



JUNE 2010

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National Website:
www.crewnetwork.org

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CREW-San Antonio

proudly presents

Sold! Thru Auctions

SPEAKERS:

TOM HANLEY & BLAKE BONNER
of Tranzon Hanley

Tuesday, June 8, 2010

11:30 a.m. - 1:15 p.m. Oak Hills Country Club

RSVP: Tracy Ballard at
admin@crew-sanantonio.org
or call 210-415-1300

by noon on Friday, June 4th
Checks payable to "CREW-San Antonio" at the door

Members: \$25.00
Non-Members: \$40.00

Seating is Limited, so RSVP Today!
All reservations are non-refundable unless
cancellations are received within 48 hours

Presented by: CRAM Roofing

2010 Friends of CREW Spotlight



About CRAM Roofing

Established in 1986, Gary Cram had two goals for CRAM Roofing - first to provide sincere, responsive customer service (old school), and second to provide unmatched quality of performance and product. Through the years, CRAM Roofing has become known for providing building owners and managers solid, value-added solutions to their roofing program and built trusted relationships throughout the region.

CRAM appreciates its association with the CREW network and looks forward to expanding our client base within it. We will place the best-trained, most qualified team members on each roof to ensure the correct materials are utilized for your repairs and provide the best re-roofing solutions. CRAM offers 24/7 support and guarantees to stop your leaks within 48 hours.

As a result of our two clear goals, CRAM Roofing enjoys a reputation of outstanding job quality, excellent client communication, the accomplishment of difficult project schedules and the highest level of job satisfaction. For more information, please visit www.cramroofing.com.



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CREW Network has launched the commercial real estate industry's most innovative online networking tool, available only to CREW Network members, and it is called **CREWbiz**. As your CREW-San Antonio President-Elect for 2010, I am one of your delegates to CREW Network at the national level, and I want to make sure that everyone is aware of this opportunity to market themselves through CREW.

Most real estate professionals participate in some kind of social networking on the internet; it's a way of keeping ourselves and our businesses in front of other people. With **CREWbiz**, you are in complete control of your profile. You simply visit crewnetwork.org to create a new account using your CREW password, there is no charge for CREW members. Post a picture and your bio, which details your experience, your in-depth knowledge of certain areas, and/or your specialty. Making use of **CREWbiz** will strengthen your online reputation, leading to people recognizing you and your business as a reliable brand. All these benefits, and you don't have to spend any advertising dollars!

CREW-San Antonio is participating in CREW Network's contest for CREWbiz participation because there is a great prize. The first CREW Network chapter to have 90 percent of its membership complete their personal profile pages (bio and photo) by July 1st will receive one free full registration for the 2010 CREW Network Convention & Marketplace. If we win, all CREW-San Antonio members who complete their personal profile pages (bio and photo) will get put into a raffle to win the free trip.

Additionally, in June and July at our monthly luncheons, members who complete their profiles will be put into a drawing to receive Target Gift Cards (multiple winners each month), so go online to complete your **CREWbiz** profile today!

I look forward to seeing everyone at the June 8th CREW-San Antonio luncheon.

SPEAKERS SPOTLIGHT



Tom Hanley

Regional President, Tranzon Hanley

Tom Hanley, president, became a full-time real estate auctioneer in 1988 and has worked continuously at the craft. At Texas Auction Academy, he served as the instructor of real estate auctioneering and technology.

Throughout his career, Mr. Hanley has listed and auctioned over \$100 million of real estate. His clients consist of major lenders, CMBS special servicers, bankruptcy trustees and attorneys, court appointed receivers, REIT's, corporations, trusts and individuals.

He served on the National Auctioneers Association's Real Estate Council and has authored articles on subjects relating to the auction sale of real estate. He was a member of the National Association of Realtors (NAR) auction committee which enhances a Realtor's ability to auction her listings. He is currently on the membership committee of the Turnaround Management Association (Dallas/Fort Worth chapter).

Tom is a member of Downtown Rotary Club of Fort Worth, Moslah Shrine, Fort Worth Airpower Council and was a board member of the Boy Scouts Longhorn Council where he headed a committee which examined the council's real estate in 20 Texas counties to ensure that the properties were adequately insured. He served on the property committee of the Girl Scouts "T" Council. He now volunteers his time as auctioneer to the YMCA, Fort Worth Library Foundation, SiNaCa, Kids Who Care, Childrens' Charitable Guild, the Cowtown Ball (the American Heart Association's chief local fundraiser) and several schools. He is an alumnus of the University of Texas at Austin and Texas Christian University. He resides with his wife, Diane, and two children, Fiske IV and Grace.



Blake Bonner

Texas Real Estate Broker and Auctioneer, Tranzon Hanley

Blake has over twenty-five years of experience in commercial real estate asset management, property management, marketing, leasing and sales. Mr. Bonner has worked for numerous institutional clients such as Transamerica, Equitable and Principal Mutual. He also has considerable experience working for government entities such as the FDIC and RTC as well as numerous private investors. He formed The Bonner Group, Inc. in 1992 and built it into a regional firm with offices in San Antonio, Midland/Odessa, El Paso and Oklahoma City.

That firm was responsible for the management and leasing of over 2.5 million square feet of office, industrial and retail space and over 1,200 multi-family units. The company was also active in sales of various property types and tenant representation. The assets of this business were sold in 2001 to Tarantino Properties (based in Houston) where he remained for one year after the sale. Since that time, most of his energy has gone into managing two apartment communities in which he is a partner as well as brokerage work. Prior to forming his business, Blake was with The Horne Company for ten years where he served as Senior Vice President.

Mr. Bonner has been married for 25 years (Kathy) and they have three children (Blake Jr., Courtney and William). Blake, Jr. is a graduate of TCU while Courtney is currently enrolled there as a junior. William is a sophomore in high school. Kathy and Blake, Sr. are both graduates of UT-Austin.



Team Competition: \$350

- 5 members (4 may be w/company, clients, or friends of team)
- 1 coach (restaurant or bar)
- 5 wristbands for entry
- 2 drink tickets per person

Sponsorships:

- “Shaken Not Stirred” (ClassicMartini)
- “The Unique”
- “The People’s Choice”
- “The Best in Show”

“Cosmopolitan” Sponsors:

- Wristband
- Valet
- High-Roller Cigar
- Red Carpet Photos
- Tasting Cups
- CREW-tini T-shirts
- DJ Sponsor

Tickets for Attendees:

- CREW Member: \$75
- CREW Member-couple: \$130
- Non-Member: \$100
- Team Member friend: \$50

CREW Buddies: Those who are either unable to attend and/or wish to donate to the endowment fund. All donations are welcome.

The CREW Endowment Fundraiser

*Thursday, August 26, 2010
6-9pm Plaza Las Campanas*

In the Courtyard between
NAI REOC Offices and Brasserie Pavil

The “Great CREW-tini Mix-Off” is hosted by CREW and is a kick-off event to raise funds for the UTSA Endowment Fund, proceeds of which will go toward scholarships for the UTSA School of Business, College of Commercial Real Estate. CREW has made the commitment to contribute \$25,000 for the endowment fund.



For more information or to register a team:

Diane Wilkins 210-477-0858
dwilkins@bizjournals.com

Julissa Carielo 210-821-5858
julissa@tejaspremierbc.com

MEMBERS-ONLY BENEFIT

Register for your CREW BIZ Account and Create your Profile at www.crewnetwork.org

Create your Profile and automatically get registered for Target Gift Card Raffle!

NEW MEMBER

Welcome to the CREW Family:

Deborah Lane

Marketing Director
Huffman Development
1314 E. Sonterra #5209
San Antonio, Texas
Tel: 210-326-4294
dlane@huffmandev.com



Hurry! Nominations are Due June 15th!

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 announced during the 2010 CREW Network Convention & Marketplace scheduled for October 20-23, 2010 in San Francisco, CA.

2010 CREW Network Convention & Marketplace

October 20-23, 2010 | San Francisco Marriott | San Francisco, CA

Opportunities Rising: **Leading to CHANGE**



**HERE ARE SOME
REMINDERS OF THE
MAY LUNCHEON**



CALL FOR ENTRIES



N O M I N A T I O N F O R M

P L E A S E S E N D C O M P L E T E D N O M I N A T I O N

No Later Than 12 p.m. | Thursday, July 1st to:

SANDY LOWE SANCHEZ

San Antonio Business Journal

8200 I-10 West, Suite 820 | San Antonio, TX 78230

Phone: (210) 341-3202 | Fax: (210) 341-3031

E-mail: slowesanchez@bizjournals.com

Please join us in honoring San Antonio's dynamic women business leaders by submitting a nomination(s) for the San Antonio Business Journal's Women's Leadership Awards. Winners will be recognized in the Business Journal's Sept. 3rd special supplement, Enterprise, and at a special awards luncheon October 8th. Self-nominations also are encouraged.

An Award Will Be Presented in Each of the Following Categories:

Business Growth	Woman-owned businesses that have demonstrated solid growth over the last year, as illustrated by growth in such areas as number of employees, revenues or profits.
Family Business Leader	Women who have achieved success as the leader of a family-owned business, whether or not the business was founded by that leader.
Entrepreneurial Leadership	Women who have achieved success as the founder and leader of a San Antonio-area business.
Corporate Executive Leadership	Women who have achieved success as a corporate executive.
Volunteer Leadership	Women who have demonstrated leadership in serving the community as a volunteer in civic or charitable endeavors.
Nonprofit Leadership	Women who have achieved success in a leadership role as an employee of a nonprofit organization.
Public Service / Education	Women who have achieved success while serving as an elected official, governmental employee or educator.
Inspirational Leadership	Women who have lead an organization by inspiring example, overcoming obstacles to achieve success.
Mentoring Leadership	Women who have demonstrated excellence in serving as a mentor and role model for women in the business world.

Name of Nominee _____

Company/Title _____

Nominee's Mailing Address _____

Nominee's Phone/Fax/E-mail _____

Awards Category Entered _____

Will the nominee be available to accept the award in person on Oct. 8th? YES NO

Will the nominee be available for an interview with a Business Journal writer, sometime between July 19 and Aug. 2, if she is chosen as an award winner? YES NO

Name/phone number of person making the nomination (if different from nominee) _____

MATERIALS AND INFORMATION NEEDED:

- In one page or less, please list specific accomplishments that relate to the award category you are entering.
 - Please list the names and phone numbers of at least two other people whom we may contact as references.
- Additional background – Please send any additional information that you feel will help us make a decision, such as a current resume, a personal biography, company literature, or news articles. Nominees may also include their photograph, if available.

PLATINUM SPONSOR:



PRESENTING SPONSOR:



What's in Store for the Rest of the Year?

JULY 13, 2010

San Antonio Welcomes AllState – Denise O'Connor, AllState and Misty Mayo, San Antonio Economic Development Foundation

AUGUST 26, 2010

CREW-tini Mix-Off – Plaza Las Campanas

SEPTEMBER 14, 2010

Texas Update – Joe Straus, Texas Speaker of the House of Representatives

OCTOBER 12, 2010

Equity – Susan Wallace, USAA Realco & Rick Rodriguez, MAGI Real Estate discuss institutional and private equity

NOVEMBER 9, 2010

HEB – Jodie Kirksey

DECEMBER 14, 2010

CREW Holiday Party at Maggiano's

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

CONTACT US
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Tracy Ballard - Administrator - 210-415-1300

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www.crew-sanantonio.org



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.



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