



Women in Commercial Real Estate

By Jennifer Raymond, Vice President and Tawnya Dornak, Vice President

Fort Bend County has grown tremendously over the past 20 years, and this growth has increased opportunity in the commercial real estate business. In a historically and traditionally male-dominated business, two women have taken advantage of these opportunities making real impact in the commercial real estate world and the community they serve.

Tawnya Dornak and Jennifer Raymond of Indermuehle & Co. have built their commercial real estate business on professionalism, integrity, relationships, and experience. Their clientele range from small privately owned businesses to Fortune 500 companies.

Tawnya Dornak has been in commercial real estate for 24 years, starting in retail development, which involved the planning, construction, and development of retail centers. Currently, Tawnya focuses on office and retail developments and other facets of the commercial real estate spectrum in both leasing and sales. Outside of her work with Indermuehle & Co., Tawnya remains involved in Fort Bend Chamber of Commerce, Commercial Real Estate Executive Women (CREW), Fort Bend Corps, and Habitat for Humanity.

A combined experience in economic development and banking has provided Jennifer Raymond with the background to focus on industrial and land brokerage in Fort Bend County for over 11 years. She has closed over \$100 million in land and industrial lease and sale transactions. Jennifer stays abreast of the most recent economic activity in Fort Bend through board positions on CREW, Rosenberg Richmond Area Chamber, MUD #139, and First Community Bank Development Board as well as being a member of ULI, Fort Bend Chamber, and Greater Fort Bend EDC. Further, Jennifer's connection to a number of local non-profit organizations allows her to give back to the community.

Indermuehle & Co. (www.icotexas.com) is one of Houston's leading brokerage firms providing real estate expertise in industrial, office, retail, land and investment sales. Based in Sugar Land, Texas, Indermuehle & Co. is a full-service commercial real estate firm assisting local, regional, and national clients. The company's services include asset acquisition and disposition, brokerage, construction management, tenant representation, project leasing and management, as well as consulting and advisory services.

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