



2003 Board of Directors

President

Jerrienne R. Zook
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A Cushman & Wakefield Company*
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Jane Smalley
Trammell Crow Company
407-618-1257

From The President



Jerrienne Zook

As the end of 2003 approaches, we begin to feel the exhilaration that comes with reviewing our goals for the year, the approaching holidays and the preparation in meeting the challenges of the coming New Year. The end of the year signals a time to look back over our accomplishments (both large and small) and to reward ourselves for a job well done.

CREW Orlando members have much to be proud of this year. The 2003 Board has worked hard to continue moving the organization forward based on the foundation laid by the hard work of past Boards. Overall, 2003 has seen an increase in much appreciated active participation from its members.

Under the hard working Directorship of Karen Moorefield, the Membership committee has added the Affiliate Membership level and continues to make improvements to the application process and quality of membership. This year, CREW Orlando has seen many new members joining its ranks, and has been fortunate to have so many members joining committees and volunteering precious time to CREW.

The Sponsorship Committee, lead by Dale Donovan (our 2004 President) and Anne Grady, has continued to bring the leading businesses in our industry in as sponsors. CREW Orlando's sponsorship opportunities provide valuable benefits to these companies. An added Sponsor Benefit this year is the "Sponsor Reception", to be held in December, to honor all of the sponsors for the 2003 year.

If you have attended any of the CREW Orlando programs this year, you are no doubt aware of the excellent presentations and panels that the Programs Committee has put together. Lead by Vicki Berman, the committee is hard at work planning for next year.

Another new benefit for CREW Orlando members this year is the Member Benefits Director and committee. Under the guidance of Emily Moorman-Zinaich, this committee has brought us the Members Only After Hours events. With delicious food, wine and a forum for doing business with one another, these events have been very popular. Cavanaugh's Fine Wines has hosted three of these fun events, with great success.

We all know the importance of written materials, like this newsletter, in getting recognition for our organization and its members. Our Communications committees and Directors Jane Smalley, Marketing/PR and Alan Byrd, Internal Communications/Newsletter have done a fantastic job of just that – getting CREW Orlando noticed. Look for subtle changes in the CREW Orlando logo and a dazzling new brochure for 2004. Jane Smalley has worked with the talented Barbara Koenig of Ten/United, who is designing the first ever CREW Orlando color brochure.

CREW Orlando offers kudos to this year's Treasurer and Secretary, Christina Taylor and Tracy Turk, who have worked tirelessly handling the sometimes overlooked responsibilities that are the basis of the operations of the organization.

Special events are one of the things that make CREW Orlando stand out and unique among commercial real estate organizations. There are two notable events this year. The 12th Annual Golf Tournament, which was held at Celebration Golf Club on August 22nd. This event would not have been possible without our Committee Chairperson, Jim Grumberg. Jim basically put

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Major & In-Kind Sponsors

- Valencia Foundation
- Herman Miller
- Fidelity National Title
- LandAmerica Title
- LandAmerica Financial
- Greenberg Traurig
- Zimmerman, Shuffield, Kaiser
- The Fund
- Orlando Premium Outlets
- Orlando Business Journal
- TrammellCrow Company
- National Graphic Imaging
- All our Tee Box Sponsors

Golf Committee

- Jim Grumberg-Chairman
- Jerrienne Zook
- Dale Donovan
- Susan Maurer
- Becky Reed
- Anne Grady
- Eileen Siller
- Shannon Herring
- Carol Barfield
- Sandy Chace
- Ron Finger



CREW Celebrates 2003 Golf Outing

Prepared by Jim Grumberg, Workplace Resources

The 2003 CREW Golf Tournament swung into action on Friday, August 22nd, at the Celebration Golf Club. On a day where dark clouds skirted all around the players and mud was ankle high on some holes, players slogged through the six-hour round (cart path only golf). And at the end, there were nothing but sunny smiles on everyone's faces.

Once again Celebration proved why they are one of the classiest organizations in town. Steve Dunne and the rest of the staff ensured that the tournament went off without a hitch. And of course, a very special thanks to all the golf

committee members and volunteers who did an outstanding job putting it all together before and during the event.

This year's format again was a four-ball Scramble, best ball played for each shot. The wet weather made for a tougher than usual course, and scores were not as low as in years past.

Congratulations to



Beth Bellner (left) and Anne Grady walk away with a treasure trove of goodies and prizes.



Most Honest (From left): Sandy Winkler, Tracy Turk, Dale Donovan, Pat Werner



First Place (From left): Matt Dorsey, Brian Ball, Natalee Gleiter, Jim Grumberg

the Herman Miller Workplace Resource team of Natalee Gleiter, Brian Ball, Matt Dorsey and Jim Grumberg for taking first place with a score of 59.

Our many thanks go out to our sponsors who came through for us without much advance notice, as well as all the teams and individuals who made the tournament a tremendous success. 124 players participated in this year's event, which will allow CREW to once again contribute to the Valencia Community College Foundation for student scholarships. And I would be remiss if I didn't mention and thank Geraldine Gallagher, Director of the Foundation, for securing several teams and numerous prizes for us.

CREW Orlando is committed to the importance of education. In 1996, CREW Orlando established the CREW Scholarship to assist deserving female students in completing a college education. These scholarships are intended to provide female students the opportunity to further their education when they otherwise might not have the chance. The CREW Scholarship targets and assists those women demonstrating need and a strong desire to begin, continue, or finish their higher education.

Next year the tournament returns to its rightful spot in the spring, and we look forward to another fun-filled event. It's never too early to start budgeting for those much coveted sponsorships! If you would like to secure your spot in advance, please see Jim Grumberg.

CREW Orlando Events



Board members Dale Donovan and Anne Grady listen to CREW's August panel discussion, Women on Top.



Shannon Herring, NAI RealVest Partners and Susan Mauer, Republic Bank, network at a recent event.



Guests discuss current affairs before August's program.



Pat Werner, second from left, representing sponsor Welbro, hosts guests at the July Program.



Gene Engle gratuitously moderated our July program, Four Corners, Four Counties.



Speaker Leila Nodarse, speaker Catherine Reeves, moderator and CREW Orlando board member Vicki Berman, media sponsor and board member Alan Byrd and speaker Nancy Rossman.

New CREW Orlando Contact Information

To contact the CREW Orlando office:
CREW Orlando
37 N. Orange Avenue
Suite 500
Orlando, Florida 32801
(407) 926-4120
(407) 236-0430 (fax)
www.creworlando.org



CREW Orlando Schedule

Don't Miss:

Return to Respect
"Comedy Cabaret"

*An evening with
comedienne Kathy
Griffin*

November 7, 2003

Benefitting Harbor
House

Meeting the Needs of
Victims of Domestic
Violence

Universal Orlando
Soundstage 33

For further information,
please contact
Natalee Gleiter
(407) 353-8548

or

Karen Ward Procell
Gronek Latham, LLP
(407) 481-5807

**Annual Meeting
Celebrating 2003
Successes**

November 20, 2003

6:00 pm - 8:00 pm

Citrus Club

Cocktails and hors
d'oeuvres

Violence

Members complimentary

Guests \$60

Join CREW Orlando in

recognizing the 2003

Board of Directors and

introducing the 2004

Board of Directors.

RSVP at

www.creworlando.org



Commercial Real Estate Women

2003 Board of Directors



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Jane Smalley
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Fall Sponsor Spotlight

WelBro Building Corporation

WELBRO Building Corporation has been building continuously in the Florida construction market for over 24 years and is consistently ranked among the nation's top contractors by Engineering News Record (ENR). WELBRO is a dominant force in the hotel/hospitality and education markets and is positioning itself to be a player in the technology construction arena. Its Educational Focus Group constructs K-12 and higher educational facilities and residence halls. Other major project types include office buildings, retail/commercial and special use facilities.

WELBRO is successful in our mission because we:

- Put clients' needs first.
- Deliver reliable product with proven processes.
- Resolve problems early, before they occur in the field.
- Recognize the important contribution of our employees.
- Perform as promised throughout the entire project.
- Keep our commitment long after the work is completed.

WELBRO consists of over 400 employees: 150+ professionals, including architects, engineers, project managers, site managers, estimators, schedulers, financial managers, and real estate professionals, all with hands-on construction experience. We are also capable of performing

much of the work with our own crews from our workforce of 250+ career craftsmen who are actively engaged in concrete work, carpentry and masonry.

By putting client needs first, WELBRO has demonstrated repeatedly that the success of a project, or a company, comes as a result of caring and competence. Tangible proof of WELBRO's superior client service is that, in an industry plagued with litigation, and with over one billion dollars of construction in place, WELBRO has never litigated with a client.

WELBRO's founding philosophy of establishing productive client relationships in the early phases of each project, coupled with team performance, continues to develop many occasions for repeated success with the same owners.

Notable Projects Include: RDV Sportsplex, UCF Engineering Building, UCF Rosen School of Hospitality, Blankner K-8 School, Rosen Centre Hotel, Rosen Plaza Hotel, Omni Resort at ChampionGate, Crooms Academy of Informational Technology, Orlando Marriot Lake Mary, Residence Inn at SeaWorld, and The Caribe Resort and Convention Center.

Dale Donovan
407/926-4100
ddonovan@dldcommercial.com

Anne Grady
407/841-3333 ext. 5339
agrady@republicbankfl.com

Members in the News

Dale L. Donovan, President & owner of DLD Commercial Realty, Inc., a full-service commercial real estate firm specializing in land brokerage services, has relocated its offices to downtown Orlando. DLD Commercial represents national and regional clients in site selection, and companies and corporations relocating or moving into the Orlando market.

DLD Commercial brokerage services reach throughout the state, with concentration in Central Florida.

CREW Network Schedule

Don't Miss:
2004 Annual Convention
Toronto, CA
October 13 - 16, 2004
Westin Harbour Castle

2005 Annual Convention
Seattle, WA
October 2005



Benefits of Membership

- Local, Regional and National Networking Opportunities
- Business Leads and Referrals
- Monthly Luncheon Programs with current industry related topics
- Reduced Member Rates for monthly programs and events
- Chapter Membership Directory with photo roster of CREW Members
- CREW National Membership Directory (hardcopy & online access)
- Gain access to the Members Only portion of the CREW Network web site
- Quarterly CREW Network and Chapter Newsletters
- Invitations to Member Only networking events
- New member recognition
- Registration discounts for CREW Network meetings and conventions
- Discounts on professional business services
- Access to the CREW Network job bank

CREW Foundation

A Vision and Commitment to Give Back to the Community

By Jane Smalley, Marketing Director with Trammell Crow Company and a 2003 CREW Orlando Board member.

CREW Foundation, the philanthropic arm of CREW Network is ramping up for another successful year. The Foundation is projected to exceed its 2003 goal and provide even greater assistance to non-profit agencies with a mission to promote the economic self-sufficiency and self-determination of women and girls. Through CREW Foundation, CREW Network members make a difference in their communities and in the lives of women and girls who want the opportunity to achieve the same successes that members of CREW Network have attained. Since its inception in 1998, CREW Foundation has awarded more than \$227,000 in grants directed towards programs specifically helping women and girls attain economic self-sufficiency. Local chapters have complemented this national effort and raised over \$1 million for programs in their own communities.

CREW Foundation is supported by its members' companies and individual member contributors like Dale Donovan. "Many of us in the CREW Network have worked hard, met the challenges necessary to attain a certain level of success, and want to give back. It is powerful and incredibly rewarding to be a part of a dynamic program that builds self-sufficiency and encourages women and girls to invest in themselves." Donovan is a 2003 board member, president-elect of the CREW Orlando chapter, and former CREW Foundation Trustee.

Cushman & Wakefield is a long-term supporter of CREW Foundation. The company is a key 2003 sponsor of CREW Rendezvous, one of CREW

Foundation's signature fundraisers which takes place at its national convention. "I have attended CREW programs on a regular basis for many years. CREW opens doors to a diverse group of professionals who represent today's commercial real estate marketplace," says Michael Elting, senior managing director at Cushman & Wakefield who oversees the company's Southeast operations. "Whenever possible, Cushman & Wakefield aligns itself with those organizations our employees support. A number of our employees, both male and female, are active in CREW and we are particularly proud of Diana Parker's involvement in CREW and her level of commitment to the Foundation," he adds. Diana Parker, director of office brokerage with Cushman & Wakefield Miami is this year's CREW Foundation Chair.

Some CREW Member companies have instituted a matching program for donations to the Foundation. "This year we are noting a marked increase in donations from companies supporting their employees' philanthropic efforts via matching funds programs. This results in a "win-win" as the employee receives company acknowledgement, recognition and support, as well as feeling great about realizing that their financial donation has been exponentially increased affording even greater program support," stated Diana Parker.

For more information about the Foundation visit CREW Network's website at www.crewnetwork.org.

New Members

Christine Alexander
Director, Corporate Services
NAI Realvest Partners, Inc.
Phone: 407-875-9989
Fax: 407-875-3137
calexander@realvest.com



Cecelia Bonifay
Attorney/Shareholder
Akerman Senterfitt
Phone: 407-843-7860
Fax: 407-843-6610
cbonifay@akerman.com



Linda L. Dozier
Urban Planning/AICP
Urban Planners
Phone: 407-647-6457
Fax: 407-647-6456
ldozier@worldramp.net



Steve Kuhn
Preconstruction Manager
Centex Rooney Construction Co.,
Inc.
Phone: 407-226-9819
Fax: 407-226-9970
skuhn@ccgmail.com

Susan H. Lawrence
Real Estate Strategies, Inc.
Phone: 407-389-9610
Fax: 407-389-9603
res@earthlink.net



Joyce Lee
Sales Associate
Florida Business Interiors
Phone: 407-805-9911
Fax: 407-805-9977
jlee@4fbi.com



George D. Livingston, CIPS
President, Chief Executive Officer
NAI Realvest Partners, Inc.
Phone: 407-875-9989
Fax: 407-875-3137
glivingston@realvest.com



Mary C. Nutt
Financial Specialist
Wachovia Bank/Securities, LLC
Phone: 407-649-5113
Fax: 407-649-5513
mary.nutt@wachovia.com

Lura Kimberly Sullivan (Kim)
Supervisor
LandAmerica Financial Group
Phone: 407-835-4364
Fax: 407-835-4384
ksullivan@landam.com

Membership Report

by Karen Moorefield

Since May 2003, I am proud to announce that we have nine additional members to CREW Orlando bringing our total membership to 86. We've added our third affiliate member and have two previous members that have returned to CREW. At the July 16, 2003 luncheon program I announced the mid-year membership drive with reduced prices for regular membership (\$150) and affiliate membership (\$300). I also offered to take to lunch the first new member and returning member that the board approved during this membership drive. Linda Dozier, our first

returning member who is the owner of Urban Planning and Design and I had a great lunch at Brios in Winter Park. Kim Sullivan with LandAmerica is the first new member to take me up on my lunch incentive offer. Our Programs and Members Only functions are great ways to network but I highly encourage new members to become involved on committees to gain the most networking benefits from CREW.

As I had mentioned in the last newsletter, we welcome any input from members that would like to share membership ideas and suggestions.

Become Part of the Network by Joining CREW Orlando!

As the word spreads about the power of CREW Network, the national and local chapters of this organization continue to experience substantial member growth with more than 5,000 members located across North America. Now your business can become a part of this exciting organization through the Central Florida Chapter of CREW Orlando.



Who Is CREW Network?

CREW Network (Network of Commercial Real Estate Women) was founded in 1989 as a means to bring together top commercial real estate professionals from every facet of the industry in order to form an extensive business network.

Because our members represent so many disciplines within the commercial real estate industry, our network is able to work with clients on every step of the commercial real estate process in every major city in the United States and Toronto, Canada.

- Accounting
- Acquisitions
- Appraisal
- Architecture
- Asset Management
- Brokerage
- Construction
- Consulting
- Corporate Real Estate
- Development
- Engineering
- Environmental
- Finance
- Institutional Lending
- Interior Design
- Investments
- Law
- Marketing
- Mortgage Banking
- Property Management
- Sales/Leasing
- Title/Escrow



The Networks

Financing Opportunity Meets Funding Source

Two CREW Orlando members started the year off with a networking connection that resulted in closed business by mid-year. First impressions do count, as CREW members Helen MacLennan of Concord Partners and Anne Grady of Republic Bank connected at the January Networking meeting and proceeded to explore the potential to do business. Their first transaction, a two-tiered loan which closed in early July, marks the beginning of a mutually beneficial relationship which both expect could lead to more opportunities in the future.

Industrial property investor Concord Partners found a financing source to supplement its existing bank and permanent lender relationships; and to fill a strategic need for leveraging equity in its portfolio. Republic Bank found a solid and savvy investment team in Helen and her business associate, Anthony Bruno.

“Concord Partners represents the experienced, decisive and sound type of real estate owner every lender hopes to work with in developing a business relationship,” said Republic Bank Senior Vice President Anne Grady. “Republic Bank is very pleased to work with a company of the caliber represented by Concord Partners. Our professional business philosophies and personal approach to service are a good fit. The selective CREW Orlando venue lent credibility to my initial impression that Concord Partners was a solid business even before we got to know them better.”

President’s Message, continued

his life on hold to plan and put together this successful tournament. We are also grateful to Jim’s employer, Herman Miller Workplace Resource, for supporting Jim in this endeavor. The golf tournament committee was fortunate to have its meetings at Jim’s office, so that we were surrounded with the most state of the art office furniture and fixtures. If you have any office furniture/fixture needs, you’ll definitely want to contact Jim.

The upcoming Return to Respect Annual event, to benefit victims of domestic violence, will be held Friday, the evening of November 7th. This year’s event will take a turn for the “funny” with a “Comedy Cabaret” theme, featuring comedienne Kathy Griffin. Co-chairs Karen Ward Procell and Natalee Gleiter and the R2R Committee are hard at work planning this well attended event. For information on sponsorship or tickets, email Karen at kward@groneklatham.com.

With such a successful year nearing the end, let’s make the couple of months remaining the best so far. CREW Orlando members will want to be sure to attend the 2003 Annual Meeting to make the most of the opportunities to do business with fellow members, to recognize your 2003 Board of Directors and be the first to hear the new 2004 Board of Directors announced and introduced. Don’t miss this exciting event to be held Thursday, November 20th from 6:00 to 8:00 pm at the Citrus Club. Log on to our website for more details at www.creworlando.org.

Happy Holidays,

A handwritten signature in black ink that reads "Gerrianne Zook". The signature is written in a cursive, flowing style.

Special Thanks to the 2003 CREW Orlando Partners & Sponsors

Diamond Annual Partners

ExecuSuites, Inc.

Media Sponsor

Orlando Business Journal

Platinum Sponsors

WELBRO Building Corporation

GoldSponsors

Centex Rooney

Cushman & Wakefield, The Apartment Group

Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, P.A.

DLD Commercial Realty, Inc.

Greenberg Traurig

HuntonBrady Architects

LandAmerica

Republic Bank

St. Joe Commercial

Time Warner Telecom

Turner Construction

Silver Sponsors

Fidelity National Title Insurance Company

InterPlan LLC

Lynne R. Wilson, P.A.

Rhodes + Brito Architects, Inc.

CREW Orlando welcomes 2004 Diamond Annual Partners

Execu-Suites, Inc.

Herman Miller

LandAmerica

Tap into the Power of CREW Orlando Network

What do you get for your sponsorship dollars?

CREW Orlando program sponsors and annual partners are provided with various levels of benefits where each company receive exposure available to this highly prized target market. Outstanding exposure with pre-and post-event marketing is available for program sponsors. The sponsorship marketing effort targets CREW local, state, and national members, previous and potential sponsors, and guests. All benefits are provided according to sponsorship commitment.

Diamond Annual Partners receive extensive year-round promotion in program-related literature, signage, advertising space in both the local and national Membership Directory & Convention

Sponsor Book, and listings on the CREW Orlando web site, depending on the level of sponsorship commitment.

CREW Orlando sponsorship allows your business to reach the leaders in the commercial real estate Industry in an effective and affordable way. CREW partners and sponsors have direct access to the commercial real estate industry "movers and shakers".

Dale Donovan

407/926-4100

ddonovan@dldcommercial.com

Anne Grady

407/841-3333 ext. 5339

agrady@republicbankfl.com

Diamond Annual Partner Benefits

- Opportunity to display corporate banner throughout the year
- Opportunity to display printed materials at each general meeting/program
- Hot-link to sponsor home page on chapter web site throughout the year
- Recognition from Podium at each general meeting/program
- Ten (10) complimentary tickets to general meeting/programs
- Additional program tickets for sponsor representatives and guests discounted
- Recognition in CREW Orlando advertising for the 2003 CREW Network Convention Program
- Reserved seating at general meetings/programs for sponsor representatives and guests
- Invitations to member-only functions
- Featured on sponsor boards throughout the year
- Diamond Sponsor designation on sponsor representative's nametags
- Diamond Sponsor Spotlight in electronic newsletter during sponsorship year
- Recognition in monthly advertising in Orlando Business Journal