on page 5

## EVENT HIGHLIGHTS, continued from page 4

### 2018 TECHNOLOGY IMPACT ON CRE

May 16th, 2018

#### *The Cutting-Edge Technology Disrupting CRE*

By Kelsi Maree Borland, Globe St.

The most recent San Diego CREW meeting invited industry leaders to show off the newest technologies changing their business.

There is new technology that is set to completely disrupt the design and development process for commercial real estate. At CREW San Diego's event this week, architects, developers and engineers spoke about the new technologies they are using to today that are changing development. The panel included Pat Fuscoe, founder and CEO at Fuscoe Engineering, Megan Lubaszka regional creative media leader at Gensler, Jason Wood, project principal at Cisterra, Katerina Milovanoska, senior VDC and BIM Manager at Rudolph & Sletten, and moderator Darcy Miramontes, EVP at JLL.

Lubaszka kicked off the event by showing the audience Gensler's virtual reality technology. She brought headgear for the audience to experience virtual reality. Milovanoska, on the other hand, talked about digital 3D models and how those models could be used to conceptualize a project before development. However, the most revolutionary technology came from Fuscoe, who discussed his proprietary patent-pending technology that uses drones to scan a development site with how-powered cameras to produce a 3D model that is within a half-inch of accuracy. Fuscoe says that the technology is one of the most disruptive that he has seen in his 50-year career.

"I showed a patent-pending technology that we have using cameras to photograph a real estate property or building," Fuscoe tells GlobeSt.com in an interview following the panel. "It is a scan, like a laser, and turn it into a 3d model with half-inch accuracy. That is disruptive. I have been in this business 50 years, and I have seen two or three major disruptive changes in 50 years, and I think this is the biggest."



The technology is called Optical Capture, and Fuscoe's firm developed it a year ago. He says that the applications are vast, including everything from site surveys to maps of piping during development. For that reason, Fuscoe calls it "magic," adding that it hits all three requirements for disruption: it is faster, better quality and cheaper. "We fly drones around a building, scan it and turn it into a 3D model," he says. "We can take that point cloud, which is kind of useless on its own, and convert it into AutoCAD or Revit so you can use it. It is faster, better and cheaper."

So far, Fuscoe's clients have largely been developers, but he is hopeful that architects will see the benefit soon. "The audience was mesmerized. It is like showing someone a smartphone in 1970," he says about showing it to the audience at CREW San Diego. "Most people react sort of numb. Architects in particular are threatened by it. Some people run from it, but about 20% of the audience members run to it. Builders and developers love this. I showed it to the Irvine Co., and they went all in. Most every builder or developer that we show this to bites right away." ■



Continued on page 6

## EVENT HIGHLIGHTS, continued from page 5

### MIXED-USE REDEVELOPMENT RE-DEFINED

Friday, August 10, 2018 | By Bree Wong



Bree Wong

Give people a canvas and create a sense that it is theirs. This thought from David McCullough of McCullough Landscape Architecture was part of an intriguing presentation from Commercial Real Estate Women (CREW) San Diego about cutting-edge, mixed-use development strategies.

David's point was that creating a welcoming, beautiful space that connects to the surrounding neighborhood is more likely to position a project for success than including every amenity imaginable.

Several of the panelists acknowledged that creating mixed-use projects that add to the urban and cultural fabric of their communities is essential for getting people to embrace the density San Diego needs to meet the requirements of a growing population.

"I like to encourage social interaction," said another panelist, Claudia Escala, principal architect with Carrier Johnson + CULTURE.

She described how her firm's design for Ballpark Village provides spaces with framed views of the main library dome at PETCO Park where people can socialize -- spaces that celebrate the unique character of downtown San Diego. The project will also feature bridges between its apartment buildings to create literal and figurative connections.

In designing a downtown campus for the University of California San Diego, Claudia said her team is taking cues from a temporary gathering space that NewSchool of Architecture & Design students created on the site. The space, called Quartyard, was a flexible one where people could come to eat, drink, walk their dogs and hang out. The popular, pop-up space attracted many different uses.



Panel moderator Andrew Malick of Malick Infill Development cited the Sports Arena District in San Diego and Grossmont Mall in La Mesa as ripe for overhauls that would demonstrate what sophisticated mixed-use development strategies can do to create a gravitational pull and thereby revitalize an area.

"Transforming surface lots into vertical parking structures," he said, "could free up additional space to add housing, open space and other elements that would build community and vibrancy. UTC office buildings could also be reworked to include housing in bottom floors with offices above, which would reduce the space currently needed for parking structures."

"Density isn't bad if we do it right," he said.

At the other end of the County, panelist Gary Levitt and his company Seabreeze Properties are creating North City, a mixed-use development incorporating student housing with market-rate apartments, office space, restaurants, retail, biking and hiking trails in collaboration with California State University San Marcos.

Before North City, San Marcos residents were often traveling to Encinitas or Del Mar for dining and entertainment. The addition of Urge Gastropub & Common House changed everything for the surrounding community by offering students, families and professionals a hip, urban gathering place to eat, drink and bowl close to home. Additionally, many of the people employed by North City businesses are relocating to the surrounding homes, cutting commutes and helping to mitigate traffic.

As a San Marcos business owner and resident of neighboring La Costa, I can attest to my use of Urge as a go-to for business meetings, social events and team building bowling tournaments. And as a native San Diegan, the fact that this urbanized concept has defied all odds and flourished in the 'burbs' of North County - blurring lines and setting fire to prior notions of practical development - makes me incredibly excited.

By creating walkable, bikeable and livable neighborhoods, North City fosters an environment of close-knit community, enhancing our environment, experience and overall quality of life. And while somewhat challenging to orchestrate, this urbanized, interconnected mixed-use development has given North County something it didn't even know was missing: a sense of community.

These examples of mixed-use innovation throughout San Diego County allow residents the freedom to reimagine the way we live, work and play.

Bree Wong is Vice President at SWS Engineering and currently serves as President of CREW San Diego. ■

# CONGRATULATIONS

## SAN DIEGO NEXT 40 FINALISTS #10



**Bree Wong**

Wong leads SWS Engineering's business development, brand awareness, client and employee relations, and marketing strategies. She joined the full service civil engineering, land planning, land surveying and land development company in 2007. In January, she became president of Commercial Real Estate Women San Diego, or CREW. As president, she oversees the development of business networking opportunities and other 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 the American Institute of Architects 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. ■

## A NEW WORK OF ART – COMPLIMENTS OF WRIGHT MANAGEMENT



**Debra Aitken**

A new work of art has premiered at The San Diego Museum of Art... it's a restroom! Leave it to purveyors of fine art to see beauty in everything and capture an opportunity to turn an outdated restroom into a masterpiece worthy of any patron's tour of the Museum.

While museum staff are accustomed to policing the use of cameras, the San Diego Museum of Art hopes patrons will (tastefully) take and share photos of its recently unveiled restroom remodel, which was overseen by CREW members Wright Management, designed by Hollander Design Group and constructed by Diversified Construction Technologies, Inc.

"Working with San Diego Museum of Art COO Dieter Fenkart-Froeschl and his staff, we all thought, who better to dazzle people with a beautiful restroom than an art museum?" says Debra Aitken of Wright Management. "Our firm's Tim Wright and Flemming Christiansen rallied the design and construction team to thoughtfully deliver the project in time for the Museum's Art Alive 2018 and Bloom Bash." ■



## MCCULLOUGH APPOINTED TO SMPS BOARD



**Catherine McCullough**

The Society for Marketing Professional Services (SMPS) has appointed Catherine McCullough, CPSM to its national board as At-Large Director. McCullough is President/CEO of McCullough Landscape Architecture, Inc. in San Diego. Her term is from September 1, 2018, to August 31, 2020.

A former president of the San Diego chapter of SMPS, McCullough said, "I am proud to represent not only the West Coast and San Diego in this national board position for SMPS, but our profession as well! I believe I am the only person from a landscape architecture firm on the board." Catherine is also a Certified Professional Services Marketer (CPSM), a designation from SMPS for those with achievement in strategic market planning, research, plan implementation, business development, and promotion.

Catherine's role as an At-Large Director will encompass the contribution to the strategic vision of the Society while representing the interests of all members generally of the organization. She became eligible for the position once she had previously served as a chapter officer, most recently the San Diego Chapter President in 2014, as well as held the designation of CPSM and maintained a longstanding membership. David's wife, Catherine, 45, helped form the firm from the sidelines while she worked as Marketing Director of local regional shopping centers for Westfield Corp. She joined the firm in 2001 while David was a sole proprietor for just over two years and they incorporated shortly thereafter.

As President/CEO Catherine runs the operations of the firm: marketing, business development, finance and human resources. She has successfully increased the firm's positioning through a social media and content marketing plan, along with sponsorships and advertising. ■

## MILLER HULL PROJECT NOMINATED FOR SAN DIEGO ARCHITECTURAL FOUNDATION ORCHID



Congratulations to Miller Hull for their Orchid nomination of their IDEA 1 mixed use project. IDEA 1 was built on the strong pillars of innovation, design, education, and arts. This vibrant mixed-use project has been set

up to provide space for design and technology jobs, and to support innovation-based economic development by creating a human-scaled environment rich in amenities that matter. The 360,000-square-foot full-city block development mixes offices, residential, fitness, and restaurants, to encourage social and business connections among inhabitants and the broader neighborhood. ■

## CONGRATULATIONS, continued from page 7

### TOP 40 UNDER 40



**Bryal Hilton**

*By Jennifer Chung Klam, The Daily Transcript*

With a degree in landscape architecture from California State Polytechnic University at Pomona, Hilton knew she wanted to be in the industry. So when an opportunity came up with Heaviland Landscape Management, she took it — even though it was in business development and sales rather than design.

“I had very little sales experience but was willing to learn, to be part of what seemed like a great company,” she said. “Thankfully they saw the potential in me and were able to put me in these positions and trusted me. I was ultimately able to get to the design and construction side, which they knew I was passionate about.”

Hilton moved up quickly, from business developer to division manager and ultimately to her current role as design and development planner. But her experience on the operational side allowed her to leverage the relationships she formed to help grow the company’s business.

She was responsible for 50 percent of Heaviland’s revenue in its construction division in 2017, which directly contributed to a nearly 23 percent growth in its construction activity that year.

Heaviland offers commercial landscape maintenance, design and construction for industrial, office, homeowners’ associations, large multifamily communities, retail parks, private schools and municipalities. Heaviland has more than 175 employees and locations in Vista, Miramar and Chula Vista.

While Hilton still has a hand in business development, marketing and sales, she now leads landscape projects from concept to completion. Working closely with the construction manager, she handles construction administration, estimating, budgeting, client communications and quality control.

Much of her recent work involves turf removal and water-saving measures. She is certified as a Qualified Water Efficient Landscaper, Recycled Water Site Supervisor and Watershed Wise Landscape Professional. She and her team have removed approximately 73,000 square feet of turf, resulting in some 2 million gallons of water saved, and have completed a number of recycled water retrofits in Carlsbad. Hilton guides clients through the water rebate application process, and has helped them capture about \$30,000 in water conservation rebates from the city of San Diego.

“Water is always going to be something we keep an eye on; it’s a valuable resource we need to not take advantage of,” she said. “We’re keeping our clients educated on the new technologies and how we can continue to save water and to prepare for future water restrictions.” ■

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



**Tiffany English**

*By Carrie Rossenfeld*

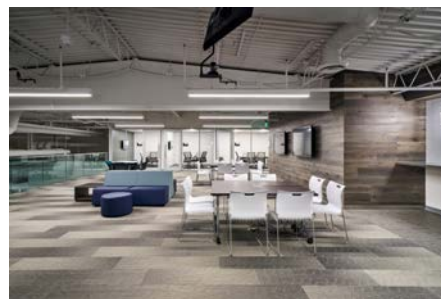
Design firm Ware Malcomb has completed interior architecture and design and branding services on the new offices of 3D Systems, a global 3D solutions company, whose offices are located at 16550 West Bernardo Drive in San Diego. The new facility serves multiple functions: as an office, a research-and-development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

### ARE YOU IN THE RIGHT SPACE?



April Kohnen

thekohnegroup

*By April Kohnen, CCIM, Principal Broker,  
The Kohnen Group*

Companies that have remained in the same location for an extended period may find that they have maximized its physical and/or economic use. For example, a once emerging tech company that originally chose its location based on the property's low occupancy costs and vicinity to the founder's home, has a different set of criteria in deciding its optimal location as it has tripled in size, appointed a new executive team, and wants to be in closer proximity to innovation hubs and larger talent pools.

These challenges are uniform throughout industry types and often unavoidable. The following is a condensed guide that can be helpful in navigating upcoming occupancy decisions.

#### Step 1: Start

Whether considering to lease or purchase (local, regional or national) engage a real estate broker ideally 9 to 12 months prior to the renewal option notice date or lease expiration date. This allows your internal team together with your real estate advisor to begin defining objectives and drafting a game plan.

A real estate advisor can be beneficial in the early planning stages by providing a summary of the current real estate market cycle, market indicators (going in cap rates, asking rents, and vacancy rates), and recommendations on additional third party advisors as necessary (architects, relocation experts, and economic incentive advisors).

#### Step 2: Define Haves

Recognize the critical factors to your company, both tangible and intangible. Help define these by looking at your current space demands, vicinity to suppliers, customers, transportation networks, talent pools, and a location's political, economic, and quality of life components.

#### Step 3: Define Needs

Invest in a visioning and space programming session with an architect. This is beneficial to all industry types as it enables management to learn the latest workplace trends in your industry, build consensus among departments, reflect the company's vision in the new space, and know exactly how much space you need and what building systems are required.

Companies that go through the exercise of detailing their space needs, including defining preferred materials and finishes to reflect their brand, benefit in negotiations with a landlord or general contractor because your team will be able to easily compare proposals.

#### Step 4: Define Options

Ask your real estate advisor for a comparative analysis of options based on your requirements. Regardless of the criteria's complexity, the goal is to maximize a location's function for greater productivity, growth, and prosperity. It is never too early to begin the process in determining the optimal location. ■

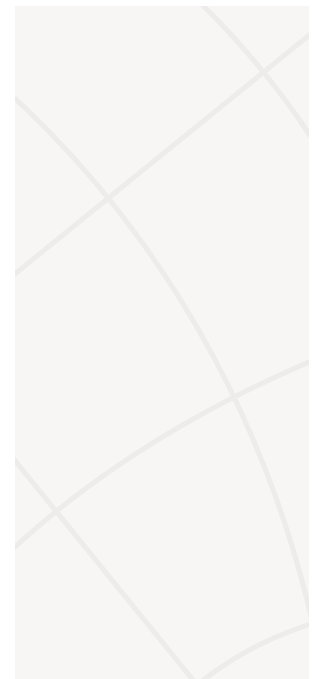
*April Kohnen is founder and principal broker at The Kohnen Group, a San Diego-based commercial real estate brokerage. April specializes in tenant representation, investment sales, and multi-state portfolios. April holds the designation of Certified Commercial Investment Member (CCIM) and is a licensed California real estate broker.*

## 2018 LEGACY MEMBERS (joined 2013 and prior)

Legacy members are those who have been a member of CREW for five or more consecutive years.

Legacy members receive additional member 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
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- Lynn LaChapelle
- Kaitlin Arduino
- Jane Green
- Susan Steele
- Wendy E. Lanahan
- Cece Haffey
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- 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





## DONE DEALS

Project	CREW Members
The Wharf @ America's Cup Harbor	Miller Hull, DPR Construction
8th & B Mixed-Use Project National City	Miller Hull, DCI Engineers, SWS Engineers, McCullough Landscape Architects
Boulder Medical Building	The Kohnen Group, The Loftin Firm, P.C
SVP Placement	Building Careers Inc., Murphy Development
Director of Development Placement	Building Careers Inc., Murphy Development
Axis 1950	ID Studios, Cushman & Wakefield, Burger Construction
Crown Castle	ID Studios, Mission Federal Credit Union
Smallwood Plaza Student Housing	ID Studios, Innovative Commercial Environments
Ignite Visibility	ID Studios, Burger Construction
Plaza Home Mortgage	ID Studios, Burger Construction, Cultura
Robbins Arroyo LLP	ID Studios, Pacific Building Group
ViaSat - Building 2	ID Studios, Pacific Building Group, Syska Hennessy Group
Herschel Building La Jolla	ID Studios, Pacific Building Group, JLL
Inova Diagnostics, Inc	ID Studios, Pacific Building Group
Auptix	ID Studios, CBRE
Dexcom	ID Studios, Bentley Mills
Cushman and Wakefield Carlsbad	ID Studios, Cushman & Wakefield, Burger Construction
HUB International at The Park	ID Studios, Locale Advisors, GMBI, Cushman & Wakefield, Mohawk, Daltile, Gensler, Burger Construction
Seacrest Village	ID Studios, BYCOR, Bentley Mills
Mission Federal Credit Union Headquarters	ID Studios, JLL, Mission Federal Credit Union
Perkins Coie, San Diego	ID Studios, CBRE, GMBI, Pacific Building Group, AVI-SPL
Walz Properties	ID Studios, Cultura
Samsung	Burger Construction, Gensler, JLL
Dowling & Yahnke	Burger Construction, Project Management Advisors
Trellisware	Burger Construction, Ware Malcomb, CBRE
Think Basic	Burger Construction, Gilliland Construction Management
Zodiac	Burger Construction, Hollander Design Group
Cozen Oconnor	Burger Construction, Irvine Company, Ware Malcomb
LRAD	Burger Construction, CBRE, Ware Malcomb
San Diego Zoo	Burger Construction, Hollander Design Group
Bird Rock Systems	Burger Construction, Gensler
Confidential Tech Company	Burger Construction, CBRE
Agentology	Burger Construction, Irvine Company
CentreWest Courtyard Renovation	Burger Construction, CBRE
CSI Spec Suites	Burger Construction, Irvine Company
Fairway Tech	Burger Construction, Irvine Company, Gensler
Scripps Summit	Burger Construction, Cushman & Wakefield
USD Kitchen	Ferguson Pape Baldwin, University of San Diego
BD Biosciences Lobby Upgrades	Ferguson Pape Baldwin, Project Management Advisors, Inc.
6865 Lusk Boulevard	Ferguson Pape Baldwin, Project Management Advisors, Inc.
UCSD Franklin Antonio Hall Peer Review	Ferguson Pape Baldwin, University of San Diego
Alere SD Distribution Center	Ferguson Pape Baldwin, HTK Structural Engineers

Continued on page 11

## DONE DEALS, continued from page 10

Project	CREW Members
NuVasive	Hollander Design Group, Pacific Building Group
Travis Mathew in Huntington Beach	Hollander Design Group, Pacific Building Group
SONY LA, SONY Rancho Bernardo	Hollander Design Group, Pacific Building Group
NuVasive	Hollander Design Group, Ferguson Pape Baldwin
Align Office	Hollander Design Group, Align Builders
Midtown National	Hollander Design Group, Bentley Mills
GreatCall	Hollander Design Group, Cushman & Wakefield, GMBI, Turner Construction
Drawbridge West Amenity	Hollander Design Group, Cushman & Wakefield, Prevost Construction
San Diego Museum of Art Restroom	Hollander Design Group, Wright Real Estate
Ahern Insurance	Hollander Design Group, CREW Builders
Zodiac	Hollander Design Group, Burger Construction
Gatto Pop & Walwick	Hollander Design Group, Burger Construction, Irvine Company
Align Builders Office	Cultura, Align Builders, Hollander
Austal USA	Cultura, CREW Builders
Marsh & McLennan Los Angeles Office	Cultura, Marsh & McLennan, Ware Malcomb, CBRE
Inova Diagnostics	Cultura, ID Studios, Pacific Building Group
Cozen Oconnor	Cultura, Burger Construction, Irvine Company
Malk Partners	Cultura, Pacific Building Group
Fenway Properties	Cultura, Ware Malcomb, Dempsey Construction
Greenwich Biosciences	Cultura, Colliers International
General Atomics - B37 Phase 2	Good & Roberts, LLC, Ware Malcomb
Cubic – SWS Engineering, Inc., Ware Malcomb	SWS Engineering, Inc., Ware Malcomb
National City Mixed-Use	SWS Engineering, Inc., Miller Hull, McCullough Landscape Architecture
Build-to-Suit Medical Office Building	SWS Engineering, Inc., JLL, Ware Malcomb
AGC Hands-On	SWS Engineering, Inc., Ware Malcomb
5th & C Street	SWS Engineering, Inc., LPA Inc.
9th & Broadway	SWS Engineering, Inc., LPA Inc.
San Diego Container Park	SWS Engineering, Inc., Ware Malcomb
Children's Workshop	SWS Engineering, Inc., Dempsey Construction
USD Missions & Ministries	SWS Engineering, Inc., Dempsey Construction

## CREW SAN DIEGO New Members 2nd Qtr 2018

Kat Nguyen – JLL

Lauren Stead – Point Loma Nazarene Student

Allison May – University of San Diego Student

Kim Short – Berkley Construction

Matt Hendry – Gilliland CM

Lauren Trott – JLL

Susie Slater – Pacific Building Group

Teresa Henning – American Assets Trust

Jennifer Sun – FS Design Group

Jenifer Swanson – California Business Law Group, PC

Savannah Acre – Newmark Knight Frank

Genevieve Guoin – AVR P Skyport

Jenelle Chaloux – Wells Fargo

## 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 the following:**

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.**

**DONATE NOW**

### OUR WORK

*We are committed to bringing more women into commercial real estate by providing 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.*



*Happy Hour to Celebrate Committee Challenge*

**THANK YOU  
CREW SAN DIEGO MEMBERS**

*Triecta Challenge  
Completed!*

### CHAPTER FOUNDATION DONATIONS

100% BOARD

50% MEMBERSHIP

CHAPTER DONATION \$1000+

**CREW  
FOUNDATION**



**NETWORK®**

**crew**  
commercial real estate women  
**SAN DIEGO**  
established 1983





2017 CREW Network Foundation scholars attending the CREW Network Convention and Marketplace in Houston, Texas

**CREW Network Foundation exists to influence the success of the commercial real estate industry by advancing the achievements of women.**

## REWARDING BENEFITS!

- \$5,000 (tuition and books)
- Paid internship opportunity (summer of 2019)
- Complimentary CREW Network student at-large membership (18 months)
- Complimentary registration to the 2018 CREW Network Convention and Marketplace in San Diego, Calif.

## ARE YOU ELIGIBLE?

- must be a female
- must have a minimum 3.0 GPA (4.0 scale)
- must be a citizen of the U.S. or Canada
- must be a full-time junior, senior or graduate student (2018-19 academic year)
- must be enrolled at an accredited college or university
- intent is to pursue a career in commercial real estate
- focus of study included in our qualified fields of commercial real estate (*see list to the right*)

**Fifteen (15) scholarships awarded**  
**Applications open annually from Jan. 1 - Apr. 30**  
 Visit [crewnetwork.org](http://crewnetwork.org) for complete details.

## Consider a career in one of these commercial real estate fields:

Accounting  
 Acquisitions/Dispositions  
 Appraisal  
 Architecture  
 Asset Management  
 Brokerage  
 CRE Business Development (100% CRE firm)  
 Commercial Insurance  
 Commercial Lending  
 Construction Management/General  
 Contracting  
 Consulting  
 Corporate Real Estate  
 Cost Segregation  
 Economic Development  
 Education  
 Engineering  
 Environmental  
 CRE Executive  
 Facility Management  
 Finance  
 CRE Human Resources  
 Interior Design/Space Planning  
 Investment Management  
 Investor Relations  
 Land Use Planning and Zoning  
 Land Surveying  
 Law  
 Market Research  
 Program Management/Project Management  
 Property Management  
 Public Sector  
 Quasi-Governmental Transportation and Port Authorities  
 Real Estate Development  
 Relocation Services, Corporate  
 Risk Management  
 Title/Escrow

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- Corporate Office
- Life Science
- R&D
- Biotech
- Industrial
- Higher Education
- Senior/Assisted Living
- Multifamily
- Mixed-Use
- K-12 + Education
- Civic + Institutional
- Healthcare + VA
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- Infill
- Adaptive Reuse
- Amenity Upgrades



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## San Diego Office

6205 Lusk Blvd, Suite 100

San Diego, CA 92121

## Orange County Office

18001 Sky Park Circle, Suite 50J

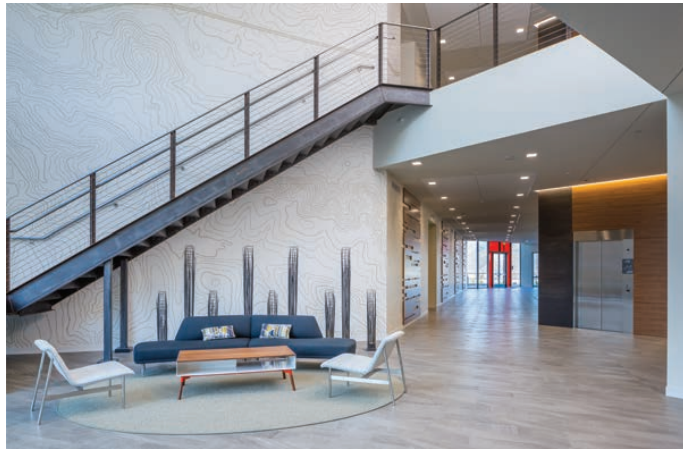
Irvine, CA 92614

PH: 858 587 0900

[www.crewbuilders.com](http://www.crewbuilders.com)

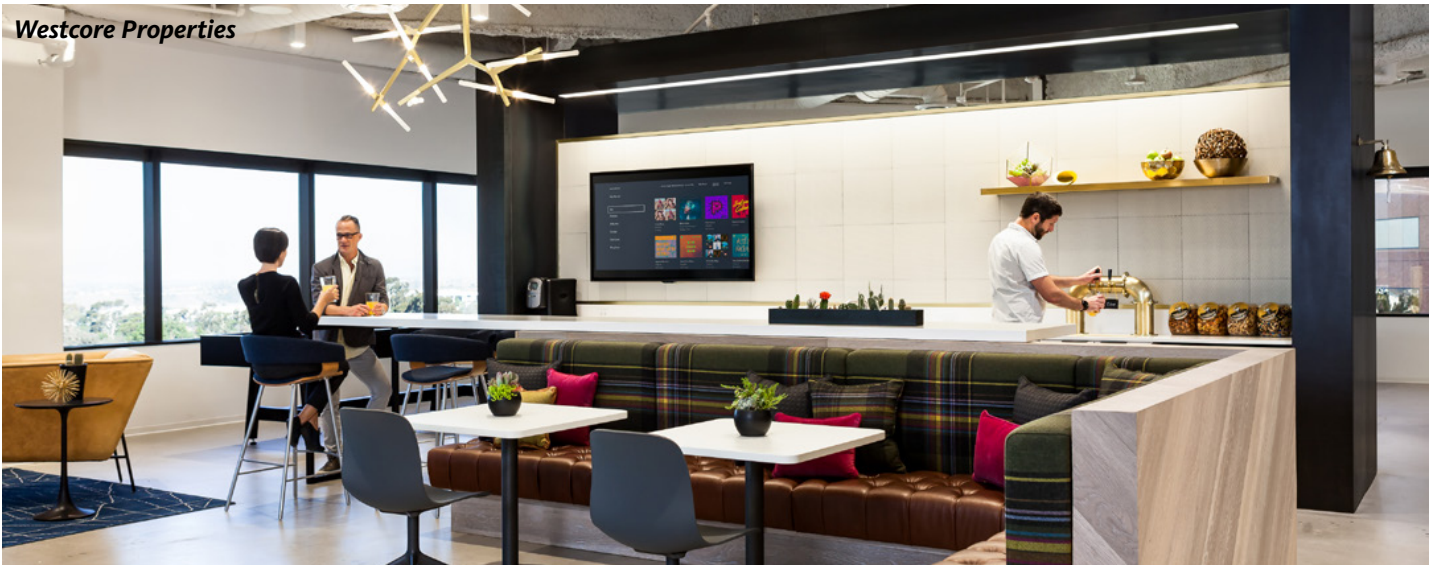
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## APPLY FOR CREW MEMBERSHIP TODAY

### 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 about membership, contact [Lisa Bittner](#), 2018 Membership Officer-at-Large, at [lbittner@gnrgc.com](mailto:lbittner@gnrgc.com)



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.

No registration required. Just show up when you can. This event is BYOC (buy your own coffee).



CREW Coffee Corner

## UPCOMING EVENTS

September 4	CREW Coffee Corner
September 25	Waterfront Development   Members Only
October 2	CREW Coffee Corner
October 3	Educational Series   Members Only   Strazzeri Mancini LLP
November 6	CREW Coffee Corner
November 27	Women in Leadership Event   Members Only   Location TBD

*Event Dates, Locations and Topics Subject to Change*  
For more information or to RSVP please visit [www.crewsandiego.org](http://www.crewsandiego.org)

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