



Indianapolis Chapter of Commercial Real Estate Women

CREW *sletter*

Third Quarter 2009

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president's message

Marsha Gray, 2009 IndyCREW President

I can't believe that three quarters of the year are nearly gone! Time goes by so quickly!

I'm composing this letter on my way to the CREW National Convention in Boston. This will be my third convention and I'm really looking forward to the camaraderie and learning experiences. The programs are always valuable but the networking that takes place at the conventions, both in terms of business development and career opportunities, is second to none. I wish that all of you could experience the National Convention.



Over the past few months, your Board has made some changes in how we do things in IndyCREW. As I mentioned in my last letter, we held our annual mid-year retreat in May, where we reviewed our mission and vision and established three strategic directives to guide us in the upcoming year: (1) member-to-member business; (2) visibility and branding; and (3) member advancement. The Board has reviewed all of our programs and committees to be sure that they clearly support our new directives. As a result of these evaluations, some changes will occur as we move into 2010.

- * Membership Committee - more of a focus on recruitment and retention, they will no longer plan the networking events
- * Programs Committee - will be renamed "Events" and will include all luncheons, networking events, brown bags, and etc.
- * Community Involvement Committee - will be eliminated
- * Signature Event Committee - will be eliminated in 2010 but possibly revived the following year
- * Marketing Committee - additional focus on our soon-to be revamped website

Continued on page 2...

President's Message Continued

* Membership Advancement Committee - this is a new committee formed to promote leadership development opportunities and membership advancement

We believe that all of these changes will be in the best interest of the organization as we move forward.

Thank you for approving the slate for our new Directors for 2010. I am pleased to welcome Brooke Augustin and Jennifer Mathews-Miner to our 2010 Board.

In addition, next year's committee chairs have been chosen (see page 3 for list).

One of the main concerns expressed by our membership during the survey we did in the spring was our website. In response to this concern, we have created a website taskforce and found a partner to help with our redesign. Our goals are to make the website more user-friendly, up-to-date, and informative-your "go-to" source for all of your CRE needs. Stay tuned...we hope to have it completed by January of 2010.

If you have the opportunity, I encourage you to attend ICBR's 2009 Indiana Commercial Real Estate Conference on November 6th. IndyCREW will have a booth in the exhibition hall and several of our members will be presenting an education session, "It's a simple transaction...or so I thought". The presentation will discuss the challenges that may arise during a real estate transaction and how to deal with them. We would love to see you there.

In closing, I'm going to borrow a message that I mentioned in my last letter because it's still so very relevant. It's no secret that 2009 has been a challenging year for most of us. During this time, take advantage of your great network-get to know your fellow members, figure out who you can help and who can help you, and work together to strengthen the relationships that will last forever.

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IndyCREW Announces 2010 New Board Members and Committee Chairs:

New 2010 Board Members:

Brooke Augustin

Brooke has 7 years of commercial real estate experience. She is an Office Sales and Leasing Associate with NAI Olympia Partners where she provides commercial real estate services in the areas of brokerage, investment, management, strategic information and advisory consultation to institutional owners, lenders, corporations and individuals. She also performs financial analysis, market research and valuation of commercial real estate property. Brooke has been extremely active in the chapter since joining. She has chaired the Marketing/PR Committee and also served on numerous committees including Marketing, CREW Careers and Programs.



Jennifer Matthews-Miner

Jennifer has over 10 years of commercial real estate experience. She is a Commercial Lender with Ameriana Bank where she generates new commercial loans, with a focus in real estate and health care. She also maintains/monitors her existing portfolio and works closely with cash management, retail, mortgage and insurance to sell other services of the bank. She has been very active with IndyCREW since joining. She has served on the Signature Event committee in 2008 and chaired that committee in 2009. She also has worked on the Programs Committee and has volunteered at numerous events.



New 2010 Committee Chairs:



Membership
Cassie Anderson



Events
Nicole Blanton



Sponsorship
Wendy Gibbons



Golf
Pat St. Peter



Marketing
John Lerchen



CREW Careers
Shannon Hicks



CREW Careers
Tracie Smith



Member Advancement
Allen Galoway

IndyCREW to Present Session at Indiana Commercial Real Estate Conference

Indiana Commercial Real Estate Conference

November 6, 2009

Downtown Marriott, Indianapolis

“It’s a Simple Transaction...Or So I Thought”

Fun with Fundamentals

(2 Elective CEUs)

Presented by IndyCREW

In this session, experts will interact to highlight complicated issues which sometimes arise during a real estate transaction. A mock transaction will be conducted for the sale and purchase of a site for a retail shopping center. Both seller and purchaser perspectives will be explored. Easement and Right of Way issues, environmental problems, appraisal and financing issues, and more will be discussed. Experts will show how complex issues can be anticipated and resolved to make your transaction a success.

Panelists include:

Beth Amy, Vice President, Commercial Real Estate Department, M & I Bank; Shokrina Radpour Beering, Esq., Chair, Business Services Group, Cohen & Malad, LLP; Cindy Schembre, Managing Member, VIA Retail Development, LLC; Linda Schmidt, Manager – Commercial Division, Stewart Title Company – Indiana; Michelle Shook, MAI – Senior Review Appraiser, JPMorgan Chase; Tracie Smith, Director, NAI Olympia Partner, Retail Sales & Leasing

To register, visit the conference website at: www.indianarealestateconference.com

IndyCREW Sponsors Hole at BOMA Golf Outing

Our theme was NapTown Rollers, a local roller derby team. IndyCREW “rollers” included (left to right): Brooke Augustin, Alison Loughran, Cassie Anderson, Tracie Smith and “ref” Lloyd Sawyer



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KATZ, SAPPER & MILLER
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upcoming events

CREW Careers Call to Arms

Join us to be informed, motivated, and energized about next year's event.

October 14th, 2009

8:00 – 9:00 a.m.

August Mack Environmental

1200 North Meridian Street, Suite 400

October Monthly Meeting

Economic Development Panel

Thursday, October 15, 2009

11:15am - 1:00 PM

The Conrad Hotel Downtown

Duckpin Bowling

Thursday, October 29, 2009

5:30 - 7:30 PM

Fountain Square

Lunch and Learn

Tuesday, November 3, 2009

Opportunities and Pitfalls in Commercial Foreclosure Situations, presented by Dann Pecar Newman & Kleiman

11:30 - 1:00 PM

Dann Pecar Offices - Downtown

Indiana Commercial Real Estate Conference

November 6, 2009

Downtown Marriott, Indianapolis

Annual Membership Event

Thursday, November 19, 2009

5:30 - 7:30 PM

Mavis - Downtown

VIP Party

Wednesday, December 2, 2009

5:30 - 7:30 PM

Holiday Networking Reception

Thursday, December 17, 2009

5:30 - 7:30 PM

The Stutz Building

welcome New Members!

Cassie Thompson

Account Executive

OfficeWorks LLC

Briana E. Dunkin IIDA, LEED AP

Studio Director

Schott Design, Inc.

Amy McIntyre

Senior Account Executive

tw telecom

Jodi L. Williams

President

J. Williams Appraisal

Group

Three IndyCREW Members Honored as Best and Brightest

More than 600 guests attended the 2009 Indy's Best and Brightest Awards on September 23. 100 young professionals were recognized as our city's Best and Brightest -- ten individuals in each of ten industry categories. IndyCREW Members who were finalists include: **Mary Beth Kohart**, Vice President/Principal for Colliers Turley Martin Tucker, **Briana Dunkin**, Studi Director for Schott Design, Inc. both in the Real Estate, Development and Construction Category and **Melissa Lamb Brown**, President of Relocation Strategies, Inc. in the Retail, Manufacturing and Services Categories. Once the Finalists were recognized, one individual in each category was announced as the winner. Mary Beth Kohart was announced as the winner in her category.

Indy's Best and Brightest winners receive significant benefits including enrollment in the "Lacy Leadership LEAD Program" – a 6-session leadership training program. This year's winners circle will also benefit from a partnership with the Greater Indianapolis Progress Committee, also known as GIPC. All 100 Indy's Best and Brightest Finalists are provided membership to the Indy's Best and Brightest' alumni group and "think tank", the Intellectual Army.

The Best and Brightest initiative was created by Junior Achievement of Central Indiana to recognize the next generation of leaders in our community. Finalists in each category are judged on professional accomplishments, leadership qualities, and positive impact on the community.



Mary Beth Kohart



Melissa Lamb Brown



Briana Dunkin

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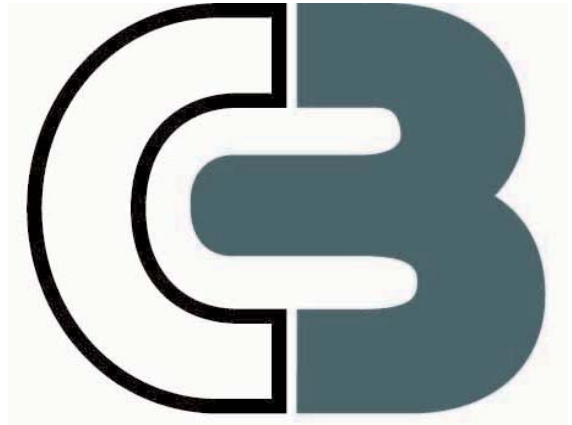
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Membership Renewals Are Coming!

Watch your email the first week in November for your 2010 Membership Renewal Forms. We hope you will continue to make IndyCREW an integral part of your business success!

Now Accepting Nominations for IndyCREW Annual Member Awards

It's that time of year to recognize two special people with our annual IndyCREW Member Awards. Please take a moment and nominate one of your fellow IndyCREW members who you feel is deserving of these awards. The two awards we will be giving away are as follows:

Donna Hovey Award

Established in 2002, the Donna Hovey Award is intended to honor and recognize one IndyCREW member annually that best exemplifies the following traits that Donna has demonstrated in spearheading the establishment of IndyCREW: (1) Vision; (2) Dedicated to maintaining and improving the organization of IndyCREW; (3) Enthusiasm for the commercial real estate professional and professional style

Criteria -- Member must have demonstrated the following traits in her/his association with IndyCREW: (1) The recipient must have been a member for two (2) years or greater; (2) The recipient cannot be the current President or President-Elect; (3) The recipient must have been involved in a leadership position of committee chair or greater.

Past Recipients	2006 - Cindy Burmeister
2002 - Donna Hovey	2007 - Marsha Gray
2003 - Beth Young	2008 - Alison Loughran
2004 - Natalie Stucky	
2005 - Janice Hawkins Paine	

Most Outstanding Member


Established in 2004, The Most Outstanding Member Award is intended to honor and recognize one IndyCREW member each year that has been an exemplary member in the following categories: (1) Participation - Consistent participation in monthly events as well as committee work, task force work, etc.; (2) Enthusiasm - Overall enthusiasm and promotion of IndyCREW; (3) Networking - Has utilized other CREW members as a resource, has him/herself been a resource for other CREW members, or has completed a real estate transaction as a result of using CREW as a resource.

Criteria - (1) The recipient must have been a member for one (1) year or greater. (2) The recipient cannot be a current President or President-Elect. (3) The recipient must represent the traits referenced above within their involvement with IndyCREW.

Past Recipients:
2004 - Rebecca Dean
2005 - Kay Hunt
2006 - Kim Bond
2007 - Jane Butler
2008 - Denise Kouril

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**If you need another copy of the nomination form, please email us at indycrew@indy.rr.com
Please submit your nominations by October 30, 2009**

member profile

Mark Williamson

Name: Mark Williamson

Title: Director of Business Development

Company: Midwest Remediation



Description of Your Business: We are a remediation contractor serving the greater Indianapolis market that specializes in microbial clean-up. We also cover 21 states, project specific. We are experts in handling mold remediation, black water (sewage) and other biohazards including meth lab abatement and trauma scene cleanup. We also do structural drying from floods as well as fire restoration and media blasting. We are more than capable of handling very large losses from commercial warehouse space and office buildings to schools, health care facilities and hospitals.

Why Did You Join IndyCREW?: I joined on the advice of Andy Buroker with Kreig and Devault. After a few days of research I decided to attend a luncheon to see if perhaps we were a good fit. CREW espouses the characteristics we align our Company with the most: Integrity, Trust, and Loyalty. The relationships I have established thusfar have been ones that will manifest long-term commitments from us and our clients.

Hobbies: Golf and golf. (did I mention golf?) NFL, NBA, College Basketball, College Football. Politics and Religion...LOL! (the 2 subjects you're not supposed to talk about)

Contact: Contact Mark at 317.826.0940 or markw@mwremediation.com

Jodi Williams

Name: Jodi Williams

Title: Owner

Company: J. Williams Appraisal Group, LLC



Description of Your Business: J. Williams Appraisal Group is a commercial appraisal group. We specialize in subdivisions and retail properties.

Why Did You Join IndyCREW?: I joined IndyCREW to meet like minded business women and to expand my networking group. Although I have only been to two meetings, I feel I have already met a wonderful group of business people.

Hobbies: Golfing, Exercising and, of course, spending time with my kids and their activities.

Contact: Contact Jodi at 317.414.5804 or jodi@jwappraisalgroup.com

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