

CREW



NETWORK

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NEWS RELEASE
For Immediate Release

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Smith Elected 2009 President of CREW Network *2009 Board of Directors Announced at Annual Convention in Houston*

LAWRENCE, Kan. (October 20, 2008) – Commercial Real Estate Women (CREW) Network, the industry's leading advocate for the success of women in commercial real estate, announced today that **Jane Snoddy Smith**, partner with the international law firm Fulbright & Jaworski LLP, was elected 2009 CREW Network President.

Smith has a broad and varied real estate practice involving complex multi-state and multi-national transactions. Her work includes mixed-use, industrial, retail and office projects, as well as brownfield sites, urban redevelopment and public-private partnerships. She has extensive experience in shopping center transactions and operations. Smith is a Fellow of the American College of Real Estate Lawyers and serves as Chair of the 2008 ICSC Law Conference. Recently she was named in *The Best Lawyers in America*, Real Estate Law and included in *Real Estate Forum's* list of Women of Influence.

Smith said she hopes that during this twentieth anniversary year of the Network, more companies will see that CREW Network members have superior knowledge about trends in the industry and the diverse needs and cultures of stakeholders in today's commercial real estate market. "As our industry is faced with consolidation and the pressures of the capital markets, we think CREW Network will demonstrate that our members are better positioned to forge successful ventures," says Smith.

When asked about the relevance today of CREW Network, Smith replied "many people believe that there is no longer a gender gap, but if you ask the question, you've proved a gap still exists. It continues to be a challenge."

This year CREW Network will update its landmark 2005 benchmarking report, *Women in Commercial Real Estate*, which measured the disparities between compensation for men and women in commercial real estate and was one of the first studies established to measure progress in reaching parity. Smith said that one of her 2009 goals is to advance CREW Network's career outreach initiative to encourage young women to enter the field of commercial real estate and to persuade more companies to hire diverse talent.

CREW Network also elected new officers and directors to serve on the 2009 Network Board:

President-Elect: Kristin Blount
Senior Vice President/Partner with Colliers Meredith & Grew
NEWIRE Boston

Blount is a Senior Vice President/Partner with Colliers Meredith & Grew in Boston where she provides brokerage and advisory services to tenants and landlords. Blount has served as a member of the CREW Network Task Force on Membership and Dues and as co-chair of the Resource Development Committee. She currently serves as Board Liaison to the Member Education Committee and the 20th Anniversary Task Force. She served as President of the NEWIRE Steering Committee in the 2004-2005 year and has been actively involved in many NEWIRE committees in recent years.

**Immediate Past President: Lynny Osenbaugh
President, Osenbaugh & Associates
CREW Houston**

Osenbaugh is President of Osenbaugh & Associates, a third generation valuation and consulting firm. Osenbaugh & Associates specialize in real estate valuation, litigation assignments, and specialty type products. She holds the MAI and CCIM designations and has broad experience in valuation and consulting assignments including litigation support, environmental impact studies, eminent domain, valuation of partial interests, bankruptcy, airport facilities, landfills, salt domes, transportation and energy corridors, pipeline easements, on premise and off premise signage, and billboards. She served as 2003 President of CREW Houston and joined the CREW Network National board in 2005. Osenbaugh served as the CREW Network National President in 2008. She has served as a Trustee of the CREW Foundation. Osenbaugh has many years of involvement and connections with the Appraisal Institute, including leadership roles on the Chapter, Regional, and National Level; connections which helped secure a multi-year commitment to funding the current CREW Careers program.

New Directors

**B. Diane Butler
Senior Vice President and General Manager, LandAmerica Valuation Corporation
CREW Dallas**

Butler is responsible for the management of its national valuation platform. In addition, Butler is part of the Senior Leadership team responsible for the management of LandAmerica's Technical Expanded Services platform, which includes Assessment (Engineering/Environmental), Cost Segregation, Lease Abstracting, and Valuation. Prior to LandAmerica, she was the Managing Principal of Butler Burgher, a regional valuation company and a Principal in Trophy Investments, a real estate investments firm that specialized in commercial, retail and healthcare-related investment and development in Texas. Butler served as 2006 CREW Dallas President and is currently a CREW Foundation Trustee, as well as a member of the Resource Development Committee.

**Tonya Creekmore
Vice President of Peripheral Land Development, Southeast, General Growth Properties
CREW Orlando/Atlanta**

Creekmore's responsibilities include securing the catalyst anchor retailers for development and re-development of regional malls and power centers throughout the Southeast. Prior to joining General Growth Properties, Creekmore was Partner at North American Properties where she was responsible for development and retailer relations throughout the Southeast and Mid-Atlantic. Creekmore has been a member of CREW Network for 12 years and has served on the CREW Atlanta board for five years—including President in 2006, the year Atlanta hosted the CREW Network Convention and Marketplace.

**Holly Nelson
Principal, TriSail Capital Corporation
NEWIRE Boston**

Nelson is a principal of TriSail Capital Corporation, a wholly owned subsidiary of Bank of America Corporation. She is responsible for TriSail's investment funds, ranging in size from \$100 to \$160 million, comprised of mezzanine loans related to commercial real estate. Holly is a CREW delegate and member of the CREW Finance Committee. She served on the CREW Nominating Committee in 2007. She has served on various committees of NEWIRE. Holly co-chaired NEWIRE's CREW Careers in 2008 and is co-chair of programs for the 2009 CREW Convention.

Returning Board Members:

Joan L. Cleland
President, Acquest Development, Inc.
CREW Detroit

As president of Acquest Development, Cleland heads all project development activities: assembling, coordinating and managing all of the development team players (architects, contractors, consultants, and operators) for each project in its entirety, as well as coordinating all required land use approvals and entitlements. Cleland has been a member of CREW Network for over 15 years and was a member of CREW Detroit's first Strategic Board in 2003 as Membership Liaison. In 2004 she accepted the nomination as CREW Detroit's President-Elect and served as President in 2005 and Immediate Past-President in 2006. During this time she also served as a CREW Network Delegate in 2004 and 2005 and spearheaded CREW Detroit's establishment of a strategic plan which resulted in the hiring of CREW Detroit's first paid administrative assistant, and the establishment of CREW Detroit's highly successful "one ask" sponsorship program. Cleland served as chair for the 2007 CREW Midwest Regional Conference in Detroit. In her tenure as a director of CREW Network, she served as liaison to the Resource Development Committee and was responsible for promoting chapter participation in CREW Network's Chapter Leadership Circle Program.

Terri S. Johnson
Managing Partner, Bedford Cost Segregation, LLC, (formerly Bedford Capital Consulting
CREW Philadelphia

Working with nearly 50 employees nationwide, Johnson helps commercial real estate owners and investors realize significant tax savings with this valuable, engineering-based tax depreciation strategy. Bedford also provides cost segregation services to accounting firms that service the commercial real estate industry. During her 23 years in the commercial real estate market, Johnson has authored numerous articles and is a frequent speaker on Cost Segregation Studies. Johnson is a current CREW Network Board Director and a member of CREW Philadelphia, where she served as President in 2001 and Immediate Past President in 2002. She has also acted as the Sponsorship Chair, Newsletter Chair, and CREW Careers Co-Chair, and has served on the Community Action, Past Presidents, and Membership Committees. In 2008, Johnson has served as the Liaison to the CREW Network Membership Diversity Task Force.

Jenny Marler
Partner, Sonnenschein Nath & Rosenthal LLP
CREW St. Louis

Marler is a partner with Sonnenschein Nath & Rosenthal LLP, where she serves on the national strategic steering committee for the Real Estate Group, having previously co-chaired the firm's Real Estate Finance Practice. She is one of eight partners serving on the firm's national recruiting committee. Marler also develops and maintains an active real estate finance and development practice, with particular expertise on projects involving public incentives. She is a member of CREW St. Louis and served as President of the St. Louis Chapter in 2007. With CREW Network, Jenny previously served on the Nominating, Programs and Grant Making Committees. In 2007, Marler was awarded CREW Network's first annual Achievement of Excellence Award for her efforts to promote business deals among women in real estate. She has worked in commercial real estate for over a decade.

Kristen Broadway Pleasants

**Vice President and Relationship Manager, Wachovia Corporation Corporate and Investment Banking Real Estate Division
CREW Charlotte**

Pleasants is Vice President and Relationship Manager for Wachovia Corporation in its Corporate and Investment Banking Real Estate Division. She is the single point of contact for several Wall Street firms and large institutional borrowers whose CMBS and Agency loans Wachovia's Real Estate Asset Management group handles. Pleasants is currently serving as Immediate Past President of CREW Charlotte and has previously served as the 2007 President, Chair of the Leadership Development Committee, Programs Committee, Director at Large and was a Delegate in 2005 and 2006.

Also serving on the 2009 board is Gail S. Ayers, PhD, chief executive officer of CREW Network.

The mission of CREW Network (www.crewnetwork.org) is to advance the success of women in commercial real estate. CREW does this by looking outward to bring more women into the industry, showcasing member successes and serving as a key resource to its members and the industry. CREW Network members represent all disciplines of commercial real estate — every type of expert required to “do the deal.” Members comprise more than 8,000 commercial real estate professionals in 66 chapters across North America.

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