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# Crew Connect

MAY 2013

## CREW EVENTS

Lunch Ladder -  
SouthPark - Rooster's  
Wood-Fired Kitchen  
5/23/2013 11:45 AM

[Click here for Directions](#)  
[Click here to Register](#)

Lunch Ladder - Lake  
Norman - Brickhouse  
Taven

5/23/2013 11:45 AM  
[Click here to Register](#)

CREW Before Hours -  
Networking 101 with  
The Charlotte Business  
Journal

5/30/2013 8:00 AM  
[Click here to Register](#)

CREW Charlotte June  
Luncheon - Building  
Relationships to  
Achieve Optimal  
Results with Roger  
Johnson, SVP

Enterprise Real Estate,  
TD Bank  
6/11/2013 11:30 AM

[Click here to Register](#)

## OTHER EVENTS

CREW BIZ

## FROM THE PRESIDENT

### Full Circle

For those of you who attended our **7th Annual Casino Night** in April, I think you will agree that it was our most successful fundraising event to date. We were pleased to have **over 300 attendees** from the Charlotte real estate community come together for a night of gaming, networking and philanthropy. Our silent auction was front and center this year with over 50 auction items. Through this effort we were able to **raise \$12,000 for scholarship endeavors** in association with the CREW Network Foundation and the Belk College of Business at UNC Charlotte.



Just after the event, Dawn Royle (CREW Charlotte immediate past president) and I had the opportunity to attend a reception for philanthropy efforts at the Belk College of Business. During the evening, Kari Parekh, a second semester student in the Masters of Real Estate program, and recipient of a scholarship supported by last year's Casino Night funds, spoke about her experiences. She acknowledged CREW Charlotte for the financial support and as a resource for networking with women leaders in the industry. At that moment, I don't think Dawn nor I could have been more proud. To make this personal connection with a CREW Charlotte scholarship recipient allowed us to truly understand and appreciate the impact of what CREW Charlotte accomplishes as an organization. Many thanks to all who participated and supported our fund raising event this year.

**If you are a CREW Charlotte member, you have another opportunity to support outstanding women in fields of commercial real estate.**

We kicked off our annual CREW Network Foundation drive at our May meeting. Funds collected will go directly to the scholarship endowment that CREW Charlotte initiated last year with the Foundation. Please consider donating in one of these three easy ways:

- Online at <https://www.crewnetwork.org/content.aspx?id=188>
- When you register for our June meeting you can find an option for your Foundation Contribution
- Bring a check to the next meeting where we will be collecting donations

Together we are accomplishing great things at CREW Charlotte!

Let it work for you! Be sure to update your information so our local 230 and national 8,000 members know who you are. Plus, the member directory is a great tool to do business locally and nationally!

## YOUR CREW PREFERENCES

On the CREW Charlotte website, set up your 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



MICHAEL BAER

Mulkey Engineers & Consultants

[Click here to read full profile](#)



CHRISTIE ZAWTOCKI, PE

Hart & Hickman, PC

[Click here to read full profile](#)

## WELCOME NEW MEMBERS

## DID YOU KNOW...

Did you know that **CREW Lunch Ladder** events are a great way to meet and network with your fellow members? Check out the **CREW website** for more details.



## HIGHLIGHTS

### [jettagill@gmail.com](mailto:jettagill@gmail.com) Komen Charlotte Shows Appreciation to CREW Charlotte Queen City in Pink Committee



Komen Charlotte hosted a lunch for CREW Charlotte Queen City in Pink (QCIP) committee members on May 8, 2013. Komen Charlotte's Executive Director, Lori Vaccaro, expressed her appreciation for the committee's efforts in raising the awareness for breast cancer. Ms. Vaccaro shared with CREW Charlotte that 75% of Komen Charlotte's net income is awarded to organizations in nine counties that provide breast health information, screening, diagnoses and treatment. The other 25% supports breast cancer research grants across the country and around the world. Statistics show that one in eight women in the U.S. will be diagnosed with breast cancer in her lifetime.

"Thank you, **CREW Charlotte**, for your hard work and dedication. I will never forget last year when we drove into Charlotte at 5 AM and the city's skyline and buildings were all pink. It was so beautiful and emotional for me!"

**Vicki Kaiser - two year cancer survivor.**

QCIP is CREW Charlotte's community outreach initiative that promotes breast cancer awareness during Komen Charlotte's Race for the Cure. For the 5th year, CREW Charlotte partners with Komen Charlotte to remind Charlotte and the surrounding areas to stay vigilant in the fight for a breast cancer cure. Owners and tenants of Charlotte properties, buildings and fountains participate in Queen City in Pink by turning them pink, whether by illumination or other pink displays during the Race for the Cure - Saturday, September 28th through Sunday, October 6th. If you would like to participate, please contact co-chairs **Nicole Green** or **Whitney Pelton** for more information.

Race for the Cure will be held at Marshall Park on October 5th, 2013. Registration for the race began on April 1, 2013.

**CREW Charlotte** is looking for a few new **Ambassadors**. The Ambassador Program is designed to **welcome new members to CREW Charlotte** and help them navigate a beneficial path through the organization.

**Seasoned CREW members** are encouraged to share their positive experiences

Janet Brown  
Self-Help

Misty Shaffer  
First American Title Insurance  
Company

Shawn Lynch  
Hines

Ken Burns  
Concorde Construction

Sclater Heindl  
Carolina Site Concepts

Kimberly Culp  
ISS Facility Services

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

## MEMBERS ON THE MOVE

**Barbara Briccotto**  
Director of Interiors  
INTEC Group, Inc.

**Matt Cashin**  
Operations Manager  
Jani-King of Charlotte

**Carrie Sharp**  
Sales Partner  
Indoff Commercial  
Interiors

Please contact Patty  
Drummond at  
[executive@crewcharlotte.org](mailto:executive@crewcharlotte.org)  
with your career updates.

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

and success in CREW by becoming an Ambassador. Ambassadors are matched with new members to first serve as a friendly face, welcoming the new member to the organization, and then continue regular contact, promoting integration, involvement, and business connections. Ambassadors both introduce new members to CREW and introduce CREW to the new members.

If you are interested in becoming an Ambassador, please contact [Carrie Sharp](#) or [Jetta Gill](#).

**CREWbiz.** Please log on to [CREWbiz](#) and review your profile. You want to make sure you list your specialty correctly-what your company does, not what you do. Think about it this way – Sally lists her specialty as business development and works for construction company ABC. If Ann goes into CREWbiz to find a contractor she will not find Sally when she searches for contractors because her specialty is listed as business development rather than construction. See the value of a correct CREWbiz profile? Also, please make sure all of your contact information is up-to-date as this is how other CREW members will contact you.

## MAY LUNCHEON SUMMARY

Who you missed: Jerry Orr, Aviation Director at the Charlotte Douglas International Airport. Orr joined the City of Charlotte in 1975 as a staff engineer after having operated his family-owned land surveying business for several years prior. He received his current position as Aviation Director in 1989. Having received innumerable honors/awards, spearheaded several expansions, and led Charlotte Douglas to a ranking amongst the industries top airports, Orr's bio is too robust to cover completely.

What you missed: If you missed our last CREW luncheon, you missed an excellent presentation by Jerry Orr entitled "Connecting the Carolinas to the World".

Orr started by stating his number one priority, to operate the airport by producing the highest quality product at the lowest price. Charlotte's cost per boarded passenger is less than \$1.00, while the industry average is approximately \$10 per boarded passenger. Orr continued by joking, "Nothing says I love you like cold hard cash." Orr then spent most of his time discussing the airports current and future expansions. The airport will expand terminals B, E, and will create an A annex for increased international flights. Also in the works is an expanded roadway, lobby, and a 4th parallel runway. Orr also commented that the new intermodal yard will have 2 ½ times the capacity of the current yard Uptown.

Why: Passenger traffic for the airline industry is projected to double over the next 20 years, with ¾ of the growth due to increased international traffic. Charlotte Douglas' long-term plan will create an airport very similar to Atlanta, which is currently the largest in the world. The difference between the two is that Charlotte has 6,000 acres of land while Atlanta has 2,700.

## MAY LUNCHEON SPONSOR: KATTEN MUCHIN ROSENMAN



What Katten Muchin Rosenman does:  
Katten is a full-service law firm with more than 600 attorneys in locations across the United States and in London and Shanghai. We strive to be a firm of first choice for clients seeking sophisticated, high-value legal services nationally and globally. While Katten offers an extensive range of legal services across numerous industries, our core areas of practice are corporate, financial services, litigation, real estate, environmental, commercial finance, insolvency and restructuring, intellectual property and trusts and estates. Among our clients are a wide range of public and private companies, including a third of the Fortune 100, as well as a number of government and nonprofit organizations and individuals.

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Katten Muchin Rosenman, LLP  
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## MAY LUNCHEON SPONSOR: KIMLEY-HORN AND ASSOCIATES, INC

What Kimley-Horn & Associates does:



Kimley-Horn and Associates, Inc. was founded in 1967 by transportation planners and traffic engineers in Raleigh, NC. Today, Kimley-Horn is a full-service engineering, planning, and environmental consulting firm with more than 1,700 employees nationwide, offering comprehensive services in the following practice areas:

- Airports/Aviation
- Environmental Sciences
- Intelligent Transportation Systems
- Land Development
- Market and Economic Analysis
- Transit
- Transportation
- Urban Planning/Landscape Architecture
- Water Resources

Kimley-Horn's clients have access to a versatile staff of professional civil, transportation, and structural engineers; planners; landscape architects; and environmental scientists. The firm is owned and operated by practicing professionals.

Good Leads for Them:

A good lead for Kimley-Horn would be companies who are looking at upcoming projects and need a full-scale consulting firm for planning and engineering services on both small and large scales.

Charlotte Contacts:  
Amy Massey, P.E. (Transportation)  
[amy.massey@kimley-horn.com](mailto:amy.massey@kimley-horn.com)

Jessica Rossi, AICP (Market Analysis and Economic Development)  
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Kimley-Horn and Associates  
 2000 South Boulevard  
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 Phone: (704) 333-5131

## MAY LUNCHEON SPONSOR: Terracon Consultants, Inc.

Brief history and employee information:

Since 1965, our employee owned firm has provided tailored services to meet our clients' objectives. We help our clients succeed in their business ventures by effectively executing projects, controlling costs and managing risk. Our clients appreciate this approach, and they know that we intend to be with them for the long term.



What Terracon does:

Services include:

**Geotechnical** Before owners can build highways, dams, buildings and other structures, they need a partner to help determine how the characteristics of the soil conditions on the site will react under the "stress" caused by the weight of the structure. Terracon is that partner.

**Environmental** Negotiating the complexities of environmental issues can be challenging and time consuming. Terracon relies upon demonstrated experience and knowledge of local conditions and regulations to deliver solutions that are timely, practical and make good business sense.

**Construction Materials** If you are an owner, contractor, or engineer associated with the design and construction of structures, you want to verify that the materials used during construction comply with the project specifications. To ensure today's buildings and infrastructure perform adequately during long time periods, proper selection, quality and workmanship of construction materials is vital. Terracon works with clients to minimize material replacements, reduce the likelihood of deterioration, avoid potential failures, and investigate and evaluate construction materials related problems and failures when they do occur.

**Facilities** As a facility owner, manager, or lender, you may face challenges like complying with new building codes and environmental regulations; dealing with systems and material failures in aging structures; assessing environmental hazards; and managing operating expenditures to achieve optimum building performance at a minimum cost. The physical condition of the roof, pavement, HVAC equipment, plumbing, and electrical systems are typically the most critical issues at a facility and can represent millions of dollars in repair and replacement costs. These components must be managed and maintained for maximum return on investment.

Charlotte Contact:

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 Email: [mwschrum@terracon.com](mailto:mwschrum@terracon.com)

## GET INVOLVED

CREW Charlotte has eight committees. Three of these committees are directly related to outreach opportunities. We encourage all CREW members to get involved. ***Click here to learn more about each of our committees.***



### ANNOUNCEMENTS

ELLIOTT DAVIS TO OPEN  
RALEIGH OFFICE THROUGH  
COMBINATION WITH LUNSFORD  
...

CREW CHARLOTTE HOSTED 7TH  
ANNUAL CASINO NIGHT

SIX CREW CHARLOTTE  
MEMBERS NAMED AS  
MECKLENBURG TIMES 50 MOST  
...

FOUR NEW TENANTS MOVING  
TO HARRIS CORNERS

CREW CHARLOTTE MEMBER  
DANIEL MERLIN NAMED TO  
RISING STARS LIST

[<<More](#)

### MEMBERS MAKING DEALS

**Robin Turner**

5/10/13

Thank you, Ben Miller with Elite  
Maintenance for the  
recommendation ...

**Marie McLucas**

4/30/13

Thanks to Silver Sponsor,  
GreerWalker, for completing Primax  
Properties and ...

**Marie McLucas**

4/30/13

Thanks to Silver Sponsor, Bank of  
North Carolina, for financing ...

**Whitney Bauman**

4/19/13

Thank you to Kimberly Young with  
Withrow Capital for awarding ...

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### CAREER CORNER

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POSITION - SUMMIT  
ENGINEERING

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### MESSAGE BOARD

Nicole Green

I am looking for a Women Owned  
Roofing Company. Should ...

Holly Alexander

ENVIRONMENTAL WAY: Looking  
for office space in the UNIVERSITY  
AREA ...

Holly Alexander

HARRIS CORNERS: Looking for  
Class A office space or know ...

Kimberly Young

I am looking for recommendations of architects who have experience ...

<<More

## Board of Directors

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### EXECUTIVE DIRECTOR

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## THANK YOU TO OUR SPONSORS

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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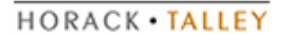
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