

CREW



NETWORK



MARCH 2009

Local Website:

www.crew-sanantonio.org

National Website:

www.crewnetwork.org

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CREW-San Antonio

proudly presents the

2009 Real Estate Forum

Thursday, March 26, 2009

Henry B. Gonzalez Convention Center

Networking: 10:30am - 11:30am

Program: 11:30am - 1:30pm

Presented by Gold Sponsor:



Western National Bank, chartered in 1977, is an independently owned and operated financial institution with branches in San Antonio, Odessa, Midland and Dallas. With over \$988 million in total assets, WNB consistently ranks as one of the strongest and safest independent banks in the U.S. WNB offers a broad base of loan products, specializing in real estate, commercial, industrial, and oil & gas lending. WNB provides an array of treasury management products including Remote Deposit Capture and an easy to use internet banking program. Learn more about Western National Bank at wnbonline.com.

2009 Real Estate Forum

P A N E L I S T S



Aurora O. Geis

MODERATOR - First Vice President of Lending and Senior Credit Officer, SACU

ageis@sacu.com

Aurora Geis is part of San Antonio Federal Credit Union's management team and serves as First Vice President of Lending and Senior Credit Officer. She has nearly 20 years' experience in mortgage lending and housing finance, neighborhood and economic development. She previously served as director of the Fannie Mae San Antonio and Austin Community Business Center. Aurora holds a Bachelor of Science degree in Business Management from LeTourneau University.

Ms. Geis serves as Chairman of the CPS Energy Board of Trustees, and Secretary for Commercial Real Estate Women (CREW). She is founding member of the JCIA (Jesus Christ Is Alive) Foundation, a ministry for orphaned children in Mexico and Venezuela; and Awaken International Ministries (AIM), a ministry for women.

Aurora, her husband Greg and two children have been members of Oak Hills Church since 2003 where they are studying "The Story" a chronological study of the Bible from beginning to end.



Deborah Bauer

LAND - Owner and President, Drake Commercial Group

Deborah@drakecommercial.com

Deborah Bauer is the owner and president of Drake Commercial Group, a commercial real estate brokerage company based in San Antonio, Texas. Deborah has been in real estate since 1977, and in 1982, she moved into the competitive specialty of commercial real estate. In 1992, she formed Drake Commercial Group. The last twenty six years, Deborah has been representing investors and developers in purchasing large tracts of land and then developing and selling off sites. Deborah has offices in San Antonio, Austin, and Park City, Utah. Drake Commercial Group's reputation, as well as Deborah Bauer's commitment to excellence, earns her the respect of the commercial real estate community as a top professional.

Ms. Bauer has received numerous awards, including NAWBO's Entrepreneurial Spirit Visionary Award; North Chamber's Business Achievement award, *The San Antonio Business Journal's* Entrepreneurial Leadership award, and *The San Antonio Business Journal's* Best in Commercial Real Estate - land deal.

Deborah is blessed with a son and daughter, son-in-law and precious grandson and granddaughter. She loves to read and vacation anywhere with a white sandy beach and blue water.



Michael Weiss

TRANSPORTATION - Director and Owner, 4M Realty Company

mike@4mrealty.com

Michael Weiss is a Magna Cum Laude graduate of Southern Methodist University, where he received his Bachelor of Business Administration in Finance and Real Estate. Additionally, he attended Oxford University where he studied International Real Estate Finance and the European Common Market.

Mr. Weiss joined 4M Properties, Inc. as Vice President in 1983 and in 1998 was promoted to President. He has been involved with every facet of the development, management, and brokerage side of the business. Michael oversees the operational functions of the 4M companies. In addition, he oversees the leasing and marketing of projects and is involved in the lease negotiations. He has arranged all corporate borrowing for 4M and its affiliated entities. Michael has participated in over \$300 million in real estate acquisitions and dispositions for 4M Properties, Inc. and its affiliates. Michael also serves as a Director and owner of 4M Realty Company, the brokerage entity.

Michael's hobbies include skiing, bow hunting, cycling, and scuba diving. He is married to Kathleen Robison Weiss and has two children, Eric and Meg.

2009 Real Estate Forum Panelists

C O N T I N U E D



Vicki Cade, CCIM

MIXED USE - Partner, Endura Advisory Group

vcade@endurasa.com

Vicki Cade, CCIM, has been actively involved in the San Antonio commercial real estate marketplace for 25 years. Vicki specializes in the office market and medical office market. She has handled many agency leasing assignments, investment and user sales transactions, as well as tenant representation requirements. Vicki became a partner with Endura Advisory Group in May of 2008, where she provides agency leasing services for numerous clients. Endura represents several mixed use projects including Alon Town Centre, Ventura Plaza and Phase II of the Shops of La

Cantera.

Prior to joining Endura, Ms. Cade was Senior Vice President with the San Antonio Grubb & Ellis office for ten years and was a consistent top producer within the San Antonio office. Vicki became a CCIM designee in 1999 and has been awarded the CCIM top deal award three times. Vicki has been a CREW member since the late 1980's and was honored by the EVA Rosow Award of Excellence in 2000.

Vicki presents a consistent, professional approach and creatively implements winning, results-oriented strategies. Vicki is persistent, dedicated and determined to provide the best service possible for her clients.



William G. Shown

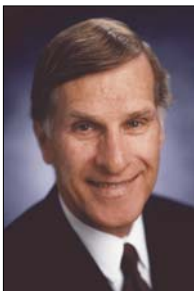
RESOURCE CONVERSATION - Managing Director, Real Estate for Silver Ventures, Inc.

bshown@silverventures.com

William Shown is the Managing Director - Real Estate for Silver Ventures, Inc., a San Antonio-based investment firm. In that position, he oversees a team that is responsible for the redevelopment of the historic Pearl Brewery. Pearl Brewery is an emerging culinary and cultural destination on the banks of the San Antonio River.

Silver Ventures also has interests in the Westin Riverwalk Hotel and the Hotel Contessa in downtown San Antonio. Before coming to Silver Ventures, William was Vice President - Acquisitions & Development for twelve years at Hixon Properties Incorporated, a San Antonio real estate investment firm. Prior to his tenure at Hixon Properties, Mr. Shown was a commercial real estate lawyer for nine years.

Mr. Shown is a 1980 graduate of Texas A&M University, and obtained a law degree from St. Mary's University in 1983. He is married, with two children.



Gary V. Woods

INVESTMENTS - President, McCombs Enterprises

gwoods@mccombshq.com

Gary Woods is a graduate of Texas State University, where he earned a Bachelor of Business Administration degree. He received his Masters Degree in Business Administration from Southern Methodist University. He pursued doctoral studies at the University of North Texas and completed the Advanced Management Program at Harvard Business School. Mr. Woods is a Certified Public Accountant.

Since 1979, Mr. Woods has been employed as President of McCombs Enterprises, the management entity for the McCombs family investments. These investments include automobile dealerships, oil and gas exploration, real estate investments, ranching, and others.

Gary is active in numerous professional organizations and has both instructed and attended many seminars. He currently serves as Chairman of the Board of Directors of Argo Group International Holdings, Ltd., the Cancer Therapy and Research Center Foundation, and Southwest Research Institute.



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2009 Friends of CREW

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Director's Corner

Kim Ghez
Director of Programs



The CREW Program's committee had their kick-off" meeting on February 5th at the Heights Club.

Program ideas did not stop flowing from our new enthusiastic committee. Our new committee includes: Martha Hardy with Drenner & Golden Stuart Wolff, Lynda Kohler with Frost Bank, Jennifer Bailey with Texas Capital Bank, McKenzie Edgar with Port San Antonio, Helena Goodson-Hawk with Capital CDC, Beverly Fortner with Wallis State Bank, Debbie Avery with Valero, Shelley Morvkovsky with Oppenheimer, Blend & Ronda Hubbard with Funding Edge. Our goal for this committee was to find the most timely topics combined with education and dynamic speakers that would appeal to all of our members. Mark your calendar for these exciting upcoming programs:

April 14th
GOING FROM BROWN TO GREEN, Home, Work & Play-
 Our Green Panelists include:
 Aurora Geis- Moderator, James Bastoni, Image Homes,
 Cesar Garcia with MDN Architects

May 7th
CREW GOLF TOURNAMENT

June 9th
BRINGING MINDS TOGETHER- NEGOTIATING SKILLS IN THE REAL ESTATE WORLD - featuring Milton Buckelew

Stay tuned to our next newsletter for more interesting CREW PROGRAMS scheduled for 2009 and some scheduled Tours we will be adding this year!

Also, a special THANKS to those committee members who could not be present for our February meeting and they include: John O'Connor with the Real Estate Department, Silvia Gangel with SiGa International, Becky Sanchez with Barton, East & Caldwell & Kelli Maxwell with MSL Investments. We have quarterly meetings at lunch so if you are interested in joining our committee, please contact me at Presidio Title at 210-737-9610.



NEW MEMBERS

LET'S GIVE A SHOUT-OUT TO 4 NEW MEMBERS!



Janet M. Drewry
 Attorney at Law
 Barton, East & Caldwell, L.L.P.
 One Riverwalk Place, Suite 1825
 700 N. St. Mary's Street
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Melissa.kelley@padgett-cpa.com



Noah Garcia
 Executive Vice President
 The Bank of San Antonio
 8000 IH 10 West Suite 1100
 Telephone: 807-5507
 Fax: 807-5707
noah.garcia@thebankofsa.com

Attention New Members!

Mark your calendars for
 May 14th 8:00 A.M.

Free breakfast

The Heights Building
 7373 Broadway, 4th Floor

CREW Member's Only Benefits include:

No "COLD CALLING"! You always have access to more than 8,000 professionals in the industry. Use your Network directory to cultivate business deals, to discuss opportunities and challenges you're facing, and as a resource for identifying employment opportunities. This powerful and supportive Network is literally at your fingertips. Online directory at: <http://www.crewnetwork.org> (members can login at the bottom of the webpage.) See related article ... CREW Network President Smith Proclaims 2009 the "Year of the Member"

MEMBERS ON THE MOVE

Julie Farrell and Carolyn Johnson are "On The Move"

Lawyers Title San Antonio is now... Alamo Title

Alamo Title Company
 1602 N. Loop 1604 W., Ste. 101
 San Antonio, Texas 78248
 phone: 210-223-2911
 fax: 210-223-2915

julie.farrell@alamotitle.com carolyn.johnson@alamotitle.com

New Address

Tejas Premier Building Contractor, Inc.

Julissa Carielo

9200 Broadway Suite 120
 San Antonio, Texas 78217
 phone: 821-5858
 fax: 821-5862

julissa@tejaspremierbc.com

Land America / Lawyers Title is now Providence Title !

*Lucinda Sullivan,
 Marketing Director / Escrow Officer*

700 E. Sonterra Suite 1215
 San Antonio, Texas 78258
 phone: 495-0396

lsullivan@protitltx.com

New contact information for Chris Helstrom

500 E Riverside Dr, Apt 211
 Austin, TX 78704
 phone: (512)762.2368

chelstrom@yahoo.com

HERE ARE SOME REMINDERS OF THE FEBRUARY LUNCHEON



From Left: Connie Raub, Investment Realty Co.
Korrie Lawson, King Sommer
Chelsea Kane Lietz, First American Commercial
Melissa Kelley, Padgett Stratemann
Cynthia Ellison, Grubb & Ellis
Marc Olson, San Antonio Business Journal
Lily Fernandez, Port San Antonio



From Left: Mary Antu, Tejas Premier Building Contractor
Chelsea Kane Lietz, First American Commercial
Angie Ruddock, Commercial Insurance Solutions



From Left: Kelly Foster, Gardner Law Firm
Val Juve, Chicago Title Insurance



From Left: Carmen Soto, Simon Property Group
Julissa Carielo, Tejas Premier Building Contractor
Judy Vader, Medina Consulting Company



From Left: Kelli Maxwell, MSI Investments
Jennifer Kneupper, MDN Architects
Korrie Lawson, King Sommer



From Left: Alan Bass, First American Commercial Property
David Cardwell, San Antonio Business Journal



From Left: Michael Taylor, Exchange 1031
Cary Barton, Barton, Schneider, & East

CREW Network President Smith Proclaims 2009 the "Year of the Member"

During the recent Winter Meeting held in San Diego on January 30, 2009 CREW Network President Jane Snoddy Smith asked CREW Network Delegates to take back one message to their chapters: "There is never a cold call in CREW Network. " And with that simple message, Smith proclaimed 2009 the Year of the Member.

With members facing one of the most difficult years in decades, CREW Network is working harder than ever to provide chapters and members with the tools, programs and services they need to be successful. President Smith's goal is for every CREW Network member to be able to point to ways in which CREW Network, through its programs, services and training, was able to make a difference in their individual careers and lives.

Delegates were reminded about the many programs currently offered through CREW Network including Chapter Visits that are available to chapters free of charge every third year. These visits provide the opportunity for chapter boards and members to interface with a CREW Network Board member to discuss and showcase the national/local connection. Also in support of its chapter success, CREW Network hosts monthly Board Hosted Best Practices Calls that address leadership development, membership, programs, sponsorship and more. Many chapter related tools are also available in the Chapter Resources section of the CREW Network Web site.

CREW Network supports its members' success through services such as the CREW **Network Career Center**, which provides members with access to positions with more than 4,700 of the industry's premier real estate employers. Additionally, the Career Center allows members to manage job searches, post resumes and more.

New this year, CREW Network will launch its **20th Anniversary Professional Lecture Series**. These monthly presentations, delivered as either teleconferences or webinars, will focus on leadership strategies and timely industry issues that provide key insights to help members stay competitive. More information about this series will be sent to all members soon.

Also new for 2009, CREW Network will roll out its **eMentoring** program; an email-based program designed to provide mentoring support to college age students and women considering a career change to commercial real estate.

CREW Network's aggressive industry research initiative will provide a new white paper (to be published in April 2009) titled **"Repositioning Your Career to Succeed in an Era of Change."** CREW Network is committed to funding research that supports the careers of women in commercial real estate and serves as a catalyst for positive change in the industry.

CREW Network continues its expansion into new markets as delegates approved the applications of two new chapters. CREW Alaska and Piedmont Triad CREW (serving Greensboro, North Carolina) are the newest additions to the Network family, bringing CREW Network's North American-wide chapter representation to **68 markets**. All members are encouraged to reach out to these new chapters to identify new business opportunities.

Directly following the council meeting, delegates were introduced to CREW Network's newest networking tool called **CREWnet**. Delegates were broken out into work groups and asked to post a professional or chapter-related "request" on their **CREWnet** board. Each member of the work group was then asked to think about some way to assist that individual with her request such as providing the name of an individual who could help with the issue or project or pointing the individual towards a certain resource available that addresses the issue. Members then posted their ideas for assistance under the related request on the **CREWnet** board. At the end of the exercise the member who posted the request walked away with a series of ideas for assistance. Instructions for implementing **CREWnet** will be posted on the CREW Network Web site in the Chapter Resources area located in the Members Only portion of the site.

The second afternoon session focused on "Meeting Leadership Challenges in Uncertain Economic Times." 2009 CREW Network Board members provided brief presentations on:

- Business Networking: Networking to show the business value for your chapter and members.
- Selecting good leaders: Identifying the right skills to build a strong leadership
- Membership: Strategies for continued growth to support your chapter's good health
- Sponsorship: Tips for encouraging local companies to see your value?

A compilation of Best Practices collected from this session are posted on the CREW Network Web site in the Chapter Resources Section.

While 2009 will no doubt be one of the toughest economic years many of us has every experienced, know that CREW Network is putting all of its energy towards one priority: your success. 2009 is the Year of the Member. Stay strong. Stay committed. CREW Network is here for you.

*From Denise Kahler
CREW Network Marketing and Communications Director*

GET INFORMATION
READ NEWSLETTERS
www.crew-sanantonio.org

LOOK UP MEMBERS
IN THE DIRECTORY
www.crew-sanantonio.org

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Tracy Ballard - Administrator
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REDNews

Save the Date
 Thursday - May 7, 2009
4th Annual CREW
Charity Golf Tournament
 Silverhorn Golf Club
 1100 W. Bitters
9 Hole
Florida Scramble



CREW-San Antonio
 is pleased to announce our Winners from the
 Networking Game Luncheon in February:
Cynthia Ellison with Grubb & Ellis
Ronda Hubbard with Funding Edge
Lee Alexander with Scobey Moving & Storage
 Our Winners will each receive a
 gift certificate to Starbucks!
Congratulations again to our Winners!



MISSION STATEMENT

CREW IS AN ORGANIZATION THAT PROMOTES WOMEN WHO ARE PROFESSIONALS IN THE COMMERCIAL REAL ESTATE INDUSTRY. OUR PURPOSE IS TO PROVIDE ADDITIONAL OPPORTUNITIES AND ADVANCEMENT FOR OUR MEMBERS THROUGH EDUCATION, NETWORKING, RECOGNITION AND LEADERSHIP.

CREW

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 COMMERCIAL REAL ESTATE WOMEN

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