

**57%** of CREW members work for companies ranked in the *Business Journal's Book of Lists*

More than **63%** of CREW members are presidents, CEOs, partners, or senior managers

**75%** of CREW members gave or received business leads in the past 12 months

## CREW DC FACT SHEET

### CREW DC VISION & MISSION

- To be a **powerful, influential** and **supportive** association for women in the commercial real estate industry
- Commercial Real Estate Women (CREW) of Washington, DC is a membership organization founded in 1979 to promote professional opportunities and business relationships for **women in the commercial real estate industry**
- Our mission is to:
  - **Advance the success of women** in commercial real estate
  - Provide **networking and educational opportunities** for our members
  - **Further the professional development of women** in all phases of commercial real estate
  - Work together to **build community partnerships**.

### CREW NETWORK

In 1979, several small commercial real estate organizations came together with a common goal—to advance the success of women in commercial real estate. Thirty years later, CREW Network has grown to more than 8,000 commercial real estate professionals in 74 chapters across the US and Canada, representing every discipline within the industry.

National member surveys indicate:

- CREW members average **14 years** of commercial real estate experience
- **More than 63%** are presidents, CEOs, partners or senior managers of their companies
- **76%** reported making decisions on hiring outside vendors or contractors
- Median income level reported: in **excess of \$100,000** per year
- Average income level reported: **\$125,800 per year**
- **More than 75%** have received or given a referral from or to another member
- **Nearly 50%** reported having conducted a commercial real estate transaction with another member.

### QUICK FACTS

- CREW members represent every aspect of the commercial real estate industry, including law, leasing, sales, architecture, construction, property management, finance, acquisitions and engineering—**every expert required to “do the deal”**
- One of the oldest chapters within CREW Network, CREW DC celebrated its **30th year** in 2009
- CREW DC provides a platform for **community action** that makes a difference to the citizens of the District of Columbia

- CREW DC provides the services and tools members need to advance personally and professionally, including:
  - National and international business development resources
  - Leadership training
  - Networking skills
  - Continuing professional education
  - Career opportunities
  - Golf lessons.

### MORE ABOUT MEMBERSHIP

- CREW DC **membership is increasingly diverse** in terms of age, race, profession and years of experience
- Benefits of membership include:
  - **Discounts** on event registration fees (Members pay \$60 for regular luncheon programs; visitors pay \$85)
  - CREW DC members can attend programs of any other CREW chapter nationwide **at member prices**
  - Ability to serve on committees and **steer the direction** of the organization
  - Access to the **CREW member directory**, a useful “who’s who” for Washington real estate women
  - Invitations to **CREW member-only events** designed to allow members to get to know one another and do business together: networking, dine-arounds, etc.
  - Membership in **CREW Network** and a copy of their directory with contact information for more than 8,000 professionals
  - Copy of **CREW Network industry research report** that shows the data in a benchmark study about gender inequality in the workplace. Membership also provides access to CREW Network’s white papers which include tools to help women narrow the gap and become more successful by utilizing the knowledge gained.
  - CREW Network national events, including the annual convention, **at member rates**
  - **Access to the MEMBERS ONLY section** of the CREW Network and CREW Washington, DC web sites



## MORE ABOUT PROGRAMS

- Luncheon meetings with guest speakers usually occur once a month except in summer months
- About 150 people attend each meeting on average
- 60% of attendants are CREW members, on average
- Some of CREW's most notable and most popular programs include:
  - Speed networking
  - Multi-faceted presentations on development
  - Prominent female speakers
  - Golf etiquette and all-women's golf lessons
  - Annual awards reception.

## MORE ABOUT NETWORKING

- **Monthly luncheon programs** with time for conversation among industry colleagues
- Networking committee provides **"members only" events**, creating a smaller group that fosters conversation
- CREW DC provides **networking** and **leadership training**
- Because it is a group of experienced professionals, CREW members really do **generate business for one another**

## MORE ABOUT COMMUNITY ACTION

CREW DC has always recognized the importance of giving back to the community in which we make our living. Furthermore, CREW understands that professional women often value community action as an integral part of a healthy and successful life. For these reasons, CREW actively supports and participates in the following community action programs.

- **Christ House**  
This 32-bed health care facility in Northwest Washington provides temporary housing for ill and homeless individuals. The Community Services Committee coordinates and provides dinner for Christ House on the first Sunday of each month, often drawing help from member companies and other colleagues. We also coordinate collections to meet Christ House's "wish list."
- **Jubilee Housing**  
Jubilee Housing is a non-profit organization founded in 1973 to provide affordable housing and supportive services to economically disadvantaged residents of the Adams Morgan neighborhood. Jubilee serves more than 850 individuals and families, and has been a model for programs around the country seeking effective responses to the urban affordable housing crisis. The vision and purpose of Jubilee Housing is about more than providing housing, it is about making it possible for members of the Jubilee community to become their best selves in an atmosphere of supportive community.

CREW engages in an annual workday on Jubilee's apartment buildings, aids in ticket sales for its annual fundraising gala and sponsors toy drives and Adopt-A-Family efforts each holiday season. CREW has an ongoing seat on Jubilee's Board of Directors, and was integral to the group's first success story—150 units of low-income housing in the Shaw and Adams Morgan districts.

### ■ **DASH DC**

The mission of the District Alliance for Safe Housing, Inc. (DASH) is to ensure access to safe and sustainable refuge for victims of domestic violence through the development and management of safe housing and related services, while increasing the capacity of other community-based organizations to expand housing for victims throughout the District of Columbia. CREW DC has provided grants and in-kind donations to help DASH achieve its mission.

### ■ **Our Place, DC**

Our Place, DC supports women who are or have been in the criminal justice system by providing the resources they need to maintain connections with the community, resettle after incarceration, and reconcile with their families. Our Place helps women remain drug- and alcohol-free, obtain decent housing and jobs, gain access to education, secure resources for their children, and maintain physical and emotional health. CREW DC has provided grants and in-kind donations to help Our Place, DC achieve its mission.

### ■ **Academy of Hope**

This education program in the Adams Morgan neighborhood helps low-income and no-income adults earn high school equivalent degrees, improve basic writing and math abilities, and gain valuable computer skills. Founded in 1985 with only six students, it now serves more than 500 students each year. CREW helps the Academy with its three annual fundraising events and has helped it secure pro-bono legal and construction services from CREW members.

## MORE ABOUT CAREER OPPORTUNITIES

- **Training:** Through speed networking, leadership training, and educational programs, CREW helps women achieve success.
- **Connections:** Fostering relationships between commercial real estate women is at the core of CREW's mission.
- **Job Bank:** CREW members can post quality openings for free on the CREW DC website at [www.crewdc.org/jobs.html](http://www.crewdc.org/jobs.html) or post resume/browse jobs on the free CareerCenter on the CREW Network website at [www.crewnetwork.org](http://www.crewnetwork.org).
- **CREW CEO:** (Career Education Opportunities) This program was begun in 2008 to offer members an opportunity to learn about various relevant topics in real estate while networking with other members. It includes a highly interactive series of classroom sessions covering topics from all aspects of commercial real estate, facilitated by well-known and respected professionals within the industry.

## CONTACT

### **What is CREW DC's greatest feature? The people!**

If you'd like to know more about who we are and what we do, join us at a program, contact any CREW DC member or visit our web site at [www.crewdc.org](http://www.crewdc.org).

