

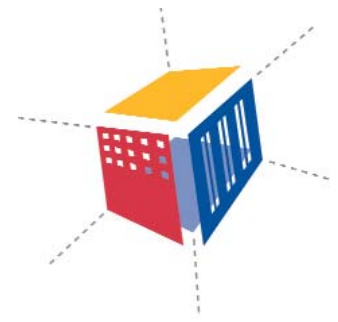
Indianapolis Chapter of Commercial Real Estate Women

First Quarter 2010

Upcoming Events
New Members
Delegate Report
Sponsor Highlights

CREWSletter

www.indycrew.org



IndyCREW

2010 Board of Directors

President
Esther Carter-Day
M&I Bank
Phone: 317.269.1303
Email: esther.carter@micorp.com

Past President
Marsha Gray
SESCO Group
Phone: 317.347.9590 ext. 22
Email: marsha@sescogroup.com

President-Elect 2011 and 2010 Delegate
Dee Headley
Colliers Turley Martin Tucker
Phone: 317/236-6433
Email: dheadley@ctmt.com

Delegate
Brooke Augustin
NAI Olympia Partners
Phone: 317.264.9400
Email: brooke@naiolympia.com

Secretary
Shokrina Radpour Beering, Esq.
Plunkett & Cooney
Phone: 317.964.2729
Email: sbeering@plunkettcooney.com

Treasurer
Jennifer Mathews Miner
Huntington National Bank
Phone: 317.229.4065
Email: jennifer.mathews-miner@huntington.com

Directors
Kathleen "Kitty" Barbaglia
Pedcor Investments, LLC
Phone: 317/587-0359
Email: kittyc@pedcor.net

Jane Butler
Key Bank National Association
Phone: 317/726-5131
Email: jane_butler@keybank.com

Diana Kay Hunt
Alig and Associates, Inc.
Phone: 317/639-1533
Email: dkhunt@aliginc.com

Executive Director
Joelle Compton
IndyCREW Office
PO Box 3461
Carmel, IN 46082-3461
564-4698
663-1007 fax
indycrew@indy.rr.com
www.indycrew.org

president's message

Esther Carter-Day, 2010 IndyCREW President



I'm very excited and honored to serve as your President for 2010. I will rely on my past experience as an active member as well as the Board and Past Presidents of the chapter to help carry our great organization forward through these difficult economic times.

During 2009, we had our fair share of challenges given the local economy; we had some members lose their jobs, close their operations or start careers in a different industry. Regardless, everyone has provided encouragement to pull another member along; and this too shall pass. With everyone's continued support I'm confident that we will persevere and achieve another successful year.

This is an economic downturn like none that we have experienced. We are finding new ways to deal with the issues we face as an organization and industry on a daily basis. We have revamped several committees and added a new Member Advancement committee all in an effort to encourage growth of the chapter and members. We want to remain relevant and provide assistance that is of value to our members.

This is a time for all our members to contribute. A contribution is more than paying your annual membership dues - it's leading by example. We need to encourage the new members by showing our enthusiasm of the organization so they want to get involved. In order to do this we must remain committed and united.

Speaking of remaining united, once a calendar quarter I will be meeting with other Presidents of local real estate organizations (CCIM, IREM, ICBR, etc.) collaborating our efforts on continuing to bring value and relevancy to our members from every aspect of this industry. Together, we will seek continuing education credit programs, notify the members of legislative changes that affect us in our daily jobs and hopefully at the end of 2010, recognize some of our members publicly (in front of the other real estate organizations) for their leadership contributions.

I have identified some goals for 2010:
- New website rollout (now complete!)
- Growth of the chapter
- Effective committee structure

CREW Network works to advance the success of women in commercial real estate. We have created professional opportunities for our members, been mentors to a younger generation of women in commercial real estate and served as a catalyst to both our members and the industry. This is largely attributable to the efforts of our Network CEO, Gail Ayers, and for our local chapter, Marsha Gray, our Immediate Past President. We owe them both our appreciation.

I thank you for this opportunity and look forward to everyone's participation.

Welcome New Members

Andi M. Metzel, JD
Partner
Dann Pecar Newman & Kleiman
Law

Morgan Saltsgiver, LPG
Project Geologist
ATC Associates Inc.
Environmental/Consulting

Sarah Coffey, CPA
Senior Auditor
Sponsel CPA Group
Accounting

Dawn M. Lindquist
VP - Peripheral Development
Simon Property Group
Development/Sales

Mary A. Slade, JD
Attorney
Plunkett Cooney
Law/Title/Escrow

Regina L. Emberton, CCIM
VP, Brokerage Services
CB Richard Ellis/Bradley
Brokerage/Sales

S. Scott Fitzsimmons
Sr. Business Banking Rm - VP
Wells Fargo Bank
Finance/Institutional Lending

Stephanie Anderson
Property Manager
CMC Properties
Property Management/Marketing

Stephanie Griffin
Senior Corporate Accountant
Presnell Management, LLC
Accounting/Finance

Upcoming Events

CREW Careers Kick-Off Day

April 16, 2010

Chase Tower

Call Julie Burroughs to Volunteer

266-9830 or jburroughs@lamsoncondon.com

We need presenters to introduce the students to the different types of real estate and general volunteers to help with logistics.

Quarterly Luncheon: "Super Bowl 2012: Countdown to Kickoff"

April 22, 2010

11:30 AM - 1:00 PM

The Conrad Hotel

Join us to hear more about what the 2012 Super Bowl Host Committee is working on for the 2012 Super Bowl. Our guest speaker, Allison Melangton has been the President and CEO of the 2012 Indianapolis Super Bowl Host Committee since October of 2008. She brings over 25 years of National and International experience in sports and events management to this prestigious event. Register online at www.indycrew.org

We will be holding a "S.O.S. - Send One Suit" Drive at our April Luncheon. Please bring a gently worn or new suit to the event to benefit Dress for Success Indianapolis.

CREW Careers

May 6, 2010

Lafayette Square Mall

We need team leaders to guide the students through the process, volunteers to set up and tear down, keep food and beverages stocked throughout the day and pick up lunch, "What to Wear" and "What not to Wear" models. Call Julie Burroughs to Volunteer, 266-9830 or jburroughs@lamsoncondon.com



The strength behind our clients.®

A proud member of IndyCREW, Plunkett Cooney has been a trusted business advisor since 1913. Our attorneys provide timely, practical legal counsel and dispute resolution services to achieve the right result from the boardroom to the courtroom.

SHOKRINA RADPOUR BEERING
Direct: (317) 964-2729
sbeering@plunkettcooney.com
www.plunkettcooney.com

PLUNKETT COONEY
ATTORNEYS & COUNSELORS AT LAW

Event Photo Gallery

March Lunch and Learn

In our March CREW Lunch & Learn we featured local business development consultant Tim Roberts of Trustpointe. Tim's practice specializes on Professional Service Providers and the skills of a Trusted Advisor they must display to gain the confidence of new clients.

Photography Provided by:
Visions Photography by Michael Johnson
Contact number: 317-989-4024
Email: Visionsmaj@yahoo.com



More photos at www.indycrew.org

Delegate Report

President Blout Delivers Message of Strong Chapters - Successful Members

IndyCREW was represented by our delegates Brooke Augustin and Dee Headley at the 2010 Winter Council meeting in Tampa Florida.

CREW Network President, Kristin Blount, Senior Vice President / Partner of Colliers Meredith & Grew, unveiled CREW Network's platform for 2010: Strong Chapters - Successful Members.

As the commercial real estate community moves into another year of market volatility and uncertainty, it becomes increasingly important to the overall health of the CREW Network organization that its chapters remain strong, healthy and supported. CREW Network works as a community. To that end, President Blount is committing additional CREW Network resources to provide chapters with board visits, create additional playbooks and other resources to support chapter practices, create brand standards that elevate the status of chapters within their local communities, and enhance leadership training offerings to insure chapters maintain strong infrastructures.

Supporting President Blount's 2010 initiative, delegates voted to approve the applications of four new chapters, increasing the Network's reach to 71 markets across North America. Welcomed into the CREW Network organization were Edmonton CREW, CREW Omaha Metro, CREW Charleston, Inc. and CREW Upstate South Carolina.

Several exciting new resources, programs and business tools will be introduced to chapters and members throughout 2010. Among them, CREW Network retained the services of Clarke Communication Group to help articulate the CREW Network brand. Once this messaging is completed, CREW Network will provide materials and communications to chapters to begin implementing. Adhering to brand standards across the Network will enhance our organization's awareness throughout the industry.

Plans are currently underway for the development of two new chapter playbooks - a Chapter Administration Playbook as well as a playbook addressing career outreach. Additionally, CREW Network's research partner Cornell University Program in Real Estate, is currently analyzing the data from CREW Network's benchmark survey sent to 13 commercial real estate organizations in November 2009. The report will be released to chapters, members and the industry at large later this year.

Delegates were given a sneak peek at CREW Network's Web site redesign currently in the works as well as



CREWbiz, CREW Network's newest online business networking tool. CREWbiz, scheduled for rollout in late March, provides members the opportunity to create personal profile pages promoting their business expertise. Additionally, this unique member benefit provides a communications tool whereby members can post business wants and needs, and share business news with other CREW Network members who subscribe to their postings - all managed from their online CREWbiz page.

CREW Network kicked-off its 2010 Leadership Series, funded by Studley, with its first Leadership Summit held in conjunction with the Winter Council Meeting. Clark Robinson of Grid International, Inc. presented delegates with a half-day leadership development workshop titled "The Power to Change." As chapter leaders, it is extremely important to know how to lead in volunteer groups and the Grid exercise provided critical training for this. Understanding and responding to the various leadership styles within each of us is key to working more effectively. This high-level training taught chapter leaders to identify their leadership styles and took them through exercises that encouraged self-awareness as to how their particular leadership style impacted their group's progress.

In addition to providing high-level leadership training at three in-person meetings throughout the year, the 2010 Leadership Series will deliver six teleconferences providing chapter leadership training. The 2010 series will include a University Series delivered in April and May where professors from prestigious universities across the country will deliver eight commercial real estate-focused, content-rich programs on such topics as Urban Public Policy & Private Economic Development, Fundamentals of Real Estate Finance, Real Estate Transactions & Deal Structures and more. Members will be notified via email of all upcoming events.

The spirit of community that exists among CREW Network and its 71 chapters across North America is what drives the success of its members. Look to CREW Network to serve this community by providing strong support to every chapter through the delivery of services, resources and programs that ensure the collective health and vitality of this organization. Strong Chapters - Successful Members, that's the CREW Network commitment.

Diamond Level Sponsor

FINANCIAL CONFIDENCE SHOWS



Proud to support
Indy CREW

**32 Central Indiana locations
to serve you.**

317-269-1333

mibank.com

Personal | Business & Commercial | Wealth Management



Member FDIC

©2010 Marshall & Ilsley Corporation 10-500-043

Gold Level Sponsor

Sensory Technologies...A True Partner in Design

"The attorneys and professionals of Bose McKinney & Evans LLP and Bose Public Affairs Group LLC envisioned a state-of-the-art conference center for our new downtown Indianapolis office, but did not want the technology to detract from the aesthetics of the space. Sensory Technologies worked with our architects and designers from the very beginning of the project to make certain the technology fit our needs while enhancing the beauty of the design."- Jon Miller, Chief Information Officer

"By partnering with Sensory Technologies, we not only deliver great spaces to our clients but we deliver functionality. Together - we think of the complete picture and provide complete solutions – including communication and collaboration. Sensory Technologies is the leader in audio visual integration for a reason – they are the best!"- Pam Jones – owner of Ardant Group

Sensory Technologies is continuously finding better ways to make businesses more productive and more efficient. By recently adding a Product Development department to our organization, we have the capability to create and then offer solutions to our clients that save them both time and money. As of 2010, we are not only integrators but also innovators of the latest and greatest audio visual and conferencing solutions.



Available April 2010– Furniture has never functioned like this before...



sensorytechnologies
A MARKEY'S VIDEO IMAGES COMPANY

To learn more about the latest and greatest in technology or to learn how to partner with Sensory Technologies on future projects – visit our website at www.sensorytechnologies.com.

The Villages Says Thanks

the Villages wanted to pass along some pictures of the grateful Santa recipients from the 2009 Christmas party. They were very grateful for the toys and gift cards received from IndyCREW.



Bronze Level Sponsor

Westport Homes

Affordability. Reliability. Quality. With traits such as these, it's no surprise that Westport Homes has rapidly become a leading home builder in the Indianapolis metropolitan area since their opening in 2003. Backed by admirable company values, Westport has also established operations in Charlotte, North Carolina; Columbus, Ohio; and Fort Wayne, Indiana.

Westport knows that offering a wide range of plans provides customers with better choices, enabling them to find the perfect home for their specific tastes and needs. That is why Westport buyers can choose from over 40 floor plans ranging in size from 1,000-3,400 square feet and currently priced from just \$94,900.

What distinguishes Westport Homes from other local home builders? Their homes come equipped with an extensive list of standard features that other builders consider pricey upgrades. A decorative nickel lighting package, arch-top interior doors, smooth walls, shutters on the front elevation of each home, and an impressive landscaping package are all included with each Westport home. All of these money-saving features combined with Westport's extremely competitive home pricing add up to big savings!

Indianapolis Division Manager Doug Beckner states, "Westport delivers a quality home in a timely fashion by simplifying the home buying and construction process and ultimately keeping our customers satisfied, all at a very affordable price." Westport Homes is committed to helping you find or build a home that fits you, your family and your lifestyle. Upgrade Your Style of Living with Westport and count on a lifetime of enjoyment in your new home!



Thank You to Our 2010 Sponsors!

Diamond



Platinum



Gold



Silver

Cassidy Turley
Katz Sapper Miller

Bronze

Amerastore, America's Restoration Team
August Mack Environmental
Barnes & Thornburg
Connor Fine Painting, Inc.
Midwest Remediation
NAI Olympia Partners
Westport Homes

