



## **Board of directors for the Association of Real Estate Women celebrates 30th Anniversary**

November 26, 2007 - Spotlights

In mid 2007, the Association of Real Estate Women (AREW) elected Frances Ann Delgorio, a senior vice president at Cohen Brothers Realty Corp., one of the nation's most prominent, privately owned real estate investment, development and management companies, as president for the 2007-08 term.

Delgorio finds herself at the helm of one of the real estate industry's longest-running, most consistent and staunchest supporters of women real estate professionals during the association's 30th anniversary year. Thus, in addition to her already extensive responsibilities managing a large board of directors who oversee all of the organization's educational programs and networking events, as well as membership, communications, sponsorship, finance and industry relations, she is also integrally involved in setting the strategic vision for a seminal year that will acknowledge AREW's rich history, set a direction for its future and culminate with a spring 2008 evening gala. It is a position for which Delgorio is ideally suited.

A 25-year veteran of the real estate industry, with a wealth of highly prominent positions to her credit, she has been a member of AREW for more than a decade. She served as AREW's vice president for 2006-07 and, previously, as a chair of numerous committees, including the AREW Charitable Fund. In 2005, she received AREW's highest honor, that year's Founders' Award, given annually to a member who has made consistent contributions of time and expertise to the association's advancement.

Her roots with AREW, however, go back even further. As a student at New York University-Real Estate Institute, Delgorio was a recipient of one of the organization's scholarships, awarded annually to outstanding students at New York institutions of higher learning who are pursuing a course of real estate or related study.

Delgorio's responsibilities at Cohen Brothers include leasing efforts for over eight million square feet of class A commercial office buildings and the oversight of strategic planning and marketing efforts together with Charles Cohen, CEO and president.

Prior to joining Cohen Brothers, Delgorio worked as director of leasing and marketing at Eastridge Properties, a 14-building portfolio owned by the General Motors Pension Fund and managed by Albert B. Ashforth, Inc., where she brokered over 130 commercial lease transactions over a four-year period.

She has also run her own portfolio management company and has held decisive positions with national responsibility at Prudential Life Insurance Company, where she served as director, real estate operations and completed acquisition, disposition and regional strategies for Prudential healthcare, securities and insurance business units, and a former real estate investment arm of Siemens, A.G. where she managed a \$200 million portfolio of office, warehouse and industrial

properties.

She is a summa cum laude graduate of New York Institute of Technology, where she earned a B.S. degree in Marketing. Delgorio also holds a masters degree in Real Estate Development and finance from New York University.

As a long-time AREW member and, now, its president, she is an active advocate for supporting and extending AREW's influence as a highly accessible resource for women in real estate. Founded in 1978, at a time when women real estate professionals were few and far between, AREW has maintained its prominence and value through the ensuing decades of extraordinary achievements by women in real estate.

Delgorio is committed to AREW's mission of providing outstanding educational programs and networking opportunities that contribute to the career growth in all segments and levels of the real estate industry. Building knowledge, real estate skill sets and industry relationships for all AREW members is a key goal of her presidential year.

The Association of Real Estate Women (AREW) has announced its 2007-08 officers and board of directors who, in addition to overseeing the association's rich schedule of luncheons, receptions, seminars, tours and extensive member benefit initiatives, will be at the helm for AREW's 30th anniversary year.

"We will certainly acknowledge AREW's long history in this seminal year, but, more importantly, we will focus on our present and future as a real estate association that leads and prospers through continual innovation," said AREW president Frances Delgorio, senior vice president, leasing and marketing Cohen Brothers Realty Corporation. "We have a strong, experienced and talented board committed to serving our membership and to creating a memorable 30th anniversary."

Founded in 1978, AREW is the longest-running and most consistent supporter of women real estate professionals. The association provides outstanding educational programs and networking opportunities that contribute to the career growth of both men and women in all segments and levels of the real estate industry.

AREW's officers for 2007-08 are: President Frances Ann Delgorio, Cohen Brothers Realty Corp.; vice president Jennifer McCool, Esq., Michael Levitt & Rubenstein, LLC; secretary Theresa Nygard, KTR Newmark Real Estate Services; treasurer Charmaine Davis-Murray, GVA Williams; member-at-large Dana Endicott, Floorsworks.

Board members include: membership co-chair Jennifer Carey, JLC Environmental Consultants; programs co-chair Iva Kravitz, Marketing for Designers; sponsorship co-chair Debra Cole, Perkins + Will; communications co-chair Madelyne Kirch, Sun & Moon Marketing Communications; sponsorship co-chair Barbara Iannucci, Knoll; communications co-chair Lucy Carter, Spacesmith; 2006-07 AREW president Anne Teshima, Classic Realty; luncheon co-chair Pat Hildebrandt, Cetra/Ruddy; programs co-chair Karen Shaw; special events co-chairs Mindy Williams, TSC Design Associates, Inc. and Mary Williamson, BBG-BBGM; charitable fund chair Rebecca Mason, Caran Properties; membership co-chair Marlene Hartstein, Warburg Realty Partnership; communications co-chair Linda Alexander, Alexander Marketing; luncheon co-chair Bonnie Kirschenbaum, Trump Organization and sponsorship co-chair, Mary Anne Fusco, Prudential Douglas Elliman.