



# TRIANGLE CREW

Raleigh/Durham/Chapel Hill  
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG  
February, 2008

## 2008 STRATEGIC GOALS FOR TCREW

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

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

## NEXT GENERAL MEMBERSHIP MEETING

**Date:** Thursday, February 7, 2008.

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

**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.

**Program:** **Costs and Benefits of Sustainable Buildings.** The Green Building initiative that is sweeping the country offers a path to environmentally preferable building construction, operation and deconstruction practices. Today's green buildings vary in the degree to which they incorporate the best sustainable practices into their construction and operation but they strive to accomplish three main goals:

- Preventing negative impacts to our environment
- Improving operation and maintenance costs for the owner and returning a profit
- Ensuring a healthy, enjoyable space for occupants to work and live

The following panelists will discuss their own green initiatives and how their businesses and the real estate industry have benefited.

- Roger Perry, President and Owner, East-West Partners (Developer Perspective)
- Lori Eichel, President and Partner, Accent Construction (GC Perspective)
- Chris Brasier, AIA, LEED AP Principal and Office Director, SmithGroup Raleigh-Durham (Architect Perspective)

Cara Phillips, LEED AP, Principal and Chief Operating Officer of Phillips Architecture, will moderate the event.

**Sponsor:** Special thanks to **Kennedy Covington Lobdell & Hickman** for sponsoring our February meeting.

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

**RSVP:** Please RSVP no later than noon on Friday, February 1st using the fax RSVP form at the end of this newsletter if bringing guests. Please contact Kerry Saunders, 832-0594 if you have any questions.

## BUZZ FROM THE PRESIDENT:

**"You will recognize your own path when you come upon it, because you will suddenly have all the energy and imagination you will ever need."**.....Jerry Gillies

It is an honor to begin the role of Triangle CREW President for 2008. Thank you to all the amazing past TCREW President's who have blazed an incredible path of success for our Chapter. Filling the shoes of these women is a daunting task....I'm ready for the challenge and offer my energy, imagination and enthusiasm as we begin this journey together!

During the December 5, 2007 Holiday Networking Meeting, I shared **"Building BUZZ!"** as the theme for 2008. We will build BUZZ together by being **Interactive, Informational, and Innovative**. The PR Committee plans to overhaul and update our website to promote our members and activities. This will create BUZZ and make it the "go to resource" for commercial real estate. This is just a glimpse of things to come, please stay tuned. Also, make sure you put all the 2008 TCREW meeting dates and events on your calendar. You would not want to miss the BUZZ!

**Buzz word --- "GREEN"**.....this word is swarming the design, construction and real estate industry and our world. "Being Green" is impacting eco-friendly decision-making and providing positive economic and environmental impact on our society. At Mulkey Engineers & Consultants, one of our 2008 strategic initiatives centers on Sustainability and Green Building. Do you know the impact it will have on your company and clients? Join TCREW on February 7, 2008 for **"Costs/ Benefits of Green Building"**. Our panel of experts will offer unique insights into how green building is impacting our marketplace and future.

Last but certainly not least I encourage any of you who have not paid your 2008 dues to do so as soon as possible. Dues have to be received by February 14<sup>th</sup> for your information to be included in the CREW Network 2008 Membership Directory & Resource Guide.

Jill Wells Heath, 2008 TCREW President  
President, Mulkey Engineers & Consultants



## WELCOME TO OUR NEW MEMBER

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

- **Christen Jones**, Leasing Agent, Access Real Estate

Please extend a warm Triangle CREW welcome to our new member at our February luncheon.

Please consider potential candidates for TCREW membership and give any names for follow-up to Heather Amistadi 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 & Property Management Categories are full.

## 10TH ANNUAL CHAMPION AWARDS MEGA-EVENT!



**Save the Date and  
Call for NOMINATIONS!!!**



Will you be one of the elite 400 in the audience at Prestonwood Country Club when TCREW announces the 2008 Champion Award winners? Better yet, will one of your submitted projects take home an award? The date is Thursday, April 24<sup>th</sup>. Take out your calendar or PDA right now and mark it down!

Submitting nominations is as easy as a few mouse clicks and keystrokes. Go to our website, [www.trianglecrew.org](http://www.trianglecrew.org). Click on the Champion Awards tab on the left hand side of the home page and at the top of that page is the nomination form. Submit one of your projects, maybe one for a client (Do you have any clients who would like to win a prestigious award?), maybe for one of your fellow TCREW members whom you admire or even submit one of your company's projects. Questions about nominations can be directed to Susan Hayden at [shayden@fnf.com](mailto:shayden@fnf.com), or Brent Jayes at [brent.jayes@meetingsoncue.com](mailto:brent.jayes@meetingsoncue.com). We hope to see you there!

## 2008 DUES

Friendly reminder to be sure to renew your TCREW membership prior to February 14th to insure your name will be included in the CREW Network National Directory. If you have any questions regarding your dues invoice, please call Kerry Saunders at 832-0594 or email: [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.com).

## 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/Networking: Jane Brasier 872-2660  
Membership: Heather Amistadi 945-2470  
Public Relations: Camille Stell 743-7329  
Sponsorship: Jenna Geigerman 945-2418  
Community Involvement: Adrienne Cole 664-7049  
Finance: Cindy Anderson: 785-2949



## COMMUNITY INVOLVEMENT COMMITTEE

NEW This Year: The decision was made by TCREW to give a \$10,000 donation to a non-profit organization with an office in the Triangle working to enhance the quality of life and/or economic opportunities of women and/or girls in our community. This donation will be given in honor of the 10<sup>th</sup> Anniversary of the TCREW Champion Awards scheduled to be held Thursday, April 24, 2008 at Prestonwood Country Club.

In keeping with the goals of the CREW Foundation, the philanthropic arm of CREW Network, TCREW will seek to make a donation to a non-profit organization located and serving needs within the Triangle that assists women and/or girls achieve economic self-sufficiency and/or promote the entry of more women into fields related to commercial real estate. Funding will be targeted to an organization that utilizes innovative programs to achieve these goals.

The Triangle has equally deserving organizations, whose dedicated leadership is striving every day to advance the causes of women and girls. If you are involved with one of those organizations, we encourage you to complete the 2008 Champion Award Donation Application and submit it by February 15, 2008, to Adrienne Cole, TCREW, P.O. Box 10764, Raleigh, NC 27605. Email Adrienne to obtain the donation guidelines: [acole@raleighchamber.org](mailto:acole@raleighchamber.org)

In addition, 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 [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.com) to request the form to submit to the committee for consideration.

## MEMBER HIGHLIGHTS/NEWS

Congratulations to the following TCREW members who were selected for the 2007 Women Extraordinaire presented by *Business Leader* magazine:

- **Patty Briguglio**, MMI Associates, Inc.
- **Heather Denny**, McDonald-York, Inc.



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. The PR Committee will post it on the TCREW website. Send any news to Camille Stell at [cstell@kennedycovington.com](mailto:cstell@kennedycovington.com).



**DO YOU HAVE A PROFESSIONAL PROFILE?**

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:ksaunders@naicarolantic.com). Thanks to Camille Stell for all her hard work on the TCREW website.

**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.

**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 Kerry Saunders at [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.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.

**2008 TCREW MEETING DATES**

- April 2, Wednesday
- June 4, Wednesday
- August 6, Wednesday
- October 2, Thursday
- December 3, Wednesday



**CREW NETWORK ANNUAL CONVENTIONS**

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

**TRIANGLE CREW's 2008 CORPORATE SPONSORS**



**CHAMPION AWARD SPONSORS (\$5,000)**  
 Kennedy Covington Lobdell & Hickman  
 LandAmerica Commercial Services  
 McDonald-York, Inc.  
 Mulkey Engineers & Consultants, Inc.  
 Tri Properties  
 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)**  
 YOUR NAME HERE

**ANNUAL HOLIDAY NETWORKING SPONSORS (\$1,200)**  
 Progress Energy  
 The John R. McAdams Company



**MEETING SPONSORS (\$1,200)**  
 Kennedy Covington Lobdell & Hickman—February  
 Regions Bank—April  
 Investors Title Insurance Co.—June  
 Hughes Pittman & Gupton—August  
 Phillips Architecture—October



**DESSERT SPONSOR (\$1,200)**  
 First Citizens Bank

**BOARD MEETINGS (\$450)**  
 Spectrum Properties – January  
 Focus Visions Mortgage Group – March  
 Ragsdale Liggett – May  
 Chicago Title- September  
 Manning Fulton – October

**NETWORKING: WINE TASTING (\$600)**  
 Poyner & Spruill  
 Bank of America  
 AT Work Interiors



**NETWORKING: COOKING CLASS (\$600)**  
 PBC+L Architecture  
 Northstate Bank

**NETWORKING: CAROLINA HURRICANES (\$500)**  
 Your name here



**NETWORKING: DURHAM BULLS (\$500)**  
 S&ME, Inc.



**RSVP FORM**  
**February 7, 2008 Luncheon**  
**“Cost/Benefits of Green Building”**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, February 1st 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, February 7th 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!**