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BECOME A 2017 CREW SAN DIEGO SPONSOR!

Sponsor benefits include:

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- Golf tournament tickets
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- 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

I hope everyone enjoyed their end-of-year holidays and took some time to relax and reflect on an abundant 2016. Although 2016 was politically divisive, CREW SD continued to grow as a community in numbers and strength. Thanks to the hard work and dedication of the 2016 Board of Directors and committee members, we had another year of records and accomplishments. Membership and sponsorship levels both experienced unprecedented growth and we are proud to be CREW Champion Founders contributing towards the CREW Network Foundation Scholarship Endowment fund. Most importantly, there were an increasing amount of Done Deals completed which demonstrates our trust and dedication to one another.

As 2017 CREW San Diego President, I am honored to be serving with the very talented and enthusiastic Board of Directors and strong committee teams. I am excited about this year's events and continued growth in connection and business. I look forward to hearing from you, CREW SD members, with your thoughts and recommendations as we focus on our Basic Core Values:

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

I am extremely proud to be a part of CREW San Diego, we are uniquely dedicated to promoting our members professionally and personally. ■

Here's to a great 2017!

Catharine Hughes

CONGRATULATIONS



Tiffany English



Jennifer Litwak

TIFFANY ENGLISH and JENNIFER LITWAK

Development of the white paper
Closing the Gap

Congratulations and thank you to the 2016 CREW Network Industry Research Committee, and specifically CREW San Diego members Tiffany English and Jennifer Litwak, for their dedication and commitment to the development of the white paper Closing the Gap - Addressing Gender Bias and Other

Barriers for Women in Commercial Real Estate. The report addresses important gains made by women in commercial real estate and revealed areas where inequalities persist. The study focuses on digging deeper into issues that continue to stymie women's advancement in commercial real estate. You can read the study [here](#).

[Continued on page 3](#)

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CONGRATULATIONS TO THE 2017 CREW SAN DIEGO BOARD OF DIRECTORS



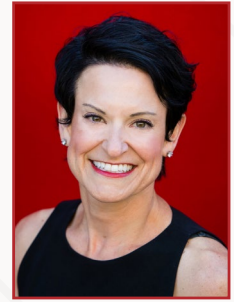
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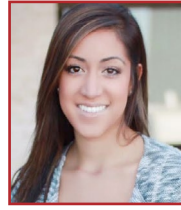
CONGRATULATIONS, continued from page 1



KATIE YEE Promoted

Congratulations Katie Yee on her recent promotion to Chief Relationship Officer at Latitude 33. With Katie's promotion she has been made a shareholder in the San Diego based Planning and Engineering firm. In her new role Katie will be an integral part in establishing and maintaining relationships externally and internally. She will work alongside the Principal Planners and Engineers to ensure positive client relationships and to strengthen their vibrant company culture. Katie is a CREW Legacy member and attributes her success in part to the support and motivation that she has received from women in our industry. Katie is actively involved in CREW San Diego and is currently chairing the UCREW annual event.

Katie Yee



ASHLEY GOSAL Recognized by Our City San Diego

Congratulations to Ashley Gosal, with Bosa Development, who was recently recognized by Our City San Diego as a "Mover and Shaker" in construction and design in San Diego. The article in Our City San Diego featured architects, contractors and lawyers who are behind the region's top construction projects. As the director of legal, Gosal works on anything that deals with construction, such as tenant improvement agreements and construction documents, as well as leasing and project coordination. Ashley is Vancouver-born, attended the University Of San Diego School Of Law, and has lived in San Diego for five years.

Ashley Gosal

MEMBER NEWS



Jessie James

CREW San Diego member **Jessie (Prentice) James**, along with Ben Tashakorian, of **Marcus & Millichap** was spotlighted in the **San Diego Business Journal** Daily E-news twice in the **4th Quarter of 2016** for two large sale transactions she closed:

The first was a **Redevelopment Site in Downtown San Diego** that sold for **\$14.5 million** to developer **Pinnacle International**. To read more visit **SDBJ's** website at: <http://sdbj.com/news/2016/nov/30/developer-pinnacle-international-buys-downtown-sit/>

The second was a **Sorrento Mesa Flex Property** that sold for **\$7 Million** and was **fully occupied by Associa**, a homeowner association management company, which signed a **new seven-year lease** at the close of escrow. To read more visit SDBJ's website at: <http://www.sdbj.com/news/2016/dec/06/sorrento-mesa-industrial-office-property-sells-7-m/>

NEW IDENTITY, NEW EMPHASIS FOR MAJOR SAN DIEGO WORKPLACE DESIGN COMPANY

Unisource Solutions San Diego becomes Cultura

SAN DIEGO (January 10, 2017)—Workplace design veteran Anne Bengé has repositioned and rebranded San Diego's leading furniture management and facilities design company, formerly known as Unisource Solutions San Diego, as Cultura.

Bengé, in collaboration with her staff, chose the name Cultura to invoke the Italian tradition of balancing functionality, design and relationships and of interconnecting creativity and prosperity. The change better reflects the expanding role the firm plays in visioning, creating and managing work spaces for its clients.

"Our transition reflects our evolving role as consultants for ongoing growth and branding in the workplace, and with upgraded operating systems, we can seamlessly respond to the increasing pace at which companies work and change," said Bengé. "Furthermore, we wanted our company name to reflect the importance we place not only on

design, but also on the family unit and the extended-family bonds we form with our clients, friends and co-workers."

Cultura will remain at its current location, at 5010 Shoreham Place in San Diego, with its staff and 28-year relationship with furniture dealer Haworth intact, but will soon debut a new, on-site showroom. Unisource Solutions continues to operate in other markets under separate ownership.

"With updated, best-in-class client management software and enterprise resource planning systems in place, Cultura will continue to work as an extension of companies in their efforts to personalize their work spaces and build a sense of place, team and the company's unique story," said Bengé. "The workplace has become an important part of brand identity, but accurately expressing that identity, while providing efficient and productive space, takes close collaboration and specialized experience." ■

Cultura, a certified, woman-owned business, helps transform workspaces inside San Diego County and beyond. www.wearecultura.com

CREW SAN DIEGO FEATURED IN NETWORK SOCIAL MEDIA PLAYBOOK!

Read more here: <http://bit.ly/2jLa5jj>





DONE DEALS

Project	CREW Members
Del Mar City Hall and Town Center	Miller Hull, Randal Lamb, Cumming Corp
UCSD , Center for Coastal Studies Renovation	Miller Hull, UCSD
UCSD, Teaching and Learning Commons, Geisel Library	Miller Hull, UCSD
San Ysidro Library	Miller Hull, Reno Construction
Mesa Commons	Miller Hull, Latitude 33, ID Studios, Balfour Beatty Construction
100%	Hollander Design, Burger Construction
Retrophin	Hollander Design, Cushman + Wakefield, BYCOR, ReSource Floors
Schuff Steel	Hollander Design, Cushman + Wakefield, Pacific Building Group, Mohawk Industries
La Jolla Biologics	Hollander Design, Bentley Milles, Unisource Solutions
Corporate Plaza 2	Hollander Design, Pacific Building Group, Coastal Signage
Chancellor Park	Hollander Design, Pacific Building Group, Coastal Signage
610 Wes Ash	Hollander Design, Mohawk Industries
6455 Lusk Blvd.	JLL, Qualcomm
Superintendent Placement	Building Careers, Burger Construction
Interior Architecture Placement	Building Careers, HED
NASSCO	Burger Construction, Howard's Rug Co.
Silvergate Bank	Burger Construction, Gensler
Fox Financial	Burger Construction, ReSource Floors
Inovio Pharmaceuticals	Burger Construction, JLL
NAI Fastcoater	Burger Construction, Smith Consulting Architects
Competitor Group	Burger Construction, ID Studios, Howard's Rug
Host Healthcare	Burger Construction, Unisource Solutions, ReSource Floors
FTD	Burger Construction, ID Studios
Evo Nexus	Burger Construction, Ware Malcomb, ReSource Floors
Glacier Water	Burger Construction, Howard's Rug Co.
Degenkolb	Burger Construction, Gensler, ReSource Floors
WSP Parsons	Burger Construction, ReSource Floors, Gensler
AVID	Burger Construction, Project Management Advisors, Ware Malcomb
ResMed, Floor 1	ID Studios, Reno Construction, GM
First American	ID Studios, Cushman + Wakefield, Mohawk
UCSD-Scripps Inst of Oceanography	ID Studios, UCSD, Pacific Building Group
Stos Partners – Descanso Building Repositioning	ID Studios, Burger Construction
WD-40: ID Studios, IES Communications	ID Studios, IES Communications
RAF Pacifica - La Costa Meadows Spec Suite	ID Studios, Burger Construction
Sabin Holdings –Bernardo Terrace Building Repositioning	ID Studios, Pacific Building Group
ID Studios Office Design	ID Studios, Pacific Building Group, Xpedient, Coalesse
450 B St. 5th floor renovation	Levitacks + Ware Malcomb + JLL

EDUCATION

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- Mentor a real estate student
- Attend the Real Estate Career Expo and hire a real estate student

- Contribute to a Real Estate Scholarship
- Sponsor a Real Estate Society meeting
- Donate to the Burnham-Moores Center for Real Estate and Real Estate Programs



Karamarie White

ON BEING A FEMALE MSRE STUDENT

SAN DIEGO—With only one other female student in this year's MSRE program at the Burnham-Moores Center for Real Estate at the University of San Diego's School of Business, Karamarie White is often approached by her classmates to give the "woman's perspective," she tells GlobeSt.com.

White was most recently an associate in analytics and insights with Golin in Dallas, but left in August and worked remotely for a month before becoming a full-time student at the BMC with an internship in the morning and classes beginning at 4 p.m. She has a BBA in Marketing from Southern Methodist University.

White's academic goals are to aim for high grades and learning about real estate. She says her professional goals are "to have my own development business. I am so new, but that's my thought as of now for what I want to do. My dad is an architect and has his own firm, and seeing him have that entrepreneurial spirit, I always wanted to be my own boss and have my own business. I think I will like development because originally I wanted to be an architect, but I'm good in math and like to do different things. I don't want to do same things every day."

We spoke exclusively with White about being female in an overwhelmingly male class and what the MSRE program has done for her so far.

GlobeSt.com: What has it been like to be a female MSRE student pursuing a career in real estate?

White: First, I can definitely say that while there are a lot more men in the program than women—there are only two women—I haven't really felt too much of a gender gap. The BMC program does a good job of encouraging everyone to participate and giving everyone the same opportunities—females and males. We all have mentors, and we've been treated fairly equally. I haven't encountered too many areas of inequality. I was a little more worried I would be the only female, so having the other one was a nice surprise. We gravitated toward each other the first few days, but after we got to know each other, we realized everyone's friendly and nice; maybe the two girls subconsciously

grouped together more. I don't think anyone does it on purpose or sees us as weaker students, but the male students do ask us to give our opinion from a woman's perspective, rather than ask another guy.

GlobeSt.com: What opportunities has the MSRE program offered you, and how has the program and the BMC helped enhance and propel your career in real estate so far?

White: I don't have a background in real estate, so the program has given me an overall knowledge and understanding of the industry that I wouldn't necessarily have been able to get at an entry-level job. It gave me a mentor, and he's really great. The whole mentorship program is really nice, and the fact that it's not mandatory—opt in—is almost counterintuitive: more people want to do it because it's not forced. My mentor did connect me with my current internship. It was all a little overwhelming and so new—I had no idea what I was getting into—so it was nice to have help in areas where I might not know where to go. The BMC helped me with that, too—things like submitting résumés. I went to meetings, and it was good to see how it all worked.

GlobeSt.com: What is the greatest take-away you had from the MSRE program?

White: Just the overall knowledge I might not have gained elsewhere, and the fact that it has provided me with a great network of individuals. Everyone I've seen who has graduated from the program is committed to helping current students, to making sure that the program grows and everyone gets something out of it. It's a big positive when alumni want to come back and attend an event.

GlobeSt.com: In what ways do you wish to leave your mark (as a woman) in real estate?

White: I just want to be a successful real estate professional. I want to be known for my great real estate acumen, my integrity and producing a high-quality product. I haven't thought too specifically yet about how I want to leave my mark as a woman, but just in general I want to be known as a great professional and be really successful. ■

[Continued on page 6](#)

EDUCATION, continued from page 5



Michelle Muniz

WOMEN IN CRE: TAKE YOUR SEAT AT THE TABLE

SAN DIEGO—“My biggest challenge during my year in USD’s MSRE program was proving to myself that I deserved to be in that room with the men,” Michelle Muniz, an executive in real estate development for Affirmed Housing, tells *GlobeSt.com*. Following the Burnham-Moores Center’s recent Women in Real Estate Conference here, we spoke exclusively with

Muniz, who graduated this year from the MSRE program at the BMC at the University of San Diego’s School of Business, about what it was like to be a female student in such a male-dominated environment.

GlobeSt.com: What was it like to be a female MSRE student pursuing a career in real estate?

Muniz: I remember that the first day I attended class was very intimidating. There were only two other women in the class, 20 students total. I am 43, so I believe I was the oldest in the class, and that played a part in it being intimidating as well.

Deciding to go back to school after almost 20 years, being in a room full of young men and these amazing professors well known in their industry and facing a new career was all very intimidating. I kept thinking I don’t know much about this, and I felt like I would get eaten alive. The first day set me up mentally and emotionally, and I felt like I needed to toughen up really quickly. That was a big challenge for me. My husband was active-duty military, I had been travelling with him and hadn’t worked for eight years and we have three children.

A lot of things played into my experience. A lot of women I know had this happen—choosing a career and starting over again. It was an opportunity to either cower down or reinvent myself. I had to work twice as hard as everybody else to prove myself in the program. The first week, I made a decision that I would have to work harder to keep up with everybody because these were professionals who had industry experience; I didn’t even know how to do a bibliography. There were up on technology, and I wasn’t.

As far as being a woman, there were more challenges. My personality is pretty reserved, and I was told pretty early on by a professor, “You need to speak up. Spotlight yourself because you’re dealing with all these aggressive men.” I felt pretty uncomfortable with that because that wasn’t me. I was fighting that battle for an entire year—the public-speaking part of it especially, which I had not done regularly—and having credibility. The professor said that speaking up gives you credibility and confidence.

As women, we tend to diminish our accomplishments, and I saw points where I was doing that. At one point, I was giving a presentation to the class, and the entire class loved it, but I thought I was only about 80% prepared and could have done better. I found myself diminishing my presentation. I don’t know if that’s a female thing. But it was a one-year program, and you don’t have a lot of time to come out of your shell and observe. I saw where all of that was coming from, but it put a lot of

pressure on me. One woman in our class was very outgoing and comes across as very confident, and I pushed myself to be more like that. My biggest challenge throughout the year was to prove I was able to be in that room with the men, that I was qualified. No one acted like they were reserved, so if they were, everyone did a good job of faking it.

GlobeSt.com: What opportunities did the MSRE program offer you, and how did the program and the BMC help enhance and propel your career in real estate?

Muniz: I definitely attribute my current success to the program. When I first applied, one of the motivating factors in choosing USD versus NYU was the strong networking community here. USD is highly regarded among real estate companies here in the area, and it played a lot in my decision to attend. I was so impressed with their follow-through and commitment to their students.

Jackie Greulich is a career counselor for the master’s program, and she was always available for me to talk about my goals. To get a degree was important to me because of gap in my employment. I felt I was not 100% equipped to show my experience, but networking was important in order to meet people, have them get to know me and my work ethic—what I was about—and convince them to give me a shot. That’s why I have my job now.

One of the projects we were given as part of the development class was we had to go out and meet people and have them show us the ropes on this project. Because I was with USD, people opened their doors and said, “Sure come in.” Without that, I don’t think I would have had that opportunity. Once I said USD master’s program, they said come in. I met with VPs who came in and went over my proforma, and one of those people introduced me to my current boss. I had applied to this job without that introduction, but without this VP’s call, it wouldn’t have happened.

I’d never been a good networker before, but they stressed that and said to use it. I go to a lot of conferences in a lot of places, and I know so many people because of my affiliation with the MSRE program and all I’ve done with them. I got to meet so many people in the year I was there, so many people I know—and whom I don’t even know, but had heard about me. My internship came from USD as well. It was a job at the San Diego Housing Commission, posted on USD’s career site. They heard I was an MSRE grad student and took me in quickly. Had I not had my opportunity to work there, I wouldn’t have this job now.

There are so many things USD has done for me. The professors’ accessibility and willingness to help inside and outside the classroom was amazing—inviting me to board meetings and introducing me to important people in the community so they can get to know who I am. It’s unbelievable to me how many times they tried to get me out there to support my goal.

GlobeSt.com: What is the greatest take-away you had from the MSRE program?

Muniz: Have you ever heard of the phrase in real estate, “always be closing”? I’ve learned through the MSRE program to “always be curious,”

[Continued on page 7](#)

EDUCATION, continued from page 6

to think outside the box. Dr. Miller, especially, did a lot of research, and I edited his real estate sustainability book for the fall and spring semester. The more he exposed me to networking events, the whole gamut of it, just made me want to know more—not just in San Diego, but globally. I went to MIPIM and learned how to blog and did so many things I'd never done before, and that inspired me to want to continue on that path. I have my degree and don't need to research or network anymore because I have the job I wanted from the beginning—exactly the job I had envisioned for myself—yet because of that program, I feel I always need to be learning, to better my community. I don't want to be stagnant like I was before that program. I worked so hard at the program, I don't want it to end; I want to be the best me. The professors just make me want to be a better me. I have a commitment to myself, and I will always be curious, learn more and research more and not be content with what I have for myself.

GlobeSt.com: In what ways do you wish to leave your mark as a woman in real estate?

Muniz: I'm not sure if this relates to just being a woman, but I'm looking into establishing a scholarship at USD for women. I'm still in the thought processes of it—I'm not sure if it should be for women or just for USD because I'm so appreciative of what USD did for me. I want to believe that men have just as good experiences there in the MSRE program as I did.

But for women in particular, I want women to just always sit at the table. Don't sit at the back—sit front and center, and assert yourself. It's

easier said than done, but don't assume you're not invited to the table. Some women assume they're not important enough. At this company, I am the most junior person here, but those people sometimes bring a whole new perspective on things. Don't be afraid to offer your opinion and just sit at the table—you belong there. If you're hired at your company and have the position, you have the credibility.

I don't feel worthy sometimes, and I have to remind myself that I have the job and don't sit at the back of the room as though I'm not as important as everyone else. I have to constantly talk to myself like that. As a woman who put my dreams aside for my husband and family to be best overall person to support other people, I say don't give up on yourself.

My husband is about to retire; I don't have to work; I didn't have to go back and get my master's, but I always thought I'd have a powerful career. Before I did the program, when my son was applying for college, I was telling him what he needs to do to be desirable, and he asked me if I did that, and I gave him a bunch of excuses for why I didn't follow my dream. So, I took my own advice and took the painful GMATs—that was very challenging. There are a lot of women in the military especially who stayed home and travelled with their husband and think, "I'd love to do that, but I'm too old, my husband's retired and the kids grown." Don't give up on yourself. Just because you're a woman doesn't mean you're done. ■

BUILD YOUR FUTURE: EARN A MASTER OF SCIENCE IN REAL ESTATE AT THE UNIVERSITY OF SAN DIEGO SCHOOL OF BUSINESS

Are you ready to seriously advance your career in real estate?

With USD's Master of Science in Real Estate (MSRE) program, you will not only get a real-world, practical education balanced with academic theory, but also make important connections with professionals in the commercial real estate industry.

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- **Study abroad opportunities.** Get an international perspective on commercial real estate during Intersession in January.
- **Connections to industry professionals** through mentorships, internships, networking events and the conferences of the Burnham-Moores Center for Real Estate.

A Gateway to Careers in Real Estate

World-class faculty coupled with an extensive network of industry contacts provide USD's Master of Science in Real Estate and undergraduate students with a one-of-a-kind educational experience that positions them to compete at the highest levels. The Burnham-Moores Center has unparalleled connections within the San Diego real estate community and beyond, which it leverages to help USD students launch their careers and alumni advance theirs. Learn More and Apply. ■



[Continued on page 8](#)

EDUCATION, continued from page 7

Connect and Engage with the Burnham-Moores Center for Real Estate on Social Media:

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Burnham-Moores Center for Real Estate

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@san Diego.edu or (619) 260-4786.



Hear about Global and Local Trends Impacting the San Diego real estate industry at the



21st Annual Real Estate Conference

Thursday, March 2, 2017 | 7 a.m. to 12 p.m.
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SEE YOU NEXT YEAR! - *CREW San Diego*

COMMITTEE MEETING INFORMATION

SPONSORSHIP COMMITTEE typically meets the 2nd Monday of each month at 4:30 pm in UTC. Please check in with committee chair, *Hallie Putterman*, to confirm time and location.

SPECIAL EVENTS COMMITTEE typically meets the 3rd Wednesday of each month. Please check in with committee chair, *Melissa Scofield*, to confirm time and location.

MEMBERSHIP COMMITTEE typically meets the 2nd Tuesday of each month. Please check in with committee chair, *Lauren Slatinsky*, to confirm time and location.

MARKETING/COMMUNICATIONS COMMITTEE typically meets the 3rd Monday of each month. Please check in with committee chair, *Maura Young*, to confirm time and location.

EDUCATION + PROGRAMS COMMITTEE typically meets monthly. Please check in with committee chair, *Bre'an Fox*, to confirm time and location.

UCREW COMMITTEE meets periodically. Please contact committee chair, *Katie Yee*, for meeting times and location.

NOTE: MUST BE A MEMBER TO JOIN A COMMITTEE*



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PARKING FEE NOT INCLUDED

UPCOMING EVENTS

February 23	CREW WHO 5:00-8:00PM COLLIERS INTERNATIONAL
February 28	CREW LEADERSHIP SERIES BREAKFAST MEMBERS ONLY BALFOUR BEATTY
March 28	CREW LEADERSHIP SERIES BREAKFAST MEMBERS ONLY LOCATION TBD
April 28	GOLF TOURNAMENT AT LOMA SANTA FE EXECUTIVE COURSE
May 23	EDUCATION + PROGRAMS LUNCHEON LOCATION TBD
June 27	CREW LEADERSHIP SERIES BREAKFAST MEMBERS ONLY LOCATION TBD
July 25	EDUCATION + PROGRAMS LUNCHEON LOCATION TBD
September 26	CREW LEADERSHIP SERIES BREAKFAST MEMBERS ONLY LOCATION TBD
November 28	EDUCATION + PROGRAMS LUNCHEON LOCATION TBD

Event Dates, Locations and Topics Subject to Change

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



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.

SAN DIEGO BUSINESS JOURNAL

THE COMMUNITY OF BUSINESS

FAMILY OWNED BUSINESSES

2017

SAN DIEGO BUSINESS JOURNAL

Thursday, March 2, 2017

Hyatt Regency La Jolla

at Aventine

Vicino Ballroom

3777 La Jolla Village Drive, San Diego, CA 92122

7:00 – 7:30 am – Registration/Networking

7:30 – 8:00 am – Breakfast

8:00 – 9:00 am – Panel of Family Business Expert Advisors

Break

9:15 – 10:30 am – Panel of Family Business Owners

Estimated 250

Join the San Diego Business Journal and area owners and leaders for advice and insight into navigating the complex issues related to growing a successful and sustainable family-

owned business. It's your opportunity to learn and network with others who are on the same journey as they strive to build wealth and create a lasting legacy.

ANNUAL PLATINUM SPONSOR HIGHLIGHT

WARE MALCOMB

architecture | planning | interiors | branding | civil

CREW San Diego Gold Sponsor Highlight | Ware Malcomb April 2016

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

With 18 office locations across the United States, Canada, Mexico and 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., Canada, and Panama Green Building Councils, and Sustentabilidad Para Mexico (SUMe), 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. Ware Malcomb is ranked 13 on the San Diego Business Journal's 2015 Top Architecture Firms list. Recent projects include Mediatek, Hoehn Motors Audi, and Cubic Corporation.

We have been a proud member of CREW San Diego since 2005. Tiffany English, our San Diego Principal, is the currently serving on the CREW Network Industry Research Committee and Catharine Hughes, our San Diego Studio Manager, is the President Elect for the 2016 CREW San Diego Chapter, applying over 30 years of design and leadership experience to their positions. Tiffany was named Women's Advocate of the Year by Connected Women of Influence honoring her success as an industry leader.

We appreciate the CREW Network as the industry's premier business networking organization and applaud 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:

Ware Malcomb San Diego

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

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ANNUAL DIAMOND SPONSOR HIGHLIGHT



PLATINUM SPONSOR HIGHLIGHT | JOHNSON & JENNINGS GENERAL CONTRACTING

A certified Women Business Enterprise (WBE) since its inception, Johnson & Jennings is owned and operated by CREW San Diego members Donna Vargo and Naomi Lohnes. Johnson & Jennings has been a proud and active member of CREW San Diego since the chapter first started in 1983. J&J continues to value CREW's mission, the relationships made through CREW San Diego and takes great pride in the successful projects completed with fellow CREW members and their organizations. Jackie Isidore, as CREW San Diego Past President in 2017, continues the J&J legacy of leadership within the chapter.



Donna Vargo : President/CEO



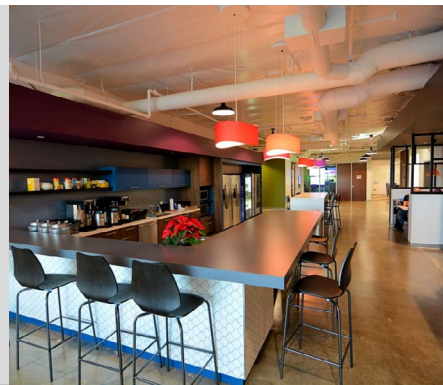
Naomi Lohnes : CFO/COO

PROUD WINNER OF THE CREW 2016 MOST DONE DEALS AWARD!



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San Diego CREW Members:
ID Studios, Johnson & Jennings General Contracting, Howards Rug Company



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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 contact [Lauren Slatinsky](mailto:Lauren.Slatinsky@pbginc.biz), 2017 VP of Membership, by email laurens@pbginc.biz

2017 LEGACY MEMBERS (joined 2011 and prior)

- | | | |
|-----------------------|-----------------------|--|
| ▪ Debra Aitken | ▪ Terry Hall | ▪ Jennifer Shumaker |
| ▪ Kaitlin Arduino | ▪ Cece Haffey | ▪ Allison Simpson |
| ▪ Julia Baikova | ▪ Whitney Hodges | ▪ Danielle Slagal |
| ▪ Anne Benge | ▪ Carly Glova | ▪ Susan Steele |
| ▪ Dana Bessenecker | ▪ Jill King | ▪ Lori Ann Stevens |
| ▪ Viveca Bissonnette | ▪ Lynn LaChapelle | ▪ Crista Swan |
| ▪ Tara Burns | ▪ Wendy Lanahan | ▪ Ginny Uyeno-Bridy |
| ▪ Susan Couch | ▪ Lynn Lantgen | ▪ Bree Wong |
| ▪ Christy Daly-Pranzo | ▪ Desiree Kay Lawn | ▪ Katie Yee |
| ▪ Tiffany English | ▪ Marilyn Mattson | |
| ▪ Bre'an Fox | ▪ Amber Mauer | Legacy members are |
| ▪ Jane Green | ▪ Toni McMahon | those who have been a |
| ▪ Linda Greenberg | ▪ Rob Miller | part of CREW for 5 years |
| ▪ Lisa Gualco | ▪ Darcy Miramontes | or more and receive extra |
| ▪ Tobey Halstead | ▪ Sonia Miro | membership benefits. Please |
| ▪ Wendy Hoier | ▪ Misty Moore Willard | contact Jackie Isidore , |
| ▪ Catharine Hughes | ▪ Amy Morway | Immediate Past President, |
| ▪ Jackie Isidore | ▪ Amanda Seimer | for more information. |

CREW SAN DIEGO New Members 4th Qtr

- | | |
|-------------------------------|---|
| ▪ Michelle Laseman – KBKG | ▪ Megan McClain – JP Morgan Chase Bank |
| ▪ Samantha LaPine – Cooley | ▪ Kari McFall – Wieland |
| ▪ Marlena Schultz – Cooley | ▪ Elizabeth McKinley – EHM Realty |
| ▪ Tracy Morran – Ware Malcomb | ▪ Dana Tsui – Smith Consulting Architects |
| ▪ Morgan Reno – JCJ | |



SAVE THE DATE!

Charity Golf Tournament

theme: AROUND THE WORLD IN 18 HOLES



APRIL 28, 2017 | REGISTRATION: 10:30AM | SHOTGUN: 12:00PM
LOMAS SANTA FE EXEC COURSE | 1580 SUN VALLEY RD, SOLANA BEACH, CA 92075

FOR SPONSORSHIP INFORMATION CONTACT: MELISSA SCOFIELD, DIRECTOR OF SPECIAL EVENTS
MSCOFIELD@SDBJ.COM | 858.277.1516

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For information on 2017 sponsorship opportunities, please contact VP of Sponsorship, Hallie Putterman at Hallie.Putterman@bentleymills.com.