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July 2018

From the President



The (Mid) Year in Review... CREW Charlotte is Striving for Greatness!

Thank you to all
of you who
completed
CREW
Charlotte's
membership

survey. Last month, our leadership team gathered for a mid-year review, during which we assessed our achievements thus far, reviewed our initiatives for the remainder of the year, discussed the results from the survey and set plans to act on your feedback. The process allowed us an opportunity to leverage our strategic plan, reflect upon the first half of the year and celebrate what we've accomplished together, thanks in large part to your active participation. I'm excited to share some of our findings with you.

Events

CREW and other local events



July 26, 2018 11:45 a.m. - 1:00 p.m.
[SouthPark Lunch Ladder \(Members Only\)](#)
[Register Now](#)

July 26, 2018 11:30 a.m. - 1:00 p.m.
[Uptown Lunch Ladder \(Members Only\)](#)
[Register Now](#)

August 14, 2018 11:30 a.m. - 1:00 p.m.
[CREW Charlotte August Tour - Novel Stonewall Station](#)
[Register Now](#)

August 30, 2018 8:00 a.m. - 9:30 a.m.
[CREW Charlotte Before Hours - How To Build Your Business Using The Charlotte Business Journal](#)
[Register Now](#)

September 20, 2018 5:30 p.m. - 8:30 p.m.
[8th Annual ABC Networking Event - SAVE THE DATE](#)

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Welcome

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- Our current membership is 340. We've enjoyed a 12.5% growth rate (most of it from the mid-year membership special) and 81% retention rate this year.
- We've retained 95% of our sponsors and increased sponsorship by more than 20%.
- Over 42% of our members are actively engaged on committees.

Knowledge Source

- We hosted our first ever Signature Luncheon featuring Erin Brockovich with over 400 members and guests in attendance and we've maintained an average attendance of 192 and average speaker rating of 4.8 on a 5.0 scale at our regular monthly luncheons.
- 3 of our members have served as panelists and 2 as judges for area industry events. (Please let us know if you've served as a panelist, judge or speaker so we can boost these numbers by year-end!)
- We've raised visibility and elevated brand awareness by growing our social media presence, increasing followers on 3 of 4 platforms.

Influence and Empowerment of Members

- Of the 104 members who responded to the survey question, more than 60% confirmed that they had completed/closed a transaction involving another CREW Charlotte member. Additionally, our website lists 41 posts acknowledging member-to-member business and referral generation to date.
- 3 of our members serve in leadership positions at the CREW Network level, while 8 serve on CREW Network committees and 2 are Visionaries.
- We received terrific interest in 2019 CREW Charlotte leadership, with more applications for board service than open positions.

Diversity and Inclusion

- We've conducted targeted recruiting efforts inviting potential members to select events.
- Over 40 ambassadors are fostering a culture of inclusiveness, welcoming new members and encouraging committee involvement.
- 30 of our members have volunteered over 150 hours in our community and we've raised more than \$9,000 so far in support of our outreach efforts.



Jacqui Aaron
Cushman & Wakefield

Shawn Baker
Wells Fargo Bank

Kenlie Berry
Foundry Commercial

Jeanne Boeck
Bentley

Brooke Burton
Patcraft Commercial Flooring

Katie Coleman
Clachan Properties

Mariel Ellerbe
The Nichols Company

Dria Etienne
Virtue Ventures Holding

Stephanie Evans
ISS Facility Services

Nicole Hall
McMillan Pazdan Smith

Darlene Heater
University City Partners

Carrie Henderson
Wells Fargo Bank

Debbie Kniegge
United HVAC

Roy Lindland
Froehling & Robertson

Spencer Lueders
State Building Services

Nicole Miller
Duncan Parnell

Sabrina Peace
Parker Poe Adams & Bernstein

Sarah Pfeffer
Adams & Associates Architecture

Erica Phillips
CBRE

Lucy Rogers
Childress Klein

Tracie Schoenwald
Thinc Strategy

Sokoni Scott
Robert Louis Capital

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Value and Benefits of Membership and Sponsorship

Kate Smith
Gilbane Building Company**Translate ▼**

- Our Mentorship program has 16 successful pairings comprised of both members and sponsors.
- Our Authentic Leadership program, which offers a scholarship for CREW Charlotte members, is gearing up for another outstanding class. Over 40 people attended the informational Lunch & Learn earlier this month.
- Our Member Recognition Committee nominated 36 of our deserving members and sponsors for prestigious awards and 20 were recognized as award recipients.
- 8 of our members attended the CREW Network Winter Leadership Summit; 6 attended the Spring Leadership Summit; 2 are currently participating in the leadership certificate; and 19 have already registered for convention.
- We introduced 30 students to CREW through our June Internship luncheon and hosted 2 UCREW events allowing our members an opportunity to develop themselves and the next generation of CRE leaders.
- We offer opportunities for intentional networking through our Before and After Hours events, Lunch Ladders, monthly luncheons, Accomplished and Emerging Leaders programs, Casino & Gaming Night, ABC Networking, Signature Luncheon and President's Reception.

I'm proud of what we've accomplished and look forward to incorporating your feedback to make CREW Charlotte an even more exceptional organization. Thanks to our members, sponsors and leadership team – with your help, we are striving for greatness!

Highlights

[Heavy Hitters Commercial Real Estate Awards](#) nominations are being accepted through August 26. Would you like to be nominated? If so please contact [Anna O'Neal](#) (Wells Fargo Bank) or [Mary Wilken](#) (Insite Properties).

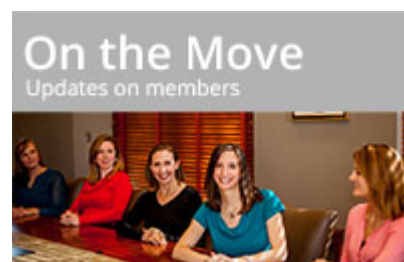
Cindy Tinstman
First Citizens Bank

Sophie Wiley
Stephens Office Systems

Nijah Wilson
TH Real Estate

Liz Wohlrab
Selywn Property Group

Jane Wu
Panorama Holdings



Ashley Funderburk
CBRE

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

Member Spotlights



Rick Kiger
MDG Construction Services

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special mid-year rate of \$225 (\$275 for Affiliate members) + \$35 application fee. This rate will cover membership through the remainder of 2018. For more information or to



apply, please [click here](#).

Save the Date for our **ABC Networking Event** on **September 20, 2018!** Do you have an item, gift certificate or

connection you'd be willing to donate to **our silent auction**? We're looking for items such as vacation rentals, sports tickets, music or sports memorabilia, theater or concert tickets, hotel or resort gift cards, cooking classes, wine/beer tastings or tours, car services or restaurant gift cards. We're also looking for items that could be packaged together in "baskets," such as electronics, tools, cooking or grilling equipment, popular children's toys, high-end housewares, car care items or services, designer jewelry and accessories or beauty products and services.

If you have an item to donate, please contact [Elizabeth Romano](#) (Wood) or [Megan Shaw](#) (CohnReznick). Your help is greatly appreciated. Thanks for your support!

100% of Northeastern University – Charlotte's First ABSN Graduating Class Pass Nursing Licensure Exam. All received job offers before graduation proving market demand for RNs. To



Alison Kling
Womble Bond Dickinson

[Click here to read the member spotlights.](#)

Members Making Deals

[Amy Massey](#)

Thank you to Becky Cheney, attorney at Hamilton Stephens Steele + Martin, for a recent development referral to Kimley-Horn.

[Click here for more deals.](#)

Job Opportunities

Property Manager - Flagship Healthcare Properties

[Click here for more jobs.](#)

Announcements

[Bank of the Ozarks Announces Proposed Rebranding and Name Change to Bank OZK](#)

[Click here for more announcements.](#)

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Northeastern University Charlotte



Nominations Open for the 2018 Charlotte ATHENA Leadership Awards!

The Awards recognize exemplary women leaders who have achieved excellence in their profession, served the community and helped women achieve their full

leadership potential. Do you want to be nominated or would you like to nominate a fellow CREW member? If so please contact [Anna O'Neal](#) (Wells Fargo Bank) or [Mary Wilken](#) (Insite Properties). For more information, please click on the awards listed below.

[**ATHENA Leadership Award – Corporate**](#)
[**ATHENA Leadership Award - Service**](#)
[**ATHENA Young Professional Leadership Award**](#)

Do you have **news** to share with us about you or your company? Have you won an **award** or would you like us to **nominate** you for one? If so, please contact [Patty Drummond](#) with your information.

Thank You to Our President's Reception Sponsor

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