



Commercial Real Estate Women

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Emily Moorman
Colonial Properties Trust

Jane Smalley
Trammell Crow Company

From The President

Hello and warmest wishes to all CREW Orlando members!

I want to thank you for the opportunity to serve as your 2003 President. Since joining CREW Orlando in 1993, I have made many business contacts as well as good friends in the business through my involvement with CREW. Over the past ten years, I have served on various CREW committees, and it is through this participation that I was able to forge connections with women (and men too) that have helped me immensely in my career. The value of the CREW Orlando "network" of commercial real estate professionals is immeasurable.



Jerrienne Zook

As we journey through what promises to be another challenging and exciting year in the commercial real estate world, I look forward to getting to know more about all of the CREW Orlando members. I hope that all of you will get involved in the organization (there are plenty of committees to join!) and will find yourselves doing business together, and even more importantly, sharing your networking stories with the rest of us.

I'd like to take this opportunity to recognize our 2002 President, Dawn St. Clair, for her exceptional leadership and countless hours of organizational expertise. It is inspiring to look at the advances that CREW Orlando has made under the guidance and direction of our outstanding past leaders.

As we continue on the path of improving and enhancing our organization, the 2003 CREW Orlando Board of Directors, under the expert leadership of Sally French Tyler, Past President of CREW Network, began the year with a Strategic Planning Session. During this process, the board examined the strengths and weaknesses of our organization and outlined goals for the future of CREW Orlando. Through this extensive brainstorming, we laid out many exciting goals for CREW Orlando over the next few years. Starting this year, we have added a Member Services committee, which will focus on offering more members only functions and benefits. We also implemented a new Sponsorship Package with exciting new benefits. And we are in the process of designing a Member Survey to canvas the membership for feedback and input for the future of CREW Orlando.

Members doing business together continues to be a main focus as we look forward to some special events this year, including networking opportunities, a year full of superb monthly programs, and some fun charitable events.

Community service is an important part of who we are and we look forward to our continued involvement with very worthwhile charities. As you may know, our community service efforts include the Return to Respect program, which provides funds for the transitional housing needs of domestic violence survivors, as well as our annual Golf Tournament, the proceeds of which have allowed us to set up a scholarship endowment with the Valencia (Community College) Foundation.

I look forward to the challenge of serving as the CREW President this year and wish everyone a 2003 filled with an abundance of business opportunities among CREW Orlando members.

Jerrienne Zook



Commercial Real Estate Women

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



Commercial Real Estate Women

Delegates Update: Viva Las Vegas!

By Dale L. Donovan & Anne Grady

In bustling Las Vegas, at the Marriott Resort, just a few miles off the Vegas Strip, a high-stakes gathering of commercial real estate women met for CREW Network's Winter Council Meetings and Leadership Training Forum Jan. 30 - 31, 2003.

CREW Orlando delegates Dale Donovan and Anne Grady represented our local chapter. Yes, we have a chapter in Las Vegas and it is one of the fastest growing cities in our nation. Yes, Vegas is in the middle of the desert. Yes, this is an excellent opportunity to connect with other delegates around the United States and Canada. And, yes, we did have an incredible time.

In the Delegates Update, our intent is to give a few details - glimpses of this exciting exchange - and bring back to each member a unique connection to your dynamic national organization - CREW Network.

The first impression is always a lasting one and that holds true especially when you walk into a room filled with the energy, excitement, and incredible camaraderie of CREW members. When you enter the room of 75 or 100 CREW members, it only takes one introduction and you're connected. Right off the bat, one person tells you about their city and chapter. Another person has a business opportunity in your state and needs to connect to another CREW member with a specific expertise. Then, someone asks "Do you know someone at such & such company?" Finally, another member is visiting a city near you and wants a referral of (fill in the blank). Obviously this is what is meant when it is said.... the CREW Net Works.

Upon arrival at the Marriott Resort, the next 48 hours keep delegate representing 49 chapters moving from one session and event to another packed with information. These range from



educational forums, networking meetings and social gatherings, each providing opportunities to meet other dynamic professionals and exchange ideas and business.

CREW Network's staff and board hosted the New Delegates Reception - engaging new and returning delegates in the latest policies, goals and tips on being a delegate - on the first evening before informal dine-arounds.

Here's a run-down of the highlights:

"Making the Net Work"

At this first session, Joan Rosoff, CREW Network president, took us through a tour of CREW'S resource-rich web site www.crewnetwork.org. Rosoff encouraged delegates and members to make the Net-work for them by tapping into CREW'S 5,000-member database and the variety of other resources at your fingertips.

When you log on to the CREW Network web site, you enter a world of networking opportunities, referral systems, research and contact areas, and embrace the ultimate in member benefits.

Be ready to log on to www.crewnetwork.org and the *Members Only* sections on this site with your membership number listed on your CREW Network Membership Card.

Demonstrations of the

CREW Network and CREW Orlando web sites are planned for upcoming meetings.

Getting Your Hand in the Game

Members are called to get in the game by serving and networking with national members on the following national committees: Budget, Awards and Recognition, Editorial Advisory, and Program Committees or the Web site Testing Task Force. Check out details on committee responsibilities and how to get involved on

www.CREWNetwork.org or contact Dale Donovan or Anne Grady.



Sally French Tyler, 2001 Past President, Emily Magal, Immediate Past President and Joan Rosoff, President at the 2003 Winter Council Meeting in Las Vegas.

Delegates Update, continued

High-energy Council Meeting & Sessions!

The 2003 CREW Network Board announced the upcoming year's goals/priorities and actively engaged delegates in developing strategies to implement these goals. Here's the new national board of directors and the board's goals and priorities.

- President Joan Rosoff, Philadelphia, White and Williams, LLP, 2003 CREW Network
- President-Elect Deborah Quok, San Francisco, CB Richard Ellis, Global
- Immediate Past President, Emily Magal, Washington, D.C., Moving Details

Directors:

- Ginger Bryant, San Francisco, SARES-REGIS Group
- Jacqueline Buhn, Philadelphia, Athenian Properties, LLC
- Libbe Goldman, Los Angeles, Real Estate Investment Finance
- Angelia Harlow, Seattle, Eisenhower & Carlson, PLLC
- Victoria Lee Joly, Toronto, CIBC World Markets, Inc.
- Karin Schulz, Cleveland, Kennedy-Wilson Properties, Ltd.
- Sandra Stoner, St. Louis, LaSalle Bank, N.S.
- CEO: Linda Hollemon, CREW Network

Chapter Training

A dynamic and practical session on Revitalizing Chapters, featuring roundtable discussions and an idea exchange was the focal point of these sessions. Thriving chapters provided successful examples of the connection their chapters had made with

creative and interesting **Programs**; benefits and services enhancing **Membership**; and strong, recurring **Sponsorship** support.

CREW Network Strategic Planning

In afternoon sessions, CREW Network's strategic planning consultant lead delegates and chapter leaders through introspective discussions and exercises designed to begin shaping the future of CREW Network.

Local chapter representatives provided knowledge and feedback on projected member needs and the opportunities to maximize the value of CREW membership in the future. The experience of participating in this session gave delegates a treasure of information to take back as they conduct strategic planning sessions at the chapter level.

2003 CREW Network Board Goals & Priorities:

1. Create a new long term Strategic Plan with key objectives
 - Achieve a clearer vision and mission
 - Determine what constitutes success
 - Clarify our identity and brand
 - Achieve clarity on role and value of CREW Network
 - Focus programs and resources on envisioned future
2. Increase Member-to-Member business
3. Raise visibility/recognize accomplishments of members

New chapter joins CREW Network

CREW Austin was approved and recognized as CREW Network's 49th chapter.

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.

CREW NEWS



CREW Orlando Schedule

Don't Miss:

“Making Your
Net-Work”

Members Only Wine
Tasting & Networking
Event

Thursday, April 3, 2003
5:30 - 7:30 PM

Cavanaugh's Fine Wines
1215 Edgewater Drive
407-426-7510

Cost - \$15.00 per person
Advanced reservation
required by Friday,
March 28, 2003

After September 11th,
the Site Restoration of
the Pentagon

Representatives of
Environmental
Consulting Services, Ltd.
April 16, 2003
11:30 registration
Citrus Club

Future programs
include:

- The State of Higher Education in Central Florida
- Point / Counterpoint with Dick Batchelor and Lou Frey
- Project Report - Four Corners
- Project Report - FAMU and the Revitalization of the Parramore District
- Economic Trends
- Project Report - Research Park
- Project Report - College Park, a New Look

CREW Orlando News

Wayne Automatic Fire Sprinklers Celebrates 25 Years of Service

In 1978, with one truck, Wayne Gey started his own company – Wayne Automatic Fire Sprinklers, Inc. Together with his trusted friend, Chuck Price, his thirteen year old son Clark Gey, and a lot of gumption, Wayne built his company into one of the largest sprinkler businesses in the Southeast. In 2002 the *Orlando Business Journal* ranked Wayne Automatic as one of the top 100 privately held companies in Central Florida.

Wayne Gey was born in Athens, Alabama, where he lived out most of his childhood on a rural farm. While growing up on the farm Wayne learned to pick cotton, which instilled a strong work ethic in him that has lasted to this day.

Wayne received his first taste of the Fire Sprinkler Industry while attending college in Tampa, Florida. When Wayne needed money during his college years, he got a job running errands for a Fire Sprinkler Company. He later became interested in designing the systems, which is where he learned the nuts and bolts of the industry.

Wayne's dream was to own his very own sprinkler company. In 1978, Wayne was 35 years old when his dream came true and he started Wayne Automatic Fire Sprinklers. Starting a business required long hours, hard work and many missed dinners. Wayne sold and installed sprinkler systems in the day and would fabricate the work in the evening. Wayne sold his first job for \$750.00 to install an extension to the Ridge Laundry fire sprinkler system. In February of 1988 Wayne Automatic Fire Sprinklers had its first million-dollar revenue month. In 1987 Wayne Automatic

installed its first “plastic” job, starting a new revenue source for the company in the residential market. Since 1988 the residential market has continued to grow and is currently 65% - 75% of Wayne Automatic's revenue.

Wayne has created a passion for integrity within the industry and his company. His philosophy, of doing every job the right way and always having pride in your work, has become a credo at Wayne Automatic. Wayne built the company from within by rewarding employees for hard work through shared profits and earnings. His integrity and passion for the industry has never waned.

Wayne is a past-President (several times) of the Florida Fire Sprinkler Association, serving on the Board of Directors since 1978. In February of 2002, he was elected as the Vice Chairman of the National Fire Sprinkler Association, where he has served on the board for the last six years. Other leadership roles Wayne has undertaken include serving as President and as a Director for the Associated Builders & Contractors. He has been involved in numerous charities, building five homes and sprinkling over 30 homes in Lake County, Florida for Habitat for Humanity. Additionally, he currently serves as President of the Central Florida Hunting Retriever Club. Wayne Gey has built Wayne Automatic into a company with over 350 employees, located in six offices throughout the Southeast. It is a company much like the man – strong, honest and built to last!

CREW Member Sarah Kelley of Wayne Fire Sprinklers submitted this report.

HuntonBrady Starts Year with a Bang!

2003 started out to be a great year for HuntonBrady Architects. Their recent interiors project for Fiserv CBS Worldwide Headquarters in Lake Mary was selected to be a featured project for *florida/caribbean ARCHITECT*. This high tech 198,000 square foot facility went from programming and concept design through developer RFP and construction in less than 24 months!

After competing against 41 firms with a short-list of 5 firms HuntonBrady's education department received notification the first week of January

that they were chosen as the winning firm for the Hillsborough Community College Student Services Building at their Brandon Campus. The \$7.5 million dollar project is a new 53,735-gsf facility and 25,000 sf of renovations and additions for existing facilities.

CREW Orlando member Karen Moorefield of HuntonBrady Architects submitted this report.



CREW Orlando News

PBS&J Program Manager Honored

Kathleen S. Leo, P.E., PBS&J program manager and CREW Orlando member, has been honored by the Florida Engineering Society (FES) as Young Engineer of the Year.

Ms. Leo has been with PBS&J since 1993 and is serving as project manager for land development projects within the Town of Celebration in Osceola County and the District Engineer for Poinciana Community Development District.

Ms. Leo holds both a bachelor's degree and a master's degree in environmental engineering from the University of Central Florida and is a registered professional engineer in the state of Florida. She is active in the American Society of Civil Engineers

and is currently serving as Regional Vice President for the Florida Section.

Leo is based in PBS&J's Orlando office, located at 482 S. Keller Road, Orlando, Florida 32810. She can be contacted at 407.647.7275 ext. 124 or by e-mail at ksleo@pbsj.com.

PBS&J (www.pbsj.com) is a leading provider of infrastructure planning, engineering, construction management, and program management services. PBS&J has 60 offices and over 2,800 employees worldwide and is currently ranked 8th out of the top 500 "pure" design firms by *Engineering News-Record*.

January Sponsor Spotlight

Anne Grady and Stephanie Gates, commercial real estate loan officers with Republic Bank and CREW Orlando members, proudly represented the Bank as the January program sponsor at the association's annual Member Networking event.

Republic Bank's Commercial Real Estate Lending offices are conveniently located in the ground floor of the Republic Bank Building, where CREW Orlando holds its monthly program meeting at The Citrus Club.

The downtown Orlando Commercial Real Estate Lending group of Republic Bank provides acquisition and development/repositioning and construction financing for both commercial income-producing properties and residential projects, the latter to both custom and production builders. The Republic Bank downtown Orlando Commercial Real Estate team can provide creative solutions to a wide range of financing needs for investors and developers in Central Florida, as well

as provide depository and treasury management services.

Republic Bank operates 71 full service banking offices and three loan production offices throughout Florida. At \$2.5 billion in total assets as of December 31, 2002, Republic Bank is one of the largest independent banking organizations in Florida.

Republic Bank was the first Florida-based bank to offer Internet banking. It offers both personal and business Internet banking services at its web site address, www.republicbankfl.com.

Anne and Stephanie encourage CREW members and partners to stop by their offices any time or contact them to leverage mutual business development opportunities. They can be reached at (407) 841-3333, Ext. 5339 (Anne) or Ext. 5208 (Stephanie). They would love the opportunity to share the difference Republic Bank can offer to you and your business.



A difference you can bank on.®

CREW NEWS

CREW Network Schedule

Don't Miss:

2003 Spring Meeting
San Antonio, TX
June 12 - 13, 2003
Hilton Palacio del Rio

2003 Annual Convention

Gateway to Innovation - Golden Opportunities in Real Estate
San Francisco, CA
October 15 - 18, 2003
Hyatt Regency San Francisco

2004 Annual Convention

Toronto, CA
October 13 - 16, 2003
Westin Harbour Castle

2005 Annual Convention

Seattle, WA



Commercial Real Estate Women

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

Membership Report

by Karen Moorefield

As Director of Membership again this year I am very excited about my committee which includes, Kate Aylward with Emerald Isle Interiors, Tony Fiorillo from ECS, Kathy Leo with PBSJ and Stephanie Weidner with PSI. This great mix of new member perceptions; old member perspectives and other CREW chapter experience can only benefit the CREW Orlando membership.

Speaking of benefits, the focus for this committee will be to **recruit** new members, **retain** existing members and **reward** our members. We will be creating incentives to entice our guests to become a member of CREW Orlando. Retention is always a challenge for any organization and it is another issue that this committee will be committed to. Along with the members services committee we

will reward our members with member's only events and many opportunities.

We welcome any input from members that would like to share membership ideas and suggestions. I personally invite you to join a committee, which will greatly enhance the benefits of being a member of CREW. The direct contact working on a committee is an excellent way to promote you and your company. This is what it's all about. Please refer to our Members Benefits section in this newsletter to see what **CREW can do for you.**



Karen Moorefield

New Members

Ronald L. Finger

Vice President, Marketing & Business Development
ECS - Engineering Consulting Services, Ltd.
Phone: 407-859-8378
Fax: 407-859-9599
E-mail: rfinger@ecslimited.com

Ron is the Vice President of Marketing and Business Development for Engineering Consulting Services, Ltd., which recently opened offices in Orlando. ECS offers geotechnical, environmental and construction testing and inspection services.

Leslie M. Lormann

Marketing
Nudell Architects
Phone: 407-740-8022
Fax: 407-740-8322
E-mail: llormann@jhn.com

Leslie is in charge of business development and expansion for Nudell Architects, which provides exterior and interior architectural services for commercial projects. She is also a member of SMPS.



Carey S. Hayo, AICP

Principal/Senior Planner
Glatting Jackson Kercher Anglin
Lopez Rinehart
Phone: 407-843-6552
Fax: 407-839-1789
E-mail: chayo@glatting.com

Carey has more than 20 years of experience in public and private land use planning. Her major areas of expertise include impact studies, local and state regulatory requirements, zoning, area-wide planning and the Development of Regional Impact (DRI) process.



Carol Barfield

Business Development Manager
Tribble & Stephens Company
Phone: 407-251-7322
Fax: 407-251-7721
E-mail: cbarfield@tribblestephens.com

Carol Barfield has more than a decade of experience in marketing and business development. She also has nearly a decade of journalism experience, serving as a staff writer for the Gainesville Sun; as a contributing writer for The Orlando Sentinel and other Central Florida publications; and as managing editor for Metro Orlando Magazine.

New Members, continued



Carolyn A. Grace
Marketing Coordinator
Turner Construction
Phone: 407-475-5937
Fax: 407-475-5930
E-mail: cgrace@tcco.com

Carolyn is responsible for all marketing functions, including advertising, public relations, special events, qualification submittals, and presentations for the Orlando, Tallahassee, Gainesville, and Jacksonville markets.



Lisa Schummer
Leasing Associate
FlexxSpace Management, LLC
Phone: 407-645-2275
Fax: 407-926-1828
E-mail: lschummer@flexxspace.com

Lisa's focus is on industrial leasing for FlexxSpace Management, LLC. FlexxSpace owns and manages approximately 8 million square feet of industrial and flex space throughout the southeastern United States.



Shannon Herring
Associate Broker
NAI RealVest Partners
Phone: 407-949-0720
Fax: 407-875-3137
E-mail: sherring@realvest.com/
www.realvest.com

Shannon joined Realvest Partners, Inc. in the spring of 2002 and has already closed on two deals. She is an assistant broker working closely with Michael Heidrich, focusing on leasing and sales.



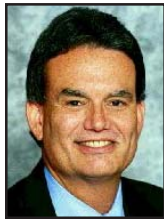
Teresa M. Clark, RPA, CPM®
Portfolio Manager/Director of Leasing
FlexxSpace Management, LLC
Phone: 407-645-2275
Fax: 407-926-1890
E-mail: tclark@flexxspace.com

Teresa joined FlexxSpace in 1995 as Controller for Adler Management Services, Inc. She now holds the position of Portfolio Manager/Central Florida Region for FlexxSpace Management, LLC. She is responsible for overseeing a portfolio of real estate comprised of retail, office, industrial and service center, situated in the Orlando and Tampa markets.



Anthony (Tony) Fiorillo, P.E.
Vice President
Engineering Consulting Services, Ltd.
Phone: 407-859-8378
Fax: 407-859-9599
E-mail: afiorillo@ecslimited.com

Tony is responsible for the financial management, training, and quality of a full service office providing construction materials testing and threshold inspection, geotechnical engineering, non-destructive testing, facilities engineering, building enclosure and envelope consultation, forensic investigations, and environmental services.



Jim Grumberg
Senior Account Manager
Commercial Design Services, Inc.
Phone: 407-774-4832
Fax: 407-774-4847
E-mail: jgrumberg/
@cdsorlando.com

Jim has been in the office furniture industry for 20 years, all of them based here in Orlando. Most of his time has been spent traveling, as a manufacturer's representative, including two years of travel in Mexico and South America. Jim is also involved with NAIOP and several chambers, and does volunteer work for United Cerebral Palsy.

Jill Cumbaa
Leasing Agent
Flexxspace Management, LLC.
Phone: 407-926-1823
Fax: 407-645-4348
E-mail: jcumbaa@flexxspace.com

Jill is a leasing agent and has been with FlexxSpace Management for 3½ years and in the real estate industry for 20 years. Jill will be the third person from FlexxSpace Management to join CREW Orlando.

Amy Kirch
Director Construction Lending Group
RBC Centura
Phone: 704-686-4644
Fax: 704-372-4466
E-mail: akirch@centura.com

Amy is Director /Market Manager of their Construction Lending Division and has been with them 4 years and in the industry over 15 years. She is also a member of the CREW Charlotte chapter and comes to Florida several times a month.

Members in the News

Sarah Kelly was named one of Central Florida's Top 10 business women at Orlando Business Journal's annual Women Who Mean Business awards luncheon.

Jerrienne Zook, Senior Financial Analyst, The Apartment Group, LLC A Cushman & Wakefield Company received an Achievement Award from Cushman & Wakefield for the 2002 Most Valuable Player of the Year for the Orlando Office.



Commercial Real Estate Women

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

Tap Into the Power of CREW Orlando Network

By Dale L. Donovan & Anne Grady

Taking sponsorship to the next level, CREW Orlando launches its 2003 annual sponsorship program featuring a comprehensive array of benefits to sponsors. Sponsors can now tap into these diverse benefits through multiple levels with Program and Annual sponsorships.

With CREW, Sponsorship Equals Opportunity

- to network with senior level decision makers
- to establish relationships and gain referrals
- to broaden recognition of your company while generating good will
- to build loyalty in a highly prized target market

Why Sponsor?

Sponsoring is an important part of the public relations and business development activities your business conducts each year. It is one of the most highly targeted forms of marketing allowing you to build credibility with the people who matter most and assure your company maintains a high profile. CREW members "do business together," and they do business with the companies they know.

Increase your visibility with CREW Orlando and increase the likelihood they will want to do business with you.

What do you get for your sponsorship dollars?

CREW Orlando hosts local events from which you can benefit through several levels of sponsorship. Maximum exposure and benefits are offered through the Diamond Annual Sponsorship where 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.

Sponsorship opportunities are available at multiple levels. This allows you to tailor your sponsorship to opportunities that best suit your company. A range of sponsorship opportunities are available

and suitable for any budget.

The earlier a sponsor commits and pays its sponsorship dollars, the more recognition they receive throughout the year. All paid sponsors receive recognition throughout the entire year.

- **Diamond Annual Partner** - \$1,500
- **Platinum Program Sponsor** - \$1,000
- **Gold Program Sponsor** - \$500

CREW Orlando sponsorship allows your business to reach the leaders in the commercial real estate industry in an effective and affordable way. CREW sponsors have direct access to the "movers and shakers" of the commercial real estate industry. Broaden your exposure to the commercial real estate industry by sponsoring through CREW Orlando.

CREW Orlando Sponsorship Benefits and Opportunities are available by contacting the Co-Directors of Sponsorship.

Dale L. Donovan
DLD Commercial Realty
407-481-2234
ddonovan@dldcommercial.com

Anne Grady
Republic Bank
407-841-3333 x 5339
agrady@republicbankfl.com



Dale Donovan



Anne Grady

High-Tech Guru Addresses CREW Orlando

by Carol Barfield

Tribble & Stephens Constructors Ltd.

Working to keep Central Florida on the 10 ten list for attracting high tech businesses, Randy Berridge stays busy. But the President of the Lake Mary-based Florida high tech Corridor made time in mid February to address key members of the construction industry when he addressed the Orlando chapter of CREW.

Berridge offered insight into how the economic development initiative grew over the past six years into a well-respected council that focuses on attracting, retaining and growing high tech companies in a 21-county area that stretches across the state. The FHTCC is an initiative of the University of Central Florida and the University of South Florida, Berridge explained.

The group continually looks for ways to encourage high tech training, research projects, and to support the technology community, all endeavors that Berridge said should pay off for the commercial real estate experts attending the meeting.

Berridge, who also serves as president of the Berridge Consulting Group, and has a host of community and business involvement, became one of the council's founding members while working with AT&T.

"The success of the council was evidenced last year when it was recognized as one of seven high tech regions in the world," he explained.

For more information about the council, go to www.floridahightech.com or give them a call at 407.562.1910.



Guest speaker Randy Berridge, President of The Florida High-Tech Corridor Council addresses CREW Orlando members and guests at the February 19, 2003 luncheon meeting.



Speaker Randy Berridge with sponsor representative Helen Ford of Greenberg Traurig Law Firm, Orlando, FL. Greenberg Traurig is a Gold Level sponsor of CREW Orlando for 2003.



(l-r): Randy Berridge, President of the Florida High-Tech Corridor Council; Sarah Kelly, CREW Orlando Past President; Dave Patten, CREW Orlando; Jerrienne Zook, CREW Orlando President; and Dale Donovan, CREW Orlando President-Elect.

Share Your News
& Success!

CREW Orlando would love to hear from you! Tell us about your personal & professional triumphs, employment changes, awards, etc. and we'll publish it in the newsletter.

Contact Alan Byrd at 407-649-8470 or via e-mail at abyrd@bizjournals.com to share your news.

