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# Crew Connect

June 2012

## CREW EVENTS

Uptown/Southend  
Lunch Ladder  
6/21/2012 11:45 AM

[Click here for Directions](#)

[Click here to Register](#)

June After Hours-U.S.  
National Whitewater  
Center

6/21/2012 5:30 PM

[Click here for Directions](#)

[Click here to Register](#)

President's  
Reception/Wine  
Tasting (Members  
Only)

7/10/2012 5:30 PM

[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!

## FROM THE PRESIDENT

I am often asked, "What does CREW Network do for our local chapter?" The answer is "a lot"! The CREW Network does industry research, provides scholarships for women pursuing studies in real estate related fields, provides chapter support and provides great leadership training for the chapter leaders.



Specifically for the chapter leaders, the CREW Network hosts two council meetings each year. The purpose of these meetings is to update the chapter leaders on things being done at the CREW Network level to benefit the 76 affiliated chapters and their members throughout the U.S. and Canada. In addition, I find one of the best benefits of these meetings to be the sharing of best practices, program ideas, and committee ideas between the chapter leaders.

The Winter Council meeting in Albuquerque, New Mexico provided some strong leadership training. Prior to the meeting, we all filled out a leadership profile. We were handed our results when we arrived at the meeting. Much of the meeting revolved around the results of the profile and applying what we learned about our own leadership styles to several case studies. We were all amazed at our individual results and how "dead on" they were.

The Spring Council meeting was in Montreal, Canada and took place last week. Barbara Briccotto, Bobby Jo Lazarus and I attended. This was one of the best meetings I have had the privilege of attending on behalf of the members of CREW Charlotte. We had wonderful leadership "coach" named Julie Benezet who is a former Amazon executive, Harvard professor and a current CREW Seattle member. Julie took us through an exercise on the things that "drive" good leaders and the "hooks" that sometimes get in the way.

The third meeting CREW Network hosts, is the Network convention that will be held this year in Chicago October 24th through October 27th. All CREW Charlotte members are encouraged to attend! In addition to amazing industry related breakout sessions and panels, the level of speakers is always top notch. Last year's speakers included... Nora O'Donnell, Andrew Ross Sorkin, Sheila Johnson and Diane Swonk. Also, with more than 1000 attendees, the networking opportunities are unparalleled. This year we will be offering two scholarships to encourage more of our Charlotte members to attend. Be on the lookout for the scholarship application in your email. I hope to see you in Chicago!

## 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



TRACY HILL

Allen Tate Corporate Services

[Click here to read full profile](#)



CATE LANDRY  
BB&T

[Click here to read full profile](#)

## WELCOME NEW MEMBERS

Due to the mid-year membership special effective July 1, there are no new members for June.

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

The bottom line... your CREW Network is doing many things behind the scenes to help us grow our chapter and make it stronger. Having the CREW Network behind us will help CREW Charlotte to continue to be the best commercial real estate networking group in our region.

## HIGHLIGHTS

**Reduced Mid-year Membership Rate** - The mid-year membership rate is now just \$200.00 plus the \$25.00 administrative fee. [Please click here to take advantage of this great deal or for more information.](#)

CREW Charlotte is hosting the President's Reception on Tuesday, July 10th at 5:30 p.m. at Vivace. Enjoy networking with CREW Charlotte members and a wine tasting as well as great views of the City. Don't wait to [register](#) - space is limited.

**The Adult Outreach Committee - better known as Queen City in Pink - had its first planning meeting of 2012.** QCIP's main purpose is to raise awareness of the Susan G Komen Race for the Cure by getting building owners, property managers, and businesses throughout Charlotte to turn this City PINK for the week leading up to the Race on October 6TH, 2012. The options are only limited to the imagination! Buildings can be lit pink, fountain water can be turned pink, banners can be hung, pink ribbon "clings" can be put on storefront windows and doors, there's even an option to have a pink ribbon with commemorative sign tied to a tree along the Race route! How can you help the Committee? Spread the word to owners and managers you know around town, purchase a pink tree ribbon for someone you love, or volunteer to be part of our team! For more information, please [click here](#) to visit our website or email [Patty Drummond](#) with questions.

CREW Charlotte is giving away TWO \$1000 scholarships for CREW Network's Annual Convention October 24-27, 2012!! If you haven't already, you should be receiving a brochure in the mail soon about this fabulous event. But don't wait for it, register [online](#) today. It has EVERYTHING you need about the convention! Applications for the scholarships will be available in July.

**Energy Efficiency a Growth Market** Commercial real estate lender Self-Help is eyeing Charlotte's green-building market with a new \$15 million **Energy Loan Fund**. The non-profit launched the fund this spring with help from Bank of America and now looks to finance renewable energy and energy efficiency upgrades from \$5,000 to \$10 million. Target sectors include multifamily housing developments, small businesses, child care centers, charter schools and houses of worship. The specialized fund will enable Self-Help to provide an interest rate discount of 1.5 percentage points for qualifying projects. Many projects may also qualify for discounted energy assessments. [Learn More.](#)

**The Ritz Carlton Deal for CREW Charlotte Members** The Ritz Carlton will be adding new manicure and pedicure services to their already fabulous spa menu June 1st. CREW Charlotte members will be given a 20% discount just for mentioning CREW. Just another advantage of your CREW Charlotte membership!

## JUNE LUNCHEON SUMMARY

## MEMBERS ON THE MOVE

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

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

Who you missed:

Carolyn Flowers, CEO of CATS.

Carolyn is a graduate of UCLA, and came to Charlotte in 2010 after serving the City of Los Angeles as the Chief Operating Officer for the Los Angeles County Metropolitan Transportation Authority.



What you missed:

If you missed our last CREW luncheon, you missed an excellent presentation by Carolyn Flowers as she took us through the various proposed projects, current projects, and upcoming DNC impact on CATS. Upcoming projects include expanding bus routes, establishing more light rail lines (the establishment of the BlueLine being the most visible investment made), and looking at extending a RedLine into Mooresville and Iredell county (focusing on commuter traffic/mobility).

Due to the economic impact on sales and use tax, CATS has lost five and a half years' worth of projected sales tax growth. They are currently looking at ways to mitigate the gap this leaves in project revenue. Options include applying for state and federal funding and looking closely at public/private partnerships. CATS has seen success in federal funding with the Streetcar Project where a mile and a half is funded through the federal government.

Another interesting aspect of Carolyn's presentation was the ULI Rose Program: where Charlotte has been chosen for the program to review and solve transportation restraints along Independence Blvd. As a hybrid freeway/street, CATS would like to see a light rail along this corridor, however, that poses certain restraints to business and pedestrian traffic. CATS has plans to develop certain sections of Independence Blvd. into a more accessible corridor starting late 2012 or 2013.

Lastly, with the DNC approaching there will be many restraints that CATS will experience due to Federal Safety regulations. The CATS Transportation Center will be subject to move temporarily throughout the DNC's stay in Charlotte. This location could change up to the last minute if Denver offers us any guidance from their experience.

Lessons Learned:

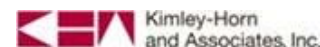
As Charlotte grows, it sees the need for increased mobility along 5 corridors, one of which has been established: Southend. The growth of CATS bus lines is the outcome of the investment we voted for years ago, leading to the CATS being one of the safest bus systems in the country. As CATS continues making more high growth corridors accessible via mass transit, it is due to the vision and hard work by people like Carolyn who believe that you must "persist with confidence" as well as voters who vote for the investment.

## JUNE LUNCHEON SPONSOR: KIMLEY-HORN & ASSOCIATES

Company name and location:

Kimley-Horn and Associates

We are located across the US with 1500 employees nationwide. 51 of those employees are located in our Charlotte office.



Brief history and employee information:

In 1967, Kimley-Horn incorporated as three transportation engineers, Bob Kimley, Bill Horn, and Ed Vick, developed a partnership focused on making their clients successful by their planning and engineering services. They have grown into a now nationwide firm with accolades that rank them as one of the top firms in the county. Kimley-Horn has 1500 employees, with 51 of those working out of their Charlotte office.

What they do:

Kimley-Horn offers integrated planning and engineering services including:

- Asset Management Service
- Property Condition Assessments
- Due Diligence
- Site Planning and Design
- Landscape Architecture
- Market and Economic Analysis
- Master Planning
- Traffic Engineering
- Transportation Planning
- Drainage and Grading Design
- On- & Off-Site Infrastructure Design
- Environmental Studies & Permitting

Ties to CREW:

Jessica Rossi (Market Analysis) and Amy Massey, P.E. (Transportation) are both active members in CREW.

Good Leads for Kimley-Horn:

Good leads would be companies who are looking at upcoming projects and need a full-scale consulting firm for all of the planning and engineering on both small and large scales.

## ANNOUNCEMENTS

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

CREW Charlotte: 2013 Leadership Team - Application Process is now ...

Four CREW Members to be Recognized at The Charlotte Business ...

CREW Charlotte Hosted 6th Annual Casino Night

Janet Caponi of LS3P discusses the Chiquita relocation to Charlotte

CREW Charlotte Featured in NC Department of Commerce

## MEMBERS MAKING DEALS

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**Marie McLucas**

6/8/12

Thanks to Scott Mansfield and team with Partner sponsor Chicago ...

**Marie McLucas**

6/8/12

Thanks to Danny Merlin and Wanda Townsend for closing a ...

**Marie McLucas**

6/4/12

Thanks to Danny Merlin and Wanda Townsend with Platinum sponsor ...

**Marie McLucas**

6/4/12

Thanks to Wanda Townsend and Danny Merlin with Platinum sponsor

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GEOTECHNICAL ENGINEER-  
GEOTECHNICAL DEPARTMENT  
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ENGINEERING

CLIENT COORDINATOR

MANAGER OF PROPERTY  
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MARKETING ADMINISTRATIVE  
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MARKETING MANAGER

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Mary Lindsay Evans  
We have a client buying property in  
town and wants ...

Barry Rigby  
Looking for tenants at Langtree...  
Exit 31, Mooresville, NC We  
currently ...

<<More

## 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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