



1990-2015

# THE TOP 25 WOMEN TO WATCH

IN RICHMOND COMMERCIAL REAL ESTATE



## CREW RICHMOND PAST PRESIDENTS

*(From left) Andrea Harlow, Melissa Canavos, Muriel Rodriguez,  
Patricia Taylor-Marais, Mary Katherine McGetrick, and Jodie Strum*

*Photography: Matthew R.O. Brown Photography*

# CREW RICHMOND CELEBRATES 25 YEARS

CREW (Commercial Real Estate Women) Richmond is an association composed of experienced professionals working in a variety of fields affiliated with commercial real estate. CREW Richmond was founded in 1990 and is proud to be celebrating 25 years in 2015! The group was established to enhance and promote members' achievement of their full personal, professional and leadership potential through interaction and communication at the local, regional and national levels. CREW Richmond strives to be the premier association in Central Virginia for women across all disciplines of commercial real estate for networking, developing business contacts, exchanging information, and helping one another succeed professionally. Its members include lenders, architects, attorneys, contractors, accountants, developers, engineers, title and escrow professionals, leasing brokers, interior designers, property managers, and public service members.

CREW Richmond is dedicated to supporting the Greater Richmond community. Annually, the members raise funds and donate goods for Flagler Housing and Homeless Services at St. Joseph's Villa. CREW Richmond supports the next generation through CREW Careers and UCREW, two programs that introduce and encourage young women to pursue education and careers in commercial real estate. The CREW Careers program introduces high school students to the many career opportunities within the commercial real estate industry. UCREW is an interactive session that introduces college students to opportunities in commercial real estate with CREW Richmond members

servicing as role models to teach students networking fundamentals, offer powerful career resources, and provide relationship-building opportunities in career development. Annually, CREW Richmond offers two scholarships to local college students: the Marcy Handshaw Scholarship and the Kathy Ivins Scholarship. These scholarships were established in memory of two CREW Richmond members who were both trailblazers in the field of commercial real estate.

CREW Richmond is a chapter of CREW Network, the industry's premier business networking organization dedicated to advancing the achievements of women in

commercial real estate. More than 9,000 CREW Network members represent nearly every discipline within the industry and are located in over 70 major markets across North America. CREW Network seeks to influence the success of the commercial real estate industry by focusing on fulfilling four key initiatives: business development, leadership development, industry research and career outreach. CREW Network members are known for the quality they bring to the commercial real estate industry. With this large diverse network, members have the resources to create new and different ways of structuring deals, to focus on the bottom line, and to inspire others to work as a team to get the job done.

**BrandywineRealtyTrust**

Congratulates

**Patricia Marais**

on being recognized as

**One**  
of the **Top 25**  
**Women**  
to **Watch**

in Richmond Commercial Real Estate



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# THE TOP 25 WOMEN TO WATCH IN RICHMOND COMMERCIAL REAL ESTATE

On Wednesday, November 4, 2015, CREW Richmond will host a 25th Anniversary reception in the ballroom of the newly renovated Hilton Richmond Downtown. The highlight of the evening will be the introduction of the “Top 25 Women to Watch.” These women are leaders who are making a significant impact on commercial real estate in the greater Richmond area and are shaping the future of the industry. These women will continue to have a positive impact on Richmond’s commercial real estate market – they are the women to watch in the years to come! Lucy Meade with Venture Richmond will introduce the 25 award winners during CREW Richmond’s 25th Anniversary celebration. Please join us in honoring these outstanding women at an awards ceremony and reception on Wednesday, November 4th, 2015 at the Hilton Richmond Downtown beginning at 5:00 pm. Register today on the CREW Richmond website: [www.crewrichmond.org](http://www.crewrichmond.org).

## CAROLINE BROWDER *Roth Doner Jackson Gibbons Condlin, PLC*



Caroline E. Browder is a partner at Roth Doner Jackson Gibbons Condlin, PLC. Her practice focuses on all aspects of commercial real estate, including strategic planning, leasing, financing, acquisitions, dispositions, land use, construction, and condemnation.

Before joining the firm, Caroline served as senior vice president and in-house counsel for SunTrust Bank, where she handled the bank’s Mid-Atlantic corporate real estate transactions. She serves on the Board of Directors for Virginia Child Care Aware and the Board of Directors for Southside Community Development and Housing Authority. Caroline graduated cum laude from the University of Richmond School of Law, where she received the National Association of Women Law Award.

## CREW RICHMOND 2015 BOARD OF DIRECTORS

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## PATRICIA TAYLOR-MARAIS *Brandywine Realty Trust*



Patricia Taylor-Marais, CID, oversees the in-house design services for Brandywine Realty Trust’s Central Virginia Region, managing over 2.5 million square feet of Class A commercial office space. Her work encompasses all facets of interior architectural design, building renovation process and office product procurement and development, providing an integrated design approach to space visualization for Brandywine tenants, through to construction and occupancy. Patricia received her bachelor of fine arts in Interior Design from VCU and served as CREW Richmond chapter president in 2009.

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## CHRIS HAIRSTON-WHITE *Better Housing Coalition*



As VP of External Affairs, Chris Hairston-White oversees the Better Housing Coalition’s fundraising, communications and policy efforts. Prior to joining BHC, she was a VP, Senior Business Banking Relationship Manager, at Wells Fargo Bank, N.A., managing a portfolio of business clients with gross annual revenues from \$2M to \$20M.

Chris serves on the Board for CREW Richmond, the Board for ART180 and Henrico Business Council Cabinet. She has also served on the Board for Virginia Tourism Authority and F.I.R.S.T. Contractors, Inc.; and the Associates Board for Richmond CenterStage Foundation. Chris received her B.S. in Business from VCU and is a member of Leadership Metro Richmond’s class of 2009.

## JESSICA EWALD *Draper Aden Associates*



Jessica “Jessie” Ewald, PE, LEED AP, serves as the Geotechnical Engineering and Construction Services Team Leader in Draper Aden Associates’

Richmond office and is a member of the Board of Directors. Ms. Ewald is responsible for developing and managing geotechnical studies and overseeing construction materials testing and special inspection services. She is recognized within the firm for her technical expertise, inspirational service, and dedication. Jessie strives to exceed expectations whenever possible and leave a lasting positive impact on her clients, colleagues and community.

## THE TOP 25 WOMEN TO WATCH IN RICHMOND COMMERCIAL REAL ESTATE

### ELIZABETH STEELE *Stewart Title*



Elizabeth G. Steele is Commercial Accounts Manager/Commercial Counsel for Stewart Title in Richmond, Virginia. Liz received her J.D. from Seton

Hall School of Law in Newark, New Jersey, in 1993 and was in private practice for several years in New Jersey before going in-house with the claims division of AIG Environmental in New York, New York. In 1998, she relocated to Richmond, where she has worked as commercial underwriting counsel and claims counsel for various national and regional title underwriters. She is mom to three, an avid runner and skier and a self-proclaimed “cranky yankee.” Liz will serve as 2016 President of CREW Richmond.

### VIRGINIA JOHNSTON *Commonwealth Architects*



Virginia W. Johnston, CID, is Director of Interior Design at Commonwealth Architects, and brings over 14 years of expertise in design, planning

and project management to the firm. Using her knowledge of current design trends, she leads clients through visioning, planning, and design in corporate, government and higher education sectors. Throughout her career, Virginia has been an integral part of interdisciplinary design teams that have been recognized with numerous awards and loyal repeat clients. Ginny is a graduate of VCU’s School of Interior Design, Magna Cum Laude. She serves on the Board of CREW Richmond and on the church council at Westhampton United Methodist Church.

### JODIE STRUM *Atlantic Real Estate Capital*



Jodie Strum is a Principal at Atlantic Real Estate Capital, an independent, full-service commercial mortgage banking firm. Jodie provides access to capital for

real estate developers and owners and leverages her past experience in financing projects of all types, in all markets. Using her broad market knowledge, extensive contacts, and wide-ranging experience, she is elevating Atlantic Real Estate Capital’s market presence and geographic footprint. She specializes in the strategy and structure behind complex financing placements, and has successfully executed deals through various capital sources including institutional, private equity, hedge fund, conduit, and more traditional bank financing.

### ELIZABETH LEWIS *Keiter CPAs*



As a service provider to some of the most prominent real estate investment firms in Richmond, Elizabeth Lewis provides potential and current

investors confidence in the financial state of these companies. Elizabeth is part of the Business Assurance & Advisory Services group at Richmond-based Keiter CPAs and specializes in auditing non-registered investment funds. Her client base also includes contractors and non-profit organizations. Elizabeth is an active member in CREW Richmond. As the 2015 Co-Chair of the Community Service Committee, she helped raise significant funds for St. Joseph’s Villa through fundraising and donation drive efforts. She also enjoys volunteering with Junior Achievement to promote financial literacy and empower Richmond’s youth.

### ROWENA FRATARCANGELO *Greater Richmond Partnership*



Rowena Fratarcangelo is a Vice President, Business Development, at the Greater Richmond Partnership, the regional economic development group

that represents the City of Richmond and Hanover, Henrico, and Chesterfield counties. As part of the business attraction and marketing team, Rowena assists domestic and international companies considering relocating or expanding in the Richmond region by helping them find appropriate real estate, educating them on the benefits of locating in Greater Richmond, and facilitating connections with local service providers, universities, and existing businesses. Rowena has a master’s degree in urban and regional planning from Virginia Commonwealth University and a bachelor’s degree in English from the University of Virginia.

### DAPHNE BERKOWITZ *Colliers International*



As Senior Vice President of Brokerage Services, Daphne Berkowitz is a member of the Executive Committee and is responsible for

providing management focus and leadership for growing the Colliers brand in both the Richmond and Norfolk markets.

With more than 30 years of experience, Ms. Berkowitz entered the Richmond real estate market in 1989 at Investors Savings Bank, with oversight responsibilities of the then bank-owned subsidiary, S.L. Nusbaum Realty Company. Prior to joining Colliers in 2015, she held positions in business development for both Eilerson Development Corporation (EDC) and Branch and Associates.

Daphne is a graduate of the University of Virginia McIntire School of Commerce.

## THE TOP 25 WOMEN TO WATCH IN RICHMOND COMMERCIAL REAL ESTATE

### ALLISON DOMSON *Williams Mullen*



Allison Domson is a partner in the Finance and Real Estate Department of Williams Mullen's Richmond office. Her practice focuses almost exclusively on representing real estate developers, commercial lending institutions and syndicators in connection with tax credit financing transactions involving low-income housing tax credits, historic rehabilitation tax credits, and New Markets Tax Credits. She works with real estate developers, bankers and syndicators in all aspects of structuring tax credit deals including the acquisition and development of the underlying real estate, financing the construction and/or rehabilitation of the tax credit property, and negotiating the partnership investment documents.

### ANDREA HARLOW *Williams Mullen*



Andrea J. Harlow, partner at Williams Mullen, focuses her practice in the area of commercial real estate finance. She helps her clients identify, negotiate and resolve complicated legal and practical issues by finding strategies to achieve their business goals while balancing the competing forces of risk management, loss mitigation and marketplace trends. She keeps a clear focus on her clients' business goals while ensuring their legal interests are protected. Andrea is a member of the Leadership Metro Richmond Class of 2016, the VCU Real Estate "Circle of Excellence," as well as CREW Richmond (of which she served as President in 2012).

### MARY KATHERINE McGETRICK *Williams Mullen*



Mary Katherine McGetrick is a partner in the Real Estate and Financial Services Section at Williams Mullen where she focuses primarily on providing practical advice and strategies to developers and property owners on complex transactions involving the acquisition, financing, and leasing of commercial property. Ms. McGetrick protects the interests of her clients in a wide range of complex real estate transactions, including the development of retail shopping centers, residential communities, and urban mixed use projects. Ms. McGetrick was the 2010 president for CREW Richmond and currently serves on the Management Committee for the Virginia chapter of the Urban Land Institute.

# Congratulations

Allison Domson  
Andrea Harlow  
Mary Katherine McGetrick  
& CREW Richmond



Williams Mullen salutes Allison, Andrea and Mary Katherine—named to CREW Richmond's Top 25 Women to Watch in Richmond Commercial Real Estate—for their efforts and achievements shaping the present and future of commercial real estate in the Greater Richmond Metro area and congratulates CREW Richmond on its 25th Anniversary.



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## MURIEL RODRIGUEZ *Schnabel Engineering*



Muriel Rodriguez is VP at Schnabel Engineering, a multidiscipline engineering firm. For 27 years, she has cared for existing clients and expanded its clientele and new opportunities in the private and public sectors. Muriel is Chair of ULI Virginia and is positioned to advance the ULI mission of responsible, sustainable use of land across the Commonwealth. She is a member of the Real Estate Circle of Excellence – a group of influential real estate professionals, developers, and designers involved in the financing, lending, construction, acquisition, and development of major real estate projects in the area. Muriel was President of CREW and serves on its Past Presidents Council.

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## KRISTIE INGE *Highwoods Properties*



Kristie Inge is Senior Leasing Representative for the Richmond division of Highwoods Properties. She has 12 years of experience in the Richmond Commercial Real Estate market. She currently serves on the board of GRACRE, and is a past Board Member and current member of CREW Richmond. Kristie has completed the Leadership Lab program, offered by the Greater Richmond Chamber and Luck Companies, and the Grace Harris Leadership Institute at VCU in 2015. Currently she is a member of the Leadership Metro Richmond (LMR) Quest class of 2016. She earned her BA degree from Virginia Tech, and received her Masters of Social Work (MSW) degree from Virginia Commonwealth University.

Kristie has completed the Leadership Lab program, offered by the Greater Richmond Chamber and Luck Companies, and the Grace Harris Leadership Institute at VCU in 2015. Currently she is a member of the Leadership Metro Richmond (LMR) Quest class of 2016. She earned her BA degree from Virginia Tech, and received her Masters of Social Work (MSW) degree from Virginia Commonwealth University.

## LAUREN CHRISTIAN *Markel Corporation*



Lauren Christian joined Markel Corporation in 2011 after graduating from VCU with a B.S in Real Estate. Her responsibilities include the administration of more than 45 Markel offices around the U.S. and Bermuda. Her duties include managing existing office leases, securing new offices and disposing of surplus properties. She's currently pursuing her Certified Commercial Investment Member Professional designation. Her community interests include The Glen Allen Cultural Arts Center, Innsbrook after Hours, Comfort Zone Camp Gala Committee, The Steward School Alumni Associate, and CREW Richmond. She has also been a host of the Real Estate Trends Conference.

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## CHANDRA LANTZ *Hirschler Fleischer*



Chandra Lantz has 20 years of experience advising and representing regional, national and international construction companies, real estate developers, and local governments. Her practice spans zoning, land use, ownership, and construction issues and projects as diverse as industrial manufacturing through retail upfit and residential. Chandra is a fellow of the American Bar Foundation and has earned numerous accolades throughout her career. She has been honored as one of the Top 50 Women Virginia Super Lawyers by *Virginia Super Lawyers* and has been listed among the "Legal Elite" by *Virginia Business Magazine*. She is a member of CREW Richmond and serves on the Board.

Chandra is a fellow of the American Bar Foundation and has earned numerous accolades throughout her career. She has been honored as one of the Top 50 Women Virginia Super Lawyers by *Virginia Super Lawyers* and has been listed among the "Legal Elite" by *Virginia Business Magazine*. She is a member of CREW Richmond and serves on the Board.

## KAREN FRYE *Fulton Bank*



Karen Frye joined Fulton Bank 10 years ago and is the Commercial Team Leader and Senior Relationship Manager for the Central Virginia region. She provides customized financing solutions for real estate investors and owners of mid-sized companies in the Greater Richmond market. Karen has 20 years of banking experience that includes retail, small business and commercial lending. She is active in the community through various organizations that include Leadership Metro Richmond (Class of 2016), Impact 100, RVA Leadership Lab, Greater Richmond Chamber of Commerce, CREW (Commercial Real Estate Women), and ACG (Association of Corporate Growth).

Karen has 20 years of banking experience that includes retail, small business and commercial lending. She is active in the community through various organizations that include Leadership Metro Richmond (Class of 2016), Impact 100, RVA Leadership Lab, Greater Richmond Chamber of Commerce, CREW (Commercial Real Estate Women), and ACG (Association of Corporate Growth).

## AMELIA WEHUNT *Timmons Group*



Amelia Wehunt, PE, is a Project Manager in the Infrastructure Division with Timmons Group. Her 8+ years of experience have been focused on community redevelopment and stormwater management throughout Virginia. Amelia's skillset is multifaceted as she is a knowledgeable Project Manager, shepherding large and small-scale projects through design, as well as taking on a business development role, including the coordination of "Commercial Coffee." Her passions and skills are not limited to the projects she works on. Amelia is devoted to several industry associations and community organizations. Through her work and volunteerism, Amelia is determined to invest in the revitalization of the Richmond community.

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## CATHERINE HAYWOOD *Lingerfelt Commonwealth Partners*



Catherine Haywood, a Leasing Associate at Lingerfelt Commonwealth Partners, brings over 13 years of experience in commercial real estate.

Catherine is focused on leasing transactions for a 1.2 million square foot, Class A, office portfolio located in Richmond's Innsbrook submarket. In addition, Catherine plays an integral role in overseeing construction build out for new and existing tenants as well as assisting with capital improvement work for buildings in the portfolio. Catherine received her B.S. in Advertising/Mass Communications from Virginia Commonwealth University and is a licensed salesperson in the Commonwealth of Virginia and is pursuing her CCIM Institute designation.

## MELISSA CANAVOS *Safe Harbor Title Company*



Melissa Canavos is founder and president of Safe Harbor Title Company, a residential and commercial title insurance agency headquartered in the Commonwealth of Virginia.

Melissa is a licensed title insurance agent and a member of the Virginia Land Title Association and the American Land Title Association. She is a member of CREW Richmond where she served as President in 2013. In 2015 she was invited to join the VCU Real Estate Circle of Excellence.

Melissa graduated from George Mason University in 1998 with a B.A. in Government & Politics. She lives in Short Pump with her husband, Costa, children Athena-Kate and Jack, and pug Rosie.

## MONIQUE JOHNSON *Virginia Community Capital*



Monique Johnson, Ph.D. is VP, Senior Lending Officer, with Virginia Community Capital (VCC) where she cultivates and manages relationships with developers and community partners and underwrites commercial real estate transactions producing social and economic impact across the State. She's been recognized nationally and statewide as a leader in affordable housing and community development finance and currently serves on the Better Housing Coalition and Virginia Housing Coalition boards. Monique is an adjunct professor in the Kornblau Real Estate Program at Virginia Commonwealth University. She earned a Ph.D. in Public Policy and Administration from VCU, MBA from the University of Richmond, and a degree in civil engineering from UVA.

She's been recognized nationally and statewide as a leader in affordable housing and community development finance and currently serves on the Better Housing Coalition and Virginia Housing Coalition boards. Monique is an adjunct professor in the Kornblau Real Estate Program at Virginia Commonwealth University. She earned a Ph.D. in Public Policy and Administration from VCU, MBA from the University of Richmond, and a degree in civil engineering from UVA.

## ALLYSON PETTY WIGGINS *Cushman & Wakefield | Thalhimer*



Allyson Petty Wiggins is a Senior Associate in the retail brokerage division of Cushman & Wakefield | Thalhimer. Since 2001, Allyson has established a record of achievement in shopping center leasing, ground-up development, and strategic site procurement services. Her previous experience in research and GIS combined with years of comprehensive transaction management on behalf of landlords, developers, and tenants has equipped Allyson with a keen perspective and unmatched skillset. As a result, she is uniquely attuned to the nuances, challenges, and solutions facing owners and users of retail real estate.

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## CHRISTIAN CRESWELL *Evolve Architecture*



Christian Creswell, CID, a Partner at Evolve Architecture, has 15 years of design/project management experience, 11 of which she has been at Evolve. Christian is responsible for Business Development, Account Management, and serves as Project Director for the firm's large-scale corporate projects. Thanks to her "even keeled" approach, hard work, and dedication, Christian's projects are always successful. As a Richmond native, she attended The Collegiate School and obtained her Bachelor of Arts degree from Salem College in Winston Salem, North Carolina. Christian is married to Greg Creswell, and they have 18 month old twin boys.

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## CHRISTINA JEFFRIES *7 Hills Advisors*



Christina L. Jeffries is a co-founder and partner of 7 Hills Advisors, a Richmond based, locally owned, independent commercial real estate brokerage and consulting firm with an exclusive focus on tenant representation. 7 Hills does not represent landlords in any capacity, allowing for total objectivity to effectively evaluate and negotiate all alternatives for their clients. In addition to an entrepreneurial spirit, Christina has 20 years of experience in commercial real estate including lease negotiation, strategic positioning and planning, asset management, operational oversight, project management and capital strategy.

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## The Women We are Watching



Catherine R. Stemple  
CPA, MTX - Principal



Michelle A. Graves  
CPA, CVA - Principal

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## CONGRATULATIONS, GINNY JOHNSTON!

Voted one of Richmond's Top 25 Women to watch in Commercial Real Estate by CREW Richmond



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## Celebrating



Allyson Petty recognized as one of "25 Women to Watch in Commercial Real Estate" by Commercial Real Estate Women (CREW).

Congratulations to CREW on their 25<sup>th</sup> Anniversary and to Allyson for the well-deserved honor!

ALLYSON PETTY  
Senior Associate




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