



TRIANGLE crew

Raleigh | Durham | Chapel Hill



Founded in 1996 as a network of area commercial real estate professionals, Triangle CREW is made up of 150 members employed in a wide range of disciplines within the industry. Through this network, connections are made and relationships are built, and the results can range from the precise identification of the right individual to make a deal happen to the creation of a comprehensive project team. What's more, through the national CREW Network, TCREW members have further access to more than 8,000 CREW members across the US and Canada. Accessibility to this national base enables TCREW members to be uniquely responsive to their local customers with national platforms. In addition to facilitating networking, Triangle CREW also presents opportunities for leadership training, professional development and personal growth. In 2004, TCREW was awarded the international award for Community Service by CREW Network.

Triangle CREW Facts

A COMPLEMENT OF EXPERTS

Members come from nearly 30 areas of specialization, representing virtually every aspect of the commercial real estate industry. Expertise is available for every perspective of a project from planning to design and construction and through long term management. Specialties and members within those specialties are shown below.

| | | |
|-----------------------|-----------------------------|------------------------------------|
| Accounting | Finance | Mortgage Banking/ Brokerage |
| Administration | Inst. Lending | Personnel |
| Appraisal | Int. Design/Space. Planning | Property Management |
| Architecture | Insurance | Public Relations |
| Asset Management | Journalism/Publishing | Public Service/ Agency Services |
| Construction | Land Planning/Site Design | Sales/Brokerage |
| Consulting/Relocation | Law | Title/Escrow Services |
| Corporate Real Estate | Leasing | |
| Development | Marketing | |
| Engineering | Market Research | |

PROFILE OF MEMBERS

- 71% of Triangle CREW members are their company's CEO, president, partner, vice president or senior manager.
- 64% of members have been in the commercial real estate industry for over 10 years.
- 45% earn more than \$100,000 per year with members' income averaging more than \$90,000.
- Nearly half – 47% – serve on either a nonprofit or for profit board.
- 93% hold college or graduate degrees.
- Men account for 1% of the total membership.
- 69% of members have conducted a commercial real estate transaction with another CREW member, and 62% have both given and received a referral from a fellow Triangle CREW member.

TRIANGLE CREW EVENTS

Triangle CREW sponsors the Champion Awards to recognize excellence within the commercial real estate industry. Presented in April, the Champion Awards are given in development, redevelopment, land use, financing, marketing, property management, and administrative services. The Champion Awards also recognize successful networking and the promotion of women in real estate. The Impact Award acknowledges the Triangle professional whose work most affected the commercial real estate industry in the past year.

President
Lisa Long Jackson

President Elect
Heather Denny

Membership
Suzanne Griffin

Public Relations
Alison Cayton

Special Events
Eve Pilkington

Treasurer
Kathy Burns

Past President
Laura Hulsey

Executive Administrator
Kerry Saunders

Directors:
Adrienne Cole
Denise Bennett
Pam Hochmuth
Amy Watson