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June 2016

From the President



I'd like to personally thank each of you for supporting our Chapter and CREW Network's efforts in advancing careers for young women in commercial real estate.

Last week at the Detroit Leadership Summit, CREW Charlotte had the honor of being recognized as achieving CREW Network's Chapter Challenge for the third consecutive year. Our commitment has helped Network achieve its objective for the scholarship endowment fund to reach the one million dollar mark this year. Our efforts, spearheaded by **Adrienne Bain** and her **network committee**, have helped facilitate Network's ability to increase the number of awarded \$5,000 scholarships this year to fifteen instead of the usual ten. If you attended the May luncheon, you have already been inspired by **Olivia Neal** (2015 CREW Network Scholarship winner) and know the difference first hand we are making. We are

Events

CREW and other local events



June 23, 2016 8:00 a.m. - 9:00 a.m.

[CREW Before Hours - Not Just Coffee](#)
[Register Now](#)

June 30, 2016 12:00 p.m. - 1:30 p.m.

[Ballantyne Lunch Ladder - \(Members Only\)](#)
[Register Now](#)

June 30, 2016 12:00 p.m. - 1:30 p.m.

[SouthEnd Lunch Ladder \(Members Only\)](#)
[Register Now](#)

July 12, 2016 5:30 PM to 7:30 PM

[President's Reception - Members Only](#)
[Register Now](#)

Welcome

Say hello to our newest members



honored to have two scholarship winners in 2016, **Kira Jordan** and **Sara Dir**. Both are from **Queens University of Charlotte** and learned of the scholarship opportunity from a recent, on-campus CREW panel facilitated by our **UCREW committee**. Our efforts are continuously being noticed and setting a bar throughout the CREW Network for members to support scholarship funding, industry research and white papers. I want to share quotes from around the network about our achievements.

"Congratulations to the entire CREW Charlotte chapter for demonstrating a commitment to CREW's mission and the efforts of our Network Foundation. You are a shining example for all that women can achieve when we work together. Thank you!!"

- Laurie Baker, Camden – Sr VP of Fund & Asset Management, 2016 CREW Network President, CREW Austin

"FABULOUS work CREW Charlotte!!!! I love your unwavering passion for reaching out to the women and girls interested in our industry and pulling them to new heights! I am proud of your accomplishment and hope that you can convey the magnitude to your members who make it possible! Thank you, thank you, thank you!!!!"

- Christine Gorham, CEO – Eastwood Real Estate Services, CREW Network Board (Director), CREW Atlanta (Past President)

"Congratulations. It takes a special group of people to achieve such a goal and to have done it three years in a row is amazing. We are proud of your efforts, thank you for your continued support and look forward to all the good that these monies can do."

- Laura Hengle, CREW Foundation Champion Director

"I can speak for the CREW Network staff and say that we have been more than impressed by

Due to the mid-year membership rate, we won't welcome new members again until July.



Please contact [Patty Drummond](#) with your career updates.

Walker McLear
HFF

Irene Suchoza
Carolinas Healthcare System

Amy Sullivan
Graycor

Member Spotlights



Elizabeth Cooper
ECS Carolinas



Kevin Smith
Southeastern Construction and Development

[To read the member spotlights.](#)

*your drive and spirit. So ***high fives***, wine toasts, and/or hugs all around. You deserve to celebrate!"*

- Megan Cottrell, CREW Network Foundation Assistant

I am constantly amazed by the efforts and commitment of our chapter and its leadership to ensure the continued success of women in commercial real estate. Thanks again for supporting this annual effort and all our scholarship initiatives at the local level. If you have not already participated and want to contribute, you may [**donate online**](#) by selecting the **Scholarship Endowment Fund**.

Highlights



The CREW Network Foundation is the only foundation dedicating its resources solely towards advancing women in the commercial real estate industry. **We want to take**

a moment to graciously thank our membership and guests for your generosity in helping us support CREW Network Foundation. We would also like to congratulate Shawn McMillan with Morgan and McMillan and Allyson Metcalf with UNC Charlotte - Childress Klein Center for Real Estate, on winning our Foundation Ask raffle of a 2016 Casino Night ticket!

Membership is now being offered at a **special mid-year rate of \$225 (\$275 for Affiliate members) + \$35 application fee**. This rate will cover membership through the remainder of

[please click here.](#)

Members Making Deals

[Robin Turner](#)

Thank you, Carrie Sharp, Master Networker Extraordinaire (Indoff Inc.) for the introduction to Forest Hill Church. An introduction is invaluable, often resulting in a new business relationship as this one has. Much appreciation, Carrie!

[Click here for more deals.](#)

Job Opportunities

Director of Marketing - Northwood Ravin

[Click here for more jobs.](#)

Announcements

[JLL Named a Top Attractor Company by LinkedIn](#)

[Click here for more announcements.](#)

2016. For more information or to apply, please [click here](#).

**2016 CREW Network
Convention & Marketplace
registration now available
online**

Registration is now open for the 2016 CREW Network Convention and Marketplace, Oct. 19-22 in New York, N.Y. Set in the center of a global power city, the event once again promises a strong lineup of speakers and programs, and a platform for women CRE professionals from all over the world to network.



[View the convention schedule and register now](#)
»

June Luncheon - Air Rights 101

Submitted by Dave Rushing

What You Missed

FAST FACTS

- Air Rights Transactions have gone on in Charlotte for at least 25 years
- Air Rights Transactions are vertical subdivisions, dividing properties up and down instead of from right to left.
- Air Rights Transactions are extremely complex not only from a legal perspective, but also when it comes to structure and engineering.

To read the full article, please [click here](#).

Thank You to Our June

Luncheon Sponsors



Avison Young is the world's fastest-growing commercial real estate firm. Headquartered in Toronto with a local office here in Charlotte, Avison Young is a collaborative, global firm owned and operated by its principals.

Katten

KattenMuchinRosenman LLP

Katten is a full-service law firm with offices in the United States, United Kingdom and China. Our Charlotte office is comprised of approximately 50 attorneys and 30 staff members and is heavily focused on all aspects of real estate, including both transactional matters and litigation.



KPMG LLP, the audit, tax and advisory firm, is the U.S. member firm of KPMG International Cooperative ("KPMG International"). KPMG International's member firms have 173,000 professionals, including more than 9,000 partners, in 155 countries.

To read their complete sponsor spotlights, please [click here](#).

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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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