



THE OFFICIAL PUBLICATION
OF CLEVELAND'S
SUCCESSFUL WOMEN
IN REAL ESTATE

Connections

ISSUE
January/February
2009

2009 Annual
Sponsors.

CHAMPION

Ulmer & Berne LLP

PATRON

Vorys, Sater, Seymour & Pease LLP

PROMOTER

Ariel Ventures, LLC

Baker & Hostetler LLP

Bock & Clark Corporation

First American Title Insurance Co.

The K & D Group, Inc.

NAI Daus

Novogradac & Company LLC

Thompson Hine LLP

CREW Cleveland
PO Box 40517
Cleveland OH 44140
p 440.364.0887
f 440.617.0716
CREW@oh.rr.com
www.crewcleveland.org



this issue

President's Message. **P.1**

Member Spotlight. **P.2**

Moving On. **P.3**

Calendar of Events. **P.4**

A Message from Our President.

When Charles Dickens penned the immortal words "it was the best of times, it was the worst of times", he could have been predicting our current day and age. In the worst of times when the world is awash with lemons, we can make it the best of times by making some awesome lemonade!

My goal for this year is to have an active and engaged membership and for CREW Cleveland to be a visionary and responsive organization that provides value to its members. One way for CREW Cleveland to provide value is to create opportunities for members to connect with each other and build professional and personal relationships that will lead to a successful career in commercial real estate. People like to do business with their friends and see their friends succeed!

Another way for CREW Cleveland to provide value to members is by being a responsive organization. In these tough economic times, what better organization to be involved in than one that is dedicated to fostering productive and supportive relationships? The members of CREW Cleveland can help themselves and each other by providing a listening ear to a friend who is fearful about continued employment, helping a CREW member find a new job, referring business to another CREW member, working

on a committee to put on a fun-filled networking event or getting involved in a community service activity that helps less fortunate young women find a pathway to success.

I am blessed to have a group of talented, dedicated Board members and committee chairs who are willing to squeeze a few lemons to help us make some awesome lemonade this year! In addition, we have a fabulous group of sponsors whose support is invaluable and very much appreciated.

CREW Cleveland has some exciting networking and professional development programs planned for 2009 which will help our members connect at the local level. In addition, there will be opportunities to connect on a regional basis at the Midwest Regional Conference in Cincinnati from April 23-25 and at the national level at the CREW Network convention in Boston from September 30 to October 3.

I look forward to serving as your CREW Cleveland President this year, getting to know each of you better and sharing in your success!

Best regards,

Lori Pittman
Ulmer & Berne LLP

2009 Board of Directors.

PRESIDENT

Lori Pittman, Esq.

PRESIDENT-ELECT

Cheri Henson

IMMEDIATE PAST PRESIDENT

Amy Whitacre

DIRECTOR OF FINANCE

Jenny Earley

ASST. DIRECTOR OF FINANCE

Sharon Zinser

COMMUNICATIONS DIRECTOR

Tracy Ols

COMMUNITY SVC DIRECTOR

Eileen Ficken

MEMBERSHIP DIRECTOR

Radhika Reddy

PROGRAMS/PROFESSIONAL

DEVELOPMENT DIRECTOR

Gail Bisesi

Board Meetings.

Held for Board Members &

Committee Chairs

4:00 p.m.

Offices of Ulmer Berne LLP

Check crewcleland.org for
monthly meeting dates.



Member Spotlight.

Mary Forbes Lovett
Partner
Ulmer Berne LLP

Mary Forbes Lovett is a partner in the law firm of Ulmer & Berne LLP. Mary focuses her practice on real estate and business law and specializes in the development and financing of urban properties utilizing alternative financing techniques, historic tax credits (state and federal), New Markets Tax Credits (NMTC), low income housing tax credits (LIHTC), urban development, like-kind exchange, preservation easements and environmental indemnification.

Mary believes...“membership
and involvement in CREW
makes good business sense.”

Mary served as President of CREW Cleveland in 1995 and through her influence and leadership was able to increase membership of CREW. Mary is a past recipient of the Klausner Leadership Award and in 2003 received the National Deal of the Year Award from CREW Network for her work on one of the largest HUD-financed projects in Ohio.

Mary's leadership and interest in the advancement of women has lead to her involvement as Chair of UB WILL (Women in

Law and Leadership). The mission of UB WILL is to promote the successes and achievements of the women attorneys and clients of the firm. UB WILL's goal is to retain and promote accomplished women lawyers within the firm and provide them with education, training, mentoring, marketing and networking opportunities. The group also seeks to work with clients to better service their business needs and help them succeed.

Some time ago, Mary worked with a marketing consultant who asked her to take her last three years of revenue and drill down to determine the source of the lead and/or referral. Guess what? The primary lead and/or referral source came from CREW! Mary says that not only has she made some great friends through CREW but her membership and involvement in CREW “makes good business sense.”

Programs.

2009 Kick-Off

Saddle Up for CREW Cleveland's 2009 Kick-Off Event

“Riding the Bull in a Bear Market: How to Hang on in Tough Times”

Tuesday, February 10

6:00-9:00 pm

Cadillac Ranch, 200 Euclid Ave.

Cleveland, OH 44114

Guest Speaker: David O'Neill, Managing Partner,
Colliers Ostendorf-Morris

\$40 members/guests

Includes appetizers, beverages & bull rides



Register by February 5 at www.crewcleland.org



Ulmer & Berne LLP
is proud to sponsor
CREW Cleveland and
congratulates the new
CREW Cleveland
president, Lori Pittman.

2009
Committee
Chairs.

SPONSORSHIP

Kim Campbell
Mary Porter

COMMUNICATIONS

Laura Hengle

COMMUNITY SERVICES

Kris Ferdig

MEMBERSHIP

Diane Davies
Romona Davis

PROGRAMS/

PROFESSIONAL DEVELOPMENT

Kathleen Nitschke
Nicole Hitch

Lori A. Pittman
lpittman@ulmer.com

Mary Forbes Lovett
mlovett@ulmer.com

Kristen W. Boose
kboose@ulmer.com

Jodi Rich
jrich@ulmer.com

Megan K. Roberts
mroberts@ulmer.com

One of the Ohio's largest law firms,
Ulmer & Berne has the depth, reach and
presence to serve our clients' needs
locally, regionally and nationally.

Of that we are proud – as we are of
the trust our clients have placed in us
since 1908.

www.realestateadvisorlawblog.com



www.ulmer.com

Cleveland

Columbus

Cincinnati

Chicago

Moving On. Moving Up.

Jane Campbell.
Chief of Staff.
Louisiana Senator.
Mary Landrieu (D).

Congratu-
lations to
C R E W
Cleveland
member,
J a n e



woman ever to be elected to
the Louisiana House of Repre-
sentatives, has been reelected
for a third term.

Jane and Senator Landrieu be-
came friends when they served
on the National Conference of
State Legislatures in 1985, for
which Jane served as Presi-
dent.

Campbell, former Mayor City of
Cleveland, who will be leaving
the chapter at the end of Janu-
ary to pursue a new position in
Washington, D.C., as the Chief
of Staff to Louisiana Senator
Mary Landrieu (D). Jane will be doing the
appropriate transition as the Managing Di-
rector of Public Sector Solutions until she
reports to Washington on February 2nd.
Senator Landrieu, who is the youngest

We will miss Jane's commitment to CREW
Cleveland and her vast knowledge of all
things Cleveland. Best of luck Jane!



New Members.

Welcome.

Kristina Ferdig
Real Estate Services Manager
KeyBank National Association
kris_ferdig@keybank.com

Julie A. Perkins
Associate
Collins & Scanlon LLP
jperkins@collins-scanlon.com

Michelle Stein Hirsch
Marketing & Business Development Manager
Brunswick Companies
mhirsch@brunswickcompanies.com

Cathleen Straffen
Project Manager
Bock & Clark Corporation
cathleens@1800surveys.com

Cecilia Hyun
Associate
Siegel, Siegel, Johnson & Jennings Co., LPA
chyun@siegeltax.com



Programs. Professional Development.

Upcoming Events.

• **February 10, 2009. 6-9 pm. Cadillac Ranch.**

"Riding the Bull in a Bear Market: How to Hang on in Tough Times."

• **March 25, 2009. 12:00 noon. Lunch Dine Arouds.**

Topic to be determined - presenter to be determined. Dine Around Location: Independence.

"Getting to the Top: A Great Elevator Speech" - presenter: Judy Bodenhammer. Dine Around Location: Downtown

"Nice Girls Don't Get the Corner Office" - presenter Maria Manley-Dutton. Dine Around Location: East Side.

• **April 1, 2009. 11:30 am. Annual Leadership Inspirational Luncheon**

Annual Leadership Inspirational Luncheon: "Sweet Smell of Success."

• **April 23, 2009. 8:00 am. CREW Midwest Regional Conference.**

Cincinnati, Ohio.

• **May 20, 2009. 8:00 am. Half Day Professional Development Seminar.**

"Damage Control: Strategies for Getting Value out of Commercial Property in Recessionary Times."

• **June 25, 2009. 5:00 pm. Professional Development.**

"Golf 101: Get into the Swing of Business Development."

• **September 30, 2009. 5:00 pm. CREW National Convention.**

Hynes Convention Center, Boston, MA.

visit
crewcleveland.org
for more information