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# Crew Connect

August 2012

## CREW EVENTS

Uptown/Southend  
Lunch Ladder-Aria  
Tuscan Grill  
8/23/2012 12:00 PM  
[Click here to Register](#)

August After Hours-  
NoDa Brewery  
8/23/2012 5:30 PM  
[Click here to Register](#)

CREW Charlotte  
September Luncheon  
9/11/2012 11:30 AM  
[Click here to Register](#)

## OTHER EVENTS

**CREW BIZ**  
Let it work for you! Be sure to update your information so our local 200 and national 8,000 members know who you are. Plus, the member directory is a great tool to do business locally and nationally! [Click here](#) to update your profile.

**YOUR CREW PREFERENCES**  
On the CREW Charlotte website, set up your

## FROM THE PRESIDENT

The CREW Network Convention will take place October 24th-27th in Chicago, Illinois. If attending the convention isn't part of your current business plan, it should be. The commercial real estate professionals who attend this event will discover the latest trends, market forecasts, and professional development tools that will help them gain the edge over their competitors.



CREW Charlotte members do business with one another every day. The convention is the opportunity to network with CREW members from chapters across North America. This is the chance to broaden your client base and really make your CREW membership work to help you grow your business.

Just a few additional reasons for you to attend:

\*Over 1000 commercial real estate professionals will attend this convention. There is an opportunity to make connections that will benefit you and your entire organization.

\*The chance to hear from top-notch speakers like Jim Collins, Best-Selling Author/Business Expert and Asieh Mansour, Head of Research for CBRE.

\*The opportunity to network with members from your region that you don't get to see on a regular basis. Before the convention, reach out to regional leaders and make a plan to get together at the convention.

\*You will have the chance to attend relevant educational sessions that address current market issues and challenges in every market sector including multi-family, retail, health care, public-private partnerships and more.

\*Learning excursions that will give you a street-level view of Chicago's rich architecture and unique development projects.

Don't miss the chance to increase your real estate knowledge and build your business at the same time.

## HIGHLIGHTS

preferences so you can receive instant notifications of new members making deals, announcements, new business opportunities, new job opportunities, etc. Go under member resources and click on "preferences" to set up.

[See All Events](#)

## MEMBER SPOTLIGHT



**BROOKE BEAVER**  
Office Suites PLUS

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**ANN-FLEMING POWELL**  
Lincoln Harris

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## WELCOME NEW MEMBERS

Karen Chapman  
Poyner Spruill

Elizabeth Chernewych  
The Hunoval Law Firm

[Click here to access full contact information](#)

## MEMBERS ON THE MOVE

CREW Network recently announced that it selected five undergraduate college students and two graduate college students to receive a **total of \$45,000 in scholarships** through the CREW Network Foundation Scholarship Program. To see the 2012 scholarship recipients, please [click here](#).

CREW Charlotte will be **raffling off a \$100 gift certificate to Morton's Steakhouse**. In order to qualify for the raffle, you need to donate to the CREW Foundation (CREW Charlotte's Endowment) by August 31st. [Click here](#) to complete the donation form.

**Meredith Dickerson** recently received the Bronze Level Circle of Distinction award. The award was based on her transaction revenue for 2011. The Circle of Distinction is an honor bestowed upon the top ranking producers among all **Coldwell Banker Commercial®** professionals worldwide.

One nice feature of the **CREW Network website** is the **Deal Room** ([www.crewnetworkdeals.org](http://www.crewnetworkdeals.org)), an exclusive deal database for all CREW Network members. The Deal Room is a place to list and search for real estate related opportunities, most of which are commercial properties for sale or lease. Searching the Deal Room is open to the public, so anybody can find a deal on the website. But only CREW Network members can post deals in the Deal Room. **The Deal Room will be more valuable the more we use it, so don't forget to add deals to it regularly and check it often for opportunities!**

**Want to participate in Queen City in Pink** and raise breast cancer awareness? For more information, please [click here](#) to visit our website or email **Patty Drummond** with questions.

**The Ritz Carlton Deal for CREW Charlotte Members** The Ritz Carlton have added new manicure and pedicure services to their already fabulous spa menu. CREW Charlotte members will be given a 20% discount just for mentioning CREW. Just another advantage of your CREW Charlotte membership!

## AUGUST LUNCHEON SUMMARY

Who you missed: The panel consisted of Moderator Barry Leasure with Greer & Walker, L.L.P, Cindy Wolfe with Bank of the Ozarks, Bill Lafferty with Hanover Street Capital, Cheryl Steele with Horack Talley, Connie Young with Johnston, Allison & Hord, PA, Barry Rigby with RL West Properties, Inc. & Langtree Development Company and last but not least Chris Neill with Primax Properties, LLC.



What you missed: Make Loans, Not War: The Debate...Round 2 The great debate focused on several topics highlighting the views of lenders and developers. This debate concentrated on how these two sides collaborate and their expectations for each other. Barry Leasure opened up the conversation by asking the panel to share war stories they have experienced. The developers discussed situations they have encountered and the lenders explained reasons those situations may have occurred.

To read the complete summary, please [click here](#).

Becky Berolatti  
 Cash Management  
 Specialist, Vice President  
**NewBridge Bank**

Cindy Clayton, CFM,  
 FMA, RPA  
 Director of Facilities  
**Mint Museum Uptown**  
**Mint Museum Randolph**

Please email Patty at  
[executive@crewcharlotte.org](mailto:executive@crewcharlotte.org)  
 with any changes in your  
 contact information.

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 information](#)

## AUGUST LUNCHEON SPONSOR: CHARLOTTE BUSINESS JOURNAL



The Charlotte Business Journal has been the region's leading source of business news and information for more than 20 years. Each week, more than 21,000 business executives rely on CBJ for comprehensive news on local people and their companies. Providing more than just in-depth coverage, CBJ also delivers industry trends, tips and strategies, plus award-winning critical analysis. In addition to award-winning editorial coverage, the Charlotte Business Journal hosts a number of content driven and awards events. Signature events include Women In Business Achievement Awards, 40 Under 40 Awards, Best Places to Work Awards, Power Breakfasts, CFO of the Year Awards and Fast 50 Awards.

To learn more, visit [charlottebusinessjournal.com](http://charlottebusinessjournal.com).

For advertising information contact Keeley Brown-Tase at 704-973-1134 or [kbrown@bizjournals.com](mailto:kbrown@bizjournals.com).

### ANNOUNCEMENTS

CREW Charlotte member Andrea Howard predicts a robust multi-family market ...

Shining a [PINK] Light on Breast Cancer

CREW Charlotte Members Honored with 2012 Charlotte Women in Business ...

CEO, Inc. Named One of the Area's Largest Women-Owned Companies

Jaren Wells is now the Director of Interiors for C ...

Sarah Hutto Funkhouser of Morehead Title Company appointed to Citizen's ...

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### PRESS RELEASES

**Brooke Beaver**

7/19/12

Thanks so much to Meg Grow with Colliers International for ...

**Marie McLucas**

6/21/12

Thanks to A&K Painting (represented in our chapter by Whitney ...

**Sarah Hutto Funkhouser**

6/19/12

Yes even competitors can transact business! I would like to ...

**Nancy Olah**

6/19/12

I'd like to thank Monica Able of North Carolina Bank ...

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### MEMBERS MAKING DEALS

TAX SENIOR ACCOUNTANT -  
 ELLIOTT DAVIS - CHARLOTTE

### CAREER CORNER

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AUDIT SENIOR ACCOUNTANT  
(FINANCIAL INSTITUTIONS) -  
ELLIOTT DAVIS - CHARLOTTE

QUICKBOOKS PROFESSIONAL -  
ELLIOTT DAVIS - CHARLOTTE  
(LAKEVIEW)

TAX SENIOR MANAGER -  
ELLIOTT DAVIS - CHARLOTTE

RETAIL BROKERS' ASSISTANT-  
THE KEITH CORPORATION

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## Board of Directors

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We could not be more honored and grateful of our sponsors. Their support of CREW Charlotte helps position our members to be the region's top real estate professionals through CREW Charlotte's commitment to professional and personal development. We sincerely thank our sponsors for their support!

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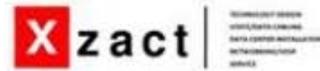
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