

# KC CREW News - Fourth Quarter 2007



KANSAS CITY COMMERCIAL REAL ESTATE WOMEN

Volume 8 Issue 4

## Presidential Address



As promised, 2007 was another great year for the KC Crew organization.

Our outstanding board of directors brought in amazing speakers for our 4<sup>th</sup> Quarter.

KC Crew Golf Outing was very successful and we are able to support our charity of choice in style, WEN, Women's Employment Network.

We were very pleased with our Annual Impact Award Luncheon honoring Past Mayor Kay Barnes, Kansas City and the metro area have been very blessed by her accomplishments in our community.

Wayne Cauthen, City Manager. Keeps the vision going for Kansas City. His ability to get things done in Kansas City is

making our community well known from coast to coast.

CCIM, our partner at the Annual Christmas Party, Wow, we had a great time at the Blvd Brewery.

Thank you, to all 2007 has been a great year and Crew could not do it with out you.

Sponsors and members you make it happen.

Thank you for allowing me to be President of the great organization, it is an experience I won't forget.

-----  
Rosie Privitera Biondo  
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2007 KC CREW Chapter President  
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### Highlights:

- 2007 IMPACT AWARD
- 2008 OFFICERS ELECTED
- CREW NATIONAL REPORT
- KC CREW IS 10 YEARS OLD!!
- EVENTS CALENDAR

## KC CREW to Celebrate 10th Anniversary

2007 marked the 10<sup>th</sup> year anniversary of KC CREW. Plans are underway for a belated anniversary celebration in April 2008. Co-chairs Marcia Charney (Programs), Cydney Gurgens (Sponsorship), Shirley Harpool (Publicity and Communications) and

Michelle Suter (Logistics) have been working with their respective committees to organize a half-day program that will begin with a lunch featuring a keynote speaker, followed by break-out sessions and a cocktail reception. The date will be announced in January by

e-blast. As plans are finalized, information also will be posted on the KC CREW website. Please contact the respective co-chairs if you want to help with the event.

*Story continued on Page 3*

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## 2007 Impact Award

By Donna Brewer - John A. Marshall Co. (October Lunch Program)

Former Kansas City, Missouri, Mayor Kay Barnes was the recipient of the KC CREW 2007 Impact Award, which was presented at the October luncheon. Kay Barnes is credited for her role in the revitalization of the urban core, and in the development of the Sprint Center and adjoining Entertainment District.

Kay Barnes still has the same charismatic energy she exhibited when she was elected as the first female Mayor of Kansas City in 1999. During her two consecutive terms she was instrumental in putting Kansas City on the map, winning acclaim locally, nationally and even internationally for the revitalization of downtown Kansas City.

While her primary focus, as Mayor, was economic development, she said she learned that "you can't do it alone". She worked with many groups to achieve the goals for the great city she envisioned and developed her own formula for success:

- Vision – Have a vision and articulate it to others to gain their support.
- Partnerships – Develop partnerships and remember that the citizens are the most important.
- Implementation – You can't do it alone. She credits City Manager Wayne Cauthen for his unwavering support in making her vision a reality.

As Kay Barnes moves on to other ventures – she is currently a Professor of Public Leadership at Park University and running for Congress in 2008 – she hopes that Kansas City leaders can "keep the momentum going". She sees the success of Kansas City as only the beginning and its future bright.

It was a great thrill meeting and listening to such a remarkable woman. She is a great inspiration to us all.



**Kay Barnes, former Kansas City Mayor and recipient of the KC CREW 2007 Impact Award with KC CREW Board Members:**

*(left to right) Marcia Charney, Cydney Gurgens, Jo Nunnink, Kellee Dunn-Walters, Kay Barnes, Rosana Privitera Biondo, Diana Ennis, Jill Biesma*



**"EVERYTHING IS GREAT IN KANSAS CITY."**

**KAY W. BARNES  
MAYOR  
1999-2007**

## Sprint Center Tour

October 29, 2007

*This article originally appeared in the The Appraisal Report. Copyright 2007. Kansas City Chapter of the Appraisal Institute. Reprinted by permission.*

Members and those just wanting a peek at the recently opened Sprint Center in downtown Kansas City came out in full force for the October meeting of the Kansas City Chapter of the Appraisal Institute. Attendees were given tours which circled the concourses and their

first chance to critique the long awaited arena and all of its amenities. After years of driving down to the West Bottoms to attend concerts and sporting events it's exciting to walk into such a large public space in the heart of downtown Kansas City.

Designed by a consortium of local Kansas City architecture firms (HOK, 360 Architecture, Ellerbe Becket, and Rafael Architects), the Sprint Center is a

modern architectural achievement not only for Downtown Kansas City, but for the entire country. The consortium chosen to design the arena is an internationally respected group of stadium and arena designers with a resume that includes the Fleet Center in Boston,

*(continued next page)*



## Sprint Center Tour (continued)

the New York Jets Stadium, the Sprint World Headquarters, and the Cardinals Ballpark in St. Louis.

The tour began, naturally, under the large and luminous Sprint logo and wrapped its way around the arena concourses where the concession stands attracted about as much interest as the architecture itself. For anyone wanting the convenience of their morning work commute, and the smell of coffee and do-nuts while enjoying their favorite concert or sporting event, there is also a Quick Trip convenience store on the lower concourse offering its regular store prices. Yes, a Quick Trip! For anyone needing comps for convenience stores within arenas, well....you might be on your own, because this is a new con-

cept unique to the Sprint Center.

The arena also provides great views of the surrounding neighborhoods from the concourses and incorporates public art and casual hang-outs throughout the building. A glass and steel art installation offers a colorful contrast to the sleek and simple design of the concourses and a Metro Spots Zone bar gives visitors a chance to hang out before the game starts.

Following the tours and a great lunch, Mark Faber, Senior Vice President of Business Operations, spoke about his involvement with the arena and what it took to recruit some of the world class acts they have booked thus far. No doubt that

Anschutz Entertainment Group has been working hard to get national recognition for this arena considering the recent Garth Brooks run of shows. He also gave his assurance that the Sprint Center will have an anchor tenant. The question is not if, but when. The most likely tenant will be an NHL team as there are several teams in jeopardy of leaving their current arenas and the NHL is far more likely to expand within the United States than the NBA. He also encouraged anyone wondering what major concert events might be on the horizon to simply keep looking at the rest of the country because any major events traveling throughout the United States would likely end up playing the Sprint Center.



## KC CREW to Celebrate 10th Anniversary (continued)

### Looking Back . . .

In the spring of 1996, Sandy Hollenbeck, Vice President of National Business Development. Stewart National Title Services, relocated with her husband from Northern Virginia to Kansas City, their hometown. At the time, Sandy had been a member of the Northern Virginia CREW chapter for three years. Wanting to transfer her CREW membership to Kansas City, Sandy contacted Linda Holleman, the former executive director of NN CREW (now known as CREW Network) based in Lawrence, Kansas, to obtain the name of a CREW contact in Kansas City. Sandy learned there was no chapter in Kansas City. Linda asked Sandy to work with her to establish one.

"I thought it would be a great opportunity for me to learn who the main real estate players were in the Kansas City area. My responsibility to Stewart

National Title Services is to develop commercial accounts, and since I knew no one in the KC area, I thought it would be a good way to meet people to do business with," reminisces Sandy about her decision to help found KC CREW. Linda gave Sandy the names of two local commercial real estate lawyers who were key players in getting the chapter launched—Roxanne (Doyle) Miller and Bobbie Farrell. Sandy, Roxanne and Bobbie met in the summer of 1996 in the conference room of Stewart Title of Kansas City and started compiling names of other women they believed might be interested in starting a chapter. Soon the trio had assembled a core group of approximately 10 women who met once a month for lunch and to discuss how to expand the group.

In the spring of 1997, the group sent a mass mailing to members and employees of the top

25 commercial real estate companies, law firms, commercial banks and developers assembled through the use of the [Kansas City Business Journal Book of Lists](#) explaining the purpose of NN CREW and why they were starting a Kansas City chapter. "I think we had about 30 or 40 women show up at the next meeting. Linda Holleman met with us and worked with Bobbie Farrell to create our Bylaws. She also said that once we had 12 paid members, our chapter could be voted on, and if approved, could become part of the NN CREW National Organization," said Sandy.

By October, 1997, the fledgling chapter had 14 paid members. KC CREW was voted in as a national chapter during the 1997 NN CREW Convention in Atlanta, Georgia. Sandy Hollenbeck was the chapter's first president.

In 1998, Carol Marinovich spoke to the chapter about the planned Kansas Speedway development, which program drew a standing room only crowd in a large law firm conference room. That program garnered the attention of the commercial real estate community, and the KC CREW membership rolls began to swell.

"With each incoming president, we have raised our bar of excellence within the KC real estate industry and have continued to grow each year," said Sandy proudly. KC CREW now boasts 144 members.

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By Marcia Charney  
Stinson Morrison Hecker LLP



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**Liquidity Crisis in the Capital Markets**

*By Susan Smith - Centerline Capital Group (Breakfast Series - November)*

Bess Kessinger of Q10 Triad Capital Advisors presented a discussion of the Capital Markets at the KC CREW November 1st Breakfast Series. Her presentation focused on the recent turmoil in the capital markets, including the single-family residential subprime meltdown and the effect on the commercial real estate lending. Many commercial real estate lenders have either stepped to the sidelines or tightened

underwriting guidelines and increased loan pricing. As capital is more expensive and underwriting more stringent, cap rates are rising causing a reduction in real estate values. Some are predicting an average reduction of 10%-15%. The presentation was followed by a roundtable discussion by the participants on how these changes affect their area of commercial real estate.



**State of The City**

*(November Lunch Program)*



housing. The City's current and future development projects provide an excellent opportunity for KC CREW members.

The 2007 Golf Tournament Committee presented our adopted charity, Women's Employment Network (WEN), with the proceeds from the 2007 Golf Tournament, Sunset Cookout Raffle, and Silent Auction. This year KC CREW proud to have raised approximately \$10,000 to donate to the WEN organization.

*By Elizabeth Fast  
 Spencer Fane Britt & Brown*

Our November luncheon was a huge success with over 100 attendees. Our speaker was Wayne Cauthen, the City Manager for Kansas City, Missouri. With Mr. Cauthen's "tell-it-like-it-is" approach, we learned many interesting facts about the City's development progress with respect to the new Sprint Arena and the Entertainment District.

Mr. Cauthen also discussed the City's future development plans, including the rehabilitation of the old Richards Gebaur airport and the new proposed construction of the East Village residential



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## Holiday Party

December 13, 2007

KC CREW partnered with CCIM again in 2007 for a joint Holiday Party at the Boulevard Brewing Company. With roughly 193 attendees, it proved to be a wonderful mix of real estate professionals coming together to network and celebrate the spirit of the Holidays. A bountiful hors d'oeuvres buffet was served, seasonal music played softly in the background, and door prizes were won.

Many thanks to all involved in putting this event together.

KC CREW wishes all its members and guests a Happy and Prosperous New Year!



## Welcome to KC CREW!

At our next event, introduce yourself and welcome these new members who have joined our chapter since the last issue of CREW News was published.

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**Member Name Badge Opportunity**

**Order your KC CREW Name Badge Now!**

KC CREW members now have the opportunity to purchase permanent name badges. Members from the Community Services Committee will be available to place orders before each lunch meeting or you may print off the attached form and drop the completed form with payment in the mail. Because this is a local initiative and will not be processed through CREW Network, we are not able to accept credit card payments at this time. Proceeds from the sale of the name badges will be earmarked for charitable use.

Contact Julie Headley at [julieh@theliman.com](mailto:julieh@theliman.com) to request form.

**Sonnenschein.**  
SONNENSCHN NATH & ROSENTHAL LLP

**stewart**  
title of kansas city



## 2008 KC CREW Officers and Directors

The invitation to all voting members of KC CREW was distributed the first of November and your vote was cast, your voices heard. The new Officers and Directors for 2008 were announced at the November lunch program. Please welcome your new leaders for 2008!

<u>Position</u>	<u>Name</u>
President	Kellee Dunn-Walters, Chicago Title Insurance Company <a href="mailto:dunnwaltersk@ctt.com">dunnwaltersk@ctt.com</a> 816.274.0233
Past President	Rosana Privitera Biondo, Mark One Electric Co., Inc. <a href="mailto:rosana.priviterabiondo@markone.com">rosana.priviterabiondo@markone.com</a> 816.842.7023 ext. 111
President-Elect	Michelle Suter, Commercial Law Group, P.A. <a href="mailto:suter@commercialawgroup.net">suter@commercialawgroup.net</a> 913.345.8855
Secretary	JoAnn Nunnink, Integra Realty Resources <a href="mailto:jnunnink@irr.com">jnunnink@irr.com</a> 913.748.4701
Treasurer	Linda Laurence, Missouri Bank <a href="mailto:lindal@mobank.com">lindal@mobank.com</a> 816.881.8241
Assistant Treasurer	Julie Headley, Thellman Financial Corporation <a href="mailto:julieh@thellman.com">julieh@thellman.com</a> 913.642.4843
Director: Communications	Diana Ennis, Stewart Title of Kansas City, Inc. <a href="mailto:dennis@stewart.com">dennis@stewart.com</a> 816.988.9752
Director: Community Svc	Marcia Charney, Stinson Morrison Hecker, LLP <a href="mailto:mcharney@stinson.com">mcharney@stinson.com</a> 816.691.3156
Director: Membership	Jill Biesma, Environmental Advisors & Engineers, Inc. <a href="mailto:jbiesma@eaei.com">jbiesma@eaei.com</a> 913.599.4326
Director: Programs	Sherri Gordon, J.E. Dunn Construction <a href="mailto:sherri.gordon@jedunn.com">sherri.gordon@jedunn.com</a> 816.582.4093
Director: Sponsorship	Kim Cohen, Opus Northwest Management <a href="mailto:kimberly.cohen@opusnw.com">kimberly.cohen@opusnw.com</a> 816.480.4444

## Committee Co-Chair Listing

### Communications Committee Co-Chairs:

- Jenny Hopelain – Midwest Mechanical Service, Inc. [jenny@midwestmechanical.com](mailto:jenny@midwestmechanical.com) 816.838.2902
- Shanna Vance – Integra Realty Resources [svance@irr.com](mailto:svance@irr.com) 913.748.4703

### Community Services Committee Co-Chairs:

- Shannon O'Doherty – Commerce Bank [shannon.odoherty@commercebank.com](mailto:shannon.odoherty@commercebank.com) 816.234.7085
- Celia Richey – Centerline Capital Group [crichey@centerline.com](mailto:crichey@centerline.com) 913.814.6610

### Membership Committee Co-Chairs:

- Allison Tanner – Sonnenschein Nath & Rosenthal [atanner@sonnenschein.com](mailto:atanner@sonnenschein.com) 913.599.4326
- Karen Salisbury – The Land Source [ksalsbury@thelandsource.net](mailto:ksalsbury@thelandsource.net) 816.527.0870

### Programs Committee Co-Chair:

- Debbie Aron-Williamson – Arnold Imaging [daron@arnoldimaging.com](mailto:daron@arnoldimaging.com) 816.595.5000
- Amy Slattery – BNIM Architects [aslattery@bnim.com](mailto:aslattery@bnim.com) 816.783.1639

### Sponsorship Committee Co-Chairs:

- Rita Ashley – M&I Bank [rita.ashley@micorp.com](mailto:rita.ashley@micorp.com) 913.254.5501
- Kim Cohen – Opus Northwest Management [kimberly.cohen@opusnw.com](mailto:kimberly.cohen@opusnw.com) 816.480.4444

Joining a committee is a great way to make your membership in KC CREW really pay off. Please contact any of the Chairs listed above to volunteer your services.

## CREW Network Convention Delivers Economic 'Answers'

In a time of market uncertainty professionals look for answers and that's exactly what the 2007 CREW Network Convention & Marketplace delivered. With nearly 900 commercial real estate professionals converging in Denver, Colorado, October 3-6, attendees were provided with economic updates and forecasts, revised investment strategies to successfully navigate the current debt market "hiccup," real estate financing opportunities and more.

Marci Rossell, former CNBC economist and visiting professor at DePaul University presented an insider's look at what she refers to as the Credit Market Crisis of 2007, providing sound reasoning for why the breakdown occurred and what's in store for the commercial real estate industry. Looking back a few years, Rossell questioned why, since the economy was not at a 40-year low, interest rates were lowered to a 40-year low. Rossell gives hope that the economy will make a slow but complete recovery but warns that residential growth is not coming back any time soon. Says Rossell, "Until you see 'cheap' properties, the market isn't coming back."

Convention sessions also focused on emerging trends and new technologies in real estate, the increasing popularity of mixed-use developments, the impact of water rights on future developments, and opportunities associated with the emerging Latino market.

Convention attendees had the unique opportunity to tour local Transit-Oriented Developments via Denver's light rail system and hear from six area women mayors how communities are collaborating with Denver officials to develop real estate along the light rail and regional housing programs, and encourage cross-cultural design. Participants toured such projects as the Cable Center, the Gates Redevelopment Project and Union Station.

Professional development is a central component to all CREW Network Conventions and Marshall Goldsmith, leadership expert and author of "What got you here won't get you there," provided a unique, interactive session challenging attendees to dissect their current leadership practices and implement techniques to identify and break through negative habits. Goldsmith challenged session attendees to identify one area of personal improvement and to seek the advice of fellow attendees on how to achieve it.

In CREW Network's recent study *Minding the Gap*, recommendations for overcoming the compensation discrepancies that currently exist between women and men call for women to arm themselves with better knowledge about market compensation practices. Supporting this recommendation, CREW delivered a comprehensive session focused on providing market compensation statistics and strategies for achieving maximum worth. According to the authors of ***Women Don't Ask, by neglecting to negotiate her starting salary for her first job, a woman may sacrifice over half a million dollars in lost earnings by the end of her career.***

After two days packed with learning, networking and professional development, attendees enjoyed an evening designed for fun, relaxation and, of course, networking. The Friday Night CREW Network Wild West Celebration featured bull riding, calf roping, old time photography, casino gaming and more. The excitement of the evening culminated with a live auction, which when combined with the silent auction held throughout the evening, resulted in proceeds of more than \$95,000 going to support the CREW Foundation.

Mark your calendars now to attend the 2008 CREW Network Convention & Marketplace scheduled for October 15-18 in Houston, Texas!

### Members in the News

Rosana Privatera Biondo, 2007 President of KC CREW, and President/CEO of Mark One Electric Co., was recognized in the October issue of Ingram's Magazine as an Alumni Member of Kansas City's Top Women Executives.

Rebecca Arthur with Novogradac & Company recently received a promotion. She is now a Principal of the firm. Congratulations, Rebecca!

Linda Vincent, staff appraiser for Bliss Associates LLC, has moved to Washington DC, where she will be working as a senior staff appraiser for CB Richard Ellis.

Marcia Charney has been selected to serve again on the CREW Network Editorial Advisory Committee for 2008. Congratulations, Marcia!

### Important Updates for 2008

Effective for 2008, Member registration rate at our Monthly Luncheons will increase to \$25 (from \$22). The Non-Member/Guest rate will remain \$35.

Your 2008 Membership Renewal Form will be arriving to you soon. Payment must be received by February 14 to be included in the 2008 CREW Network Membership Directory.

2008 Membership dues for all categories have increased \$20 from 2007 (due to the same increase made by CREW Network).

Associate Member = \$235

Voting Member = \$310

Affiliate Member = \$470

## Delegates Approve Four New Chapters, Review Organizational Achievements of 2007

CREW Network is now an association of 65 chapters spanning North America, after delegates unanimously approved the applications of four new chapters during the recent Fall Council of Delegates Meeting in Denver, Colorado.

Joining the CREW Network organization are Delaware CREW, Inc (44 members); CREW Inland Empire (Serving the San Bernardino/Riverside County areas, 30 members); Memphis CREW (13 members) and CREW New Mexico (37 members). CREW Network's membership has now reached a historic-high of nearly 8,000 commercial real estate professionals.

CREW Network is getting ready to reach yet another milestone with the celebration of its 20<sup>th</sup> Anniversary in 2009. Founded in 1989, CREW Network has experienced many historic moments in its 20 years as it has evolved into a well-established, forward thinking organization that is leading the movement to increase diversity in commercial real estate. As such, it seems only fitting that Boston, Massachusetts, with its rich treasure-trove of history, be selected as the site of the 2009 CREW Network Convention! This event will be held in the Hynes Convention Center, September 30-October 3.

CREW Network President Marianne Ajemian provided delegates with a year-in-review overview of the progress made toward its four priorities for 2007:

- Elevating the stature of CREW Network and Chapters
- Acting as a catalyst for change in the commercial real estate industry
- Elevating the stature of CREW Network members
- Expanding CREW Network Resources

Substantial progress has been made in each of these areas. In 2007 alone, membership has grown by 10 percent, five new chapters have joined the organization, CREW Network leaders have presented at eight major industry events, media placements have increased by more than 50 percent, and more and more top companies are joining the growing list of CREW Network sponsors.

Additionally, CREW Network released the results of its second study, *Minding the Gap*, identifying strategies for creating a diverse workforce; launched its University Outreach Initiative with a special U CREW student session at convention; and increased 2007 sponsorship revenue by 75 percent.

Strategic partnerships were fostered to create enhanced value to CREW Network members. For instance, CREW Network's partnership with SelectLeaders resulted in the launch of the new CREW Network Career Center, providing members with access to nearly 1,000 job postings each month. Fulbright & Jaworski was named CREW Network's technology partner, increasing the efficiency and scope of member services CREW Network provides to its chapters. In addition, CREW's partnership with CCIM resulted in an educational session being delivered free of charge to members at the 2007 convention. These are just a few of the successes CREW Network has achieved this year.

Looking forward, CREW Network is poised for continued success under the leadership of 2008 CREW Network President Lynny Osenbaugh, president of Osenbaugh & Associates and a member of CREW Houston. Lynny, along with her board of directors, will continue to focus on fostering relationships with other organizations focused on creating opportunities for women, enhancing member value, leveraging the results of CREW's research initiative and bringing more women into the industry.

The next meeting of the Council of Delegates is scheduled for February 7-8, 2008 in Phoenix, Arizona.

### 2008 Council Meeting Schedule

- 2008 Winter Council Meeting: February 7-8, Phoenix
- 2008 Spring Council Meeting, June 5-6, Calgary, Alberta Canada
- 2008 Fall Meeting held in conjunction with the 2008 CREW Network Convention scheduled for Houston, October 15-18

## **KC CREW 1Q08 & Upcoming Events**

- January 8**     **Integra Annual Real Estate Trends Seminar**  
*Market Forecast 2008*  
8 a.m. to 5 p.m. at Liberty Memorial, Nichols Auditorium  
Must be registered to attend | Cost: \$200 per person
- January 15**     **January Lunch Program**  
Topic: Prescott Plaza  
Lunch Speaker: Mike Fishman, Coldwell Banker Commercial  
Fishman Company  
11:30 a.m.—1:00 p.m.     Location: Carriage Club  
Sponsors: Heartland Business Capital and Lankford + Associates
- February 13**     **Public Policy Day**  
*On Eagle's Wings: Women, Political Office & Policy*  
8:30 a.m. to 5 p.m. at Ewing Marion Kauffman Foundation  
Cost: \$50 per person  
Contact Denise Farris for more information: [dfarris@farrislawfirm.com](mailto:dfarris@farrislawfirm.com)
- February 19**     **February Lunch Program**  
Topic: BNSF Intermodal - Gardner  
Lunch Speaker: Bill Crandall, The Allen Group  
11:30 a.m.—1:00 p.m.     Location: Carriage Club  
Sponsors: TBD
- March 18**     **March Lunch Program**  
Topic: TBD  
Lunch Speaker: TBD  
11:30 a.m.—1:00 p.m.     Location: Carriage Club  
Sponsors: TBD
- April 15**     **April Lunch Program**  
Topic: KC CREW 10th Anniversary Celebration  
Lunch Speaker: Karen Lazowski, Applebee's (Pending)  
11:30 a.m.—1:00 p.m.     Location: Carriage Club  
Sponsors: TBD
- May 20**     **May Lunch Program**  
Topic: K-State Bioscience  
Lunch Speaker: Dan Richardson, K-State Olathe Innovation Campus Inc.  
11:30 a.m.—1:00 p.m.     Location: Carriage Club  
Sponsors: TBD
- June 17**     **June Lunch Program**  
Topic: Town Hall Meeting  
Lunch Speaker: Mayor Mark Funkhouser  
11:30 a.m.—1:00 p.m.     Location: Carriage Club  
Sponsors: TBD

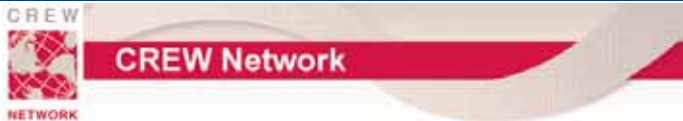


Artwork at Sprint Center Arena provided by KU Medical Center.

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## KANSAS CITY COMMERCIAL REAL ESTATE WOMEN



### ABOUT CREW

CREW Network ([www.crewnetwork.org](http://www.crewnetwork.org)) is the professional association of choice for the most successful women in the commercial real estate industry. It includes a well-educated and experienced group of more than 7,700 members in 65 markets across North America. CREW Network members represent all disciplines of commercial real estate — every type of expert required to “do the deal.”

### CREW NEWS

#### Editor

Shanna Vance – Integra Realty Resources



#### Contributors

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Donna Brewer – John A. Marshall Co.  
Marcia Charney – Stinson Morrison Hecker  
Elizabeth Fast – Spencer Fane Britt & Brown  
Denise Kahler – CREW Network  
Susan Smith – Centerline Capital Group

### KC CREW Web Site

#### Ch-Ch-Ch-Changes!

The Communications Committee has been working diligently over the last year to get our chapter's Web Site updated with the most current information, as well as working toward adding a portal on the Members Only page to access restricted information. Look for monthly User Tips in the E-Blasts throughout 2008 that will provide FAQs and Helpful Hints.

Suggestions are welcome and notifications of revisions to make are encouraged. Just log into the Members Only area of the site and submit your information.

### Sponsor Recognition for 2007

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