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www.crew-oc.org

CREW Orange County

Established in 1988, CREW Orange County is a professional association of successful Commercial Real Estate Women. A nonprofit organization, CREW-OC provides its members with a solid network to strengthen and extend business relationships while developing valuable personal contacts. CREW brings together a diverse group of women that represent several disciplines of commercial real estate including development, property management, brokerage, law, finance, investment, title/escrow, architecture, construction and more.

CREW-OC is part of the national CREW Network, which includes 74 chapters and 8,000+ members throughout North America. CREW Network seeks to influence the success of the commercial real estate industry by focusing on fulfilling four key initiatives: business development, leadership development, industry research and career outreach. CREW Network members are known for the quality they bring to the commercial real estate industry. With this large diverse network, our members have the resources to create new and different ways of structuring deals, to focus on the bottom line, and to inspire others to work as a team to get the job done.

CREW-OC provides an effective forum for networking, education and philanthropy at both the local and national level. Chapter events include monthly luncheons, networking events, small group member lunches, educational outreach and philanthropic events. Monthly lunch topics focus on new development projects, market forecasts and topics related to professional and personal development. Three signature events include

the Inaugural SPIRE Awards, Annual Summer Party at the Balboa Yacht Club and Golf Classic. The Summer Party and Golf Classic are major fundraisers for CREW-OC's charities WISEPlace, Building Blocks Foundation and CREW Foundation.



CREW-OC provides its members with a solid network to strengthen and extend business relationships while developing valuable personal contacts

Educational Outreach

U-CREW is an outreach program where CREW members volunteer to mentor university students on networking fundamentals, offer powerful career resources and provide relationship building opportunities for career development. CREW-OC has held several successful roundtable events at both California State University Fullerton and University of California, Irvine that were attended by over 50 students. Sarah Gall, a Cal State Fullerton graduate and CREW Foundation Inaugural College Scholarship winner, spoke about her experiences within the CREW Network, sharing how winning the \$10,000 scholarship and paid internship contributed to her landing full-time employment within the commercial real estate industry after graduation.

CREW also participates in CREW Careers, giving disadvantaged high school girls the opportunity to learn from experts in the commercial real estate field. During CREW Careers, the students learn how to develop a real estate asset from the ground up through educational workshops, hands-on demonstrations and team projects. Nonprofit organizations such as Project Access, Girls Inc. and others have participated in this worthwhile outreach program.



CREW Connections

CREW OC has supported WISEPlace Women's Transitional Shelter for the past 15 years. WISEPlace offers housing and support services for homeless women who are committed to changing their lives. WISEPlace has an 85-year history of caring for local women and was previously the YWCA of South Orange County. By meeting basic needs such as housing, food, clothing, physical and emotional nourishment, as well as vocational and life skills training, WISEPlace is one of the few places these women can go to begin again. As a community nonprofit, WISEPlace returns 81% of donations to saving the lives of homeless women.

For more information about WISEPlace, please visit www.wiseplace.org.

CREW Foundation

Founded in 1998, CREW Foundation is the philanthropic arm of CREW. In collaboration with CREW Network, CREW Network Foundation implements and supports a Career Outreach Agenda that cultivates our future Network leaders through participation in a continuum of educational outreach, scholarship and mentoring programs. Since 2005, CREW Foundation has awarded almost \$600,000 in grants to organizations that assist women and girls to achieve economic self-sufficiency.

Through CREW Foundation, CREW Network members and supporters seek to make a difference both nationally and locally in the lives of women and girls striving to achieve success in their chosen careers, similar to the achievements that members of CREW Network have attained in commercial real estate. CREW Network is one of the first professional groups of its kind to create a national philanthropic effort.

To learn more about becoming a member, please visit CREW Orange County's website at www.crew-oc.org.



CBRE Congratulates



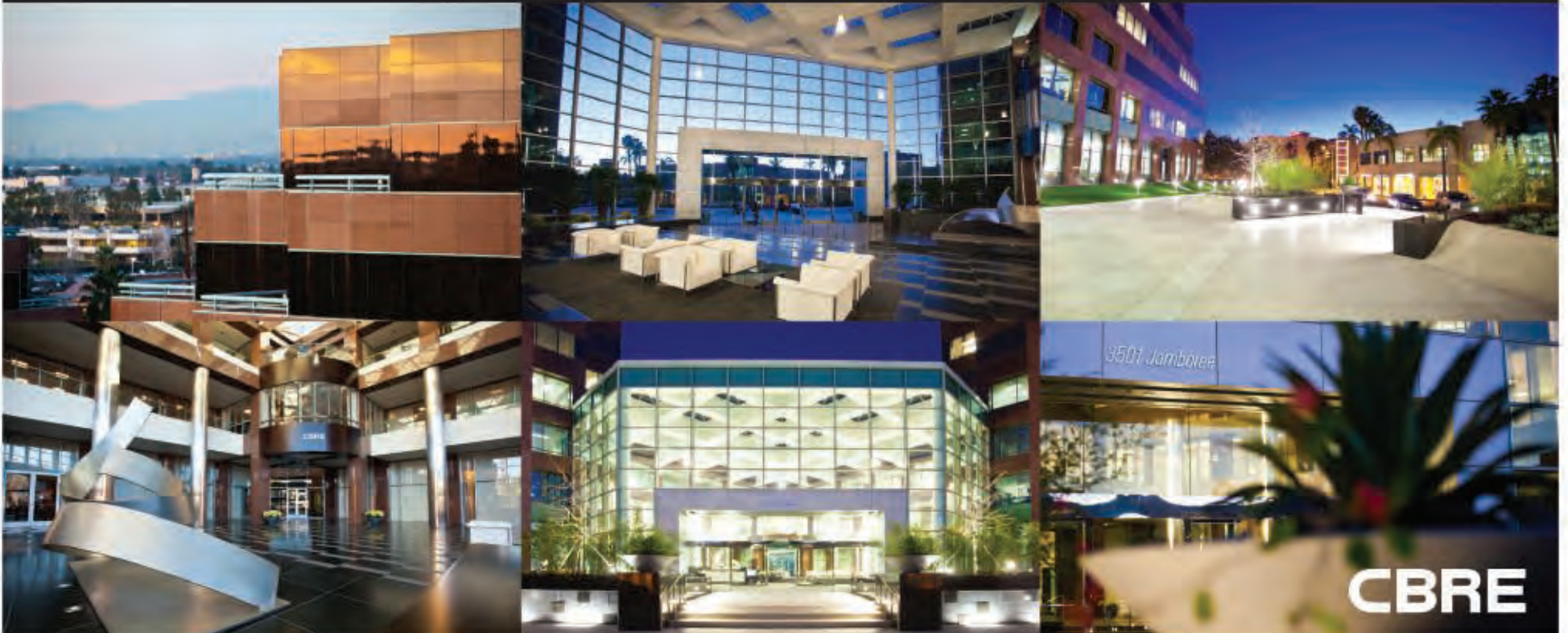
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SPIRE Awards



CREW OC is happy to present the Judges for the inaugural SPIRE Awards! The impressive list includes:



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First American Title



Kerry Vandell
Director
UCI Center for Real Estate



Susan Graham
Partner
Allen Matkins



Patrick Remolacio
SIOR Chapter President
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Managing Director,
US Investments
Dexus Property Group



Steven Milner
Managing Partner
Squar Milner



Lydia Shen
Managing Director
Cornerstone Real Estate
Advisors Inc.



Guy Johnson
President & CEO
Johnson Capital



Salvatore Provenza
Chairman,
Building Blocks Foundation
Managing Director,
CWP Advisors



Lisa Hirose
Chief Administration Officer
Donahue Schriber



David Kim
Managing Partner
The Bascom Group



Marina Massari
Senior Vice President
Irvine Company

*To learn more, please visit our website at:
www.crewocspireawards.com*

Aon Risk Solutions, Newport Beach congratulates all the nominees for this important award.

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For more information contact: Amanda Posey, Vice President
Aon Risk Solutions
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The Aon logo is displayed in a large, white, bold, sans-serif font. It is positioned in the bottom right corner of the advertisement, overlaid on a photograph of a city skyline at night. The skyline features several illuminated skyscrapers and a prominent building with a dome. The foreground shows a waterfront area with a fountain and a walkway.

2011 CREW SPIRE Award Nominees

DEVELOPMENT/BUILDING PROJECT

Criteria: Project must be located in Orange County and completed in 2011 to be eligible (project team members may be located outside of the County). New development, renovation/reconstruction, tenant improvement projects will be considered. Product types include: office, medical office, retail, industrial, multi-family, hospitality and mixed-use. Team award to recognize any or all of the following professionals: Architect, developer, general contractor and project manager and other professionals involved in the completion of the project.



Project:
CBRE – Newport Beach Office
Nominee(s):
Steve Swerdlow, CBRE
Sandi Warneke, Gensler & Associates
Paul Morford, Gensler & Associates
Anne Bretana, Gensler & Associates

Project:
Voit Real Estate Services
Nominee(s):
Anita Makwana, Ware Malcomb
Laurie Gates, Voit Real Estate Services
Jeff DeWeese, Valley Commercial Contractors
Aleta Cannon, Associates Purchasing



Project:
Systems Source
Nominee(s):
Rosemarie Correia, Systems Source
Sandi Warneke, Gensler & Associates
Paul Morford, Gensler & Associates
Steve Butler, Gensler & Associates

Project:
South Coast Collection
Nominee(s):
Therese Hotvedt, Burnham USA Equities



Project:
John Wayne Airport – Terminal C
Nominee(s):
Alan Murphy, John Wayne Airport
Keith Thompson, Gensler & Associates
Imre Takacs, Gensler & Associates
Nicholas Acevedo, Gensler & Associates
David Loyola, Gensler & Associates

Project:
Jamboree Housing
Nominee(s):
Laura Archuletta, Jamboree Housing
Marcy Torres, Jamboree Housing
Mary Jo Goelzer, Jamboree Housing
Michael Massey, Jamboree Housing



Celebrating extraordinary achievement.

Bank of America Merrill Lynch proudly congratulates CREW-Orange County Spire Award Winners. We salute your significant accomplishments and ongoing commitment to raising the bar.



2011 CREW SPIRE Award Nominees



Project:
Hoag Hospital Medical Offices
Nominee(s):
Genevieve West, California Commercial Real Estate Services



Project:
UCI Medical Center Hospital
Nominee(s):
Rod Hammett, Hensel Phelps Construction Co.



Project:
Park Place
Nominee(s):
Tracey Hagadorn, LBA Realty
Karen Penhall, LBA Realty
Garrett Macklin, LBA Realty



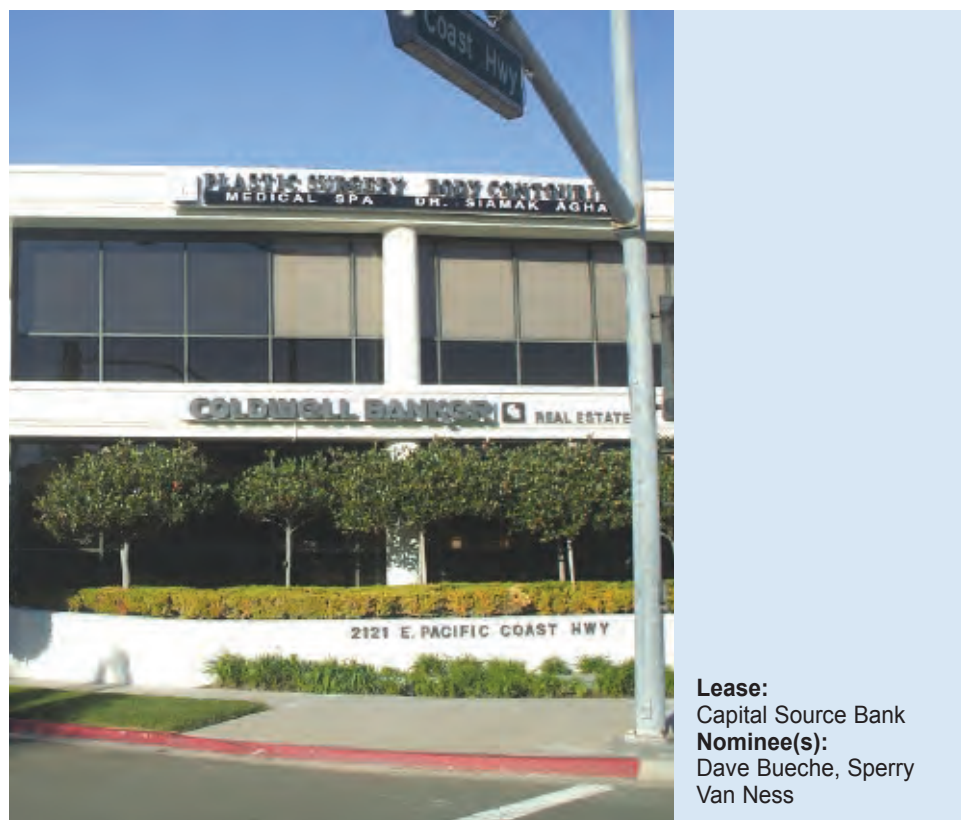
Project:
Bayview Corporate Center
Nominee(s):
Jeff Morgan, CBRE
Carol Trapani, CBRE
Jake Stickel, CBRE

BEST IN LEASING

Criteria: Nominee and building must be located in Orange County and lease completed in 2011. Product types include: Office, medical office, retail, industrial, multi-family, hospitality and mixed-use. New or renewal leases will be considered. Team award to recognize any or all of the following leasing professionals: Landlord and tenant broker and/or agent (including in-house representatives) and other professionals involved in the lease.



Project:
Western Digital Corporate Headquarters
Nominee(s):
Karen Thomas, LPA Inc.
Liz Hatch, LPA Inc.
Chris Lentz, LPA Inc.



Lease:
Capital Source Bank
Nominee(s):
Dave Bueche, Sperry
Van Ness

2011 CREW SPIRE Award Nominees



Lease:
Concert Global LLC
Nominee(s):
Dave Bueche,
Sperry Van Ness



Lease:
Hoag Hospital Medical
Offices
Nominee(s):
Kevin Leonard,
Healthwest Realty
Advisors
Jennifer Green



Lease:
American Sports Center
Nominee(s):
Louis Tomaselli, 360
Commercial Partners

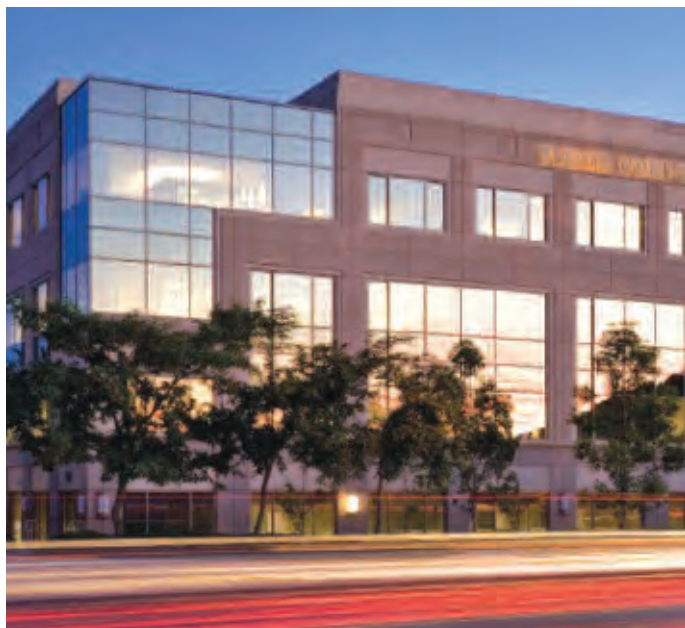


Lease:
Experian
Nominee(s):
Carol Trapani, CBRE
Allison Schneider, CBRE
Jake Stickel, CBRE

Celebrating Sriracha Sauce. After David Tran left Vietnam in the late 70's, he set out to create a chili sauce for the growing Vietnamese community in the Southland. Over 30 years later, Sriracha sauce has become a staple condiment found in many American homes and restaurants. KPRS is thrilled to have built the Huy Fong Foods Corporate Headquarters and Operations Center, among the largest buildings built in Irwindale and now the new home of Sriracha sauce. Learn more at www.kprsinc.com



2011 CREW SPIRE Award Nominees



Lease:
Microsemi
Nominee(s):
Carol Trapani, CBRE
Ted Snell, CBRE
Jake Stickel, CBRE
Allison Schneider, CBRE



Lease:
Corelogic Inc.
Nominee(s):
John Gallivan,
Cushman & Wakefield
Shawn Lawrence,
Cushman & Wakefield

MOST SIGNIFICANT SALE

Criteria: Nominee and building must be located in Orange County and sale completed in 2011. Product types include: Office, medical office, retail, industrial, multi-family, hospitality and mixed-use. Team award to recognize any of the following sales professionals: Landlord and tenant broker and/or agent (including in-house representatives) and other professionals involved in the sale.

Sale of:
Mission Viejo
Commerce Park
Nominee(s):
Dan Vittone, Voit
Alan Pekarcik, Voit
John Griffin, Voit



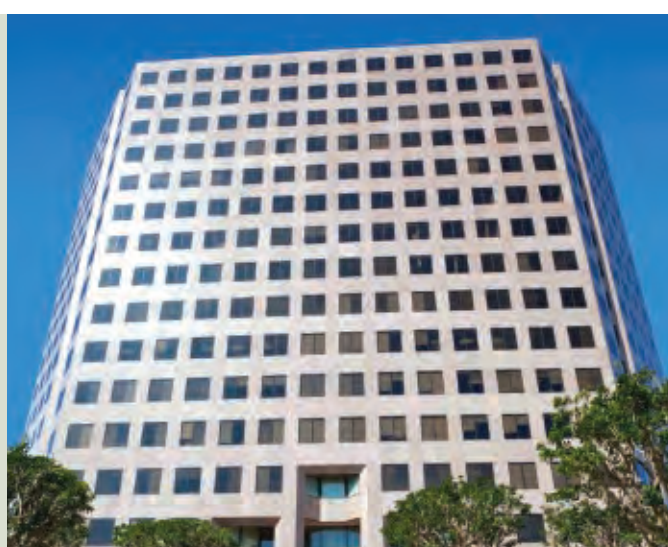
Sale of:
3454 E. Miraloma Ave.
Nominee(s):
Darla Longo, CBRE
Barbara Emmons, CBRE
Rebecca Perlmutter,
CBRE
Val Achtemeier, CBRE



Sale of:
Irvine Crossings
Nominee(s):
Trent Walker, Voit
Sam Olmstead, Voit



Sale of:
2600 Michelson Drive
Nominee(s):
Kevin Shannon, CBRE
Robert Smith, CBRE
Paul Jones, CBRE
Karen Scholte, CBRE
Todd Tydlaska, CBRE



Sale of:
4633 E. La Palma Ave.
Nominee(s):
Darla Longo, CBRE
Barbara Emmons,
CBRE
Rebecca Perlmutter,
CBRE
Val Achtemeier, CBRE



Sale of:
Bella Terra
Nominee(s):
Kevin Hayes, Lincoln
Property Group



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2011 CREW SPIRE Award Nominees

MOST SIGNIFICANT NEW LOAN



Criteria: Loan originations on commercial real estate are eligible. Loan officer, mortgage banker and/or financial institution must be located in Orange County and loan funded in 2011. Product types include: Office, medical office, retail, industrial, multi-family, hospitality and mixed-use. Team award to recognize any or all of the following lending professionals: Bank officers, mortgage bankers and other professionals involved in the loan.



Loan:
Diamond Jamboree Shopping Center
Nominee(s):
Alathesa Hsu, Diamond Jamboree Ltd.



Loan:
\$245.5MM Shopping Center Portfolio
Nominee(s):
Sharon Kline, CBRE
Jason Ritchie, CBRE





Loan:
Burbank & Los Angeles Portfolio
Nominee(s):
Angela Azizian, GE Capital
Erika Gjovik, GE Capital

Loan:
108 Loans Totaling \$281.4 million
Nominee(s):
Tom Senske, Opus Bank



Loan:
Anaheim & Los Angeles Portfolio
Nominee(s):
Kristin Croxton, Beech Street
Greg Reed, Beech Street



Loan:
The Breakers Resort Apartments
Nominee(s):
Andrew Newton, The Bascom Group
Mark Erland, Holiday Fenaglio Fowler
Walter "Buz" Koelbel, Koelbel Company



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CREW MEMBER RECOGNITION

Criteria: CREW-OC member with significant contribution to the chapter, commercial real estate industry or profession. All members are eligible from rising stars to established members.



Karen Torres,
Hoag Hospital



Terri Riker,
Lee Ventures



Lori Smith,
Craig Realty

PHILANTHROPIST

Criteria: Orange County-based commercial real estate professional dedicated to volunteer service and contributions to charities and nonprofit organizations located in Orange County.



Charity:
KIDWORKS & Building Blocks Foundation
Nominee(s):
Robert Campbell, CT Realty (posthumously)



Charity:
Share Our Selves
Nominee(s):
Anza Vang, Hoag Memorial Hospital



Charity:
Human Options
Nominee(s):
Jon Jaffe, Lennar Homes



Charity:
Laura's House
Nominee(s):
Rick Lutzky, Lutzky Associates Development



Charity:
Flintridge Sacred Heart Academy
Nominee(s):
Darla Longo, CBRE

CREW Network Advances the Achievements of Women in Commercial Real Estate

by Diane Butler, 2012 CREW Network President; and President and CEO, Butler Burgher Group; CREW Dallas

CREW Network is dedicated to influencing the success of the commercial real estate industry by advancing the achievements of women. Our organization does this by looking outward to bring more women into the industry, showcasing member successes and serving as a key resource to its members and the industry.

As the workplace evolves, women are not only finding their power, they are celebrating it and our industry is actively embracing it. While it is true that women still have a ways to go to achieve parity in the workplace, the business community is beginning to experience a global awakening to the value that women bring to business, marking for a very exciting time in the commercial real estate industry.

In 2011, CREW Network leaders and members of the CREW Network Industry Research Committee interviewed approximately twenty C-Suite and senior-level commercial real estate executives regarding several key findings from CREW Network's 2010 benchmark study. This was an excellent opportunity for this organization to communicate with so many exceptional leaders who recognize the value women bring to the industry and who welcomed the chance to discuss CREW Network's research findings.



Diane Butler

ing the commercial real estate industry. Additionally, we continue to build the CREW Foundation Scholarship Endowment, which enables us to award significant dollars to support the education of women pursuing careers in our industry. Our research continues to garner the attention of major media outlets such as *The Wall Street Journal* and *The New York Times*, as well as the influential players within our industry.

As members of CREW Network and professionals in this industry, we believe in ourselves and the power we hold. The winners of CREW Network's 2011 Impact Awards are a testament to the extraordinary accomplishments women are making every day within the industry; whether it is starting their own businesses, leading multi-million dollar development projects, mentoring up-and-coming talented women or using this professional network to do business with one another. Women have the power to make things happen in the commercial real estate industry.

"As the workplace evolves, women are not only finding their power, they are celebrating it and [the commercial real estate] industry is actively embracing it. While it is true that women still have a ways to go to achieve parity in the workplace, the business community is beginning to experience a global awakening to the value that women bring to business."

While many of these companies have diversity initiatives in place and programs designed to identify leading talented women, many had not considered that beyond mentoring, women need sponsors – someone advocating on their behalf. These leaders have pledged to address this need.

Cassidy Turley, a company that understands the need for career sponsorship, has partnered with CREW Network to pilot an executive-level mentoring program for our members who have both the potential and the desire to reach the C-Suite. The Bridging the C-Suite Gap program is designed to ultimately create sponsor relationships for program participants. We will monitor the progress of the women "mentees" over time to gauge the effectiveness of this program model and to provide continued efforts to ensure the success of our participants. We are grateful for the support of Cassidy Turley to help us make this program a reality.

The CREW Network organization is also beginning to recognize its power to influence change. Last year, CREW Network became a full member of the Real Estate Roundtable, which is comprised of leaders within the industry who monitor and address national policy and economic issues impact-

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In October 2010 with the help of Seventh Street Development and the City of Irwindale, David Tran and Huy Fong Foods broke ground on the company's new corporate headquarters.

Sriracha sauce production has is consolidated to a new 630,000-square-foot operations and distribution center.

Working Together For Prosperity and Abundance: The Huy Fong Foods Story

The entrepreneurial spirit of America is strong and alive in Southern California. The red bottle of hot sauce on the table at your favorite Pho or Mexican restaurant with the green cap and rooster label says so. The story of David Tran and his Huy Fong Foods company is a classic tale of the self-made immigrant arriving in this country with only what he carried with him coupled with his own amazing determination to succeed. It is also the story of the country that welcomes the immigrant and that offers the resources, opportunity and possibilities for success.

The story of the new Huy Fong Foods project in Irwindale, Calif. begins with the fall of Saigon and the reunification of Vietnam under the communists in 1975. As part of the exodus of refugees out of Vietnam, David Tran and family fled the communist takeover and escaped on a boat named the Huy Fong, Mandarin literally for "to gather together in prosperity and abundance." The boat's name was truly a foreshadowing of things to come. Escaping with only what he and the family could carry, David arrived in the United States in 1978. Unable to find a chili sauce here that he was accustomed to, David began mixing up his Sriracha sauce on the stove in his rented apartment. The cooking of small batches gave way to brewing ever larger amounts that he sold from the back of his van to an expanding Southern California Vietnamese and immigrant community.



David Tran

Production soon out-paced his small-scale set-up which led to an expansion into a network of commercial production kitchens throughout the San Gabriel Valley. Finally, in October 2010 with the help of Seventh Street Development and the City of Irwindale, David Tran and Huy Fong Foods broke ground on the company's new corporate headquarters.

Sriracha sauce production has now been consolidated to the new 630,000-square-foot operations and distribution center in Irwindale. The project was designed by RKZ Inc. architects. Core and shell construction was completed in August 2011 after a duration of 11 months at a cost of about \$40 per square foot. A large portion of the warehouse is dedicated to storage of the Sriracha chilies that must season in large drums for a year before they are ready to process into the company's signature sauce. The company's operation has recently expanded into growing its own chilies in order to ensure a stable supply of the product's key ingredient. KPRS Construction along with the team of Seventh Street Development and

RKZ Inc. architects are proud to have been part of building this project and realizing our client's vision. The experience has been a reflection of the spirit that brought David Tran and his family to America – a spirit that is embodied in the essence of Huy Fong: working together for prosperity.



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Gus Andros
Inland Empire



Brad Levin
South Bay



Biff Smith
Orange County



Ben Johnson
Phoenix



David Freitag
Los Angeles



Eric Fikse
Inland Empire



Mike Foxworthy, Sr.
Ventura County

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Rudy Lara
South Bay



Carl Johnson
Phoenix



Casey Mungo
South Bay



Robert Lundstedt
Phoenix



Andrew Lara
South Bay



Jerry Sackler
Los Angeles



David Muir
Los Angeles

Commercial Real Estate Women (CREW) Network Recognizes Leaders in Commercial Real Estate Industry with Impact Awards

Commercial Real Estate Women (CREW) Network recognized leaders in commercial real estate with the 2010 CREW Network Impact Awards, awarded at the organization's Annual Convention and Marketplace in Washington, DC on September 14-17, 2011.

Entrepreneurial Spirit

Winner: Pamela D. Bundy Foster, Founder and CEO, Bundy Development Corp; CREW Washington, DC

Pamela D. Bundy founded Bundy Development Corporation (BDC) as a vehicle to realize her vision of creating thriving city neighborhoods in her adopted hometown – Washington, DC.

Over the past decade, BDC has been a pioneer in urban-style developments that have been an integral part in the rebirth of Washington DC's downtown. Bundy was able to grow and expand BDC to embrace larger ground-up developments such as: The Castle, The Icon and the 6th Street Flats. Bundy was a pioneer throughout the District, as her projects have led to several overall neighborhood transformations. Today, these communities are among the most recognizable within the District. BDC is a key development partner in two of the District of Columbia's largest and most well-recognized mixed-use projects currently under development and implementation: City Vista and CityCenter DC.

Economic Improvement

Winner: Irene M. MacDougall, Partner, Tucker Ellis & West, LLP; CREW Cleveland

MacDougall led a team of real estate and finance professionals from 2007 to 2010 in executing on and coordinating the infusion of financing from over 33 public and private lending sources that facilitated the development of the Flats East Bank Project in Cleveland.

The project is located on approximately three acres and will include an office tower, hotel, retail space, a surface parking lot and a parking garage. The developer anticipates that the project will be the first phase of a multiphase development on adjacent land that will include substantial residential and entertainment components.

The project is widely viewed as a vital economic resurgence engine in an area of Cleveland that had been victim to declines in heavy manufacturing. Although there were many starts and stops in the property acquisition throughout the 2000s, and many more variations of the design and purpose of the project, particularly following the downturn in the national economy, the developer's vision for a new community is now being constructed, in large part because of the ability to close the financing in December 2010.

Career Advancement for Women

Winners:

Char Fortune, Managing Director, Corporate Services, Grubb & Ellis Company; CREW Atlanta

Lee Eastwood, Eastwood Real Estate Services; CREW Atlanta

Fortune and Eastwood co-chaired the creation of what was to become Leadership CREW, one of CREW Atlanta's most valued member-benefits and sought-after industry networking groups. The first Leadership class consisted of 21 women and was rolled out in January 2000. Since then, there have been seven Leadership classes and a total of 140 graduates. 2010 marked the 10-year anniversary of the program.

The program has evolved significantly over the years and currently provides an opportuni-



ty every other year to enable a select group of 20-25 women to enrich their everyday lives through personal development as individuals, professionals and leaders.

Member-to-Member Business

Winner: Cindy Wolfe, Executive Vice President, Bank of the Ozarks; CREW Charlotte

Wolfe's company provided the construction financing on an apartment complex in Greensboro, North Carolina and Wolfe worked the deal through several CREW Network members. In 2010, she referred all her offices distressed property/work out/litigation to CREW members.

Wolfe is evidence that CREW works: as a business referral source, as a resource for knowledge, expertise and talent and as a vehicle for empowerment. She has continued, year after year, to provide business to other CREW members.

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The Value of Your CREW Network Membership

CREW Network is committed to leading to change. We accomplish this by strategically building our network to provide members the strongest business connections available; providing targeted training to create strong industry leaders; developing critical tools to support strong chapters; facilitating industry advancement by conducting important industry research; and creating a strong CREW Network brand to promote the professional excellence of CREW Network members.

- ◆ Superior business development networking opportunities – CREW Network is one of a select group of commercial real estate associations that are multi-disciplined
- ◆ The ONLY association dedicated to influencing the success of the commercial real estate industry by advancing the achievements of women
- ◆ Leadership training and mentoring opportunities with professionals from within and outside your industry discipline
- ◆ Dedicated to conducting and publishing industry research studies that support women in commercial real estate
- ◆ Integrated technology that supports members, chapters and partners in seeking out experts in the commercial real estate industry throughout North America
- ◆ Complimentary Leadership Development webinars presented by tenured experts in the industry and at leading universities
- ◆ Exclusive access to CREWbiz™, a proprietary business networking tool, which provides members the opportunity to promote their expertise to 8,000 CREW Network members across North America
- ◆ Branding and promotion of CREW Network organization and members in industry journals and publications including *The Wall Street Journal* to increase organization's support and reate awareness of CREW chapters and members
- ◆ Best practices of chapters and members through member-to-member networking, board hosted calls and chapter playbooks addressing sponsorship, membership, career outreach programs and chapter administration



Committee Members

CREW Golf Classic

In June 2011, CREW – Orange County raised more than \$18,000 for local charities at its Sixth Annual CREW Golf Classic that was held at Tustin Ranch Golf Course. Proceeds from the event were split between Building Block Foundation and WISEPlace, two local charities that benefit local homeless women and underprivileged youth. Since its inception, this event has raised more than \$100,000 for these worthwhile organizations. The Building Block Foundation offers financial support and hands-on programs that support underprivileged, deserving youth in all aspects of their life. It was formed to create a vital connection between the Orange County commercial real estate industry and the local community by facilitating partnerships that support programs such as family education and on-the-job training.

WISEPlace provides shelter, food, clothing and supportive services for homeless women. They also provide a place for women to start over after suffering a catastrophic financial setback or personal loss that caused them to become homeless. The WISEPlace program assists women from diverse backgrounds and unfortunate circumstances, with a unified goal of rehabilitating and preparing them to re-enter society. The event was attended by over 150 commercial real estate professionals from Orange County, Los Angeles and the Inland Empire.

Southern California's Real Estate Finance Experts

Jennifer Bojorquez

Partner – Real Estate Finance

949.622.2727

jennifer.bojorquez@troutmansanders.com

Martin W. Taylor

Partner – Real Estate Finance

949.622.2718

martin.taylor@troutmansanders.com



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Proud Sponsor of CREW Orange County

CREW-OC Sponsors CRE Programs to University of California, Irvine and California State University Fullerton MBA Students

Over the past few years, members of the Commercial Real Estate Women of Orange County ("CREW-OC") have partnered with California State University Fullerton ("CSUF") and University of California, Irvine ("UCI") to introduce over 100 MBA and undergraduate students to the many career possibilities in commercial real estate through a program called UCREW.

One of the first UCREW events with UCI featured roundtable discussions between the MBA students and leading women in finance, asset management, development, acquisitions and property management on how to achieve a rewarding career in commercial real estate. Networking fundamentals were discussed, as well as career resources, and relationship-building opportunities. In 2010, CREW-OC held a similar roundtable discussion with undergraduate students at California State University Fullerton.

The most recent program was held in September 2011 on the CSU Fullerton campus. In an effort to teach the perils of a commercial real estate investment, in a declining market, the CREW-OC chapter walked the CSUF students through the "Lifecycle of a Distressed Commercial Property." Professionals from all phases of the investment process were represented. Students volunteered to play the parts of borrower and investor. A team of professional commercial real estate women guided them through the process of acquiring a property, obtaining a loan, managing/leasing, and ultimately a loan default resulting in a foreclosure sale.

"The evening event was fun and fast-paced with technical material woven in throughout the program," said 2011 President of CREW-OC Sharon MacDougall. "By role playing with professionals in each field, our goal was to expose the students to many of the critical decisions and risks involved in acquiring and managing income-producing real estate."

CREW Foundation Scholarship Awards

Another focus of the program was to promote mentoring opportunities between students and CREW-OC and identify potential candidates for the CREW Foundation Scholarship Awards. The CREW Network and CREW Foundation have issued over \$1 million in grants

since 1999 in support of career outreach programs, industry research and building an endowment to issue future scholarships. In 2012, the CREW Foundation expects to issue its first scholarships grants based on its own endowment fund of over \$600,000. As this fund grows, investment earnings will be used to fund scholarships in the future.



"CSU Fullerton is proud to have two CSUF recipients of the CREW Foundation's \$10,000 scholarship," said Michael LaCour-Little, professor of Finance and director at CSUF. "Participation in programs and events like the CREW College Outreach establishes critical industry relationships for the students and allows them to explore career opportunities well in advance of graduation."

"There is no substitution for experience in a down market," warned Cynthia Bell, Esq., participant in the program, "but we hope to share our combined knowledge and experience to establish a foundation for prudent investing in any market."

Career Opportunities Presented Through Interactive Programs

UCREW was designed to offer interactive programs held in conjunction with local universities and colleges designed to acquaint college students looking to change careers or re-enter the workforce, with opportunities available in commercial real estate. The program functions under the umbrella of the national CREW Network and the CREW Foundation, organizations working in support and for the advancement of women in commercial real estate. The next program with UCI MBA students is scheduled for Fall 2012.

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CREW – Orange County

CREW-OC is a member organization of The Commercial Real Estate Women Network (CREW Network) and has been serving Orange County real estate professionals since 1988. CREW-OC is a nonprofit organization established to promote and sponsor educational and professional activities for its members in the field of commercial real estate.

For more information about CREW-OC, please visit www.crew-oc.org.



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APRIL 19 – 21, 2012

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Catch the wave and join all the CREW California Chapters for a dynamic conference filled with networking and the latest trends in commercial real estate.

Don't Miss...



John Chiang
CA State Controller



Darla Longo
Vice Chairman/Managing Director
CBRE

Schedule of Events

Thursday, April 19, 2012

5:00pm – 7:00pm
Cocktail reception at JW Marriott, LA Live

7:00pm
Dine Arounds
(LA Live, Downtown LA and Hollywood)

Friday, April 20, 2012

7:00am
Networking Breakfast

8:00am

Welcome by Kris Beason, CREW Network

9:00am – 10:00am

John Chiang, California State Controller

10:30am – 11:45am

Hang Ten...Catch the Next Wave Panel Discussion

Noon – 1:45pm

Keynote Lunch Fireside Chat with Darla Longo

2:00pm – 4:45pm

Afternoon Tours

5:30pm-8:30pm

Grammy Museum Farewell Reception

Saturday, April 21, 2012

Optional Saturday Leisure Activities

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Superior Performance in Construction/Development

Mr. Paul Morford	Gensler & Associates
Ms. Anne Bretana	Gensler & Associates
Ms. Sandi Warneke	Gensler & Associates
Mr. Steve Butler	Gensler & Associates
Mr. Keith Thompson	Gensler & Associates
Mr. Imre Takas	Gensler & Associates
Mr. Nicholas Acevedo	Gensler & Associates
Mr. David Loyola	Gensler & Associates
Ms. Therese Hotvedt	Burnham USA Equities
Ms. Laurie Gates	Voit Real Estate Services
Mr. Jeff DeWeese	Valley Commercial Contractors
Ms. Aleta Cannon	Associates Purchasing
Ms. Laura Archuletta	Jamboree Housing
Ms. Marcy Torres	Jamboree Housing
Ms. Mary Jo Goelzer	Jamboree Housing
Mr. Michael Massey	Jamboree Housing
Ms. Genevieve West	California Commercial Real Estate Services
Ms. Tracey Hagadorn	LBA Realty
Ms. Karen Penhall	LBA Realty
Mr. Garrett Macklin	LBA Realty
Ms. Karen Thomas	LPA, Inc.
Ms. Liz Hatch	LPA, Inc.
Mr. Chris Lentz	LPA, Inc.
Mr. Rod Hammett	Hensel Phelps
Mr. Jeff Moore	CBRE
Ms. Carol Trapani	CBRE

Superior Performance in Lending

Ms. Angela Azizian	GE Capital
Mr. Andrew Newton	The Bascom Group
Mr. Mark Erland	Holiday Fenaglio Fowler
Mr. Walter "Buz" Koelbel	Koelbel Company
Ms. Alathesa Hsu	Diamond Jamboree, Ltd.
Ms. Sharon Kline	CBRE
Mr. Tom Senske	Opus Bank
Ms. Kristin Croxton	Beech Street
Mr. Greg Reed	Beech Street

Superior Performance in Leasing

Mr. Dave Bueche	Sperry Van Ness
Mr. Louis Tomaselli	360 Commercial Partners
Mr. Kevin Leonard	Healthwest Realty Advisors
Ms. Carol Trapani	CBRE
Mr. Ted Snell	CBRE
Mr. Jake Stickel	CBRE
Ms. Allison Schneider	CBRE
Mr. John Gallivan	Cushman & Wakefield
Mr. Shawn Lawrence	Cushman & Wakefield

Superior Performance in Sales

Mr. Dan Vittone	Voit
Mr. Alan Pekarcik	Voit
Mr. Trent Walker	Voit
Mr. Sam Olmstead	Voit
Ms. Val Achtemeier	CBRE
Ms. Darla Longo	CBRE
Ms. Barbara Emmons	CBRE
Ms. Rebecca Perlmutter	CBRE
Mr. Kevin Shannon	CBRE
Mr. Robert Smith	CBRE
Mr. Paul Jones	CBRE
Ms. Karen Scholte	CBRE
Mr. Todd Tydlaska	CBRE
Mr. Kevin Hayes	Lincoln Property Group

Superior Performance of CREW Member

Ms. Karen Torres	Hoag Hospital
Ms. Terri Riker	Lee Ventures
Ms. Lori Smith	Craig Realty

Superior Performance in Philanthropy

Mr. Bob Campbell	CT Realty
Mr. Rick Lutzky	Lutzky Associates Development
Ms. Anza Vang	Hoag Memorial Hospital
Ms. Darla Longo	CBRE
Mr. Jon Jaffe	Lennar Homes

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2012 EVENTS



CREW CLASSIC GOLF TOURNAMENT



CREW-OC SUMMER PARTY



CREW WOMEN OF EXCELLENCE

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CREW CAREER DAY

On Saturday March 10th, commercial real estate women plan to teach high school girls about the commercial real estate industry and challenge them to create a model retail center from the ground up.

UCREW

Members partner annually with University of California Irvine or California State University Fullerton to introduce undergraduate and MBA students to many career possibilities in the commercial real estate industry.

CREW GOLF TOURNAMENT

Annual golf event co-hosted by CREW-OC and Building Blocks Foundation is widely attended with up to 140 golfers and 20 volunteers. Proceeds from the event will benefit Wise Place, Building Blocks Foundation and CREW Foundation.

ANNUAL SUMMER PARTY

Over 100 Southern California commercial real estate professionals attend this outdoor dinner and lively auction annually in August at the Balboa Yacht Club where funds are raised for charities.

CREW NATIONAL CONVENTION

October 24th-27th, 2012 in Chicago, IL. Up to 1,000 commercial real estate women converge annually to network with their peers; attend educational workshops; and listen to renowned industry professionals give insights on the latest trends in market, careers and economy.

UPCOMING CREW EVENT



*Thursday April 19, 2012 5:00pm
through Saturday April 21, 2012 3pm (Pacific Time)*

*JW Marriott LA Live
900 West Olympic Blvd.
Los Angeles, CA 90015*

MEMBERSHIP HAS ITS BENEFITS!!

Monthly networking opportunities

Informative programs on key current issues

Philanthropic events benefiting Orange County charities

National networking opportunities through CREW Network,
comprised of 66 member organizations and over 8,000 members

Commercial Real Estate Women of Orange County (CREW-OC) is a member organization of the CREW Network and has been serving Orange County real estate professionals since 1988. CREW-OC is a non-profit organization established to promote and sponsor educational and professional activities for its members in the field of commercial real estate.

CREW *Advancing the Success of Women in Commercial Real Estate*

FOR INFORMATION ON SPONSORSHIP, MEMBERSHIP AND EVENTS PLEASE VISIT WWW.CREW-OC.ORG

