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CREW
commercial real estate women
DENVER

JUNE 2010 NEWSLETTER

A Note from the President...

This year continues to be a learning experience for all of us. As we navigated the economy together, even senior members of our profession have seen commercial real estate and the way we do business change before our eyes. We are getting to know each other a little better and somehow, we are weathering the storm. Now that we are halfway through our year together, it is time to capitalize on our success in completing the first three parts of our stimulus plan by sharing our success with each other. As the last installment of our four part CREW Denver economic stimulus, please think about who you use for services or as your suppliers or vendors. If we can each send business to a CREW Denver member, imagine the impact we make as a group. Because CREW Denver is committed to the success of women in commercial real estate professions, we can and will make a difference in our profession if we each make an effort to help one another.



Together we are building great things.

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~ [Karen Samuels Jones](#), 2010 CREW Denver President

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17th Annual CREW Golf Classic

Wednesday, June 23, 2010

Fossil Trace Golf Club- *New Location!!!*

3050 Illinois Street, Golden

6:30 a.m. Registration & Continental Breakfast

7:30 a.m. Shotgun Start

1:00 p.m. Lunch & Awards Ceremony

Early bird registration extended!!! Register by end of day on Monday, June 21, 2010.

Special Prize Drawing! Tickets available for \$5 each or 3 for \$10 - must be present to win. Prizes include:

- Kimball Office & Jordy Carter Furnishings are giving away a Wish Task Chair. The lucky recipient will be able to select the color of fabric to have a custom chair that will match their décor.
- Foursome at Colorado County Club at Cheyenne Mountain Resort
- Massage Envy Gift Certificate

New this year! Skills Contest: Great prizes for longest drive, closest to the pin and longest putt!

PLAYER OPPORTUNITIES:

Individual Player \$225

Fee includes registration for one individual player.

Foursome - \$800

Fee includes registration for four players.

[Strategies](#)

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Mission Statement

The Mission of CREW Denver, a commercial real estate organization, is to create opportunities and resources that promote leadership development, give access to national and local CREW resources, provide networking opportunities; enable market and deal flow information; affect public policy to further the vision of the organization; recognize success; promote individual and team accomplishments; and create opportunities to serve the community in which we live and work.

Upcoming Events

June 10

Members Only Webinar:
Social Networking & Media

June 23

17th Annual CREW Golf Classic

July 8

Members Only Webinar:
Social Networking & Media

July 20

Monthly Luncheon Event:
Sometimes BIG Results Start Very, Very Small

July 29

Annual Martini Mixer

Calendar of Events

[CLICK HERE TO REGISTER ONLINE](#)

[CLICK HERE FOR THE PRINTABLE REGISTRATION FORM](#)

TOURNAMENT BENEFICIARY: **CREW Foundation** is the philanthropic arm of CREW Network. CREW Foundation's mission is to support CREW Network Career Outreach Programs; funding scholarships for collegiate women pursuing an education which will lead to a career in the commercial real estate industry; and to support critical research and publication that further the future of women in commercial real estate.

COMMUNITY OUTREACH: **Warren Village "Baby Shower" - bring donation or cash to registration.**

This year, in conjunction with the golf tournament, we are hosting a "Baby Shower" for the parents of young children at Warren Village. Tournament participants are asked to donate the following items at registration: Diapers of all sizes, Wipes, Bottles, Baby Food and Formula, gently Used or New Clothes and Toys, and Bath Products.

A SPECIAL THANKS TO OUR 2010 TOURNAMENT SPONSORS:

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Newsletter Deadline:

The deadline to submit newsletter articles or website updates for July is **June 10, 2010.**

Please send requests to:

Melinda Lundquist
and
Beth Johnson

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CREW Denver Press Contact

Jennifer Stenman
303-623-4500

2010 Board of Directors

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TOURNAMENT CO-CHAIRS:

[Julie Spencer](#) **[Beverly Rowland](#)**
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303.418.5328 720.904.4437

[Click Here](#) to Register Online or [Click Here](#) for the Printable Registration Form.

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Attention CREW Denver Members Only! Join us for the second installment...

Social Networking and Media

Webinar Series

Thursday, June 10, 2010
12:00 noon - 1:00 pm

CREW Denver will host the second installment of our 2010 Webinar series about **Social Networking and Media** presented by **[Stephen Sanders](#)** with First American Title Insurance Company on June 10th from Noon to 1:00 pm. **Registration is open to all CREW Denver Members!**

Whether you already have a LinkedIn, Facebook or Twitter account and want to know how to use it more efficiently for your professional development or if you have never even heard of these medias and want to know what they are all about and what benefit they might have, come and join us to learn more. During the remaining sessions, you will get a general introduction to various social medias and see how they can help you in a professional environment. Learn about how to

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Colorado Commercial Real Estate Professionals, LLC

Director of Programs
Tristin Gleason
Project One Integrated Services

CREW Denver 2010 Committees

Get Involved! If you are interested in one of these committees, please contact the committee chair listed below:

Business Partner Service Committee
[Heather Steffens](#) - 303-237-0480

CREW Career Outreach
[Suzanne Book](#) - 720-904-4376
[Terri Rithner](#) - 303-292-7936

CREW Foundation Committee
[Jacki Malone](#) - 303-237-0480
[Sarah Miller](#) - 303-476-6642

Community Outreach
[Lisa Kissler](#) - 303-710-3593
[Tonya Schloemer](#) - 646-831-2372

build a LinkedIn profile that highlights your business, how to join and build groups, and how to connect your various medias.

Members Only \$36.67

****Early Registration Closes at 5:00 pm on Wednesday, June 9, 2010**

[Click Here for More Information or to Register.](#)

Presented by:

[Stephen B. Sanders](#)

First American Title Insurance Company
National Commercial Services

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CREW Denver Participates in the Tastiest Fund-Raising Event of the Year

Submitted by Lisa Kissler, Catamount Constructors

When it comes to volunteering in the community, Denver's Commercial Real Estate Women (CREW), **[Community Outreach Committee](#)** is willing to roll up their sleeves and sweat for a good cause. These women are not afraid of hard-hat construction, a 5K race, or even waiting tables and cleaning up dirty dishes in the name of a good cause.



Finance

[Jennifer Luce](#) - 303-347-5912

Golf

[Beverly Rowland](#)-720-904-4437

**[Julie Spencer](#) -
720-382-1828**

Membership/Networking

[Sara Croot](#) - 303-217-2267

[Sumaya Vanderhorst](#) - 303-634-2094

Newsletter/Communications/Website

[Beth Johnson](#) - 303-623-4500

[Melinda Lundquist](#) - 720-249-3539

Programs

[Terri Odenweller](#) - 303-335-6750

[Courtney Ryan](#) - 720-259-4823

Women of Influence Awards

[Amy Hansen](#) - 303-825-8400

[Sheri McCann](#) - 720-904-4481

2010 Board Meetings

CREW Denver Board meetings are open to all members.

Joint Board of Directors and Committee Chairs Meeting

DATE: June 30, 2010

TIME: 7:30 am - 9:00 am

LOCATION:

CREW Denver

1720 S. Bellaire Street, Suite 110

Denver, CO 80222

ph: 303-782-0166

Eighteen CREW Denver members came together to assist in the **WomenCook!** event benefiting **Work Options for Women**(WOW). Operating as a Denver non-profit organization, WOW is dedicated to helping low-income women gain skills necessary for employment in the food services industry. While donations are still being received, the event is expected to raise at least \$95,000 for this local non-profit.

WomenCook!, a popular walk-around dinner, features some of Denver's most well-respected and creative women chefs preparing their favorite delicacies: Aniedra Nichols, Elway's Cherry Creek; Elise Wiggins, Panzano; Jennifer Jasinski, Rioja and Bistro Vendome; Kate Horton, Black Pearl; Kathleen Kenny Davia, Gateaux; Lisa Bailey, D Bar Desserts; Mary Nguyen, Parallel Seventeen; Sheila Lucero, Jax Fish House; Sandra Adams, Grand Hyatt Hotel Denver; Yasmin Lozada Hissom, Duo and Olivea; Francesca Ruiz, Los Cabos; Michael Benson, WOW Café; and Craig Dixon, Café Options.

The event, held on May 3rd at Temple Emanuel in Denver, attracted over 450 hungry patrons who arrived ready to take part in a silent auction and enjoy the great food provided from local Denver restaurants. The WomeCook! program, celebrating its 6th year, depends heavily on volunteers - many of which have full-time careers.

"When I tell others about CREW Denver I will always say you are an incredible group of professional women who know how to seize opportunities and are not afraid of hard work," said Dan Mondragon, Work Options for Women's Development Director. "I'll also say your hearts are huge and your commitment to lift up other women is unending," he said.

CREW Denver's team, co-chaired by Tonya Schloemer and Robin Cupka, jumped right into the night's activities providing services needed to run the event. As CREW Denver's liaison for WomenCook! event volunteers and promotions coordinator, Schloemer is pleased with the team's efforts. She explained, "I am very proud of our CREW Denver volunteers and their dedication to the WomenCook! event. It took many months of planning and coordination on various event details from space layout, promotions, signage, hospitality, silent auction items and training. All of our volunteers put in countless hours of hard work in supporting Work Options for Women, which in my experience, is a very impressive non-profit organization." Other groups volunteering that night (in addition to the thirteen professional chefs)

JOB BANK

[Click Here](#) to post your resumes on the CREW Network Career Center.

Members:

Remember your access to job openings available at: www.crewnetwork.org

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Thank You to our 2010 Sponsors

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included the Junior League of Denver and many other individuals who -- on their own -- donated their time and skills to participate in the fundraiser's success. CBS4 Reporter Gloria Neal was emcee for the program.

The goal of the Committee Outreach Committee is to make a difference in the community and to build long lasting relationships. According to CREW Denver Community Outreach Member, Marie Kline, the relationship between WOW and CREW Denver is in its fourth year. Other non-profits served by the Community Outreach Committee include the Women's Bean Project, Habitat for Humanity, Susan B. Komen Race for the Cure, and Betsy's Cupboard.

Led by President Karen Samuels Jones, the CREW Denver organization is comprised of nearly 200 of the most influential, affluent, energetic and enterprising professionals in the commercial real estate arena. CREW Denver's program, which is part of the national CREW Network, provides opportunities for personal and professional growth through educational sessions, monthly programs and national learning opportunities. Those interested in learning more about CREW Denver's program should contact CREW Denver's Administrator, Jayma File at 303-782-0166 or visit CREW Denver's website at www.CREWDenver.org.

WOW started in 1997 as a realistic way for women to gain job skills and find employment to support their families by training them to be permanently employed in the food services industry. The program has grown from operating out of a donated kitchen to now operating two training centers in downtown Denver: The WOW Café in the Richard T. Castro Denver Human Services building and Café Options, a fast-casual restaurant, located at 1650 Curtis Street in downtown Denver.

CONTACT: [Lisa Kissler](#), CREW Denver Community Outreach Co-Chair and Division Manager of Business Management, Catamount Constructors, Inc. Denver - Ph: (303) 710-3593.

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Media:

Colorado Real Estate Journal

Interested in 2010 Sponsorship Opportunities??

**Contact Heather Steffens 303-237-0480 or
 Valerie Bromley
 303-405-4187**

Contact Us:

**CREW Denver
 1720 South Bellaire Street, Suite 110
 Denver, CO 80222**

Ph: (303) 782-0166

Fax: (303) 820-3844

Email: crew@wmrdenver.com

Web: www.CREWDenver.org

[Join the CREW Denver LinkedIn Group](#)

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[Join Our Mailing List!](#)

Attention Members: Showcase Your Venue

The Membership and Networking committee is looking for a venue for the "members only" event to be held in September. This is a great opportunity to showcase your venue. If your company is interested in hosting this event, please contact [Sumaya Vanderhorst](#) at 303-634-2094 for further details.

Executive Real Estate Roundtable

In Association with the Franklin L. Burns School of Real Estate and
Construction Management
Daniels College of Business, University of Denver
[Mike Harrison](#), Executive Director

June 10, 2010

MEETING NOTICE

"THE THREE PRONGED TAX STRATEGY FOR BUSINESS OWNERS"

Featured Speakers:

Lee Johnson, Partner, Clifton Gunderson

Bret Yoder, Senior Manager, Clifton Gunderson

Michael Noyes, Senior Manager, Clifton Gunderson

Join us for an important presentation on new tax laws that impact commercial real estate properties. The discussion will include: how recent changes in the tax law have created opportunities to deduct certain major expenditures, how to improve cash flow through tax write offs on a major portion of commercial buildings and how to turn energy efficiency into tax savings for these buildings.

Date: Thursday, June 10, 2010

Time: 7:30 am - Continental Breakfast

8:00 am - Program

9:00 am - Adjourn

Cost: RECM CLUB Students \$5.00 - Non-Members \$20.00
(Cash/check only)
Location: School of Hotel, Restaurant & Tourism Management
(HRTM)
RSVP: Courtney Pailing at (303) 871-6672 or cpailing@du.edu

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Save the Date!

Annual Martini Mixer

Thursday, July 29, 2010
Prime Bar (downtown)

Join CREW members and non-members alike for socializing, networking, and of course, martinis at the CREW Foundation Martini Mixer.

Thank you to our Top Shelf sponsor, Paul Davis Restoration and Remodeling, and all our corporate sponsors (FirstBank Denver, Perkins Coie LLP, Sound Environmental Strategies, Mortenson Construction, Fairfield and Woods, P.C. and CCREpros).

Members, Non-Members & Guests - \$40.00 each
****Early Registration Closes at 5:00 pm on Wednesday, July 28, 2010**

[Click Here to Register Now](#)

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Date Change - Mark Your Calendars!

Women of Influence Luncheon

October 26, 2010 The Ritz-Carlton, Denver

Join us as we celebrate the power and influence of Women in Commercial Real Estate at our Women of Influence Luncheon.

Nominations are due July 31, 2010. [Click Here](#) for additional event details, sponsorship opportunities and nomination information.

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MOVERS AND SHAKERS

**Submitted by Tye Keliioholokai, Kimball Office & CREW Denver
2010 President Elect & Chapter Delegate**

Commercial Real Estate and the 2010 U S Census Launch

The U.S. Census Bureau will hire approximately one million temporary employees to collect census data in 435 Congressional districts to conduct the decennial census. The United States Constitution mandates a census each decennial.

All Census employees require office space to conduct their business. In March 2007, the federal government hired UGL Equis Corporation to help find office space throughout the country. The two-and-a-half year process was successfully completed by December 2009 and required a massive coordinated effort to locate and secure 494 offices beginning with market surveys, solicitation, lease negotiations, tenant improvement negotiations and project management for each office through beneficial occupancy.

Malia Hanula, VP, UGL Equis Corporation and CREW member acted as Senior Project Manager for the Western Region, consisting of twenty-seven states. During her two year involvement with this project, Malia managed the design and construction process for a total of 227

projects in seven Census regions while ensuring the locations were delivered on time and on budget. Meticulous organizational skills, a dedicated client service focus, and tenacious negotiating efforts drove her success in ensuring Census' requirements were satisfied. Malia's tenant improvement negotiation efforts resulted in a \$7.5 million dollar savings to the U.S. Census Bureau (and taxpayers).

In 1990, the Census Bureau obtained office space themselves. In 2000, the Census Bureau worked with General Services Administration (GSA) to acquire office space. In 2010, the Census Bureau found a winning strategy by partnering with GSA and UGL Equis Corporation.

About UGL Equis Corporation

UGL Equis is a corporate real estate firm that focuses exclusively on the business space user. The company has more than 42,000 affiliated employees in 14 countries around the world through its parent company UGL. Chicago-based UGL Equis provides comprehensive real estate solutions through portfolio strategy and management, transaction advisory, corporate finance, project services, workplace integration, data management, facility management, development management and audit and recovery services for national and global companies with office, industrial and retail opportunities throughout the United States, Mexico, Asia Pacific, Europe and the Middle East. UGL Equis and its sister company UGL Unicco, are subsidiaries of UGL Limited (ASX: UGL). For additional information, please visit www.ugl-equis.com.

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Brian Vogt Community Leader of the Year Award

**Submitted by Cyd Petre, Colorado Business Bank & CREW
Denver 2010 CFO**

Congratulations to [Karen Samuels-Jones](#) who has been awarded with the "Brian Vogt Community Leader of the Year" award at the [South Metro Denver Chamber of Commerce 25th Annual Small](#)

Business Leadership Awards ceremony May 5th, 2010. She was singled out for this honor from a field of eleven nominees and three finalists. The award is given to an individual who has made an extraordinary contribution to the Chamber and the South Metro Community at large.

In addition to her professional accomplishments as an attorney, Karen's strong involvement in CREW Denver was singled out as one of the reasons for her selection. Please make sure to congratulate Karen on this prestigious award.

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CREWbiz

Submitted by Tye Keliiholokai, Kimball Office & CREW Denver 2010 President Elect, Denver Chapter Delegate



CREW Members! Did you know? You have the power? CREW Network has launched the newest business networking tool, CREWbiz. This is your personal business marketing tool linking you to your fellow CREW Network members 24/7 across North America. We know you will want to get started using this new tool. Please begin populating your personal CREWbiz profile page with your biography. This is only available to members. It's easy and you will have a chance to win a scholarship to this years' CREW Network Convention in San Francisco CA, October 20th - 23rd!

Thank you to our CREW Network Technology Partner Fulbright & Jaworski L.L.P.

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Sound Environmental Strategies Corporation is now part of SoundEarth Strategies, Inc.

Submitted by Heather Steffens, Sound Environmental Strategies Corporation

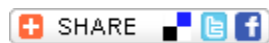
Sound Environmental Strategies is now part of SoundEarth Strategies, Inc., a company with two divisions: an environmental consulting division and a water resources division. The environmental consulting division of the new corporation will continue to operate as Sound Environmental Strategies, and the water resource division has been added operating as E-PUR, LLC. The company is headquartered in Seattle, Washington and has offices in Denver, Colorado and Portland, Oregon. A Stockton, California office will open July 1, 2010.

Sound Environmental Strategies will continue to provide exceptional environmental consulting services, including: Due Diligence, Soil and Groundwater Investigations, Petroleum and UST Management, Litigation Support, Remediation, Engineering, and Hazardous Materials Surveys.

E-PUR provides technical and litigation support to high-profile water resource projects throughout the Western United States, and provides the following: Hydrogeologic and Engineering Services; Groundwater Hydrology and Chemistry Analysis, Geology of Aquifers, Water Resource Integrated Supply Planning, Groundwater Well Field Design and Wellhead Protection, Aquifer Testing/Hydraulic Capture Analysis, and Sediment Transport Analysis.

Both divisions look forward to providing clients with a broader range of services and continued growth within the Denver market and across the Western United States. Please visit www.soundearthinc.com or contact CREW Denver members Jacki Malone and Heather Steffens for more details.

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