

A NOTE FROM OUR PRESIDENT

In addition to all of MNCREW's amazing local events to connect with the real estate community, don't forget as a MNCREW member, you can leverage the CREW Network. You can go on MNCREW.org to "see what [CREW Network](#) can do for you."

With warmer weather upon us, it is time to get out and mix and mingle with your MNCREW peers. Last month we had our first spring edition of Women Run the Cities. While the race has seen changes since the sale to Twin Cities in Motion, including moving to May, the event was still a big success and MNCREW was still a strong presence at the event. Thank you to all the MNCREW members who took part by being a participant or volunteer. It was a beautiful morning to experience the energy and enthusiasm of this all-women's race. It is so inspiring to see the race continue to flourish under its new leadership. Congrats to Twin Cities in Motion!

CREW Network has four major initiatives and with four more newsletters this year, I thought I would touch on each of these. The first being Business Development. This initiative is about providing opportunities for our membership to network, build business relationships and leverage the collective expertise in our organization to get work done!

Our organization makes it easy to make connections both locally and across the globe. In addition to fun events, CREW Network and MNCREW provide a multitude of opportunities for deal making: monthly programs, our special events or the CREW leadership summits (next one on June 21-22 in Cleveland, OH) the CREW Network Convention (October 17-19 in San Diego, CA) and the amazing CREWbiz community on line.

Consider getting involved with MNCREW as a board member or committee chair - applications are available on [mncrew.com](#). We also have an opportunity for members to earn a scholarship to attend the convention in San Diego (applications due June 8th). In the coming newsletters, I will spotlight the other three initiatives: Industry Research, Leadership Development and Career Outreach.

I hope to see you all at one of the upcoming events!



2018 MNCREW PRESIDENT

[Deb Barnes](#)

Principal | Vice President
HGA Architects & Engineers
612.758.4203



If you are looking to find outdoor events to network, don't miss our popular golf outing (9 holes!) on August 7th.

OUTSOURCING TASKS

THOUGHT LEADERSHIP

Inspired by Crystal Washington, one of the keynote speakers at AIM Women's Leadership Conference this March, we tested out some apps to outsource tasks that currently take up our valuable time for work, family and personal time.

TAKL

Christy Lewis

I recently used TAKL. I loved it! Due to the delay in Spring's arrival this year, I needed the shrubs around my house trimmed (and there are a lot of them-30!). I loaded the TAKL app on a Friday, searched for shrub trimming, selected my preferred date and time. It showed me the cost, which was very affordable. I hit send and within minutes it was scheduled for that Sunday. I had a very professional gentleman named Steve show up with all of the appropriate tools. He completed the job in 90 minutes loaded all of the debris, hauled it away and my shrubs looked beautiful! This task normally takes me an entire day to complete 2 times per year! This was extremely easy and cost effective!

Cub Foods Delivery vs. Coborn's Delivery

Nicole Urista

Cub Foods sent several text messages regarding items that were unavailable for delivery, giving the option to replace it or cancel the item.

Coborn's Delivers delivered all items in our order. We received a text message prior to delivery with a photo of the delivery person including their name, likes and hobbies. User friendly app for ordering and delivery.

Errund vs. Cheapo for Cleaning Services

Kristi Rowland

Errund provided a very easy to use website, had many different add on services available, such as laundry and refrigerator cleaning and was very flexible in their availability. Pricing was clear to understand and was shown before the service was booked. While booking, I was provided with an area to input special requests, how to access the space, etc. which was very helpful as I was not going to be home during the cleaning. If you need to make any changes or add instructions you simply login to your account and are provided with everything you'd need. The thing I liked most was the fact that I was provided with the name and contact information of my cleaner upon booking so I could communicate directly with her which was very helpful. She did a wonderful job and I'd definitely use the service again!

Cheapo lived up to its name in that it was slightly cheaper but it entailed more headaches. Cheapo provided no place to input entry instructions or requests so I had to dig around their website for a customer service email and go back and forth with them a few times to communicate instructions. I also needed to change the date of the service which, again, you're not able to do from your account and requires you to email their customer service department. Somehow when this date change was made, they accidentally increased the cleaning time and thus charged me more than I was anticipating. Luckily, I caught this on my credit card statement and was able to get it reversed by, again, contacting their customer service department. Cheapo could benefit from an easier to use website and providing clients with the name and contact information of their cleaner. The cleaner did just as good a job as the cleaner with Errund but the cost savings was not worth the extra hassle.

SendOutCards

Rebekah Hudson

I made it a New Year's Resolution to send birthday cards to all my family and friends because who doesn't like a little snail mail surprise every now and again? I decided to give SendOutCards a try. My 8-year-old twin cousins' birthday was approaching quickly, and it was a perfect opportunity to test out the app. The app was free to download, and the home screen is neatly organized with a variety of themed cards - birthday, photo cards, thank you cards, holidays, keeping in touch, etc. Once you pick the card, you can then choose the style and then you can add text and edit the card.

After placing a special message inside, you can finalize the order and send, but I noticed an "add gift" option. From brownies to jewelry, gift cards to cleaning cloths - there was plenty to choose from!

I was disappointed to not have any way to track the card so I can guarantee it was delivered, especially when you've added a gift. The only other downside to using the app to send cards rather than sending your own is that it lacks the personal touch of a handwritten note.

"The charity got what they needed before the deadline and saved me a trip in the snow with my tiny human."

Amazon Prime Now

Alexandra Tseffos

Amazon Prime Now is incredible which is why so many people have the membership. Living in Minneapolis, I get the great pleasure of having access to Amazon Prime Now which delivers on the same day, many times within 2 hours. My family and I have used the app for last minute groceries, paper products, and dinner delivery (through Amazon Restaurants).

Last December my husband heard that there was a local group in need of gifts for kids—Toys for Tots had made a mistake and didn't have enough. I was at home with a new baby and it was snowing. We ended up purchasing gifts via Amazon Prime Now with two-hour delivery! The charity got what they needed before the deadline and saved me a trip in the snow with my tiny human.

CRE REVEALED

FEATURED PROJECTS



WRITTEN BY
Kristi Rowland
Marketing and
Business
Development
Diversified
Construction
952.848.2623



Fertilizer maker, **Mosaic Co.**, will move its corporate headquarters from Plymouth to Hillsborough County, Florida. Mosaic said the move is a cost-savings measure. Exact timing of the move from their 74,000 square foot space in the ATRIA Corporate Center is to be determined.



The estimated cost of the **Southwest Light Rail Transit** line has jumped \$145M from the previous estimate to just over \$2 billion. The higher cost is due to, among other factors, environmental analysis, rebidding the civil construction contract, higher steel, labor and property costs. The Met Council will be asking Hennepin County and the Hennepin County Regional Rail Authority to cover the funding gap.

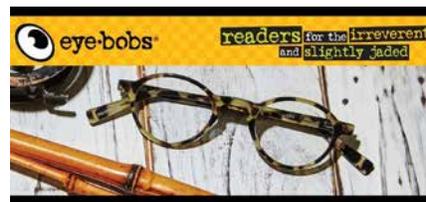
Hyde Development and M. A. Mortenson Co. have a purchase agreement for a 177,264 square foot warehouse building next to their Northern Stacks project in Fridley. Since 2015 the developers have been building 1.7 million square feet of office warehouse space at the project. The joint developers

wish to upgrade the 36-year-old building to look like the others in the industrial park. The deal hinges on receiving \$1.3-1.5M in public assistance to clean up debris and contamination on the site.

U.S. retail sales rose 0.3% in April. The gains were spread across most categories but particularly big gains at furniture and clothing stores. Growth is expected to continue for Q2.



Andrew Zimmern will open Lucky Cricket, a new Chinese restaurant featuring a tiki bar concept in the West End in St. Louis Park. Lucky Cricket will open this fall in the former Bonefish Grill space.



Minneapolis-based online eyewear company, **Eyebobs**, will open its first store May 17th at the Mall of America. Eyebobs is known for fashion forward prescription glasses, readers and sunglasses with irreverent attitude and a unique personal styling assistance for customers. Eyebobs will also open a store later this summer in Orlando, FL.



Bar Louie in Uptown's Mozaic building closed their doors for good as of May 15th.



Red River Kitchen will take over the 7,100 square foot former Tin Fish space at Braemar Golf Course in Edina this summer. Red River Kitchen has a food truck and outposts at City House and Sociable Cider Works, this will be their first brick and mortar location.



Cantel Medical Corp., a New Jersey based medical device company, will expand their Minnesota presence by moving their headquarters to Plymouth's Sleep Number building. Cantel will begin the 10-year lease and move employees in later this year.

MEMBER SPOTLIGHT

DARCY FUTRELL

MEMBER PROFILE



What or who brought you to MNCREW

I attended my first MNCREW meeting in 2002 with my co-worker at the time, Sheila Hanson (ABM), and became a member in 2003.

Involvement with MNCREW

I originally joined the Programs Committee, eventually co-chairing with “my friend,” Barb Chirinos (Old Republic National Title). I served on the Board in 2008-09. I’m currently starting up the Mentorship Program with Angela Fuelner (CMA). MNCREW has been a wonderful organization, providing me with an opportunity to make great connections with very interesting and talented women.

CONTACT INFO

[Darcy Futrell](#)

Director, Business Development

RJM Construction

952.820.8748



Education

University of Minnesota graduate with a Bachelor of Arts degree in Psychology.

Travel

I’ve traveled to every state in the U.S. except Alaska. I’ve been to China, Hong Kong, Istanbul Turkey, Europe, Mexico and Canada. Next on my list is South America and Australia.

Personal

I grew up in Golden Valley, MN and my parents still live in my childhood home. It is one mile from the new RJM Construction office. I seem to have come full circle! I have two sons, Sam (26), works for Quality Refrigeration as a HVAC technician and is also a medic in the National Guard, and Jack (23), who is employed by Tradition Capital Bank as a financial assistant. I have two grandchildren, Dylann (3) and Dale (6), and the newest addition to our family is Ruby, the goldendoodle.

Athletics

This is my 20th year competing in inline skating marathon races. All summer long, and even in the winter when US Bank Stadium is open to inline skaters, you will find me on the roads with my skating friends training for our next race.

Favorite childhood memory

Spending time at the cabin and learning to water ski when I was five years old. A couple of years ago I had the chance to ski with my two sons. It was great having all three of us up on skis at the same time!

“This is my 20th year competing in inline skating marathon races.”

MEMBER SPOTLIGHT

MEGHAN MARTY

MEMBER PROFILE



CONTACT INFO

[Meghan Marty](#)

Attorney

Messerli & Kramer

612.672.3697



What or who brought you to MNCREW

Michelle Jester, a former President of MNCREW, introduced me to the organization.

Involvement with MNCREW

Currently, I am active on the Communications Committee. I joined MNCREW in August of 2017 and have attended many MNCREW programs and events. I really enjoy meeting other MNCREW members in person who I have interacted with on different commercial real estate closings or transactions. The face to face interaction is a great way to build a strong network of women who work in the real estate field.

Current Position

I am an attorney with Messerli & Kramer in the Banking and Finance group. Our group works closely with lenders to structure all types of complex financial arrangements. I mainly focus on commercial and tax credit-based financing. Prior to joining Messerli & Kramer, I worked at a local community bank where I gained first-hand knowledge on the internal facets of structuring financial transactions.

Education

Although I dreamt of becoming a doctor for many years and even received my B.S. in Biology from the University of Minnesota's College of Biological Sciences, I quickly realized I couldn't stand the sight of blood. I made a major career shift and decided to attend law school instead of medical school. I received my J.D. from the University of St. Thomas School of Law, where I focused my studies on business and real estate law.

Hobbies

Outside of work, I love to golf and bake. If I wasn't a lawyer, I would open my own bakery. I also enjoy spending time with my two dogs, Bailey, a corgi-mix, and Lucie, a miniature pinscher-mix, and my fiancé.

Career Advice

I have always been told to make sure to pick a career that I enjoy doing which dovetails into the quote from Confucius, "Choose a job you love, and you will never have to work a day in your life." This has motivated me throughout my career and I am fortunate I found a specialized focus that I love and that requires me to work hard.

"Outside of work, I love to golf and bake. If I wasn't a lawyer, I would open my own bakery."

NEW MEMBERS

FEATURED NEW MEMBERS



Cynthia Schultz, CCIM

President
ACRE Real Estate, LLC
612.251.1796



“My company’s mission is to advise property owners how to increase the value of their assets resulting in higher returns on the investment for the owner. I joined MNCREW to surround myself with people who can help me achieve my goals for my clients. I value relationships and understand the importance of networking and giving back to the real estate community.”



Julie Lux, CCIM

Director of Pre-Development Services
BKV Group
jlux@bkvgroup.com
612.373.9136



“I am thrilled to re-join MNCREW, and it has been great connecting with old friends and meeting new people at the monthly luncheon meetings. In my new role as Director of Pre-Development, I’m looking forward to connecting with MNCREW members to collaborate and support each other in commercial real estate.”



Rosa Brandt, LEED AP

A+D Account Executive
FLUID Interiors
612.226.9454



“We design and create workspaces and un-complicate the furniture process for our customers. I work as a liaison to the architecture and design community – educating them on current trends and product applications. I look forward to bringing a fresh and creative design perspective, event planning, social media skills, and mentoring opportunities to MNCREW to help further its mission.”

CELEBRATE SUCCESS

Margaret Knowlton of **The Opus Group** and **Jill Rasmussen** of **The Davis Group** were recently recognized by the Minneapolis/St. Paul Business Journal as 2018 Women in Business Awards honorees. The award honors women “for their professional achievements, leadership and contributions to the broader Twin Cities community.” Read their story and see all the honorees of the 21st annual awards [here](#).

The Moline, a 241-unit luxury apartment building with interiors designed by **bdh+young**, received the MREJ Suburban Multi-Family Award. bdh+young’s creative approach incorporated historical characteristics of the Minneapolis Moline Tractor Factory, which formerly occupied the building site. The Moline features vibrant community spaces and even contains a gallery displaying original Moline tractor models.

PROFESSIONAL DEVELOPMENT

CAREER TRANSITION POWERED BY MNCREW

FEATURED

How I Leveraged My Professional Network During Transition

It was a regular Tuesday in February. I had a full day planned at the office and started my day like any other. In the morning, I strategized new marketing tactics to promote the company's portfolio of commercial properties. I left for my lunch break mid-day and planned to continue my work upon my return.

That afternoon there was a last minute mandatory staff meeting. At that meeting, I was informed that two-thirds of the employees were getting laid off. We were at the top of the real estate market and my job was unexpectedly being eliminated in six weeks. I was overwhelmed by uncertainty.

Within three days of getting the news, I called my close MNCREW connections, sent an email to the members of the committees I was a part of and informed the Board of Directors of my upcoming transition. I asked my connections to keep me in mind if they heard about any job opportunities they thought might align with my career goals and skillsets.

Numerous women forwarded me job descriptions. A couple ladies gave my resume to decision makers within their companies. A few of them

acted as references. A pair of skilled negotiators gave me solid advice when it came time to negotiate offers. Most impactful of all, countless MNCREW members imparted encouraging words upon me and lifted my spirits. I didn't know where I was going to end up, but I knew these women had my back.

In less than six weeks, I secured a new job as the Marketing Specialist at bdh+young. I made the transition to my new role without a day off in between. Throughout the process, I had a crew of women that recognized my value, provided me with advice and vouched for my work ethic and personal strengths.

I encourage all MNCREW members to get actively involved in the organization, make connections and build relationships within the industry. Not only have I met admirable women and established a professional network, but I've also made valuable friendships. I am so grateful for the support I received from my MNCREW network and I will gladly return the favor.



WRITTEN BY

[Jessica Erickson](#)
Marketing Specialist
bdh + young
952.345.8368



Tips to Leverage Your CREW Network

1. Be actively involved on a committee.
2. Be consistent with your involvement.
3. Be a resource for other members.
4. Act with integrity.
5. Don't be afraid to ask for support.
6. Lift other women up.

INSPIRATION TO BE BOLD AND CREATE BALANCE IN OUR LIVES

THE BALANCE

“ALWAYS DO RIGHT.
THIS WILL GRATIFY
SOME PEOPLE AND
ASTONISH THE REST.”

The above quote, from Mark Twain, is a nice reminder that when we do the right thing people notice, and regardless of how they think of you, it's worth it. The idea here is as simple as it sounds. When you do the right thing, whether it's something simple like returning a lost cell phone or helping someone out of a serious pickle, people will notice. Some will be pleased you're doing it, others will be surprised that maybe the world's not that cold of a place after all.

Each and every one of us that make up this amazing organization called MNCREW understand the importance of promoting one another and looking out for one another – and when we send our positive energy out into the universe it grows, takes on a life of its own, and returns back to us tenfold.

Continue to be bold and create balance!

PURSE GIVEAWAY



Like and follow MNCREW on social media for your chance to win a **Coach purse**. The winner will be randomly selected at the **June** program!



2018 ANNUAL SPONSORS

White Bear

PNC Bank

Calhoun

Finance & Commerce

Harriet

Anderson Companies

JE Dunn Construction

Kraus-Anderson

Companies

The Opus Group

Phalen

Art Partners Group

Bridgewater Bank

CBRE

Cushman & Wakefield

KimbleCo

NTH, Inc.

Richmac Funding

United Properties

Nokomis

HGA Architects

& Engineers

Larkin Hoffman

Lake of the Isles

Allied Parking

Atmosphere

Commercial Interiors

Cresa

Dougherty Mortgage LLC

General Office Products

Haworth/Fluid Interiors

Henricksen

Hines

KOMA

Old Republic Title

Servion Commercial Title

TCF Bank

Como

Absolute Commercial

Flooring

Associated Bank

Bell Bank

BMO Harris Bank

Briggs and Morgan, P.A.

Burnet Title Commercial

CSM Corporation

Cutting Edge Property

Maintenance

DLR Group

Fredrikson & Byron, P.A.

Gateway Bank

Guaranty Commercial

Title, Inc.

Jensen Sondrall Persellin

& Woods, P.A.

JLL

Jorgenson

Construction Inc.

Kimball

Marcus & Millichap

McGough

McGrann Shea Carnival

Straughn & Lamb, Chtd.

Mohagen Hansen

Architecture | Interiors

NELSON

Paster Properties

Prevolv

RJM Construction

Stahl Construction

Stewart Title Company

Wells Fargo Bank, N.A.

BURNET TITLE Expert Title Insurance and Closing Services Throughout Minnesota & Western Wisconsin

Commercial Division

Burnet Title's Commercial Team is proud to be working with MN CREW members in meeting the needs of the commercial real estate community!

Pictured from left to right:
Suzanne Booker, Supervisor/Commercial Title Examiner - Ronda Bolduc, Vice President - Diane Scherer, Business Development Account Executive
Mary Claire Jensen, Commercial Closer - Julie Koukal, Dir. of Operations - Karen Cromer, Dir. of Operations - Asha Altermatt, Commercial Coordinator.

CUSHMAN & WAKEFIELD

BUILT TO LEAD

Cushman & Wakefield puts our clients and our people at the center of everything we do.

The advancement of women is key in our goal to recruit, retain, and foster the industry's best talent. We are proud to support MNCREW and its commitment to the success of women in commercial real estate.

Find Your Future
cushmanwakefield.com/careers



Contributions? Questions or comments?

Please contact the Communications Committee Co-Chairs:

[Kristi Rowland](#)
952.848.2623

[Nicole Urista](#)
612.547.1314



mncrew.org