



25 years
commercial real estate women
DENVER
JUNE 2009 NEWSLETTER

Early Bird Deadline Extended until June 5th!

16th Annual CREW Golf Classic

Tuesday, June 16, 2009

The Ranch County Club
West 120th & Tejon St, Westminster
7:00 am - 1:00 pm

Submitted by Julie Spencer, Swinerton Builders and Brenda Wroblewski, Inverness Properties, LLC

Join us on June 16th for an enjoyable day of golf with your colleagues and friends, while supporting Gateway Battered Women's Services. The early bird registration deadline has been extended until 12:00 noon this Friday, June 5th. [Click Here to register NOW!](#)

This year's tournament will include a special appearance by former golf pro, **Jennifer Lorimor**. Jennifer was the previous Head Women's Golf Coach at Colorado State University from 1983-1986, then worked for the LPGA and Colorado Women's Golf Association.

Jennifer will share tips you can utilize on the course. What's more, you will have the opportunity to have Jennifer hit for you! **Purchase a Mulligan** (on sale at the tournament: 3 for \$20 or 1 for \$10) and **Jennifer will hit a long drive for you or your team on one of the**

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Mission Statement

The Mission of CREW Denver, a commercial real estate

front nine holes!

Each player will also have the chance to participate in our **special prize drawing**. We have some great prizes available from golf foursomes, to hotel stays, shopping sprees and much more!

Sign up for one of our varied sponsorship packages and take advantage of the opportunity to market your company and/or products personally to our players in this unique setting! For more information, contact our Golf Committee Co-Chairs:

Julie Spencer

Ph: 720.382.1328

Email: jspencer@swinerton.com

or

Brenda Wroblewski

Ph: 720.274.8372

Email: bwroblewski@invernessproperties.com

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Kristin Bronson Elected Chair of Colorado Real Estate Commission



Rothgerber Johnson & Lyons LLP is pleased to announce that **Kristin M. Bronson** has been elected Chair of the Colorado Real Estate Commission.

Ms. Bronson was appointed to the Colorado Real Estate Commission in 2007 by Governor Bill Ritter. She has distinguished herself as a real estate trial lawyer and a business leader, including obtaining multi-million dollar verdicts on behalf of her clients, and chairing RJ&L's women's and attorney training initiatives. Ms. Bronson was president of Commercial Real Estate Women (CREW) Denver for 2007, and has served on its board and chaired committees for over five years. She

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 16

Annual CREW
Golf Classic

July 16

Mid Summer Martini Mixer

October 20

10th Anniversary Women of Influence Awards

2009 Calendar of Events

Newsletter Deadline:

The deadline to submit newsletter articles or website updates for July is **June 10, 2009**.

Please send requests to:

Melinda Lundquist

mlundquist@cvldenver.com
and

Rachel Vavra

rachel.vavra@shawgrp.com
and

Alissa Schultz-Campbell

alissa.schultzcampbell@us.bureauveritas.com

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was honored with the "Women Who Make a Difference Award" by CREW Denver, and received the 2006 Richard Marden Davis Award presented by Davis Graham & Stubbs, the Denver Bar Foundation, and the Davis Foundation. Ms. Bronson was also honored as one of the "Lawyers of the Year" by Law Week Colorado in the Young Lawyer category for her achievements in 2007, and recognized as one of the Denver Business Journal's "Forty Under 40" in 2008.

Kristin is a 1990 graduate of the University of Virginia, served as a legislative assistant for U.S. Senator Bob Graham in Washington, and joined Rothgerber Johnson & Lyons in 1997 after receiving her J.D. from the University of Colorado School of Law.

Congratulations Kristin!

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PAST PRESIDENT SPOTLIGHT: *Amy Durfee West*

**Submitted by Melinda Lundquist, CVL
Consultants of Colorado, Inc.**

Amy Durfee West was born in Denver, Colorado. She has a B.A., with distinction in history from the University of Colorado, and a J.D. from the University of Denver Sturm College of Law. She served for six years on the Real Estate Law Section Council of the Colorado Bar Association, chairing it in 1995.



Ms. Durfee West has taught real estate courses at Metropolitan State College and the University of Denver College of Law, and taught legal research and writing for the Denver Paralegal Institute. She has been a frequent lecturer on real estate and asset protection, and has written numerous articles in the Colorado Real Estate Journal on tax-deferred exchanges, water, affordable housing, growth control, asset protection, and other topics.

2009 Board of Directors

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kthurston@theprivatebank.com

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Perkins Coie, LLP

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Sherri Oddo

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angela.fheinze@mldesign.com

Director of Communications

Tye Keli Holokai

Teammates Commercial Interiors

tye@team-mates.com

Director of Education

Jennifer Varela

Amy practiced law in Denver from 1980 until Fall 2008. She has been with a number of law firms and corporate legal departments, including Berenbaum, Weinshienk & Eason, the firm now known as Moye White LLP, and the firm now known as Lottner Rubin Fishman Brown + Saul. She was a Supervising Attorney in the Denver office of the Federal Asset Disposition Association, which managed and marketed a portfolio of loans and real estate of failed and failing savings and loan associations. When FADA was closed down by the federal government, she joined a group at Coopers & Lybrand that had a contract to do asset management for the Resolution Trust Corporation. She started Durfee West P.C. in October 2002.

The following dialogue is taken from a questionnaire completed by Ms. Durfee West. This questionnaire is part of a series CREW Denver will be publishing in these months leading up to the Women of Influence Awards luncheon in October. In honor of this year's 10th Annual Women of Influence Awards luncheon and CREW Denver's 25th Silver Anniversary, we are contacting our past presidents to get a glimpse of CREW Denver's past and spotlight these women's current career activity.

Melinda Lundquist (ML): When did you join CREW Denver and why?
Amy Durfee West (ADW): I joined CREW Denver sometime in the 80's. I remember voting to consolidate CREW Denver with another commercial real estate women's business networking group that had started up at about the same time. I joined because I wanted to have more focused networking opportunities as a real estate lawyer.

ML: You were President of CREW Denver in 2003. How else have you participated in CREW? What leadership positions have you held and at what time?

ADW: I was on the community concerns committee. The following year I chaired it (and was also on the Board, because committee chairs were board positions in those days). Then I was president-elect. I was also the CREW Denver representative to the CREW Foundation Grant Making Committee. I co-chaired a membership task force for CREW Network. I was on the nominating committee. And I served on the CREW Network Board for one year.

ML: How does/did CREW benefit you and your career?

ADW: I made some wonderful friendships. I also got a significant amount of business. And I got leadership and management

US Bank Business Banking
 jennifer.varela@usbank.com

CREW Denver 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

hsteffens@soundenvironmental.com

CREW Career Outreach

Sherri Oddo

303-843-4585

sherri@q10essexfinancial.com

Suzanne Book

720-904-4376

suzanne_k_book@keybank.com

CREW Foundation Committee

Robin Cupka

303-312-3443

rcupka@cobizbank.com

Marie Kline

303-871-7459

mkline@du.edu

Sherri Oddo, Foundation Chapter Champion

303-843-4585

sherri@q10essexfinancial.com

Community Outreach

Jennifer Stenman

720-377-0234

jstenman@fgll-law.com

Tonya Schloemer

646-831-2372

experience.

ML: How has CREW evolved since you first joined?

ADW: The membership seems more diverse-not just bankers and lawyers. The members seem younger. Almost all the traditions and standard practices were developed since I joined-the Women of Influence event, the golf tournament, the wine tasting, etc. Leadership has also been passed on to new people. For awhile there it seemed as if the same 5 women were always running it.

ML: As we enter our 25th year, what would you like to see as the future of CREW Denver?

ADW: My dream for CREW Denver has always been that it would be a recognized leader in business development for real estate professionals in Denver. When people decide how to allocate sponsorship and membership dollars, I'd like CREW to be at the top of their lists. Belonging to CREW should be a valuable business and personal growth tool for every member.

ML: 2009 will be a year of significant economic challenge. What market challenges did you experience during your CREW presidency? What strategies did you utilize to cope?

ADW: I think the market was in pretty decent shape in 2003. I also think that people become more focused on networking and marketing in "down" times. As long as there is value, and people know about it, organizations like CREW should be able to weather the down cycles.

ML: What in your opinion were the most memorable occurrences in Denver's real estate market history over the last 25 years?

ADW: Bill O'Reilly and Income Realty and Mortgage. The S&L Debacle. Branch Banking. Redevelopment of the Platte Valley, Lo-Do, Lowry and Stapleton.

In 2008 Amy closed down her law practice and moved to Philadelphia to attend seminary. She is enrolled in a joint degree program and expects to earn a Master of Divinity and an MBA in Urban Economic Development from Eastern University in Spring 2012. To contact Ms. Durfee West, call her at 720-255-5672 or email her at amy.west@durfeewest.com.

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Courtney Ryan

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courtney.ryan@mortenson.com

PAST PRESIDENT SPOTLIGHT: *Paulette Wray*



**Submitted by Melinda Lundquist, CVL
Consultants of Colorado, Inc.**

Paulette Wray began her real estate career in Honolulu, Hawaii twenty-five years ago. There, she worked on long-term projects with both tenants and landlords, most notably by leasing a new 500,000 square foot central business district office complex. A Littleton, Colorado native, Paulette moved back to the Denver area twelve years ago and continued to pursue her real estate career by acting as a tenant / buyer representative, assisting her clients in market analysis, site selection and negotiation. Over the course of her career, Ms. Wray has negotiated over \$100 million in sales and leases, by representing highly regarded clientele including United Airlines, Kaiser Permanente, McDonald's Restaurants, and CISCO. If you ask her about her career and what fuels her drive each day, she'll tell you "I like the process...solving the client's need and making the process more tolerable for them. My greatest success in any transaction is to get the business and then be recognized as a professional."

Upon her return home, Ms. Wray began researching real estate professional organizations, was introduced to CREW Denver and quickly became involved. From 1997-1999 she served on the Sponsorship Committee, by 1999 she was already on the Board of Directors, on which she served until 2001. After her directorship, she continued her CREW participation with the following committees: Community Affairs (2002-2003), Programs (2004-2006), and Sponsorship for the 2007 National Convention, chairing the last two committees.

Her involvement in the Denver community does not end with CREW. Paulette has been involved with the Board of Directors for the Association for Corporate Growth, Leadership Denver, the Real Estate Committee of the Neighborhood Partners, the Executive Council of the Colorado Women's Leadership Coalition, and the Board of Directors for the Assets for Colorado Youth.

Women of Influence Awards

Cyd Petre

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cpetre@cobizbank.com

Kristen Campbell

303-327-4459

kristen.campbell@aardex.com

2009 Board Meetings

CREW Denver Board meetings are open to all members.

Board of Directors Meeting

DATE: June 24, 2009

TIME: 7:30 am - 9:00 am

LOCATION:

CREW Denver Offices

1720 S. Bellaire Street, Suite 110

Denver, CO 80222

303-782-0166

JOB BANK

Click Here to check out the new job posting on the Job Bank page.

Employers: Contact crew@wmrdenver.com to announce open positions within your company. Your company's job posting will be emailed to all CREW Denver Members at a cost of \$50.

Members:

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

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Paulette is an outgoing and helpful woman, the likes of someone we would all hope to meet and establish a relationship. While having lunch outside on a sunny Colorado afternoon, we talked about our jobs, our careers and our families. We discussed new strategies for drumming up business, new angles to pursue and potential clients. Conversing with Paulette left me inspired and energized and ready to explore new business opportunities.

Others too have recognized her terrific attributes and accomplishments through a variety of awards, including "The Top Producer" distinction in 1986, 1988, 1993, and 1994 and "Rookie of the Year" in 1984 while she was a broker at Grubb & Ellis, a national real estate brokerage firm.

Ms. Wray is the principal of her own firm, Wray and Associates, and can be reached at 303.320.4488 or pwray@wrayassociates.net.

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LEED Lunch

Submitted by Rachel Vavra, Shaw Group



On Tuesday, May 19th, **Veronica Dutczak** facilitated a panel discussion with three LEED experts. A huge "Thank You" goes out to our experts, **Anna Goodrich**, **Renee Azerbegi** and **Angela Feddersen Heinze**, for participating!

[Click Here](#) to access the slide presentation from the LEED and Beyond luncheon or visit our website at www.CREWDenver.org.

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[Click Here](#) for more information.

Contact Us:

CREW Denver

1720 South Bellaire Street, Suite 110
Denver, CO 80222

Ph: (303) 782-0166

CREW Network 20 Under 40: Call for Nominations!



Fax: (303) 820-3844
Email: crew@wmrdenver.com
Web: www.CREWDenver.org

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[Join Our Mailing List!](#)

In celebration of its 20th Anniversary, [CREW Network](#) is searching for the top 20 Under 40 women in commercial real estate who are blazing trails and poised for senior leadership positions.

As more and more women are finding commercial real estate to be an industry full of opportunity - one that embraces the unique qualities women bring to the deal table - it is our intent through CREW Network's 20 Under 40 program to showcase the talented younger women who are making their mark on our industry.

The 20 Under 40 program is not limited to CREW Network members. Any woman working within a qualified field of commercial real estate and under the age of 40 is eligible to be nominated.

Winners will be recognized during CREW Network's 20th Anniversary Gala Dinner at the 2009 CREW Network Convention & Marketplace scheduled for October 1, 2009 in Boston, Massachusetts.

Nomination Criteria:

- Individual must be 39 years of age or younger as of December 31, 2009.
- Individual must be a women within a qualified area of commercial real estate: accounting, acquisitions, administration, advertising, appraisal, architecture, asset management, construction, consulting, corporate real estate, development, engineering, finance, institutional lending, interior design/space planning, insurance, investments, journalism, law, leasing, market research, marketing, mortgage banking/brokerage, personnel, property management, public relations, public service/agency, sales/brokerage syndication, title/escrow services, or other fields as approved by the Board.
- Individual is considered to be "women to watch" within their field of commercial real estate.

- Individual is considered likely to be in an influential and senior-leadership position in the future.

Nomination Process:

Nominations may either be submitted by the nominee herself or individuals may submit names and details of potential nominees to CREW Network. CREW Network will then contact the individual to submit a nomination.

[Click Here](#) for more information or to submit your nomination.

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CREW Denver: Leadership Positions Available for 2010

Submitted by Karen Samuels Jones, President Elect and Chair of the Nominating Committee

Prior to our call for nominations for Board Positions for 2010, I thought I would write our membership and ask if you are looking for a way to get more involved with CREW Denver and are curious about how and when. "When" is easy to answer - NOW. "How" can have various answers.

1st - join a committee. The committees and the information regarding their chairs and meeting times may be found at:

www.crewdenver.org/committeedescriptions.asp. Another way is to consider a leadership position in our organization. Each committee has one or two chairs, so joining and participating now will put you in a great position to learn about that committee and how it functions. Please let your committee chair know if you would like more responsibility and are interested in leadership. An alternative is to consider running for one of the open board seats for 2010.

There will be 5 positions to be filled on the Board in the upcoming election: President-Elect, Director of Education, Director of Programs, Director of Communications and Chief Financial Officer. In the new

bylaws, some of the duties between a few of the directors were rearranged so the Board is able to function more effectively. The Director of Community Affairs, Angela Feddersen Heinz, who will be continuing in this position, will now be in charge of our philanthropic activities and events. She will also be responsible for identifying and interacting with other organizations whose goals and mission are compatible with or would advance those of CREW Denver and advances the mission of CREW Denver through community involvement. The new Director of Education will be tasked with establishing and coordinating our career outreach efforts, overseeing our scholarship programs and directing CREW Denver's participation in CREW Network's programs, which include CREW Careers and CREW Foundation.

Please talk to anyone on the Board about your interest in leadership or drop me an e-mail: ksamuelsjones@perkinscoie.com.

I look forward to your active participation!

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In Association with Franklin L. Burns School of Real Estate and Construction Management, Daniels College of Business, University of Denver present...

Executive Real Estate Roundtable: Is There a Light at the End of the Tunnel?

Thursday, June 11, 2009

University of Denver, School of Hotel, Restaurant &
Tourism Management (HRTM)

7:30 am - Continental Breakfast

8:00 am - Program

9:00 am - Adjourn

Submitted by Courtney Pavelka, Daniels College of Business,

University of Denver

How can we stabilize the financial market and free up credit? **Bruce Alexander**, President of Vectra Bank of Colorado, will present his perspective on the market and potential insider look into the future of lending.

Cost is \$20 for non-members cash or check only, payable to ERER.

RSVP to Courtney Pavelka at (303) 871-6672 or cpavelk2@du.edu.

Click Here for directions.

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Grapes and Galleries

Submitted by Robin Cupka, Colorado Business Bank

I would like to take a few moments to introduce you to a charitable foundation that you may have never heard of. The [Home Builders Foundation of Metro Denver](#) has helped over 1000 families since 1993 in our local community live a better quality of life. In the past the modifications to the homes of the families were supported entirely through the members of the [Home Builders Association \(HBA\)](#) of Metro Denver. Like many industries the economy has taken its toll on the ability of members to fully fund these important projects and I ask for your support of this important event.

Please join us on the evening of Thursday June 11th for wine and cheese while you wind your way through some of Cherry Creek North's most distinctive shops and galleries. Festivities begin and end at the JW Marriott and includes an evening of hors d'oeuvres, live music, and wine.

Proceeds benefit the Home Builder's Foundation, providing accessibility solutions and home modifications for families with disabilities and a financial need.

Click Here to view the event flyer and visit us at www.grapesandgalleries.org or contact Cindy at the HBA office at

303-551-6721.

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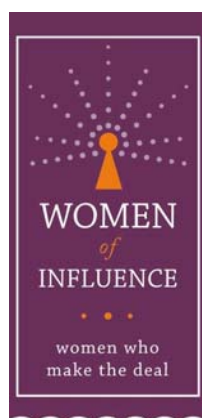
Save the Date!
CREW Denver's
Midsummer Martini Mixer
July 16, 2009

Save the date for this year's annual Martini Mixer to be held on **July 16** at the all new **SPIRE**, located in downtown Denver on 14th Street.



Watch the CREW Denver website and newsletter for ticket information.

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Save the Date!
10th Anniversary
Women of Influence
Awards
October 20, 2009

Stay tuned to the CREW Denver website for additional details and registration information.

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