LETTER FROM THE PRESIDENT

CREW Orlando has started out 2008 with a gusto!

The Programs Committee continues to provide excellent programs which attract record attendance of over 120 members and guests to our monthly programs. In March, our first Members-Only Event at Tim’s Wine Market was very popular. CREW Careers had a great day in April introducing and educating young women about the many career opportunities in commercial real estate. Our 17th Annual Golf Tournament in May at Hawks Landing at the Marriott World Resort was once again very successful. Also, in May, the Membership Committee held a New Member Breakfast welcoming a record number of new members to our chapter.

All of our exciting events, informative programs, and record number of new members were made possible because of the outstanding dedication and efforts of our phenomenal committees. Committees are the lifeblood of our organization and are the driving force behind our successes. The committee volunteers and chairs have provided excellent leadership in programs, membership, sponsorship, special events, community activities, member benefits, budgeting/finance, marketing, communications and much more. The committees have brought CREW members together, building relationships with other CREW members, working together and ultimately doing business together.

These are unusual times in our economy, and we understand that we need to find creative and strategic ways to enhance our business. Look outside normal routines, get involved and network!

CREW Orlando takes great pride in being one of the top organizations of choice in our industry particularly when it comes to networking and doing business together. We all want to do business with people we like and trust, and it is these relationships that will get us through and make the difference in these challenging times.

In addition to the committees, we are very thankful for our Diamond Annual Partners and the many event sponsors who continue to support CREW Orlando and help us achieve our goals. It is with their support, combined with our enthusiastic membership and dedicated board members that CREW Orlando continues to prosper.

Stay tuned, there is much more to come.

Emily M. Zinaich
2008 CREW ORLANDO PRESIDENT
SECOND QUARTER COMMITTEE REPORTS

Membership Committee Report

The momentum is continuing and we have added 21 more new members to our chapter since the last newsletter. This brings our total to 38 for 2008. Last November, I set a goal of 30 new members for the year. Meeting our goals by first quarter 2008 is wonderful. Exceeding our goal is even better! We aren’t going to slow down now especially with the great membership/ambassador committee we have in place. Please welcome our latest new members.

New CREW Orlando Members

- Brooke R. Bonnett, City of Orlando
- Tobborah J. Cottingham, Vanasse Hangen Brustlin, Inc.
- Dana DeClerk, Reynolds Smith & Hills Inc.
- Paula Duncan, Philco Construction
- Eileen D. Fernandez, Dean Mead Egerton Bloodworth, Capouano & Bozarth, PA.
- Jennifer Giles, Land America Financial Group, Inc.
- Jennifer Groves, Banco Popular
- Summer J. Guerrero, Vanasse Hangen Brustlin, Inc.
- Erin L. Johnson, Lykes Insurance, Inc.
- Claudia M. Kiernan, Investment Property Exchange Services
- Lucianne Koch, Willis of Florida
- Cathy Mancari, Weingarten Realty
- Charlotte Ann Manley, Falcon Development
- Lindsey Ann Patrick, Cushman & Wakefield Inc.
- Sheri L. Ross, Weingarten Realty
- Marla Sachs, Orlando Business Journal
- Latosha L. Sigler, Vanasse Hangen Brustlin, Inc.
- Ann Sonntag, Orlando Business Journal
- Margaret Tomeo, ECS-Florida, LLC
- Craig Ustler, Ustler Development, Inc.
- Hannah Wickham, Brasfield & Gorrie, LLC

The membership committee meets each month to discuss our goals. Recruiting new members is very important but one of our goals/missions is to retain our members from year to year and enhance the value of the CREW membership. Our committee’s focus this time of year now is the 2008 CREW Directory which will be out this summer and our new members’ breakfast in May. Speaking of… a CREW new member’s breakfast was held on Wednesday, May 14, 2008. In addition to the new members attending this event we also had CREW Orlando Board and Membership Committee representatives. This was a fantastic opportunity to introduce the new members to each other, ask questions of the Board and Membership Committee, and learn how to become more involved in CREW activities and committees. Special Thanks to Diamond Annual Partner Commercial Design Services, Inc for sponsoring this event at their great showroom in Altamonte Springs.

2008 CREW ORLANDO BENEFITS OF MEMBERSHIP

- Local, Regional and National Networking Opportunities
- Business Leads and Referrals
- Monthly Luncheon Programs with current industry related topics
- Reduced Member Rates for monthly programs and events
- Chapter Membership Directory with photo roster of CREW Members
- CREW National Membership Directory (hardcopy & online access)
- Gain access to the Members-Only portion of the CREW Network web site
- CREW Network and Chapter Newsletters
- Invitations to Members-Only networking events
- New member recognition
- Registration discounts for CREW Network meetings and conventions
- Discounts for professional business services through affinity programs
- Direct Access to the CREW Network Career Center online job bank

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CREW Careers™

CREW Careers was a huge success this year! The event was held on April 12, 2008 at One Orlando Centre. Twenty-five high school girls participated in a fun-filled day that included a hard hat tour of the Dynetech Building, fabulous speakers from eight different disciplines in commercial real estate, a dressing professionally presentation by Georgiana Ungaro from Neiman Marcus, makeup tips from a Bobbi Brown consultant, a round of “Are You Smarter Than a Commercial Real Estate Woman” game created by Anna Long, and lots and lots of gifts and door prizes. There were 36 CREW members who participated in planning, implementing or speaking at this event. It is a wonderful way of getting to know your fellow CREW members while at the same time showing and talking with young ladies about the numerous opportunities that are available to women in the world of commercial real estate. Betsy Owens and Jackie Bozzuto give a huge thanks to the amazing women and men who helped develop and produce this years program. For anyone who has not participated before, this is a great way to get more involved in CREW and get to know your fellow members better while giving back to the community.

Programs Committee Report

Our monthly luncheon programs continue to draw record attendance with an average of 126 attendees at each program. Our sell-out Economic Forecast in January was followed by three strong programs covering the construction industry, the new $500 million mixed-use project Posner Park, and the vision for Downtown Orlando’s planned Creative Village.

The rest of the year’s calendar is almost set with a look at how inland distribution is making a positive impact on the industrial market in Central Florida, an update on the exciting Performing Arts venues slated to break ground in the fall, and the opportunities and challenges met with Brownfields redevelopment.

The programs committee is already stockpiling ideas for 2009 and welcome input from the membership on topics and speaker connections. Contact Jane Smalley at jsmalley@lakenona.com or 407-816-6593 if you have any ideas for next year.
Letter from the Editor

Welcome to our second newsletter of the 2008 year. The communications committee will produce four newsletters this year and would like to invite all members to submit press releases and stories for "The Exchange."

The guidelines for the press releases state that it must be directly about a CREW Network member – a deal completed, a promotion, or job change. The press release cannot be about a member’s company – there just isn’t enough room to include all the company news.

Deadlines for submittals for the rest of the year are:

- Fall Issue:
  - Monday, July 28, 2008

- Winter Issue:
  - Thursday, October 16, 2008

We have started a new section in the newsletter this year called “The Exchange.” You are welcome to submit stories for this section about members doing business with other CREW Network members. If you received work or a lead with another CREW Network member – please submit your story by the deadlines and we will try to print as many stories as possible.

We are always looking for new committee members to assist with the newsletter. Please give me a call or send me an email if you have an interest.

Thank you and I look forward to serving as your newsletter editor this year.

–Pam

Send stories and press releases to:

Pam A. Carman, FSMPS
Barton Malow
8529 South Park Circle
Orlando, FL  32819
(407) 352-8880 phone
Pam.Carman@bartonmalow.com

RED, WHITE, & CREW!

The winner of the best RED, WHITE & CREW Themed Tee Party was CORT. Congratulations!

Thank you so much to our sponsors. We could not do it without you!
The 2008 CREW Orlando Golf Tournament was a huge success with a net profit of over $22,000.00. A good portion will be designated to Valencia Community College Foundation and our support of their scholarship program for women. In partnership with VCC Foundation, CREW Orlando annually sponsors this event which in 2008 surpassed our 2007 pace thanks to the generous support of our sponsors and players.

Congratulations Winners! At CREW we believe EVERYONE who participates is a WINNER so congratulations to all of you!!

Held at Hawk’s Landing Golf Club at the Marriott World Center, the tournament was chaired by Pat Werner, WELBRO Building Corporation and volunteer CREW members who gave many hours of their time to make this event such a huge success. It is through the generosity of these professional women that the Annual Golf Tournament is such a success.

Tournament Sponsors Listed on Page 4.
Commercial Design Services, Inc

CDS (Commercial Design Services, Inc.) is a privately held provider of design services, and retailer of mid to high end office furniture and furniture systems, founded in 1986 with locations in Tampa and Orlando.

CDS specializes in the banking, business, educational, government and healthcare markets throughout central, west, and southwest Florida.

At CDS, we offer products from the manufacturers you expect. Allsteel, HON, Kimball, and National anchor our line offerings, others such as HumanScale, La-Z-Boy, Nemschoff and Workrite are included along with nearly 500 other names that comprise our master list of office systems, upholstered goods, case goods, specialized industry furniture, textiles, laminates, flooring, wallcoverings, accessories, and ergonomic add-ons.

Whatever your needs or challenges, CDS has the product, from the right place, at the right price, to provide the solutions.

Cushman & Wakefield

Cushman & Wakefield is the preeminent global real estate services provider, offering a full array of real estate services in all major business centers around the world. Cushman & Wakefield’s transaction professionals are active in every major market worldwide, optimally positioning and marketing properties and uncovering hidden opportunities for clients.

Supported by our worldwide research, our professionals provide clients with detailed market intelligence, making every recommendation a local one. Cushman & Wakefield was founded in 1917 and currently employs more than 12,500 people in 215 offices throughout 56 nations. The Orlando office was founded in 1981 and currently employs 60. In 2007, the Orlando office completed more than 130 lease & sales transactions totaling approximately 4.5 million square feet and valued at more than $370 million.

Geotechnical and Environmental Consultants, Inc.

Geotechnical and Environmental Consultants, Inc. (GEC) is currently celebrating 17 years “at the very foundation of our community”. With over 50 employees and offices in Orlando and Kissimmee, GEC’s core services include environmental consulting, geotechnical engineering and construction materials testing. GEC’s service range extends north to Jacksonville, west to Ft. Myers and south to Ft. Lauderdale.

GEC benchmark projects include The Burnham Institute at Lake Nona (LEED silver), the Orlando Utilities Commission (OUC) Administrative Headquarters Building (LEED gold), the new UCF Arts Complex, the 801 North Orange Avenue Mixed Use Office Building, the 10,000-seat UCF Convocation Center, Orlando International Airport Airsides 1 and 3 expansion and the planned expansion for Orlando’s Citrus Bowl (awarded).

GEC was founded in 1991 by former CREW member Joanie Schirm, Gary Kuhns, PE, and two other partners. CREW member Lydia Wing, a geologist by training, is a key member of the GEC environmental team. Of particular interest to CREW will be GEC’s knowledge of regulations, permitting and compliance as it relates to the Brownfields category of development. Lydia’s Brownfields development experience in Orlando includes the downtown Orlando West Church Street development supporting Hughes Supply. GEC Manager of Environmental Services, Mike Orcino, PE, currently serves as Co-Chair, Central District, Florida Brownfields Association.

GEC will be moving to new offices in Baldwin Park during the Fall of 2008. Get more information at GEC’s website: www.g-e-c.com.

Lowndes, Drosdick, Doster, Kantor & Reed, P.A.

Lowndes, Drosdick, Doster, Kantor & Reed, PA. is Central Florida’s largest law firm and has earned the reputation of “Florida’s Business Law Firm Since 1969.” This full-service commercial law firm is rated AV, the highest rating, by Martindale-Hubbell peer review and is a founding member of Meritas, a world-wide alliance of more than 200 independent law firms with 5,000 attorneys. Highly regarded as one of the most efficient, effective and aggressive law firms, the attorneys are noted as some of the best in real estate, corporate business transactions, litigation and wealth management. With the most number of Central Florida attorneys listed in “Best Lawyers in America,” “Florida Trend Legal Elite,” “Legal 500 U.S.,” and “Chambers USA,” the firm is a noted real estate law firm throughout Florida and the rest of the country.
CreW Orlando member news

Sarah Kelly named One of the Top Women in Commercial Real Estate

Wayne Automatic Fire Sprinklers, Vice President, Sarah Kelly named One of the Top Women in Commercial Real Estate, by the Florida Real Estate Journal. This event recognizes leading women in Florida’s commercial real estate industry. Sarah Kelly is a Past President of CREW Orlando. Congratulations Sarah!

2008 Orlando Business Journal’s Women Who Mean Business Awards Event

Cecelia Bonifay, Akerman Senterfitt was among 15 women that were honored at the 2008 Orlando Business Journal’s Women Who Mean Business awards event on April 24th at The Mall at Millenia. She was honored as one of five finalists in the category, Business Executive. Congratulations Cecelia!

Cecelia was also recently featured in Real Estate Florida’s “Meet Florida’s Top Real Estate Lawyers” in the March 31, 2008 issue.

Crew Orlando Members: We Want to Hear from You!

Enhance your profile with CREW Orlando’s extensive newsletter subscription list by submitting your business announcement, press release or feature article to the Orlando CREW News.

Submit a brief write-up of your announcement to Pam Carman at Pam.Carman@bartonmalow.com for consideration.

We are specifically looking for:
• CREW Orlando member networking stories - deals
• CREW members are working on projects together
• Member accomplishments (continuing education, industry, designations, and promotions)
• Ideas for a feature article regarding a newsworthy topic of interest to our industry

Opportunities Rising: A New Day. A New Deal.

2008 CREW Network Convention & Marketplace
October 15-18, 2008 Houston, Texas
Hilton Americas Houston

We’re ready. Are you? Register online at www.crewnetwork.org
Celebration of Champions

We are pleased to announce that in November, CREW Orlando will be hosting our 5th Annual Celebration of Champions! It will be a lovely evening dedicated to thanking all of the members and companies that have contributed to our success in 2008. It is also an opportunity for us to recognize our members for some of their significant accomplishments. In the past, awards have been given to a Member of the Year, Company of the Year and Networking Deal of the Year.

As you work with your fellow CREW members, look for individuals and companies that you feel are deserving of your nomination! Also, remember that you could put together the “Deal of the Year” by working together with other CREW members. With the extensive background of our membership, we could end up with a deal that was influenced by our members from start to finish!

—Mary Pat Dunleavy

Chapter Board Nominations

Be thinking about who you would like to nominate on the Chapter Board. Nominations will be coming up in the fall.

If you would like to nominate someone or have an interest yourself, please contact:

Pat Werner, CeD
VP of Community & Economic Development
WELBRO Building Corporation
2301 Maitland Center Parkway, Suite 250
Maitland, FL 32751
pwerner@welbro.com
Phone 407.475.0800

Summer Kick-Off

Thursday, June 26, 2008
CREW Members Only
After Hours
5:30 PM - 7:30 PM
Register at www.creworlando.org

citrus Restaurant
Join CREW Orlando Members in the “Red Room” at our June After Hours event to enjoy an exciting evening of business exchange and networking. Wine, beer, and appetizers will be served. Cash bar for cocktails.

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Just Voted “Best New Restaurant” in Orlando Magazine!

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Special Offer to CREW members:

For only $79, you’ll receive 52 issues of Orlando Business Journal, the 2007 & 2008 Book of Lists (an $88 value) and several special publications throughout the year including the Statewide Commercial Real Estate Journal, GREEN, SPACE, Executive Living and more.

Limited Time Offer • Ends July 31

For more information and to subscribe today, contact Elizabeth Unger at 407.241.2912 or email eunger@bizjournals.com and mention CREW.

CREW Orlando Advertising Rates

CREW Orlando Electronic Newsletter

2008 Advertising Rates

- $1000 - 1/2 pg with hyperlink to advertising company web site
- $ 750 1/2 pg – no hyperlinks
- $ 500 1/4 pg with hyperlinks to advertising company web site
- $ 150 business card size ad on Business Connections page (new page and for members-only)
- Advertiser will be notified of deadlines and camera ready or PDF requirements for ad.
- This ad will be provided as required by CREW Orlando from advertiser

CREW Orlando is an affiliate chapter of CREW Network.

www.crewnetwork.org

Specifications & Submission Guidelines

Full Page: 7.5”w x 8.75”h
Half Page: 7.5”w x 4.25”h
Quarter Page: 3-5/8”w x 4.25”h
One-Eighth Page: 3-5/8”w x 2”h

Files must be submitted electronically in the proper size and resolution of at least 150 dpi in one of the following formats: hi res. PDF, .eps (with all fonts as outlines), .tif, .jpg (hi res. only). Adobe CS3 files are acceptable.

Ads may be submitted in color as an RGB file as this is an electronic publication.

Please send your electronic file to Pam Carman at Pam.Carman@bartonmalow.com

CREW Orlando distributes the chapter newsletter electronically each quarter and then displays the newsletter on their www.creworlando.org Web site.
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2008 GOLD SPONSORS