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BECOME A 2015 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
- Gold sponsor: \$3000
- Silver sponsor: \$2000
- Bronze sponsor: \$1500
- In-kind sponsor
- Program & event sponsorships available too!

Please contact [Melissa Scofield](#) for more information or download sponsorship information [here](#).

We would like to take this opportunity to thank our annual 2014 sponsors for all of their support. Your contributions make it possible for the foundation of CREW San Diego to flourish as one of San Diego's premier local and national commercial real estate organizations.

CONGRATULATIONS TO THE 2015 BOARD



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Turner Construction



President Elect
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1st VP Membership
Jill Winchell
Jill Winchell Design, LLC



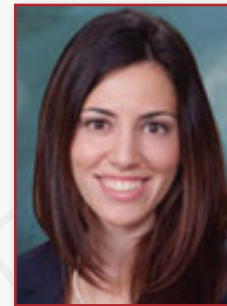
2nd VP Sponsorship
Melissa Scofield
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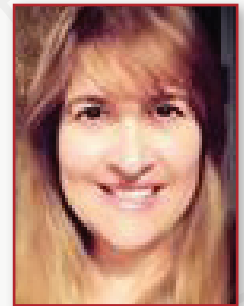
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Ware Malcomb



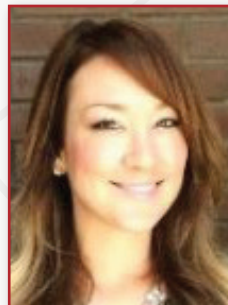
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PRESIDENT'S MESSAGE



Lori Ann Stevens

“New Year, New You!”

We all here this mantra during the precipice of each year's resolutions and fresh beginnings. However; I am making a slight revision to this New Year cheer and I encourage my fellow CREW friends to do the same. Doesn't "New Year, Better You" have a nice ring to it? Why do we have to rein-

vent ourselves? We each possess unique and impactful qualities that allow us to be powerhouses in the workplace, loyal friends, extraordinary spouses and nurturing parents. We should embrace these qualities in lieu of searching for the next best thing.

As your CREW President, I am honored to be serving you and excited to make 2015 impactful and successful for each and every one of you. Since CREW's foundation is based on networking, I would like every member to contact me and notify me of firms, clients and/or colleagues you would like to connect with and I, and the Board of Directors will aim to facilitate your request.

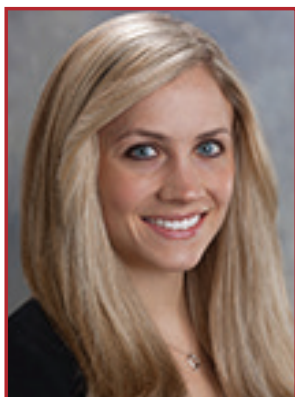
I want to wish you all a fruitful 2015.

As for me, I am embarking on Day 7 of a 30-Day Bikram Challenge. Will I become a Yogi Master after the challenge, most likely not...but I am hopeful I will be able to touch my toes. ■

Namaste,

Lori Ann Stevens

CONGRATULATIONS



Melissa Scofield



Melissa Stern

Congratulations to **Melissa Scofield** of CBRE for being selected by the San Diego Business Journal as a winner for its 2014 Emerging Generation: 25 In Their 20s Award and congratulations to **Melissa Stern** of Commercial Builders, Inc. for being selected as an Honorable Mention!

The award recognizes a new class of the best and brightest young leaders that is emerging and on the leading edge in their occupations. These are young dynamic professionals who make significant career achievements and have demonstrated social responsibility. ■

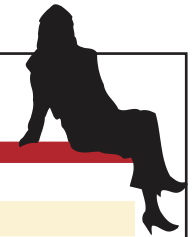


2015 Winter Leadership Summit

Feb. 12-13, 2015 | Hotel del Coronado | San Diego, Calif.

#crewsummit

REGISTER NOW



DONE DEALS

Project	CREW Members
675 Gateway Center Dr., San Diego	Lee and Associates, Jones Lang LaSalle
6863 Friars Road	Ware Malcomb, SWS Engineering Inc.
9797 Aero Drive	Gensler, SWS Engineering, Inc.
Bank of America - Midway Branch Bixby Mira Mesa	Viking Commercial Construction, Bank of America, Jones Lang LaSalle Gensler, SWS Engineering, Inc.
Bluewater Brewing Company	Viking Commercial Construction, Ware Malcomb
Coastal Surgeons	ID Studios, Pacific Building Group
Conatus Pharmaceuticals	Dowling Construction, Unisource Solutions
Cubic Corporation Project	Good & Roberts, Ware Malcomb, Project Management Advisors
Delphi Private Advisors	Gensler, Kilroy Realty, Unisource Solutions
DTZ Conversion	Cassidy Turley, ID Studios, Coastal Signage
Ethan Allen Monument & Tenant Signs	Coastal Signage & Wayfinding, Emser Tile
First American Title	PM Realty, Johnson & Jennings
Gilead Sciences	FPBA, BNBuilders, Unisource Solutions
Imaging Healthcare Specialties	Dowling Construction, Facility Solutions
Initiative, IPG Media Brands	Unisource Solutions, Gensler
Inova Diagnostics HQ	ID Studios, Pacific Building Group
Interfaith	Johnson & Jennings, Cassidy Turley, Ware Malcomb
Keller Williams - Irvine	Viking Commercial Construction, CBRE
Kelly Elementary School	SWS Engineering, Inc., Harley Ellis Devereaux
LJG Common Area Reimage	Johnson & Jennings, Gensler
MadCatz	Pacific Building Group, Unisource Solutions
Magnolia Elementary School	SWS Engineering, Inc., Harley Ellis Devereaux
Moss Adams Project	CBRE, ID Studio & Pacific Building, Coastal Signage & Wayfinding
Museum of Photographic Arts	Johnson & Jennings, Gensler
NuVasive	Cassidy Turley, Pacific Building Group
Oceanside Performing Arts Center	Harley Ellis Devereaux, Balfour Beatty
One Technology Place Renovation	Parallel Capital Partners, Pacific Building Group
Parallel Capital Partners Office	Parallel Capital Partners, Facility Solutions, Unisource Solutions
Poinsettia Elementary School	SWS Engineering, Inc., Harley Ellis Devereaux
Qualcomm BE	Qualcomm, Pacific Building Group
Quality First Residential	Dowling Construction, Cassidy Turley
Raytheon	Johnson & Jennings, SWS Engineering, Inc., Ware Malcomb
Regus: One Pacific Heights & 701 Pacific Center	Regus, Pacific Building Group
San Diego Visitor Center	Johnson & Jennings, Ware Malcomb
Senta Clinic	SWS Engineering, Inc., Ware Malcomb
Solana Ranch Elementary School	Harley Ellis Devereaux, Balfour Beatty
Specialty's Café and Bakery - El Segundo	Viking Commercial Construction, Gensler
Spreadtrum	Cassidy Turley, Ware Malcomb, Pacific Building Group
Tandem Diabetes Lab	Dowling Construction, GM Business Interiors
The Heights Exterior Renovation	Kilroy Realty, Pacific Building Group
Uber Miramar	Unisource Solutions, Ware Malcomb
Veteran's Administration	Dowling Construction, CBRE
WCG	PM Realty, Johnson & Jennings
Zogenix	Kilroy Realty, Pacific Building Group

Didn't see your CREW San Diego Done Deal? Please contact [Toni McMahon](#) to be included.

Johnson & Jennings General Contracting is a leading San Diego based general contracting firm specializing in commercial construction.

Since 1981 Johnson & Jennings has served as a model of construction excellence by providing quality-built environments. We believe in the integrity of a project must never be comprised despite inevitable time and budget restraints. Johnson & Jennings operates on the guiding principles of **integrity, pride, commitment, quality, professionalism, client satisfaction and teamwork**—not only with our clients, but within the office and with our subcontractors as well.



With a current staff of over 40, Johnson & Jennings performs hundreds of projects in San Diego and Southern California each year. In addition to the large number of projects, J&J completes a variety of project types, sizes and complexities.

SERVICES:

- Preconstruction
- Conceptual Budgeting & Scheduling
- Competitive Bidding
- Project Management

PROJECT TYPES:

- Building Reimaging
- Tenant Improvements
- Ground-Up Construction
- Site Work
- LEED/Green Building

PROJECT MARKETS:

- Banking/Financial
- Religious Facilities
- Capital Improvements
- Corporate Offices
- Educational Facilities
- Health Care/Medical Office
- Law Firms
- Manufacturing
- Secure Facilities/SCIF
- Retail
- Hospitality

A FEW CURRENT PROJECTS:

- **North County Health Services Pediatric Clinic** (Ground-up OSHPD facility)
- **Raytheon Consolidation** (Secure Facility Renovation)
- **PP Health Clinic El Centro** (Medical Office Build-Out)
- **Museum of Photographic Arts** (Occupied Museum Remodel)
- **Interfaith** (Exterior Building Reimage and Medical Office Build-out)
- **American West Bank** (New Bank Branch)

MEMBER NEWS

ANNUAL CHARITY WINE EVENT



WINE EVENT SPONSORS

G/M Business Interiors
Herman Miller

Hors d'oeuvres Sponsor
Barney & Barney

White Wine Sponsors

Lot Management
Innovative Commercial Environments
Miramar Sign Works

Red Wine Sponsors

Emser Tile
Mohawk Industries
DFS Flooring

Champagne Sponsors

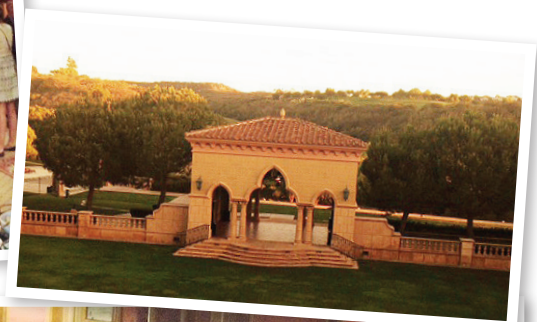
Union Bank
Bentley Mills
ID Studios
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Silent Auction Sponsors

DFS Flooring
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WINE EVENT SILENT AUCTION & RAFFLE DONORS

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Good & Roberts
Great News Cooking School
ID Studios
Lockrul Construction
Lomas Santa Fe Golf Course
Miller Hull
Mohawk Industries
Pacific Building Group
Reno Contracting
Seaport Village
The Grand Del Mar
The Rush Indoor Cycling Studio
SDSU
Turner Construction
TW2 Marketing
Unisource Solutions
USD
Viking Commercial Construction



ANNUAL PLATINUM SPONSOR HIGHLIGHT

UNISOURCE SOLUTIONS, INC.

Unisource Solutions is the only company that is truly an extension of your facilities department. From moves, adds and changes to procuring new furniture solutions to managing and warehousing our clients' inventory, Unisource Solutions provides a comprehensive array of furniture-based facility services and information management technology. With Unisource, your facilities team works with only one company, not multiple vendors to accomplish your initial and ongoing needs. We self-perform all projects, which allows us to provide the most responsive, quality, cost-effective, total solution available for our clients. We have an unparalleled track record and a unique perspective supporting our clients. With representing over 200 manufacturers and the extensive breadth of line offered by Haworth, Unisource Solutions solves facility needs both indoors and outdoors.

Unisource Solutions senior management is intimately involved in daily operations. While experience and commitment is important, culture is key when turning experience into action. Each of our team members understand that we conduct our business knowing:

THE CUSTOMER IS ALWAYS RIGHT.
WE ANSWER THE QUESTIONS BEFORE THEY ARE ASKED.
WE ANTICIPATE PROBLEMS BEFORE THEY OCCUR.

Unisource Solutions San Diego is an experienced team housed in a open, egalitarian, communal, collaborative environment motivated by clean, concise, successful installations. We abide by a Single Point of Contact with a team support structure. The San Diego team has on average 18 years experience in the industry and has worked together collectively for an average of 10 years. The experience not only in the furniture industry, but also in our ability to work together enables us to be the best team for each and every project. We have identified the strengths of each team member and ensure they are in the position on the project to expand on those strengths.

COMPANY

Unisource Solutions, Inc.

FOUNDED

1987

WORKFORCE

210

LOCATIONS

San Diego, Los Angeles, Woodland Hills, Sacramento, San Francisco

WAREHOUSE

350,000 square feet statewide

CORPORATE OFFICE

Pico Rivera, California

ANNUAL SALES

\$ 78 million

BEST-IN-CLASS

Unisource Solutions is a Best-In-Class Haworth Dealer based on exceptional sales and customer satisfaction, market and enterprise development and operational performance.



AWARDS

San Diego Metro Magazine, Most Admired Company 2012

San Diego Business Journal, 2012 CEO of the Year Finalist, Anne Bengé

San Diego Business Journal, 2012 Most Influential People Recipient, Anne Bengé

EXPERIENCE

Technology	\$ 19,000,000
Life Science	\$ 9,900,000
Financial	\$ 9,500,000
Software/Telecomm	\$ 13,000,000
Government	\$ 7,400,000
Healthcare	\$ 8,000,000
Education	\$ 11,200,000

INDUSTRY AND COMMUNITY INVOLVEMENT

Unisource Solutions has partnered with many organizations to support their causes and the overarching local community.

Athena San Diego
 BOMA San Diego
 Boys and Girls Clubs of Greater San Diego
 Boys and Girls Clubs of San Dieguito
 Butcher's Brewing
 Carlsbad Strings Education Association
 CREW San Diego
 Girl Scouts of America
 HomeAid
 IFMA San Diego
 IIDA Southern California
 Junior League of San Diego
 LUX Art Institute
 NAIOP San Diego
 Polinsky Children's Center
 Promises 2 Kids
 San Diego Blood Bank
 San Diego Food Bank
 San Diego Museum of Man
 Women Unlimited



PLATINUM SPONSOR HIGHLIGHT (CONTINUED)



CREW SAN DIEGO

New Members 4th Qtr

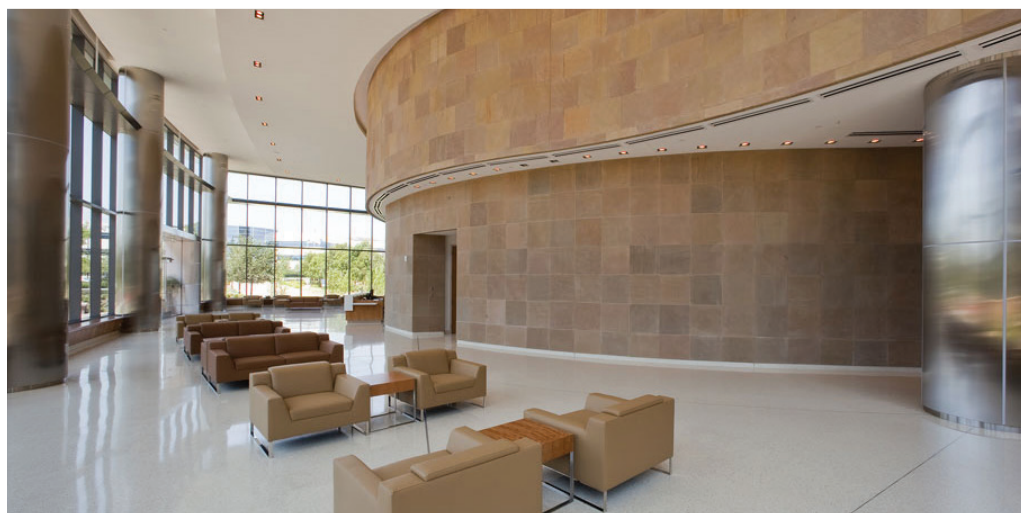
- Dawn Saunders
Mintz Levin
- Traci Pietras
Irvine Company
- Stacy Cannon
Gensler
- Jamie Salvo
Gensler
- Marcella Garofalo
Reno Contracting, Inc.
- Casey Farrington
HFF
- Regan Frances
HFF
- Rebecca Bodemann
Xpedient Communications Inc.
- Skye Moreland
Avison Young San Diego

2014 LEGACY MEMBERS

(joined 2010 and prior)

- Allison Beall
- Anne Bengé
- Dana Bessenecker
- Tara Burns
- Susan Couch
- Christy Daly-Pranzo
- Tiffany English
- Bre'an Fox
- Linda Greenberg
- Lisa Gualco
- Jackie Isidore
- Terry Hall
- Kellie Hill
- Jill Hogan
- Carly Kurkiewicz
- Desiree Kay Lawn
- Marilyn Mattson
- Amber Mauer
- Amy Morway
- Angela Rauzi
- Jennifer Shumaker
- Rose Silverwater
- Ginny Uyeno-Bridy
- Katie Yee

Legacy members are those who have been a part of CREW for 5 years or more and receive extra membership benefits. Please contact [Kellie Hill](#), Immediate Past President, for more information.



ANNUAL GOLD SPONSOR HIGHLIGHT

KILROY REALTY CORPORATION

“With over 65 years in the commercial real estate development industry, Kilroy Realty Corporation has created some of the most innovative office and corporate campus solutions on the West Coast, earning such accolades as #1 Landlord in North America on Sustainability by the Global Real Estate Sustainability Benchmark (GRESB) and NAREIT’s Office Leader in the Light. All of Kilroy’s projects are designed, built and operated to be the most energy efficient, sustainable, and scalable environments provided in the market place.

Kilroy is currently in the hearing/entitlement phase of San Diego’s premiere mixed-use project, ONE PASEO, located in the heart of Carmel Valley. One Paseo is a 24-acre neighborhood village poised

to be an industry leading example of innovative mixed-use developments that create synergy and add value to suburban neighborhoods. The central feature of One Paseo is its walkable streets and plazas—creating a true Main Street for Carmel Valley.

In October 2014, Kilroy began construction on THE HEIGHTS, a three story, LEED Gold targeted, 74,895 square foot, Class-A office building to be delivered in late 2015. Developed within the existing two-building, 4 acre campus that also includes two fully leased LEED Silver certified office buildings, the new third building will showcase state-of-the-art design and efficiency within an amenity-rich environment designed to appeal to vibrant companies whose focus is to attract and retain top talent.

With a strong presence in the San Diego area for over 17 years, Kilroy is currently the largest suburban commercial property owner in the region. To learn more about Kilroy visit www.kilroyrealty.com ■



CREW CORNER ■ WHY LAW FIRM REAL ESTATE IS IMPORTANT



Misty Moore

Included in the annual JLL Law Firm Perspective released this quarter, is an account of how Latham & Watkins law firm recently chose to commission an entirely new office building in the Del Mar Heights submarket rather than snap up available space in an existing building. Why incur the expense and hassle of doing this in a market that still has more than 14 percent total countywide office vacancy?

This decision is important because it could apply to all industries.

The availability of large blocks of Class A office space in San Diego is limited, which is the first and most important information in JLL's research. It has become increasingly difficult to find space more than 25,000 square feet as law firms are starting to expand again.

This supply constraint led Latham & Watkins to opt for a 70,000-square-foot built-to-suit building this year. Other local law firms in the market for 30,000 square feet or more face an uphill battle, as do firms in other industries with similar space requirements.

Speculative office construction is only just beginning in San Diego. However, The Irvine Company's One La Jolla Center project in UTC will deliver 306,000 square feet of Class A office space in 2015, which will provide additional options for law firms and others. In the meantime, some firms are looking to do more with less space and this, too, reflects a trend in many types of businesses.

JLL's review of the top 35 U.S. law firm markets indicated that market by market, 55 percent to 90 percent of law firms have already devised substantial efficiency measures in new or restructured leases. In San Diego, law firms are creating greater efficiencies by creating smaller, more uniform-sized offices and eliminating vacancy once held for growth, which is now planned more conservatively and typically addressed through expansion options.

Sound familiar? Perhaps you're seeing dedicated, four-walled offices traded for open and collaborative workspaces? Eating and meeting spaces are blending? Often, these efficiencies, which may also boost productivity, mean that firms of all types can reduce their space requirements and increase their real estate options.

Those options can be important for myriad reasons. However, one reason is particularly important to service-oriented industries: They tend to follow clients. Law firms are included in this group, and when technology and life science firms started to cluster around UTC, Sorrento Mesa and Del Mar Heights, so did law firms (and many other service providers). It wouldn't be surprising to see some of these same firms return or expand downtown if the tech cluster there continues to grow.



In industries where proximity to clients is important, firms want to have access to a good selection of real estate options. Maintaining flexibility in floor plans and workspace configurations may keep those firms nimble enough to follow the migration habits of their clients.

One thing that won't change, though, is that the submarkets attracting San Diego's leading industries and the businesses that serve them maintain the highest asking rents. Law firms tend to gravitate to UTC, Del Mar Heights and downtown. Asking rents for Class A space in these markets average 15 to 30 percent higher than in the San Diego region overall.

For law firms and others with upcoming lease expirations, market timing is critical, as firms are losing leverage in lease negotiations as we transition to a landlord-favorable market. In fact, JLL's Law Firm Review predicts 77 percent of North American cities will see a rise in rents due to scarcity of available office space.

On average, law firms have seen rents rise 3.3 percent year-over-year nationwide and pay an 18.1 percent premium for trophy space. San Diego firms pay only a 5 percent premium for trophy space so far, and if they can find it. ■

Moore, vice president at JLL, co-chairs the Law Firm Practice Group for JLL in San Diego and specializes in complex real estate decisions. She serves on the board of directors of the San Diego County Bar Foundation and has served been a board member and national delegate for CREW San Diego.

http://www.sddt.com/Commentary/article.cfm?Commentary_ID=343&SourceCode=20141211tza&_t=Why+law+firm+real+estate+is+important#.VMAREcZ-qfS

YEAR AT A GLANCE

January 15	Luncheon Program: 2015 Commercial Real Estate Forecast, Joe Quinlan, Chief Market Strategist, & DeAnne Steele, Managing Director & West Investment Executive; US Trust, Bank of America, Location TBD; 11:30 am – 1 pm
February 3	CREW Who? What You Need to Know About CREW Membership - Happy Hour; Unisource Solutions; 5:30 pm – 7:30 pm
February 12-13	CREW Network Winter Leadership Summit & Council Meeting, San Diego, CA
February 19	Leadership Series Breakfast- Members Only; 8 – 9 am (7:30 am registration)
March 7	UCREW Event
March 12	New Member Lunch – New Members only; noon-1pm
March 19	Education & Programs Event
April 16	Education & Programs Leadership Series Event – Members only
May 1	Annual Charity Golf Tournament – Lomas Santa Fe Executive Golf Course, Solana Beach; 10:30-11:30 registration; noon shotgun start
May 14	Education & Programs Leadership Series Event – Members Only
June 11	Education & Programs Luncheon; Location TBD; 11:30 am – 1 pm
June 18-19	CREW Network Spring Leadership Summit & Council Meeting, Baltimore, MD
July 16	New Member Lunch – New Members Only; noon-1 pm
August 13	CREW Who? Summer Social & Networking Happy Hour; Location TBD; 5:30-8:00 pm
September 17	Education & Programs Luncheon; Location TBD; 11:30 am – 1 pm
Sept. 30-Oct.3	CREW Network Convention & Marketplace, Bellevue, WA
October 21	Annual Charity Wine Tasting, Grand Del Mar, 5300 Grand Del Mar Court, San Diego 92130; 5:30–8 pm
November 19	Education & Programs Leadership Series Event
December 1	Members Only Event – Holiday Celebration & Annual Awards Program, Annual Sponsor Appreciation Reception; Location TBD; 5:30 – 9 pm

Event Dates, Locations and Topics Subject to Change

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




Get started on CREWbiz today!
www.crewnetwork.org

MEMBERS: Set up your CREWbiz profile NOW to be entered in our quarterly gift card drawing.

Give us 15 minutes and we'll give you 9,000 trusted connections!

WHAT IS CREWBIZ?

CREW Network's online business networking tool developed exclusively for CREW Network members. Increase your visibility and business networking to nearly 9,000 professionals across North America looking to do business in your area – looking to do business with you!



CREW Who?

WHAT YOU NEED TO KNOW ABOUT CREW MEMBERSHIP

Tuesday, Feb. 3, 2015
Unisource Solutions
5:30 – 7:30 pm

REGISTER NOW






Annual Golf Tournament Save the Date

..... *Friday, May 1, 2015*

The UCREW Urban Dash

Save the Date

Saturday, March 7, 2015

CREW SAN DIEGO THANKS OUR 2014 SPONSORS

PLATINUM SPONSORS



GOLD SPONSORS



SLIVER SPONSORS



BRONZE SPONSORS



IN-KIND SPONSORS



For information on 2015 sponsorship opportunities, please contact VP of Sponsorship, Melissa Scofield at Melissa.scofield@cbre.com.