CREW SAN ANTONIO
COMMERCIAL REAL ESTATE WOMEN
ESTABLISHED 1983

A CHAPTER OF CREW NETWORK

CREW SAN ANTONIO

CREW *San Antonio*

2019 Forum

2019 Monthly Luncheon

PREMIUM PLATINUM SPONSOR
CBI Group

2019 YEAR IN *Review*

PREMIUM PLATINUM SPONSOR
Texas Capital Bank

2019 Forum Committee

A MESSAGE FROM THE *President*

It has been a growing year for CREW San Antonio in 2019 and this could not have been accomplished without the amazing women who have given their time, talents and treasures to CREW San Antonio as Board Members. I am grateful for each one of them and each one of them have added tremendous value to our organization. It has been an honor serving the Board and our Members as President in 2019.

I personally invited all members to use five keys of engagement of Networking, Leadership Development, Industry Research, Mentorship and Career Outreach. Our members impacted the commercial real estate industry by using their individual keys of engagement. Thank you.

We began 2019 with Strategic Planning Board Session on Clifton Strengths-Finder and it was amazing to know that of the 12 board members and 34 for Strengths we own 32 Strengths among us.

Working from our Strengths we added a new liaison position to the Board of Directors for UCREW. Laura Gilliland stepped up to the plate, and using her strengths she has forged a stronger relationship with The University of Texas San Antonio. We have more student members than before and our seasoned Members have engaged and embraced this program to pay it forward.

My personal goal as our Chapter has grown is to move us from a working board to a strategic board. This was accomplished with the help of Cindy Cohn and team of members who gave up many lunches to move us to through the next five years. Kudos go to Yesenia Marili, Alyssa Hartlage, Martha Hardy, Smita Bhakta, Amanda Weinand, Diane White and Chris Clements. Thank you so much.

As I have traveled the country for Leadership and Conventions over the past five years with many of our members, we have met many other members from all different industry disciplines. Getting to know their cities and the growth in commercial real estate reminds me how lucky we all are to live in San Antonio, Texas.

CREW San Antonio is a benchmark chapter and there are so many programs that we provide and continue to grow including, lunch programs, Emerging Leaders, Crewnections, hard hat tours, Forum, CREWtini and Movie Mixer. All of these programs could not be possible without our SPONSORS and dedicated membership whether you have been in the industry for more years than you want to count or are new to our Chapter.

Thank you all so very much for your continued support whether you are member or a Sponsor. You are important to our industry. I challenge each of you to do more business with Members. The vision of 2020 is very bright for all of us and no brighter than your 2020 President, Yesenia Marili. I have faith that she and the 2020 board will light up our Chapter.

Get your sunglasses on as we move our Chapter into the next decade.

Bless you all.

Katherine

CREW San Antonio 2019 President

CREW SAN ANTONIO

2019 BOARD OF DIRECTORS

Top Row from left to right:

President: **Katherine Howe-Frilot, LiftFund;** President-Elect: **Yesenia Marili, Transwestern;** Immediate Past President: **Dena Welch; Secretary: Dawn Vernon, Bandy Constructors;** Treasurer: **Alyssa Hartlage, Broadway Bank;** and Director of Communications: **Emily Brown, First National Bank Texas.**

Second Row from left to right:

Director of Membership: **Christy Rhone, Cram Roofing;** Director of Charity/Community Outreach: **Christina Cantu, Herman Miller;** Director of Special Events: **Erin Salinas, KFW Engineers and Surveying;** Director of Programs: **Christy McGinnis, Cushman & Wakefield;** UCREW Liaison: **Laura Gilliland, University of Texas San Antonio**; and Legal Counsel: **Martha Hardy, Brundage Management Company.**

Chapter Membership Update

175 Chapter Members

40 New Members

Highly Experienced Membership with over 76% of Members Possessing 5+ Years CRE Industry Experience

Hosted New Member Breakfast

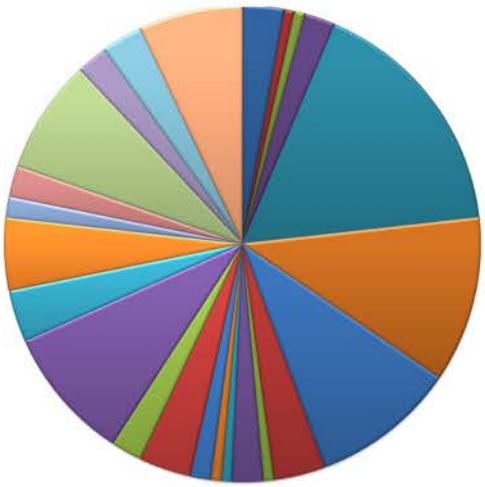
3 Membership Mixers

Participated in Mega Mixer with over 400 Attendees

Hosted the Liaison Program for New Members

All New Members are Assigned a Personal Liaison to Help Get the Most of Membership

Member's Industries



CREW *San Antonio's* MISSION

CREW San Antonio paves the way, breaking barriers for women to enter and excel as leaders in Commercial Real Estate. We provide unsurpassed connections, innovative resources and education to enhance the real estate community.

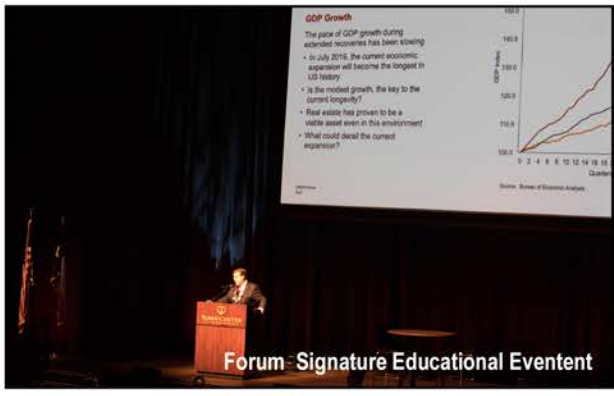
CREW *San Antonio's* VISION

We envision an inclusive industry which empowers women and their achievements.

CREW'S *Signature Events*

CREW Forum ~ *Signature Educational Event*

This year, CREW Forum took it to another level – we are talking global! R. Byron Carlock, Jr., National Partner and Real Estate Practice Leader with PwC, came from Dallas, Texas to present on, "San Antonio: A Global Competitor," at the Tobin Center for The Performing Arts to approximately 350 attendees. San Antonio, the "City on The Rise", is becoming a true global competitor in the Commercial Real Estate industry. Just this past year, we have seen international companies developing their U.S. headquarters here in ever-growing San Antonio. The investment and development for commercial growth in San Antonio exceeds the national average, and continues to be one of the top cities for employment growth in the U.S. Now what? Stay tuned for CREW Forum 2020 on April 27th – PropTech: The Rapid Change in the Future of Commercial Real Estate. What is PropTech and how is it impacting the development of smart buildings and cities.



Forum Signature Educational Eventent

CREW CREWtini ~ *Signature Fundraising Event*

Our largest fundraising event of the year is CREWtini. Every year our charity committee hosts this martini mix off as a way to support local UTSA students and CREW members alike. The goal is to raise funds that will assist members and students with professional development opportunities and scholarships. This year we took a trip around the globe with our CREWtini theme: Around the World. We had 11 teams and 17 sponsors register to support the event. Each team created a unique area that transported guest to their select country. Teams also each crafted a one of a kind cocktail inspired by their country for event guests and honorary judges to taste test. This year's big winner was Open Studio Architects. Open Studio took home the "Best Martini" Award with their Irish inspired, "Lucky Pucker" cocktail. CREWtini would not be a success without the support of our teams, sponsors and dedicated volunteers! We would like to say a special thank you to our Signature event sponsor, KGC Contractors, for not only securing the top sponsorship spot, but for also participating as a team! With the help of everyone involved, we were able to raise nearly $16,000 for our local scholarships!

Forum Keynote Speaker & Speakers Committee

CREW Charity & Community Outreach

CREW San Antonio seeks to not only give back to our professional members, but we strive to make a difference in our community at large. We do so through our community outreach and charity committee. This year our committee identified five organizations to focus our efforts on: UTSA Real Estate Program, Girls Inc., Elf Louise, CREW Network and CREW San Antonio. We offer support through charitable donations, volunteering time and fundraising events.

Our second most popular fundraising event is the Kendra Scott Gives back event. Every year we host a shopping social at a local Kendra Scott jewelry store. Kendra Scott donates 10% of all profits to our selected charity of choice. This year, we decided to target our efforts to support one of our favorite local organizations, Girls Inc. Girls Inc. is an organization that, "inspires all girls to be strong, smart and bold through life changing programs and experiences tat help girls navigate gender, economic and social barriers." Kendra Scott offered the first 20 guest that spent over $70 a free mystery gift with purchase. The event was a huge success and we raised nearly $1,000 for Girls Inc.

CREWtini Signature Fundraising Event

Finally, our charity committee closed out the year by celebrating the holiday spirit with two events: CREW Foundation Stuff the Boot event and Elf Louise gift deliveries. For our Stuff the Boot event, we asked our members to make a monetary donation to CREW Foundation at our holiday luncheon and raised XXX! (Every year our chapter is tasked with a three prong challenge for CREW Foundation: 1) Raise XXX of dollar, 2) Have 50% of all members donate to Foundation and 3) Have 100% of all board members donate. With this effort we were able to get much closer to achieving our 2020 three prong challenge and match all member donations in the form of a check to Girls Inc.) We also had THREE teams volunteer this year to dress up as Santa Claus and his elves and deliver Christmas gifts to three very grateful families!

Our charity committee is always looking for volunteers and new ways to give back. Please email Kristen Savage at crewtini@gmail.com if you are interested in joining the committee for the 2020 year!

UTSA Embrey REFD Program CRE Associations Event

Our INTERNATIONAL REACH

CREW NETWORK

CREW San Antonio is a chapter of CREW Network, an organization with almost 11,000 members in over 70 major markets which now includes a global reach. Network members represent nearly every discipline within the industry. In addition, 76% of the membership base is senior management with 72% reporting member-to-member business. Established in 1998, CREW Network is the only organization dedicating its resources solely towards advancing women in the commercial real estate industry. It is committed to bringing more women into commercial real estate with programs that educate women and girls about the career opportunities available to them and creating mentoring relationships for those new to the industry.

CREW NETWORK FOUNDATION SCHOLARSHIPS

These scholarships support future female leaders as they pursue university-level education that will lead to careers in commercial real estate. Help us plant the seeds of change in the commercial real estate industry.

THE *Eva Rosow* AWARD

The Eva Rosow Award of Excellence is an award that recognizes a member of CREW-San Antonio who is a model of excellence to the CREW Membership and the commercial real estate community. Award recipients acts as mentors without our organization and are committed to enhancing positions in the field of commercial real estate. The award is named for Eva Rosow, a pioneer for women in the field of commercial real estate. Her career began in the 1930's and spanned over four decades within San Antonio. This year's nominees are:

Brandey Wimberley-Orsag
Executive Vice President, Jefferson Bank

Cindy Cohn
Principal, Springboard Consulting

Deborah Bauer
Founder, Drake Commercial Group

Laura Gilliland
Assistant Director, UTSA College of Business Embrey REFD Program

Mychel Jordan
Property Manager, Sirell Real Estate Services

Yesenia Marili
Vice President | Marketing & Research, Transwestern

CREW 2019 MEMBERS-ONLY TOURS

The Soto
Brooks City Base
Cornerstone School

QUALITY *Programs*

CREW 2019 MONTHLY PROGRAMS

January
Downtown Development Update
Lori Houston : City of San Antonio

February
Broadway Corridor RedevelopmenTourst
John Beauchamp : Hixon Properties

March
Economic Update – Joint Luncheon
Dr. Jim Gaines : Texas A&M

April
CREW Forum
Signature Educational Event at The Tobin

May
Brooks City Base
Amber Gilbert : Director of Business Development

June
Creating your Personal Board of Directors
(Executive Coaching)
Barbara Greene : Greene and Associates

July
Texas Research and Technology Foundation
(VelocityTX Innovation Hub)
Randy Harig : Chairman TRTF

August
TxDOT Initiatives
Bruce Bugg : Chairman of Texas Transportation Commission

September
CREWtini
Signature Fundraising Event at The Weston Centre

October
San Antonio Opportunity Zones
Katherine Noll, Ann Eaton, Jake Harris : Panelists **and**
Sarah Esserlieu : Moderator

November
Smart City Initiatives
Brian Dillard : City of San Antonio Chief Innovation Officer

December
Member's Only Celebration Luncheon
Awards and Recognition of 2019 & 2020 Board of Directors
Maggiano's Little Italy at The Rim

CHAPTER & MEMBER *Achievements* and *Awards*

Achievements

New Board of Directors Structure - Working Board to Strategic Planning Board with a 5-Year Strategic Plan

Recognized Board Strategic Planning using CliftonStrengths Finder

New Liaison Position for UCREW

Creation and Recognition of CREW Hidden S-heros

UCREW Program Meeting Commercial Real Estate Disciplines

Hosted 1st Annual UCREW Events for Over 60 UTSA Students

11 Student Members Joined Chapter

Collaborated with UTSA College of Engineering to Recruit Student Members

6 UTSA Students Attended the National Convention in Orlando

Awards

2019 NAWBO Lifetime Achievement Award
Deborah Bauer, Drake Commercial Group

2019 San Antonio Business Journal 40 Under 40
Yesenia Marili, Transwestern

2019 San Antonio Business Journal Women's Leadership Awards
Smita Bhakta, Kruger Carson PLLC
Jane Feigenbaum, Metropolitan Contracting Co.
Jordan Worth Arriaga, Worth & Associates

2019 San Antonio Business Journal C-Suite Awards
Jane Feigenbaum, Metropolitan Contracting Co.

2019 San Antonio Business Journal Fast Track Awards
ATKG, CREW One Ask Silver Sponsor
KFW Engineers + Surveying, CREW One Ask Bronze Sponsor

A Look at CREW *Through The Years*

1983
Network of Women in Commercial Real Estate

1999
CREW-San Antonio
A Member of National Network of Commercial Real Estate Women

2002
CREW San Antonio
A Member of CREW Network

2006
CREW SAN ANTONIO
COMMERCIAL REAL ESTATE WOMEN

2013
CREW SAN ANTONIO
COMMERCIAL REAL ESTATE WOMEN

And now...2020

CREW SAN ANTONIO

One Ask SPONSORSHIP PROGRAM

INVESTING IN CREW SAN ANTONIO HELPS DELIVER OUR MISSION AND REALIZE OUR VISION!

2020 SPONSORSHIP LEVEL BENEFITS	DIAMOND	PLATINUM	GOLD	SILVER	BRONZE
Price for Sponsorship Level	***$6,000***	***$3,750***	***$3,050***	***$2,500***	***$1,600***
Value of Benefits	*$15,000*	*$10,000*	*$8,500*	*$6,000*	*$3,500*
Sponsor logo and recognition at all CREW events, social media platforms, and newsletters	✔	✔	✔	✔	✔
Recognition on CREW website	✔	✔	✔	✔	✔
Link to company Website	✔	✔	✔	✔	
Opportunity to include Industry Tip in CREW Newsletter	✔	✔	✔	✔	
One (1) Annual CREW membership (subject to membership application guidelines*)	✔	✔	✔	✔	
Recognition in CREW luncheon slideshow	✔	✔	✔	✔	✔
One (1) CREW lunch at each regular monthly luncheon, designated for CREW Member or rep	✔	✔	✔	✔	✔
Guests may attend monthly luncheons at member pricing (excluding Members-only luncheons).	✔	✔	✔	✔	✔
One (1) luncheon featuring your company includes: Brief synopsis from the podium; One (1) month featured on CREW San Antonio's website; One (1) side of the table tent		✔			
Gold Level will raffle a $50 gift card at monthly luncheon.			✔		
Table at one monthly luncheon to display and hand out marketing material.					✔
Ad publication in the SABJ Forum special edition (Sized proportionate to sponsorship level)	✔	✔	✔	✔	✔
Premier Forum Sponsor with five (5) minutes at the podium along with special signage at event.	✔				
Written market article on industry trends to be published in Forum publication * *Prior review, approval and acceptance required*	✔	✔			
Exhibitor Booth at Annual Forum Event	✔	✔			
Full Table (10 seats) for Annual Forum Event	✔		✔		
Half Table (5 seats) for Annual Forum Event		✔		✔	
One (1) Ticket to Annual Forum Event					✔
CREWtini Tickets: Two (2) for Diamond, Platinum & Gold; One (1) for Silver & Bronze	✔	✔	✔	✔	✔
CREW Movie Mixer Tickets: Two (2) for Diamond, Platinum & Gold; One (1) for Silver & Bronze	✔	✔	✔	✔	✔

*Please note all Memberships follow individual, not company.

Please visit www.CREW-SanAntonio.org or speak with any of our board members for more informaiton on how you can sponsor CREW San Antonio in 2020!

A CHAPTER OF CREW NETWORK

SPONSOR

CREW SAN ANTONIO IN 2019

CREW SAN ANTONIO

EARN NEW BUSINESS by establishing new relationships and gaining referrals. CREW San Antonio has 172 Active Members.

BROADEN RECOGNITION OF YOUR COMPANY. CREW San Antonio attracts 110+ attendees to its monthly luncheons, which offer relevant information from industry panels and speakers.

NETWORKING OPPORTUNITIES with senior level decision makers.

INCREASE YOUR COMPANY'S NATIONAL RECOGNITION AND OPPORTUNITIES: Two thirds of CREW members have received or given a referral with other CREW members.

POSITION YOUR COMPANY AS A LEADER in diversity and the advancement of women in commercial real estate.

EXTRA MARKETING celebrating the new CREW Logo.

2019 YEAR IN *Review*

THANK YOU TO OUR *Sponsors!*

PREMIER PLATINUM

CBI GROUP
CULTURE BASED INTERIORS

TEXAS CAPITAL BANK®

PLATINUM

Assessment Technologies
Randolph Brooks Federal Credit Union
Sol Schwartz & Associates PC
Texas Fifth Wall Roofing

GOLD

Broadway Bank
Corporate Care
IBC Bank
Jefferson Bank
Security Service Federal Credit Union
Terracon
Transwestern
Wells Fargo

SILVER

Allied Fire Protection
ATKG
Cushman & Wakefield
Dimensions Contracting
Drake Commercial Group
Empower
First National Bank Texas
Fox Service Company
Herman Miller
Kimley-Horn
Metropolitan Contracting
Port San Antonio
STI-GC

BRONZE

Capital CDC
CertaPro Painters
Curtis Stout
Drash Contracting Company
First American Title
KFW Engineers & Surveying

MEDIA SPONSORS

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San Antonio Woman
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2nd Annual President's Tea