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5960 Fairview Road, Suite 400, Charlotte, NC 28210

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# Crew Connect

DECEMBER 2014

## CREW EVENTS

CREW Charlotte  
January Luncheon -  
2015 Outlook for  
Charlotte Metro and  
the Carolinas with  
Frank Warren of  
Kimley-Horn &  
Associates  
1/13/2015 11:30 AM  
[Click here to Register](#)

## OTHER EVENTS

[See All Events](#)

## MEMBER SPOTLIGHT



**NICHOLE KELLEY**  
Wells Fargo Bank

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## FROM THE PRESIDENT

As the year draws to an end, and I officially hand over the Presidency, I want to personally thank this organization for a fantastic year. Our leadership team, made up of 28 of our outstanding members, started 2014 with a list of some ambitious goals. I am proud to close this year with a summary of the incredible goals this team, and their many committee members, were able to accomplish:



- The CREW Charlotte membership reached an all-time high and will finish the year with over 290 members.
- With our tremendous focus on member-to-member business, our members posted over 80 posts to the CREW Charlotte website in 2014 acknowledging member to member business and referrals.
- The Leadership Development Committee highlighted the achievements of 48 of our members for community awards in 2014, with 22 of those members being recognized as winners.
- The annual Casino Night event provided a to bring together over 230 commercial real estate professionals in the Charlotte market, and raised a record \$21,000 to fund scholarships.
- CREW Charlotte was one of only three chapters that had 100% of our board, and over 50% of our membership make a personal donation to the CREW Network Foundation, providing scholarships to women pursuing a career in commercial real estate.
- Through our Chapter's direct relationship with 5 of our local universities and institutions, we provided students a look into the various job options in the commercial real estate industry by hosting 2 panel discussions with the students, providing 12 job shadowing opportunities, and hosting 10 students at our monthly luncheon programs.
- With the help of over 278 building and business owners, we turned Charlotte pink during our annual Queen City in Pink program to raise awareness around breast cancer.

Those of us who have been involved in CREW know that this truly is the best commercial real estate networking organization in Charlotte. Our members are beyond loyal to one another. CREW Charlotte members are committed to giving referrals, warm introductions, and qualified leads to other CREW Charlotte



WHITNEY PELTON  
DesignTex

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## WELCOME NEW MEMBERS

Lauri David  
Universal Protection Service

Linda Gallagher  
Wells Fargo

Chelsey Horan  
Wells Fargo

Rick Kiger  
Johns Manville

Pat Mead  
Newport Properties

Ann Meier  
RL West

Megan Sears  
Terracon Consultants

Brittany Shannon  
Bagby

Jennifer Stuart  
Holder Construction  
Company

Brenda Ward  
Wells Fargo

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information](#)

## MEMBERS ON THE MOVE

members. If you are a CREW Charlotte member and have yet to do business with another member...make it your New Year's resolution to do so!

I want to sincerely thank you for giving me the wonderful opportunity to lead CREW Charlotte this year. I look forward to the future success of this organization and each of our members!

## HIGHLIGHTS

**CREW Charlotte Donates to UNC Charlotte Foundation** - From the proceeds of our Casino Night, we donated \$10,000 to UNC Charlotte's Foundation. Part of this donation will go towards two individual scholarships and the balance will go towards our endowment with UNC Charlotte. Thank you to everyone who has participated in this effort for all your hard work.



**The Mecklenburg Times Special Subscription Offer for CREW Charlotte Members** Start 2015 off with new sales opportunities and market intelligence with a subscription to The Mecklenburg Times. Stay up-to-date on the latest commercial real estate deals and developments and discover new business leads in Public Notices. **CREW Charlotte members save \$20** off a new subscription. For more information contact **Dale Morefield**. Offer is good for new subscriptions only.

Join us at **Charlotte Country Club** for our 2015 CREW luncheons. Charlotte Country Club is located in Plaza Midwood at 2465 Mecklenburg Avenue, Charlotte, NC 28205.

The new **UCREW video** is now available for viewing! Please take a look at the finished production by the talented **Charles Kleven of AK Media** and share on social media to help spread the word about our university outreach programs. This video will be used in efforts to engage university students interested in careers in Commercial Real Estate, and will be used not only by CREW Charlotte, but also by CREW Network. Thank you to the UCREW committee for all your hard work in pushing this production forward, and thank you **Charles Kleven** for your talent and dedication.

Don't forget to follow CREW Charlotte via **social media!** Please like us on **Facebook** (facebook.com/CREWClt), follow us on **Twitter** (twitter.com/CREW\_Clt) and **Instagram** (instagram.com/crew\_charlotte), and join our group on **LinkedIn** (CREW Charlotte Group).

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.

## CREW NETWORK CONVENTION BY HOLLY ALEXANDER

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

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

I attended my fourth convention this year and left feeling inspired and revived as usual. I enjoyed sharing time with other CREW Charlotte members in a different setting, meeting up with old friends from my leadership days, and connecting with members from across North America. I never cease to be amazed at the small degrees of separation between CREW members and how little effort is required for us to help each other.



I was also fortunate to hear all of the keynote speakers and take away excellent pieces of knowledge. The session that really stood out to me was John Vickerman's, of Vickerman & Associates, program about the Global Trading and our canals. The most meaningful items I took away from this session included:

Trade is directly related to economic success for a country. 90% of global trade is through shipping. There is great concern over how ships will be able to travel economically, safely and timely. The 3 areas of choking points of global trade are the Panama Canal, Suez Canal, and Offshore China.

Non-Japan Asia and Latin America are emerging new drivers of international trade. Asia has the biggest and busiest ports in the world. Of the 10 busiest ports, 9 are in Asia. The two busiest are Port of Shanghai and Port of Singapore – these two ports together are busier than all of the North American ports combined.

A shipping container is called a TEU (twenty-foot equivalent unit) which is a standard size worldwide. The size of a ship is measured by how many TEUs it can carry. A ship's capacity ranges from 4,600 TEUs to 12,600 TEUs (although Maersk is introducing a 15,000 TEU ship this year). One TEU containing all cigarettes is worth over \$1.7m.

In the United States, Savannah is the fastest growing port and Hampton Road, VA is the only US port that has 50 foot waters to accommodate the larger ships. We need 50 ft. deep waters for bigger ships (12,600 TEUs). We will see more and more regional hubs to accommodate the products delivered from the TEUs. The faster we can move these TEUs out of each port, the faster we can put new TEUs in our ports – this is only way to currently compensate for our lack of size and ability to accommodate large vessels.

## CREW NETWORK CONVENTION BY AMY DAVIS

A CREW National Convention scholarship sounded like a great opportunity to attend a stellar summit; assuming I could win one of the scholarships ... and I did! It was such an honor and the scholarship made it a no-brainer as far as getting approvals to attend.

I have attended a few other conferences [including 2 others this year] and must admit, CREW National Convention blew them out of the water!

One of the first sessions was Katty Kay, the lead anchor of BBC World News America and co-author of *The Confidence Code*. Kay started by providing her definition of confidence, which is "confidence turns thoughts into actions." What great food-for-thought!

Kay spoke at length about gender differences and highlighted research that shows that women for a job when they feel 100% qualified and ready while men apply

when they have 60% of the qualifiers. This was a very revealing point that should empower women and underscores the CREW National Convention theme: “The Rewards of Risks.” Kay indicated that the following are true for anyone, but especially for women: being a perfectionist, over-thinking, and negative self-talk are all confidence killers. So although some people have more confidence genetically, it is not a “fixed psychological state”, it is a habit and can be improved with practice. It was noted for every negative thing you ‘say’ to yourself, it takes three positive comments to outweigh the one negative self-talk.

Both Kay and Clinton spoke about how women tend to fixate on a mistake and focus on it too long, which inhibits confidence and won’t allow her to take a risk. Both speakers discussed how one misstep or even failure can destroy a woman especially. Women need to attempt to fail more quickly and then pick yourself up and move on to the next idea. On the positive side, women are exceeding in academics. However, what it takes to succeed in academics is very different than in the workplace so women should assist other women with that transition. The workplace requires more confidence and has more politics than the academic world.

Kay ended by stating the obvious: one must be authentic, because it’s hard to have confidence when you’re not living an authentic life. I later heard Claire Shipman (Katty Kay’s co-author) speak as well. Shipman noted “you won’t find it either by simply squaring your shoulders and faking it. But it does require a choice: less worrying about people-pleasing and perfection and more action, risk taking, and fast failure.”

If you’re like me and consider yourself a confident, independent woman – just take their quiz, you might be surprised. <http://theconfidencecode.com/confidence-quiz/>

I was very much encouraged and recharged by the CREW National Convention. The speakers were first class and gave us a lot to ponder on our flights home. It was a great way to expand your network nationally, reunite with other peers across the US, and really connect with some like-minded professionals. I would highly recommend attending CREW Network Convention, especially with the scholarship opportunities!

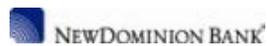
## DECEMBER LUNCHEON - 2014 EXCELLENCE AWARDS

CREW Charlotte celebrated an exciting year at the final luncheon of the year. We spent the afternoon recapping the successes of 2014 and honoring our members. Six members were presented awards for their outstanding contributions. The awards spanned from “Member of the Year” to “Networker of the Year” to “Deal of the Year.”



[Click here to read the full summary.](#)

## THANK YOU TO OUR DECEMBER LUNCHEON SPONSOR - NEWDOMINION BANK



**NewDominion Bank** is a local community bank headquartered at the Metropolitan in midtown Charlotte. They are building Charlotte's Favorite Community Bank – where high touch meets high tech and provides high touch relationships to individuals and businesses. With \$297 million in assets as of June 30, 2013, NewDominion Bank has locations in Charlotte and Mooresville.

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**TPM, Inc.** is the Carolina's largest 3D CAD provider and a leading technology company proud of its reputation of providing cutting-edge solutions to the engineering and design community for the past 40 years. Founded in 1973, TPM Inc. serves more than 3,000 customers across the Southeast each year.

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### ANNOUNCEMENTS

AN INTERVIEW WITH STEVE FORBES AT CREW NETWORK CONVENTION

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### PRESS RELEASES

CREW CHARLOTTE ENCOURAGES CHARLOTTE TO GO PINK: QUEEN CITY IN ...

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### MEMBERS MAKING DEALS

**Dawn Royle**  
11/26/14

A very big thank you to Holly Alexander with CREW ...

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- HARKERDOERRE

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Elliott Davis  
[blazarus@elliottdavis.com](mailto:blazarus@elliottdavis.com)  
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LEED AP  
Intec Group Inc.  
[bbriccotto@intecgroup.net](mailto:bbriccotto@intecgroup.net)  
704.560.8798

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J.D. Goodrum  
[jennifer@jdgoodrum.com](mailto:jennifer@jdgoodrum.com)  
704.895.8842

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Marie McLucas  
Primax Properties, LLC  
[mmclucas@primaxproperties.com](mailto:mmclucas@primaxproperties.com)  
704.954.7218

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S&ME, Inc  
[kchambers@smeinc.com](mailto:kchambers@smeinc.com)  
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Lincoln Harris  
[ddexter@lincolnharris.com](mailto:ddexter@lincolnharris.com)  
704.714.7672

Director at Large

Lisa Fry  
Cassidy Turley  
[Lisa.Fry@cassidyturley.com](mailto:Lisa.Fry@cassidyturley.com)  
612.801.0056

Director At Large

Nicole Green  
Jones Lang LaSalle  
[Nicole.Green@am.jll.com](mailto:Nicole.Green@am.jll.com)  
704.408.4493

Director at Large

Heidi Holquist  
CohnReznick  
[Heidi.Holquist@cohnreznick.com](mailto:Heidi.Holquist@cohnreznick.com)  
704.608.2887

Director at Large

Amy Massey  
Kimley-Horn and Associates, Inc.  
[amy.massey@kimley-horn.com](mailto:amy.massey@kimley-horn.com)  
803.329.3229

Director At Large

Cristy Nine  
CRESA  
[cnine@cresa.com](mailto:cnine@cresa.com)  
704.506.2301

Executive Administrator

Patty Drummond  
CREW Charlotte  
[executive@crewcharlotte.org](mailto:executive@crewcharlotte.org)  
704.968.0609

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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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