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Shelly Besana Joins Eleven Western Builders as Director of Business Development

Besana and EWBi Share Positive Vision for Future of Construction Industry

Monday May 17, 2010

Escondido, CA—She loves golf, boating, camping, fishing, snowmobiling, water and snow skiing, wine, music, great food and most of all, people. She could be a television host on the OUTDOOR Network or Travel Channel. But instead of television stardom, Shelly Besana has joined Eleven Western Builders, Inc., a leading retail general contractor headquartered near San Diego, California. Besana is already a star in the construction industry and will bring a tremendous amount of industry experience and relationship depth to the EWBi team. She is an active member of ACRE and ICSC and attends NAIOP, BOMA, SACTO and SIOR functions. Besana holds a real estate license and is recognized as one of the most passionate people in the real estate, retail and construction industries.

“I am very excited to be joining Eleven Western Builders,” said Besana, who will work out of the company’s Northern California office. “Eleven Western places their clients’ needs at the core of the company’s values. There is a real team spirit within all levels of the company to work together to provide excellent results. It’s a laid back family atmosphere, but at the same time all are willing to be innovative and roll up their sleeves to do what it takes to make a project successful. It’s an exciting environment.”

Besana’s first order of business for EWBi will be at the upcoming International Council of Shopping Center’s – RECON Trade show in Las Vegas, Nevada. If you see Besana at the show don’t be surprised to catch her kissing her cell phone. And no, it’s not because she’s in love with her phone. Besana, a mother of 4 grown children keeps a photo of her 2 ½ year old grandson, whom she adores greatly, as the home screen on her Blackberry. Like her own family Besana considers her clients and long standing relationships an extension of her family.

“I have developed many relationships in the industry that have become one big network of friends and family,” said Besana. “I wanted to be with a company that would treat those family and friends with a level of service I could have complete confidence in. Eleven Western Builders allows me to have 100% confidence in how they conduct their business and handle projects.”

The management team at EWBi is equally excited to have Besana as their Director of Business Development. “We had been talking for a while about bringing a Director of Business Development on board, but we are protective of our company culture and who we bring into our team. They have to fit our approach to our clients,” expressed Pat Lindahl, VP of Business Development. “Shelly was a perfect fit for what we were looking for. Timing was right and we are excited to have her join Eleven Western Builders. We are looking on the horizon of this company and Shelly is helping to lead the way.”

About EWBi:

Eleven Western Builders is a leading general contractor in Retail, Millwork and Retail Services Construction within the Western United States. With over 27 years in business, they are recognized for competitive pricing, flexibility to produce project's and exceptionally qualified to complete projects on a timely basis. They empower their people and resources to handle projects from the customer's view that meet and exceed all challenges faced. Their company culture engages people who are motivated to be the best making Eleven Western Builders stand alone from the competition.