



News from the Commercial Real Estate Organization of Choice

April 2008

Issue No. 9

CREW Communications Let's Communicate!

By Tracey Jans, Director of Communications



Two great benefits of being a CREW member is our access to the CREW website and newsletter. Our focus on the communications committee this year is to take these great tools and make some improvements. Stephanie Nordberg, our communications chair, has been diligent about finding a company to make some improvements to our website design. We are looking at ways to make the site more user-friendly and improve the overall look of the site.

If anyone has suggestions please contact Stephanie or myself. We are also looking for news from the membership. Please share with us news from the industry, projects your company is working on and any business that was sparked from a CREW relationship. The newsletter and website are great ways to get your success stories out the membership.

"The greatest discovery of our generation is that human beings can alter their lives by altering their attitudes of mind. As you think, so shall you be."

~William James, Nineteenth Century American Philosopher

Director of Communications

In This Issue

[Membership Board Message](#)

[Sponsor Spotlight](#)

[SCRH Fundraiser](#)

[Race for the Cure](#)

[April Luncheon](#)

[Calendar](#)

[CREW Careers 2008](#)

April Luncheon



Allen Warren, President and CEO of New Faze Development, Inc. launched his development

Tracey Jans
Emcor Service, Mesa Energy Systems
tracey_jans@emcorgroup.com

Communications Chair
Stephanie Nordberg
Granite Exchange Services
stephanie@ges1031.com

Sponsor Spotlight

Featuring Our Silver Sponsor

Brian Kerfoot, CDC Small Business Finance

CDC, Broker Overcome Deal Complexities, Use Unique Financing Tool

At best, complicated deals make people nervous. At worst, they run away and hide.

That's why it was such a surprise to tumbling gym owner Susan Jacobson that a real estate broker and a financing expert would sink their teeth into a proposed building purchase and not let go.



CB Richard Ellis broker Nelle Thompson and CDC Small Business Finance loan officer Brian Kerfoot committed themselves to finding Jacobson's American Powerhouse a new facility in Rocklin.

"They were problem-solvers and bulldogs all wrapped up in one team," said Jacobson. "They had to run at full bore for a year straight and were still pushed to the 11th hour to get the deal done."

Over a year ago, Jacobson set her sights on a \$7.53 million, 114,000 square-foot building in an industrial area. She wanted to take advantage of below-market rate SBA financing, but SBA-504 loans require 51% occupancy and she didn't need that much space for her championship gym. Together, they brainstormed a creative solution: execute a condo retrofit, split the property into three parcels, sell off two of them and retain the third for American Powerhouse.

Even with such a promising game plan, Jacobson had to overcome unreasonable demands and deadlines set by the seller's broker throughout the process, forcing her to literally race to the County on closing day to record 28 documents with just minutes to spare.

Commercial real estate brokers are on the front lines everyday helping small businesses like American Powerhouse. CDC Small Business Finance partners with brokers and banks to provide attractive financing for these businesses so they can grow and

career in 1990 in Del Paso Heights, a history-filled Sacramento, California neighborhood where he was raised, and has gone on to become one of the region's major independent developers. Focusing initially on residential developments and smart-growth, infill projects in the greater Sacramento area, Allen Warren and New Faze Development, Inc. have developed a portfolio of projects that spans California's central valley. Projects range from workforce housing to multi-story mixed-used developments.

Our luncheon will be on Thursday, April 10th, 11:30am-1:00pm at the Doubletree Sacramento. Entree choices are the Chef's Salad or the Cobb Salad. [Register Online](#) or [download the pdf](#) to register by fax or mail. If you have questions, please contact Dori at 916/458-6410 or admin@crewsacto.org. Deadline to register will be Friday, April 4th.

CALENDAR

For more information on all of the events below, go to:
www.crewsacto.org

April 8
Membership Committee Mtg

April 10
Luncheon Program

April 12
CREW Careers

create jobs in the community.

Typically, small businesses are unable to tap into the long-term capital market, but can do so with a SBA-504 loan and a minimal down payment.

In FY07, CDC Small Business Finance provided financing in projects that totaled more than \$75 million in the greater Sacramento area and over \$1.5 billion throughout California, Arizona and Nevada.

Most business owners come to the crossroads of whether they should buy a facility or continue to lease. An SBA 504 loan makes purchasing attractive because the cash down payment required by the owner is typically 10 percent - far less than commercial loans. In addition, there are long-term tax and equity benefits.

Most 504-financed purchases are for office, retail or industrial buildings. SBA 504, fixed-rate loans finance 40 percent of the total purchase. A bank or other financial lender provides 50 percent and the business owner contributes a 10 percent down payment.

For more information about CDC Small Business Finance, the #1 SBA-504 lender in the nation, call Sacramento's senior commercial loan officer Brian Kerfoot at (916) 565-8100.



Sacramento Children's Receiving Home Fundraiser



Thanks for your tremendous support for our Easter Basket fundraiser for the Children's Receiving Home of Sacramento.

April 15
Board Meeting

May 8
Luncheon Program

May 10
Race for the Cure

May 13
Membership Committee
Mtg

May 20
Board Meeting

CREW CAREERS April 12, 2008

**This Old Building
Meets the
Apprentice**

[Click here for program details](#)



CREW Golf Classic

This August, we'll hold our 23rd Annual CREW Sacramento Golf Classic! Sponsorships are filling up fast, thanks to the dedication of our Golf Committee.

We are offering members the first opportunity to sponsor this event. Sponsorships will be open to businesses in the Greater Sacramento Region starting April 9th. There are

The people at the Children's Receiving Home of Sacramento were blown away by the awesome baskets that we put together for the kids.

Through your generous donations we raised over \$3,500 for the charity. Funds were used to purchase personal toiletries, clothing, toys, and candy. Remaining funds will be used to paint one of the charity's campus dormitories.

A special thanks to The Growing Company and members of the Community Outreach Committee who made this event possible.



several sponsorship opportunities left, but they are likely to be filled quickly.

If you, your company, or clients, would like to sponsor this event, please email Cara Trani at cara.trani@colliers.com for more information, or to secure your sponsorship.

New Faces & New Places

WELCOME NEW MEMBERS:

Christine Moore
TRI Commercial
Property Mgmt. Services

Kristen Matesen
TruGreen Landcare

Cari Lyn Vinci
Realtor

Josie Jerde
CB Richard Ellis

Nastasia Lumenta
Cornish & Carey
Commercial

Keetha Mills
Hines

Jeff Yonamine
Exchange Resources, Inc.





CREW Sacramento is participating in the annual Race (Walk) for the Cure at Cal Expo again this year. The event is the morning of May 10th, always held the day before Mothers' Day. We meet at the golden bear, same place as the last two years, and walk the 5k, 3.1 miles. The event is a fund raiser to support finding a cure for breast cancer as well as awareness and the importance of early detection. The risk of a woman developing breast cancer in her lifetime has increased recently to 1 in 8. Ninety percent of these women have no family history of the disease.

Many of us CREW members have been touched directly or through close friends or family. I lost my mother and grandmother to cancer and hope you will join me in supporting this very worthwhile cause. It is essential that women and their loved ones know that early detection is the key to surviving breast cancer.

You can show your support by going on-line to www.komensacramento.org and registering to Walk for the Cure or simply by donating to the cause. All CREW members, guests, friends and family are welcome to join us. Please visit our website at crewsacto.org for more information or contact Karen Patch with any questions at 916-847-2816 or kpatch@ccombank.com.



CREW Sacramento was founded in 1982 by a group of women working in similar areas of the real estate profession who were interested in exchanging ideas and information. Since that time CREW Sacramento's membership has more than tripled and continues to be a growing organization, which meets regularly for educational luncheons, networking and socializing.

CREW Sacramento is dedicated to furthering the success and influence of women in all facets of the commercial real estate industry by providing opportunities that foster productive and supportive relationships and enhance personal and professional growth.

Click here
[JOIN CREW
 SACRAMENTO](#)

or visit
www.crewsacto.org

**Thank you to
 our 2008
 Sponsors:**

Platinum Sponsor:



American River Bank

Gold Sponsor:

Nominate a CREW Sacramento Member for a CREW Impact Award!



Impact. You have the potential for it every day. You impact your profession, your community, and your colleagues through your business dealings and your personal commitment to excellence. Now you can be recognized for that impact!

We are pleased to announce the CREW Network Awards Program for 2008. This program provides excellent opportunities to showcase the successes of CREW Network members, chapters and industry partners, while providing stronger branding opportunities for CREW Network.

Do you give business to, or have you received a referral from a fellow CREW member? Is your company doing something that's "cutting edge"?

Nominations are now being accepted for the CREW Network Impact Awards awarded in six categories:

[Member-to-Member Business](#)

[Economic Improvement](#)

[Humanitarian](#)

[Career Advancement for Women](#)

[Industry Innovator](#)

[Organization of the Year](#)

Up to two Impact Awards will be awarded per category. But the recognition doesn't end there. Impact Award winners will also have their work reviewed by a panel of judges made up of CREW Network and industry leaders who will choose one individual, chapter or company to receive CREW Network's highest honor, the Achievement of Excellence Award. Take a moment to browse our [Awards Section of the CREW Network Web site](#) to read all about this exciting Awards Program and how you can be recognized for the impact you make every day!

Nominations will be accepted through May 1, 2008.

Thank you,
2008 CREW Network Recognition
Committee

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to dorigough@comcast.net by stephanie@ges1031.com.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Silver Sponsors:



Small Business Finance



MURPHY AUSTIN
ADAMS SCHOENFELD LLP





CREW Sacramento | P.O. Box 4482 | El Dorado Hills | CA | 95762