



# TRIANGLE CREW

Raleigh/Durham/Chapel Hill  
North Carolina

[WWW.TCREW.ORG](http://WWW.TCREW.ORG) or [WWW.TRIANGLECREW.ORG](http://WWW.TRIANGLECREW.ORG)  
October, 2007

## 2007 STRATEGIC GOALS FOR TCREW

To elevate our stature and enhance value for our members through:

- Networking – deals, resources, professional and personal development;
- Cultivating/engaging members; and
- Enhancing overall communication

## NEXT GENERAL MEMBERSHIP MEETING

**Date:** Thursday, October 11, 2007.

**Time:** Registration and lunch will open at 11:30a.m. so come early, and network with other members and guests. Lunch will start promptly at noon.

**Location:** Women's Club of Raleigh

**Program:** "2008 Politics". 2007 has been an interesting year in politics for our state and country. As campaign 2008 approaches, please join TCREW and John Davis as he shares his non-partisan studies of North Carolina and National politics. John Davis is the Executive Director of NCFREE a political research organization founded in 1983 by North Carolina business leaders. Davis is best known for his lively presentations and forecasting ability. During the three elections of this decade, Davis correctly projected the winner in 566 of 591 North Carolina campaigns, for an accuracy rate of 96%.

**Sponsor:** Special thanks to **Manning, Fulton & Skinner, P.A.** for sponsoring our October program.



**Guest Fee:** \$40 for non-members and it is the responsibility of the member extending the invitation.

**RSVP:** RSVP no later than noon on Friday, October 5th using the fax RSVP form at the end of this newsletter if you are bringing guests. You may email your RSVP directly to Kerry Saunders if it is only for yourself. If you plan to bring guests, you must print out the fax reply form and send it via fax to Kerry. (Remember, you are responsible for paying for your guests if they do not show.) You may also RSVP on line at the TCREW website: [www.tcrew.org](http://www.tcrew.org). Please contact Kerry (832-0594) if you have any questions.

## PRESIDENT'S MESSAGE

I am pleased to announce that the leadership task force with approval of the Board of Directors has selected three individuals to present to the general membership as a slate of new Directors to serve on the Board at the October meeting. Those individuals are:

**Heather Denny**, the VP/Chief Operating Officer of McDonald-York, Inc. (chaired our Community Involvement Committee);

**Eve Pilkington**, RPA with GVA Advantis (served many years with the Champion Awards Committee) and

**Susan Hayden**, the Southeast Regional Manager for Investment Property Exchange Services, Inc. (also served on the Champion Awards Committee).

The following 2008 slate of officers was proposed by President Elect, Jill Heath and approved by the TCREW Board:

**President:** Jill Heath, President of Mulkey Engineering

**President Elect:** Conni Tucker, Director of Operations Wake County Economic Development Program

**Membership Officer:** Marie Stapleton, Senior Vice President, Bank of America

**Public Relations Officer:** Laura S. Hulsey, Commercial Markets, RBC Centura

**Treasurer:** Lisa Long, Senior Relationship Manager, Real Estate, Wachovia

**Special Events Officer:** Dottie Burch, Partner, Ragsdale Liggett PLLC

**Past President:** Taby Cruden, Manager & Counsel, Land America Commercial Services

The Board has also completed another session of strategic planning for the organization and updated the budget and strategies to keep us on track with our long range objectives. We have been focusing as a board on strengthening our committees, providing top notch programs and networking opportunities and increasing visibility and reputation of TCREW and its members. Next year will be the 10<sup>th</sup> anniversary of the Champion Awards Event and we will be implementing some new ideas to make it our best event ever. Our PR committee is looking into ways to redesign and upgrade the profile of our website and highlight member participation in charitable endeavors. The Program Committee has already lined up a great list of timely programs to present in 2008. These are just some of the highlights of what is being done at the committee level in TCREW. If you are not already serving on a committee, now would be a great time to get involved and get the most out of your membership.

Taby Cruden  
LandAmerica





## WELCOME TO OUR NEW MEMBERS

Congratulations to the following who were approved for membership to Triangle CREW:

- **Margaret Deal (Meg)**, Tax Partner, Dixon Hughes PLLC
- **Elizabeth Stout**, Environmental Scientist & Business Development, Froehling & Robertson, Inc.

Please extend a warm Triangle CREW welcome to our new members at our October luncheon.

Please consider potential candidates for TCREW membership and give any names for follow-up to Velinda Dismukes or Kerry Saunders. A potential member must have 3 of the last 4 years experience in a commercial real estate related field and we only allow 18 maximum per category. (TCREW has 32 categories for membership. Vendors do not qualify for membership.) NOTE: The Law Category is full and we have 5 on the waiting list.

## FOR THOSE WHO ENJOY GREAT HOSPITALITY

On behalf of CREW Network and the Capital City Club and Cardinal Club's Board of Governors, you are invited to be considered for membership in Raleigh's two private Business Clubs. In lieu of the initiation fee, the Clubs request an application fee of \$200. Additionally, the base monthly Club dues for either club membership reflects a 25% reduction (\$70.50 a month) which covers you and your immediate family. If interested please respond to Cathy Buttler at the Capital City Club, 919-334-4255.



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



[www.cardinal-club.com](http://www.cardinal-club.com)

## COMMUNITY INVOLVEMENT COMMITTEE

Opportunity to Help the Arts: The United Arts Council is in need of new space and TCREW members have the expertise to help. If you have an interest in the arts and would like to join a taskforce to assist in this effort, please contact Adrienne Cole at 664-7049 or [acole@raleighchamber.org](mailto:acole@raleighchamber.org).

TCREW is committed to encouraging community involvement by our members. We especially seek out charitable activities that foster opportunities for TCREW members to work together on a professional level using knowledge-based contributions that benefit the community. The committee is actively searching for projects in the community that could use the services of TCREW members. When you hear of such a project, please let us know! The request will be considered by the CI committee and, if approved, membership interest determined. Our goal is to get a response to the requester within two weeks. Kerry Saunders has the Project Request Form. Please email her at [k Saunders@naicarolantic.com](mailto:k Saunders@naicarolantic.com) to request the form to submit to the committee for consideration.

## COMMITTEES FOR TCREW:

If you are not currently involved with a TCREW Committee, you are missing a wonderful opportunity to network and get to know your fellow TCREW members. Here is a list of committees and the Committee Chairs. Please consider contacting a committee chair soon. We need your expertise!

- Champion Awards: Brent Jayes: 870-5391
- Programs: Pat Barry: 863-9926
- Membership: Velinda Dismukes: 871-6300
- Public Relations: Camille Stell: 743-7329
- Sponsorship: Jenna Geigerman: 945-2418
- Community Involvement: Adrienne Cole: 664-7049
- Finance: Cindy Anderson: 785-2949



## MEMBER HIGHLIGHTS/NEWS

Congratulations to the following TCREW Members

- **Barbara Mulkey**: Elected to Fellow in the American Society of Civil Engineers; Also received the Lifetime Achievement Award at the Top Women in Business event held on August 9<sup>th</sup>.
- The following TCREW women were recognized as Top Women in Business: **Ann-Cabell Baum Andersen** and **Jill Wells Heath** at the 10<sup>th</sup> Annual Women in Business Awards luncheon on August 9<sup>th</sup>.

The TCREW PR Committee invites you to turn in a Friend: When your friend and fellow TCREW member receives a promotion, turn her in! When your co-worker and fellow TCREW member receives an award, turn her in! When your networking buddy and fellow TCREW member is named to a board position or task force, turn her in! Let the PR Committee know of the successes and milestones of fellow TCREW members by sharing the news with Camille Stell. The PR Committee will post it on the TCREW website and distribute a release when the big news happens! [cstell@kennedycovington.com](mailto:cstell@kennedycovington.com)

## PR COMMITTEE ADDS NEW PAGE TO WEB SITE

A new page has been added to the Triangle CREW website: [www.trianglecrew.org](http://www.trianglecrew.org), adding yet another reason to keep the site bookmarked on your computer. Entitled "Related Activities", the new page lists conferences and seminars geared to women in business to be held throughout North Carolina and is intended to be a source for TCREW members interested in educational opportunities. If you receive information about conferences geared to women in business that are general in scope, please pass them along to Camille Stell at 743-7329 or [cstell@kennedycovington.com](mailto:cstell@kennedycovington.com) for listing on the site.



## DO YOU HAVE A PROFESSIONAL PROFILE?

**WWW.TRIANGLECREW.ORG** Have you updated your professional profile on our new [www.tcrew.org](http://www.tcrew.org) website? This has become a terrific resource for many of our CREW members. It's simple to update and takes only a few minutes. Your profile will be available for other members to see and can be used as an attachment when communicating to clients or others.

It's easy. Simply go to the website and select "Members Only". Enter your last name and CREW Network membership number (you can set your computer to remember this number). You can review other members' profiles by alpha order or by specialty. To build your own profile (or make changes) select "Member Data Update". Enter all the information that you would like included. When you are finished, select "Send Message". If you don't already have a photo there, you can add one by emailing it to [ksaunders@naicarolantic.com](mailto:k Saunders@naicarolantic.com). Thanks to Liz Dion with Chelsea Premium Outlets for all her hard work on the TCREW website.

## TRIANGLECREW.ORG AND THE HUNT FOR THE PERFECT JOB

Triangle CREW's website has a page specifically reserved for posting job opportunities. If you have a job you need to fill, just send the classified ad copy and/or job description to Liz Dion at [ldion@cpgi.com](mailto:ldion@cpgi.com), and it will be added to the web site.

To look at open jobs, simply click on "For Members Only" on the home page. Once you've entered your password (your CREW Network member number), you'll find "Job Bank". Click on that link to see if any jobs are listed.

## 2007 TCREW MEETING DATES

December 5 (Wed.)

## 2008 TCREW MEETING DATES

February 7 (Thurs) August 6 (Wed)

April 2 (Wed) Oct 2 (Thurs)

June 4 (Wed) Dec 3 (Wed)



## CREW NETWORK ANNUAL CONVENTIONS

2007 Annual Convention, October 3-6, Denver, CO

2008 Annual Convention, October 15-18, Houston, TX



*Fall*

## TRIANGLE CREW'S 2007 CORPORATE SPONSORS



### **CHAMPION AWARD SPONSORS (\$5,000)**

LandAmerica Commercial Services  
Highwoods Properties  
Kennedy Covington Lobdell & Hickman  
McDonald-York, Inc.  
Mulkey Engineers & Consultants, Inc.  
Wachovia Bank, N.A.

### **CHAMPION AWARD MEDIA SPONSOR (IN KIND)**

Triangle Business Journal



### **BOD/PAST PRESIDENTS APPRECIATION DINNER (\$1,000)**

RBC Centura  
Wake County Economic Development Program

### **BOD STRATEGIC PLANNING MEETING (\$1,000)**

Womble Carlyle Sandridge & Rice

### **ANNUAL HOLIDAY NETWORKING SPONSORS (\$1,000)**

Progress Energy  
The John R. McAdams Company



### **MEETING SPONSORS (\$1,000)**

Regions Bank – February  
Investors Title Insurance Co. – April  
Fidelity National Title – June  
Hughes Pittman & Gupton – August  
Manning Fulton & Skinner – October



### **DESSERT SPONSOR (\$1,200)**

First Citizens Bank

### **BOARD MEETINGS (\$450)**

Spectrum Properties – January  
Focus Visions Mortgage Group – March  
Ragsdale Liggett – May  
PBC+L Architecture – September  
Weatherspoon & Voltz - October



### **GOLF CLINIC SPONSORS: (\$500)**

North State Bank  
Jacobs Appraisal Service

### **WINE TASTING SPONSOR (\$500)**

Bank of America  
Poyner & Spruill

### **THE UMSTEAD NETWORKING EVENT (\$1,000)**

PBC+L Architecture  
The Umstead (in-kind)

### **CONVENTION TOUR (\$500)**

AT Work Interiors, Inc.

*Thank You*

**RSVP FORM**  
**October 11, 2007 Luncheon**  
**“2008 Politics”**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, October 5th if you are bringing guests. If you are not bringing guests, you may email Kerry directly at [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.com) by the deadline!

\_\_\_\_\_ Yes, I will attend the Thursday, October 11th Triangle CREW meeting.

My name is: \_\_\_\_\_

**GUEST INFORMATION:** As a professional organization interested in attracting members who exemplify the highest degree of excellence in a qualified field of commercial real estate, we would like your assistance in identifying whether your guest will meet TCREW membership qualifications (i.e., have at least 3 of the past 4 years in a qualified field of commercial real estate and currently working full time in a professional position). Our Membership Committee will follow-up with those you indicate may qualify.

***Guests who qualify for membership:***

Guest Name: _____	Guest Name: _____
Company: _____	Company: _____
Title: _____	Title: _____
Email: _____	Email: _____
Phone: _____	Phone: _____

***Guests who do not qualify for membership:***

Guest Name: _____	Guest Name: _____
Company: _____	Company: _____
Title: _____	Title: _____
Email: _____	Email: _____
Phone: _____	Phone: _____

**Please indicate how guest(s) payment will be handled. Guest meals: \$40.00**

\_\_\_ I will be paying for my guest(s).\*\*

\_\_\_ Please collect fee from my guest(s).

\_\_\_ My guest, \_\_\_\_\_ (name), is a sponsor; no guest fee required.  
(Sponsors are allowed two complimentary guests)

**\*\* Please remember to write your guest's name(s) on your check when paying\*\***

**A FEE WILL BE CHARGED FOR LATE RESERVATIONS!**