

# NEWiRE

new england women in real estate

2010 - 2011  
ANNUAL REPORT





Dear NEWiRE Members, Sponsors and Friends,

Thank you for supporting NEWiRE this past year as we worked to strengthen and grow our organization and to continue to promote parity - in opportunity, influence and power – for women in the commercial real estate industry.

Throughout the year, we worked on identifying goals, returning to the basics of networking, and maximizing both the value of our memberships and the visibility of our organization.

One of our most exciting accomplishments last year was the development of our Strategic Plan. Through our member survey and numerous work sessions, many of you helped us develop our renewed and refreshed 5 year Strategic Plan which we have already begun to implement as we begin our 30th year.

It was a privilege and a pleasure to serve as NEWiRE's 2010-2011 President. Thank you for continuing to contribute to our organization with your commitment, participation, energy, and enthusiasm. I am proud to be a part of this organization and to be connected with our mission: advancing women in commercial real estate.

Many thanks and best wishes to all of you as we continue to expand upon our impressive accomplishments over the past 30 years and celebrate our milestone anniversary.

Sincerely Yours,

Joan F. Parsons  
President, 2010-2011

Founded in 1982, New England Women in Real Estate (NEWiRE) is a Boston-based, non-profit organization dedicated to the advancement of women in the commercial real estate industry. NEWiRE's more than 400 members represent all disciplines of commercial real estate. One of the region's leading business and professional organizations, NEWiRE offers members a wide variety of unique networking opportunities, as well as excellent educational programs.

NEWiRE is affiliated with the CREW Network, a premier business networking organization with over 8,000 members in 74 chapters located in all major markets across North America.

STATEMENT OF REVENUES, EXPENSES  
AND CHANGE IN NET ASSETS-CASH BASIS  
FOR THE FISCAL YEARS ENDING JULY 31, 2011 AND 2010

|                                 | 2011      | 2010      |
|---------------------------------|-----------|-----------|
| Revenues:                       |           |           |
| Dues                            | \$231,625 | \$232,863 |
| Sponsorship                     | 63,250    | 52,850    |
| Program Fees                    | 70,807    | 61,505    |
| Interest                        | 622       | 4,177     |
| Other                           | 7,162     | 1,625     |
|                                 | \$373,466 | \$353,020 |
| Expenses:                       |           |           |
| Program Expenses                | \$216,845 | \$180,433 |
| Administration Expenses         | 104,752   | 102,493   |
| Capital Expense                 | 0         | 5,699     |
| CREW                            | 65,071    | 63,733    |
| Membership                      | 15,231    | 5,027     |
| Other                           | 7,046     | 5,894     |
|                                 | \$408,945 | \$363,279 |
| Change in net assets            | (35,479)  | (10,259)  |
| Net assets at beginning of year | 273,144   | 283,403   |
| Net assets at end of year       | \$237,665 | \$273,144 |



| Specialty                    | Members | Percentage |
|------------------------------|---------|------------|
| Accounting                   | 10      | 2.6%       |
| Acquisition                  | 5       | 1.3%       |
| Appraisal                    | 5       | 1.3%       |
| Architecture / Design        | 34      | 8.8%       |
| Asset Management             | 25      | 6.5%       |
| Brokerage - Sales / Leasing  | 22      | 5.7%       |
| Construction                 | 16      | 4.1%       |
| Corporate Real Estate        | 13      | 3.4%       |
| Development                  | 39      | 10.1%      |
| Engineering                  | 11      | 2.8%       |
| Finance                      | 34      | 8.8%       |
| Investment                   | 6       | 1.6%       |
| Law                          | 85      | 22.0%      |
| Lending / Mortgage Brokerage | 5       | 1.3%       |
| Market Research              | 3       | 0.8%       |
| Marketing / Public Relations | 14      | 3.6%       |
| Project Management           | 5       | 1.3%       |
| Property Management          | 14      | 3.6%       |
| Public / Non-Profit          | 9       | 2.3%       |
| Title Insurance / Escrow     | 7       | 1.8%       |
| Urban Planning               | 7       | 1.8%       |
| Other                        | 7       | 1.8%       |
| Unspecified                  | 11      | 2.8%       |

MEMBERSHIP REPORT

BOARD OF DIRECTORS

- |   |  |  |
|---|--|--|
| <b>Joan F. Parsons</b><br>Riemer & Braunstein LLP<br>President            | <b>Keller Augusta Partners</b>   | <b>Bank of America</b>                               |
| <b>Janet Pirrello</b><br>BayNorth Capital, LLC<br>President-Elect         | <b>Robin Davis</b><br>Megansett Advisors   | <b>Sophie Stein</b><br>Fidelity National Title Group |
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| <b>Caroline Woodward</b><br>Sherin and Lodgen LLP<br>Clerk                | <b>Jacquelynn E. Henke</b><br>TD Bank, N.A.                                      |  |
| <b>Iodi Dakin</b>   | <b>Elizabeth Sherwood Krol</b><br>Shaw Environmental &<br>infrastructure, inc.   |  |
|   | <b>Holly Loose Nelson</b><br>TriSail Capital Corp.                               |  |



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new england women in real estate

CELEBRATING WOMEN IN COMMERCIAL REAL ESTATE SINCE 1982



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