

**CREW Atlanta Mission:** To elevate women to positions of power and influence in commercial real estate.

[link to Atlanta chapter website](#)

[link to Atlanta chapter calendar](#)

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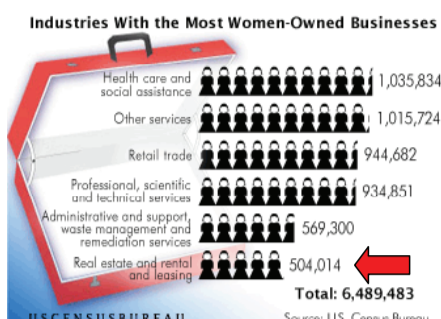
## Women-owned businesses and CREW

The most recent U.S. Census Bureau report (issued every 5 years) states that the number of women-owned businesses grew 20 percent between 1997 and 2002, twice the national average for all businesses. The nearly 6.5 million businesses generated more than \$940 billion in revenue, up 15 percent from 1997. And once again, the Real Estate industry ranked in the top ten for women-owned businesses. In fact, in 2002, nearly 1-in-3 women-owned firms operated in health care and social assistance, and other services, such as personal services, and repair and maintenance. They owned 72 percent of social assistance businesses and just over half of nursing and residential care facilities. In addition, wholesale and retail trade accounted for 38.3 percent of women-owned business revenue. There were 117,069 women-owned firms with receipts of \$1 million or more, and there were 7,240 women-owned firms with 100 employees or more, generating \$275 billion in gross receipts. This is exciting news.

States with the fastest rates of growth for women-owned firms between 1997 and 2002 were Nevada (43 percent), Georgia (35 percent), Florida (29 percent) and New York (28 percent).

The 2002 Survey of Business Owners (SBO) defines women-owned businesses as privately held firms in which women own 51 percent or more of the interest or stock of the business. The 2002 data show that in addition to the nearly 6.5 million majority women-owned firms, there were almost 2.7 million equally male/female-owned firms with \$731.4 billion in receipts. Separate reports on minority-owned businesses will be issued over the coming months and the next report (2007 data) is due out in 2010.

CREW Atlanta is adding to these remarkable statistics with success stories of their own. 5 years ago, Lee Eastwood formed her own company, Eastwood Real Estate Services, after working herself out of a job leasing all the projects she represented at the time. Instead of looking for another job with the same challenges of being tied to specific projects, Lee decided to take her future into her own hands. "Now I have lots of clients, instead of one or two big projects, and the job security is great—I know I will not lay myself off when the



assignment is over!" CREW has been a tremendous resource for Lee in her business, providing endless sources of knowledge and advice in all arenas. "I feel like I am part of a big firm because I can pick up the CREW directory and call members in Atlanta and get the advice and help I need on anything from appraisal to zoning. Over the past five years, my fellow CREW members have helped me look like an expert in many areas where I lacked a lot of knowledge."

Another great example is our CREW Atlanta President, Stephanie Friese, who started her own law firm in 1999 straight out of law school. She states that more than 65% of her business originate from CREW. "Our top 3 clients all have members that attend CREW events, so CREW provides a forum for me to have fun with my clients and maintain a strong connection with them." Furthermore, Stephanie feels that many of her leadership skills have been developed and practiced through her involvement with CREW, since participating in Leadership 2002 and through her participation on the Board of Directors and Presidency. "CREW is a great example of reaping what we sow. The benefits include public recognition, enhanced professional image, and personal fulfillment."

Many of our membership have stated that the number one reason they joined CREW was to earn new business through new connections. Leslie Burke, along with Charlotte Kollin and new CREW member Karen Purdy, recently founded Athena Real Estate Advisory Services. Their business plan encompassed developing a national network of senior level female real estate executives with at least 20 years experience, in a wide array of backgrounds and skill sets. "The CREW network was an integral part of the formation of our firm," states Leslie. "The breadth and talent within the CREW network provides the framework for pooling resources to go after large assignments and provide contract opportunities for women impacted by the real estate recession."

## CREW Atlanta Thanks Our 2009 Sponsors:

### SUSTAINING:

The Coca-Cola Company  
Leapley Construction Group of Atlanta LLC  
LCG Real Estate Services Corp

### BENEFACTOR:

Parking Company of America

## Don't Forget!

Lunch programs will **NOT** be hosted in June, July or August. Our next luncheon will be Sept. 3rd. Sponsorships are still available for the events from Sept. - Dec.

## Save the Date!

### ACE Members Only Event:

"Introduction to LEED Version 3.0"  
Fundamental changes to the LEED credentialing program.

July 21, 2009 11:00 am to 1:45 pm;  
Lunch will be provided; \$45

## Membership Directories

CREW Membership Directories are available for purchase for \$15 each; contact [execdirector@crewatlanta.org](mailto:execdirector@crewatlanta.org) if interested. A free pdf version of the directory is available in the CREW Members Only section of the website.

## Be Bold! Be a Leader...

Take the next step toward a leadership experience of a lifetime. If interested in participating, contact Char Fortune, 770.552.2435, [char.fortune@grubb-ellis.com](mailto:char.fortune@grubb-ellis.com), who will make certain you are nominated by one of the alumni of Leadership CREW or the CREW Board.

## Win Your Entry Fee to the CREW National Convention!

CREW Atlanta will be entering all campaign donors into a drawing to win a complete entry fee to the 2009 CREW Network National Convention in Boston this Fall. Please contact CREW Atlanta's Executive Director Karrie Westphal to make your contribution now: 404-471-1110 or [execdirector@crewatlanta.org](mailto:execdirector@crewatlanta.org).

The above are just three examples of the wealth of skills and talent under the CREW Atlanta umbrella. There are so many, that we couldn't include them all, but would love to do a follow-up article highlighting more women-owned real estate businesses within CREW Atlanta. Please contact the Communications Committee direct to provide your story.

## Congratulations!

The June 5 - 11th, 2009 "Who's Who in Commercial Real Estate" Section of the Atlanta Business Chronicle listed the following CREW Members in the Top 100:

- Mike Elting, Cushman & Wakefield Executive Managing Director; Southeast Area Manager
- Lisa Dunavin, NAIOP Georgia Chapter President
- Karrie Westphal, CREW Atlanta Executive Director
- Kay Younglove, Colonial Properties Trust Vice President



## 2009 Capital Campaign Update: Have you made your pledge yet?

Thanks to the CREW Members listed below for personally pledging a donation to our 2009 Campaign! Our goal is to reach 100% member participation. If you would like to donate or have questions on our sponsorship opportunities, please contact either Heather Davis [hdavis@pmrg.com](mailto:hdavis@pmrg.com) 404-521-1000, Susana Chavez [schavez@pca-star.com](mailto:schavez@pca-star.com) 404-376-6862 or Laura Boone [lboone@turnerboone.com](mailto:lboone@turnerboone.com) 404-733-1060.

Nancy Allen	Sherry Collins	Deborah Goodman	Jan Legg	Betsy Nurse	Jody Saka	Cheryl Strickland
Stephanie Belcher	Heather Davis	Ginger Griffith	Gail Lewin	Samantha	Dagmar Sands	Sara Tauber
Wade Bell	Sally Elliott	Melissa Hall	Paula Linck	OpdenBosch	Lynn Schneider	Jenifer Thompson
Mary Ellen	Ryan Engel	Darlene Hawksley	Heather Litton	Deirdre O'Sullivan	Jason Seltzer	Jennifer Treter
Bockstahler	Mary Jim Evans	Tamara Jenkins	Scott Loughrey	Ariela Paschal	Andrea Settles	Ray Uttenhove
Laura Boone	Mary-Catherine	Lori Kilberg	Tina McCall	Faye Phillips	Marissa Share	Sharon Ward
Katherine Brooks	Fields	Natasha Labi	Morgan McDowell	Sabina Rahaman	Cheryl Short	Rhoda Washington
Cherrie Carney	Donna Foland	Linda Ladd	Denise Meng	Heather Rich	Sharon Silvermintz	Lisa Wells
Becky Carr	Laurie Ford	Heather Lamb	Annette Mengert	Heather Ridgway	Sara Silvio	Stephen Wells
Chris Carter	Paula Fowler	Susan Lampe	Naida Mirza	Stacey Robinson	Linda Sleighter	Karrie Westphal
Susana Chavez	Stephanie Friese	Wendy Langlais-	Marcy Moneypenny	Pam Roper	Chrissy Smith	Lauren Whitlock
Anna Choe	Charlene Gates	Tillery	Phyllis Murdock	Linda Rothermel	Sara Smith	