Bold Choices. Big Returns.

2014 CREW Network ANNUAL REPORT
2014 CREW NETWORK BOARD OF DIRECTORS

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Judy Nitsch, PE, LEED AP BD+C
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Gail S. Ayers, Ph.D.
CEO/President
CREW Network and CREW Network Foundation
Bold Choices. Big Returns

At CREW Network, we firmly believe that risk brings rewards – whether in success or failure.

We’ve all heard the saying that without risk, there can be no reward. Along the way, we’ve been challenged, succeeded, and yes, even failed. But chances are, the rewards of these experiences have been more enriching than we could have ever imagined.

This saying is just as true for organizations as it is for us as individuals. We hope you saw CREW Network step up over the last year to take on risk and embrace the challenging conversations that come along with it.

At the 2014 CREW Network Spring Leadership Summit, board members candidly shared the risks they’ve taken, their successes and failures as a result, the lessons they learned, and their regrets over the paths not taken.

At the 2014 CREW Network Convention & Marketplace, we featured keynote speakers who know risk and reward well: Steve Forbes, Hillary Clinton and Katty Kay. If you were in Miami with us, you’ll probably still have the vivid picture of Secretary Clinton recounting the advice that propelled her to run for president in 2008: “Dare to compete, Mrs. Clinton, dare to compete.”

We know that what challenges us, changes us. We hope you’ll continue to join us as we continue to push ourselves as an organization – to impart change and to advance commercial real estate because of your contributions. We also hope that we’ve inspired you and that you’ll continue to challenge yourselves to embrace the rewards of risk.

Judith Nitsch
2014 CREW Network President
Founding Principal and Chairman, Nitsch Engineering, Inc.
CREW Boston

Bold Choices. Big Returns

Judith Nitsch, PE, LEED AP BD+C

Weal Ayers, Ph.D.

Gail S. Ayers, Ph.D.
CREW Network CEO
CREW Network Foundation President
25 Years of Leading Change

1989
National Network for Commercial Real Estate Women (NNCREW) is founded
200 professionals attend first NNCREW convention held in Baltimore

1991
Membership reaches 2,000

1992
Chicago convention attendees surpass 300

1998
NNCREW celebrates its 10th Anniversary
NNCREW Foundation is formed

2006
Membership reaches 7,000 members with 60 chapters

2007
Launches Impact and Achievement of Excellence awards

2008
The Foundation unveiled UCREW, a university outreach program

2009
CREW Network celebrates 20th Anniversary
The eMentoring program is launched
2001
NNCREW officially changes its name to CREW Network

2002
Membership hits record high of 5,000 members.

2003
Celebrates its 15th Anniversary

2005
CREW Network industry’s first benchmarking study is published

2010
CREWbiz is launched

2011
Became a member of the Real Estate Roundtable

2012
Introduced its Circle of Excellence Award - the organization’s top honor

2013
Debut of the Distinguished Leaders Roundtable at the 2013 Convention and Marketplace
The Foundation establishes the Chapter Challenge
CREWbiz app launched to connect “on the go”
Bold 2014

CREW Network’s unique multidisciplinary approach and presence in more than 70 major markets across North America form the foundation of one of the strongest business networks in the commercial real estate industry. With virtually every discipline represented in its membership, CREW Network members not only have access to every professional needed to “do the deal,” but they also have a trusted network of experts who can provide advice and assistance. The ability to connect women and men in commercial real estate is the reason CREW Network is called “the network that works.”

Membership by Year

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>1989</td>
<td>1,100</td>
</tr>
<tr>
<td>1994</td>
<td>2,300</td>
</tr>
<tr>
<td>1999</td>
<td>4,500</td>
</tr>
<tr>
<td>2004</td>
<td>6,000</td>
</tr>
<tr>
<td>2009</td>
<td>7,650</td>
</tr>
<tr>
<td>2014</td>
<td>9,450</td>
</tr>
</tbody>
</table>
CREW Network Chapters

**Total Years of Experience**

- 21% More than 25 years
- 15% 16-20 years
- 17% 11-15 years
- 21% 6-10 years
- 8% Less than 2 years
- 5% 2-5 years

**Specialities**

- 15.53% Law
- 9.80% Brokerage/Sales
- 7.40% Property/Facility Management
- 6.99% Marketing/Business Development
- 6.18% Finance
- 5.70% Construction
- 4.84% Program/Project Management
- 4.64% Architecture
- 4.62% Commercial Lending
- 3.96% Title/Escrow
- 3.90% Accounting
- 3.54% Interior Design/Space Planning
- 3.45% Asset Management
- 3.32% Real Estate Development
- 2.98% Engineering
- 2.74% Consulting
- 2.39% Corporate Real Estate
- 1.83% Appraisal
- 1.58% Economic Development/Public Sector
- 1.21% Acquisitions/Dispositions
- .88% Environmental Planning
- .87% Investment Management
- 5.64% Other*

Bold Leadership

Circle of Excellence

Norton Rose Fulbright was recipient of the 2014 Circle of Excellence Award, CREW Network’s top honor recognizing individuals and companies who consistently deliver excellence, and whose efforts advance the commercial real estate industry and show support for the organization’s mission.

A long and steadfast supporter of CREW Network, in 2007, Norton Rose Fulbright signed on as a premier lead sponsor, and then furthered its commitment by becoming the organization’s sole technology program partner later that year. Norton Rose Fulbright’s U.S. head of real estate, Jane Snoddy Smith, is also a past president and the past chair of the CREW Network Foundation.

Norton Rose Fulbright is one of the largest legal practices in the world and has a strong commitment to diversity and inclusion, including a strong focus on women. Nearly half of its associates are women.

2014 Impact Awards

Economic and Community Involvement

The Economic and Community Improvement Impact Award honors a CREW Network member or members who played a pivotal role in a real estate project that had a significant and measurable positive impact on the community.

Althea Broughton  
Partner  
Arnall Golden Gregory LLP

Lynne O’Brien  
Director of Corporate Real Estate  
The Coca-Cola Company

Mindy Planer  
Partner  
Arnall Golden Gregory LLP

Cheryl Strickland  
Director, Public Finance  
Stifel Nicolaus & Company Inc.
Entrepreneurial Spirit

The Entrepreneurial Spirit Impact Award honors a CREW Network member who has achieved a unique career success or milestone as the result of taking a risk. The individual is willing to step outside of the box to create something new or different, and provide services, develop products, or improve practices by organizing, developing, or deploying available resources in an innovative way.

Member-to-Member Business

The Member-to-Member Business Impact Award honors a CREW Network member who exemplifies the power and spirit of CREW Network and consistently demonstrates an extraordinary commitment assembling member talent, resulting in measurable business for other CREW Network members.

eMentors

Visible role models and access to mentoring are important contributing factors that influence a women's decision to pursue a career in any profession. In 2014, CREW Network worked to further the progress of women underrepresented in commercial real estate through a dynamic, technology-supported mentoring network. Ten women served as eMentors to CREW Network Foundations scholars in 2014, and in utilizing CREW Network’s eMentoring modules, the mentorships were successfully built on a foundation of:

- Timeless principles
- Goals and actions
- Positive habits
- Getting results

Career Advancement for Women

The Career Advancement for Women Impact Award honors a CREW Network member who consistently exemplifies the organization's commitment to elevating the status of women in commercial real estate by working to advance the careers of other women. This award is presented to a member whose actions had a significant impact on one or more women, giving them the skills or confidence to pursue and succeed in new opportunities.

2014 Impact Awards
At the 2014 CREW Network Convention & Marketplace, we delivered featured speakers who know risk and reward well, including Hillary Rodham Clinton, former Secretary of State. Clinton is a champion for human rights, Internet freedom, religious freedom, and rights and opportunities for women and girls, LGBT people, and young people around the world. But most of all, she is a bold leader and a strong competitor.

The convention’s lineup also featured these other distinguished speakers:

- **Steve Forbes**, chairman and editor-in-chief of Forbes Media, bestselling author and two-time candidate for the Republican nomination for president.

- **Katty Kay**, lead anchor for the BBC World News America, author and popular world news commentator. Her newest co-authored book, The Confidence Code, was a New York Times bestseller and catapulted the issue of confidence into the mainstream.
• Ken Rosen, chairman of Rosen Consulting Group, and also chairman of the Fisher Center for Real Estate and Urban Economics and professor emeritus at the Haas School of Business at the University of California, Berkeley.

The combination of a stellar speaker lineup, solid programming, ample networking opportunities and a highly-desirable destination — sunny and sensational Miami Beach — resulted in the highest-ever CREW Network convention attendance to date.

Terrific Technology

CREW Network also launched a convention app in 2014, allowing attendees to plan their daily schedules, get alerts, join social conversations and search for fellow attendees—all in the palm of their hands.
Distinguished Leaders Roundtable

The theme of the 2014 convention, “The Rewards of Risk,” inspired attendees to achieve greater confidence and professional success by daring to take greater risks. As such, CREW Network brought together a select group of women leaders for the second-ever Distinguished Leaders Roundtable, moderated by BBC World News America lead anchor Katty Kay, to discuss their rise to the top and what’s needed to effect change within the industry.

The panel of confident and successful executives included Diane Butler, CEO of the Butler Burgher Group; Pat Goldstein, vice chairman and head of commercial real estate at Emigrant Bank; and Frances Aldrich Sevilla-Sacasa, CEO of Banco Ita International.

If you don’t take the risks, you don’t make progress. When Goldstein joined Citibank, she was the first woman in its credit trading program, and Citi told her: “You’re the first woman in this program and if you fail, no other woman will be allowed to go into the program.” She succeeded and thrived there, paving the way for others.

Sevilla-Sacasa said she didn’t view her moves as risks, but as opportunities she had to take. “You have to decide what success and happiness means to you,” she stated. The panelists agreed that women need to view their careers, and the moves they take within it, not as a linear path, but as a wave.

Sevilla-Sacasa, who’s taught in past, said that with both students and professionals, women’s fear of failure tends holds them back. She also found female students tend to focus on careers that aren’t competitive.

According to Butler, “To be successful, be tenacious and remember it’s a marathon, not a sprint. You need to take risks, and you must learn from both successes and failures. Set goals and be willing to move on.”

With the seismic changes occurring in commercial real estate, the panelists concurred that persistence, confidence and flexibility are a good formula to achieve success.

Don’t discredit the importance of networking. Sevilla-Sacasa pointed out, “Networking and developing a reputation is invaluable, in any career, especially commercial real estate. Just doing one’s job isn’t good enough to advance anymore.”
Spring Leadership Summit

Like the CREW Network Convention & Marketplace, programming for the Spring Leadership Summit was focused on helping women gain confidence in risk-taking. This initiative resulted from research undertaken by CREW Network over the last several years that revealed that women frequently don’t have the necessary confidence to take the risks that could propel their careers to the next level.

Moderated by President Judy Nitsch, the panel discussion was interspersed with inspirational quotes and vignettes. Some board members highlighted moments in which they stepped out of their comfort zones and were met by surprisingly positive results, while others spoke wistfully of risks not taken or those that resulted in hardship or tough learning experiences.

After the presentation, Nitsch challenged attendees to consider risks they were afraid to take, as well as the actions they could take to remove those fears. She also encouraged attendees to be accountable to others at their tables to increase their likelihood of success.

“...women need to view their careers, and the moves they take within it, not as a linear path, but as a wave.”
Bold Returns

The accomplishments of CREW Network and its members continued to make a significant imprint on the industry in 2014. Twenty-one CREW Network members were showcased in Real Estate Forum magazine’s 2014 “Women of Influence” issue in recognition of their achievements in, contributions to and reputation in the business.

CREW Network was also profiled in the section’s introduction, “More Than Just a Network,” citing CREW Network’s strength in membership and role as crucial tool for success in CRE. Faith Hope Consolo, Annemarie DiCola and Daun Paris received special recognition in the section’s “Hall of Fame” category.
CREW Network Breakfast Returns to RECon in 2014

CREW Network hosted the opening breakfast at the International Council of Shopping Centers’ 2014 RECon in Las Vegas, the largest annual gathering of retail real estate professionals in the world. The event brought together hundreds of CREW and ICSC members to connect and hear from guest speaker Jean Chatzky, Today Show Financial Editor and best-selling author.
CREW Network Foundation, the charitable arm of CREW Network, is dedicated to supporting the mission of influencing the success of the commercial real estate industry by advancing the achievements of women. CREW Network Foundation’s charitable status helps us raise tax deductible donations from members, chapters, foundations and corporations to augment work of CREW Network and supports initiatives such as scholarships, industry research and career outreach programs.

2014 CREW Network Foundation Scholars

The CREW Network Foundation Scholarship program supports future female leaders as they pursue university-level education that will lead to careers in commercial real estate. Scholarships are available to junior or senior level undergraduate students, and to students enrolled in full-time graduate programs, to cover the costs of tuition and books.

Industry Research Fund

The Industry Research fund makes it possible for CREW Network to remain the leading publisher of research on women in commercial real estate – research that is helping close the compensation and advancement gap for women. Through its benchmark reports and annual white papers, CREW Network can inform the industry and mark the progress of women in commercial real estate.

2014 by the Numbers

CREW Network Foundation achieved record-breaking funding levels in 2014:

- **Over** $200,000 donated by individual members
- 53% chapters contributed $1,000 or more
- 43% chapters had 100% of their board members gift an individual donation

CREW Careers introduced more than 1,000 young girls to careers in CRE
Ten 2014 CREW Network Foundation Scholars were awarded in 2014 (front row, left to right): Meghan McShan, Dan Nguyen, Erica Chan, Auja Little and Megan Berry. (Back row): Latricia Gordon, Hanna Oimoen, Leeron Regev, Taylor Benjamin and Kimberly "Nikki" McLucas.

UCREW reached over

7 chapters had 50% of their membership gift an individual donation

$50,000 in scholarships awarded

900 college students from more than 40 universities

Chapters raised and donated well over $200,000
Financials CREW Network

Revenues

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<th>Source</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Membership Dues</td>
<td>$1,618,422</td>
<td>39%</td>
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<tr>
<td>Sponsorship</td>
<td>$980,500</td>
<td>24%</td>
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<tr>
<td>Convention Fees</td>
<td>$862,285</td>
<td>21%</td>
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<tr>
<td>Leadership Summit &amp; Council Meetings Fees</td>
<td>$100,800</td>
<td>2%</td>
</tr>
<tr>
<td>Administrative Services Income</td>
<td>$535,654</td>
<td>13%</td>
</tr>
<tr>
<td>Career Outreach Funding</td>
<td>$28,311</td>
<td>1%</td>
</tr>
<tr>
<td>Interest &amp; Miscellaneous Income</td>
<td>$42,508</td>
<td>1%</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$4,168,480</strong></td>
<td><strong>100%</strong></td>
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Expenses

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<td>Convention</td>
<td>$1,664,560</td>
<td>41%</td>
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<td>Leadership Summit Meetings</td>
<td>$237,871</td>
<td>6%</td>
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<tr>
<td>PR/Marketing/Publications/Web</td>
<td>$367,619</td>
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<td>Administrative Services (billable)</td>
<td>$521,408</td>
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<tr>
<td>Member/Chapter Services</td>
<td>$177,069</td>
<td>4%</td>
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<tr>
<td>Career Outreach</td>
<td>$28,831</td>
<td>1%</td>
</tr>
<tr>
<td>Sponsorship</td>
<td>$100,526</td>
<td>2%</td>
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<tr>
<td>Governance</td>
<td>$228,957</td>
<td>6%</td>
</tr>
<tr>
<td>Management &amp; General Administrative</td>
<td>$711,417</td>
<td>18%</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$4,037,738</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
CREW Atlanta
Karrie Westphal
Executive Director
PO Box 191546
Atlanta, GA 31119
(404) 471-1110
execdirector@crewatlanta.org
www.crewatlanta.org

Founded in 1982, CREW Atlanta's mission is to elevate women to positions of power and influence within the real estate industry. Atlanta’s membership topped 350 professionals in 2014. Our award winning Leadership and e-Mentoring programs continue to make us the premier real estate group in Atlanta.

CREW Austin
Amy Ables
Administrator
3209 Blue Ridge Drive
Austin, TX 78733
(512) 828-7455
admin@crewaustin.com
www.crewaustin.com

CREW Austin has a simple philosophy: We work together; we play together. We promote each other; we support each other.

CREW Boston
Laura Domenico
Director of Operations
101 Federal Street, Suite 1900
Boston, MA 02110
(617) 247-2346
laura@newire.org
www.crewboston.org

CREW Boston is New England's leading professional organization promoting the advancement of women within the commercial real estate industry. Since 1982, CREW Boston has been an important force behind the increasing success and parity of women in our real estate community.

CREW Charlotte
Patty Drummond
Executive Administrator
PO Box 36692
Charlotte, NC 28236
(704) 968-0609
executive@crewcharlotte.org
www.crewcharlotte.org

Founded in 1990, CREW Charlotte has grown it's membership to over 250 real estate professionals! We strive to build our membership to form a diverse organization consisting of commercial real estate professionals in the Greater Charlotte Region.

CREW Dallas
Kim Hopkins
Director of Operations
14785 Preston Road, Suite 550
Dallas, TX 75254
(214) 890-6490
khopkins@crew-dallas.org
www.crew-dallas.org

The 35-year-old CREW Dallas chapter provides opportunities for networking, business development, education, leadership development, and civic/philanthropic involvement and seeks to positively impact the industry and community.

CREW Denver
Courtney Ryan
President
Denver, CO
(303) 365-6529
CBRyan@pcl.com
www.crewdenver.org

CREW Denver strives to increase the power and influence of women in commercial real estate, and to give CREW members opportunities and resources to be the most successful professionals possible within the commercial real estate industry.

CREW Detroit
Sheila Suppes
President
PO Box 362
Bloomfield Hills, MI 48303-0362
(248) 646-9629
www.crewdetroit.org

CREW Detroit is a very active, very involved Chapter of CREW Network. CREW Detroit provides focused networking, promotes member-to-member business, offers educational and leadership development, and enriches members through philanthropic experiences.

CREW Hampton Roads
Lisa Murphy
President
PO Box 62815
Virginia Beach, VA 23466
(757) 217-4537
Lisa Murphy@leclairryan.com
www.crewhamptonroads.org

CREW Hampton Road's mission is to influence the success of the commercial real estate industry by advancing the achievements of women. We hold monthly meetings and events to educate our members and to offer a rich networking environment to better serve client needs.

CREW Houston
Debra Gilbreath
President
PO Box 59
Bellaire, TX 77402
(713) 403-4216
dgilbreath@dowgolub.com
www.crewhouston.org

With 250 highly motivated members from diversified fields, CREW Houston represents all segments of the commercial real estate industry. By offering a rich networking environment, CREW members expand resources to better serve client needs and build professional relationships.

CREW-Miami
Maruta (Marti) S. Mang
President
3109 Grand Avenue, PMB 229
Coconut Grove, FL 33133
(305) 938-0775
Mmang@totalbank.com
www.crewmiami.org

CREW-Miami is a premier organization that provides its members with quality educational and networking events while promoting business opportunities. We welcome you to contact us about the commercial real estate industry in the Magic City.

IndyCREW
Ali Sylvia
President
PO Box 3461
Indianapolis, IN 46082
(317) 637-0700
asylvia@psrb.com
www.indycrew.org

Our Mission: IndyCREW will serve as a catalyst for its members to achieve business success, promote professional development, and establish a diverse network within the commercial real estate community.

Kansas City CREW
Julia Taylor, LEED AP
President
4900 Main Street, Suite 400
Kansas City, MO 64112
(816) 569-1441
julia.taylor@vantrustre.com
www.crewkansascity.org

KC CREW's mission is to advance the success of both our businesses and that of women in commercial real estate. Our goal is to achieve this parity in opportunity, positive influence, and power in Kansas City's commercial real estate industry and community.

CREW-Indianapolis
Ali Sylvia
President
PO Box 3461
Indianapolis, IN 46082
(317) 637-0700
asylvia@psrb.com
www.indycrew.org

Our Mission: IndyCREW will serve as a catalyst for its members to achieve business success, promote professional development, and establish a diverse network within the commercial real estate community.
CREW Network Chapter Leadership Circle (continued)

**CREW Northern Virginia**
**Erin McLaughlin**
President
8401 Arlington Boulevard
Fairfax, VA 22031
(703) 849-0100
emclaughlin@dewberry.com
www.crewnorthernvirginia.org

CREW Northern Virginia met our sponsorship goal for 2014 in the first quarter! We launched a mentorship program, “Connecting Future Leaders”, for members only, and we hosted several sold out events! Founded in 1986 we will celebrate our 30th anniversary in 2016!

**CREW Orange County**
**Angela Kralovec**
President
PO Box 128
East Irvine, CA 92650-0128
(949) 475-7600
angela.kralovec@blackrock.com
www.crew-oc.org

CREW Orange County is a professional organization providing its members with a network to strengthen and extend business relationships and form valuable personal contacts.

**CREW Orlando**
**Christyne Albury**
President
37 North Orange Avenue, Suite 500
Orlando, FL 32801
(407) 237-1737
christyne.albury@suntrust.com
www.creworlando.org

CREW Orlando has over 25 years of experience connecting influential professionals in Central Florida’s commercial real estate industry and is a proud partner in CREW Network’s Chapter Leadership Circle.

**CREW Philadelphia**
**Kristina Harshany**
President
Philadelphia, PA 19103
(610) 676-4445
kharshany@seic.com
www.crewphiladelphia.org

As a founding chapter of CREW Network, CREW Philadelphia is proud to celebrate its 30th Anniversary thanks to the leadership and vision of the women who founded and provided strategic leadership to build the foundation of what our chapter is today.

**CREW San Diego**
**Lori Ann Stevens**
President
15378 Avenue of Science, Suite 100
San Diego, CA 92128
(858) 217-0716
lstevens@tcoco.com
www.crewsandiego.org

CREW San Diego is a comprehensive network of influential real estate professionals affiliated nationally through CREW Network. Our Mission is to create opportunities by promoting, educating, and supporting professionals in the field of commercial real estate.

**CREW San Francisco**
**Laurie Gustafson**
President
San Francisco, CA
(415) 627-1518
laurie.gustafson@sedgwicklaw.com
www.crewsf.org

CREW SF develops and advances women as leaders in the commercial real estate industry, propelling them with member-to-member business and professional development through chapter involvement. CREW SF is also a respected resource for relevant real estate topics for the SF Bay Area.

**CREW Seattle & Sound**
**Lynda Collie**
President
2150 North 107th Street, Suite 205
Seattle, WA 98133
(206) 386-5151
lynda.collie@cbre.com
www.crewseattle.org

CREW Seattle & Sound’s mission is to promote and advance business, networking, and leadership for the success of women in commercial real estate. Please join us in Seattle for the 2015 CREW Network Convention and Marketplace.

**CREW Silicon Valley**
**Brian Franklin**
President
PO Box 90578
San Jose, CA 95109
(408) 947-2223
brian.franklin@morganstanley.com
www.crewsv.org

CREW Silicon Valley strives to empower women within their particular endeavor of commercial real estate. Through personal and professional networking opportunities, leadership skills, and member recognition in the local community, CREW SV aids members in their career advancement.

**CREW St. Louis**
**Karen Karwoski**
President
11401 Olive Boulevard
St. Louis, MO 63141
(314) 995-5606
kkarwoski@enterprisebank.com
www.crewstl.org

CREW-St. Louis was founded in 1982 when a group of female brokers started the organization. It now boasts more than 150 members. Known for its educational, networking and philanthropic events, CREW-St. Louis ranks as the region’s leading organization for career professionals.

**CREW Utah**
**Ronda Landa**
President
1978 S West Temple
Salt Lake City, UT 84115
(801) 618-9380
rlanda@firstam.com
www.crewutah.org

CREW events are substantive luncheons/tours of facilities, evening mixers/morning coffees to promote networking and business to business lead generating opportunities. Strategic growth, diverse philanthropic projects, and scholarship awards help connect everyone to create and promote CRE women.

**CREW Washington DC**
**Julie Westendorff Nixon**
Chapter Administrator
673 Potomac Station Drive, Suite 801
Leesburg, VA 20176
(703) 244-8018
admin@crewdc.org
www.crewdc.org

CREW DC continues record growth in membership and sponsorship. Our Gala award categories have expanded to provide even more recognition to our members. We strive to create a space where women of influence are recognized and can learn, network, and grow their businesses.
ACCOUNTING/TAX

CohnReznick LLP
Risa Lavine
Co - Chief Human Resources Officer
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Bethesda, MD 20814-6583
(301) 961-5530
risa.lavine@cohnreznick.com
www.cohnreznick.com

Headquartered in New York, NY, CohnReznick LLP is the 10th largest accounting, tax, and advisory firm in the country, serving a broad range of industries including all sectors of the commercial real estate industry. For more information, visit www.cohnreznick.com.

APPRAISAL

Butler Burgher Group
Diane Butler
CEO
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dbutler@bbgres.com
www.bbgres.com

BBG ranks nationally among the big four valuation and assessment firms with offices across the United States. As an industry leader, BBG offers broad geographic coverage, a reputation for personal attention, deep industry expertise and a proactive approach to meeting customer deadlines.

Integra Realty Resources
Andrew Ludwig
CMO
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aludwig@irr.com
www.IRR.com

IRR is the largest independent CRE valuation and consulting firm in North America. We offer real estate appraisals, feasibility and market studies, expert testimony, and related consulting services. We have 66 offices, 210+ MAIs, and 875+ staff throughout the US and Caribbean.

ARCHITECTURE

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Top: The demolition of Pittsburgh’s civic arena has made way for the renewal of the Lower Hill district. The 28-acre site will be redeveloped to include a mix of uses, including housing, retail, restaurant, office, and entertainment.

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