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Paula Arwady
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INSIDE:

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COMING EVENTS:

West MI Education Session • Apr
19 • 3:30 PM - 7 PM • Haworth
Corporate HQs, Holland, MI

Detroit: Building for the Future •
May 22 • 7:30 AM - 5 PM •
UAW/GM (CHR), Detroit, MI

PRESIDENT'S MESSAGE



Margaret St. Andre
Auto Club Group

As incoming President, I wanted to take a few minutes to reflect on the CoreNet Motto:

Connect.

Learn.

Grow.

Belong.

Since becoming a member of CoreNet 6 years ago, I can honestly say:

- Making connections with other CoreNet members has often led to solution-based results in my profession. These connections become invaluable! As they say: "Don't go it alone"...there are several subject matter experts within our network....and those with connections outside of our Chapter.
- Obtaining the MCR designation was the initial reason for my joining CoreNet and has been one of my best educational experiences! Looking forward to the SLCR program.
- CoreNet fosters an environment for professional and personal growth that has yielded results with opportunities...even promotions!
- Belonging is exactly what they say...You only get out of it – what you put in to it! BELONGING is the most important of them all, for when you belong, you will make the connections, learn and grow!

So, with all of that said, as President, I am committed to seeing that our members get the return on their investment. We remain the Association of Choice!

We have a Board that is dedicated to deliver on your expectations. This year we are welcoming Patrich Jett of Colliers to the Executive Board as Secretary. Patrich has done an outstanding job in developing the Young Leaders Program. We currently have 11 Young Leaders. Ryan Williams of Interior Environments will Chair the Young Leaders Program this year. Matthew Gibb, Deputy County Executive-Oakland County Economic Development & Community Affairs has joined as VP at Large. Matthew's corporate contacts and insight are invaluable and would support an area of opportunity within our organization, promoting strategic partnerships and awareness. Other Board changes include: Andrew Spilkin of Bodman PLC as V.P. Programs, while Drew Miller of CB Richard Ellis is V.P.

Continued on page 5

Committee BRIEFS

Young Leaders

PATRICK JETT, LEED AP
COLLIERS INTERNATIONAL

On March 15th, 2012 CoreNet Young Leaders of MI attended a bowling event in Royal Oak Michigan to help promote Young Leaders for CoreNet Global. This gave us an opportunity to interact with current Young Leaders or those that are considering joining the Young Leaders of CoreNet MI. Among those who attended, many bowled while sharing appetizers, exchanging professional backgrounds. This event is a great way to network with other young professionals in the commercial real estate sector and a productive way to bring everyone together.

Membership

TONY SORGI, ASSOCIATE BROKER
COLLIERS INTERNATIONAL

Dear CoreNet Michigan Member:

CoreNet Michigan cares deeply for the well-being and success of our current and past members. We hope this note finds you well.

Please take a few minutes to answer the following questions and help grow the Michigan Chapter:

1. Have you renewed your current membership?

Please confirm you renewed under the Michigan Chapter. Renewing under the Michigan Chapter allocates funds to our local chapter.

<http://michigan.corenetglobal.org/Michigan/Membership/Join/>

2. Are there other people in your organization or network who would be interested in joining the Michigan Chapter?

Please provide at least one viable candidate under the age of 35 and their contact information.

Thank you for your time and we look forward to adding value to you and your membership during the coming year.

EYE ON IT BRIEFS

Envision Future

ANGELA CAIN
CORENET GLOBAL

Let's take a long-term view as we close the fiscal year and envision the future. Worldwide, companies regard corporate real estate as an indispensable piece of overall enterprise success, and we strive to make CoreNet Global equally indispensable to the professionals who execute CRE strategy. While we recognize that corporate real estate and workplace professionals are critical to the success of global corporations and should be recognized for their contributions, like politics, CoreNet Global ultimately is local, whether you're in Midland, Mich., or Mumbai. We will continue to serve as the critical hub for corporate real estate networking and professional development and broaden the reach and influence of CRE professionals within their organizations and broader communities.

Welcome *New Members*

New Member Profile

Matthew Gibb, Deputy Oakland County Executive, Oakland County Planning



Matthew Gibb

Oakland County Executive L. Brooks Patterson appointed Matthew A. Gibb Deputy County Executive in May 2011. Mr. Gibb's appointment came following his very productive work as Supervisor of the

Charter Township of Orion. Mr. Gibb oversees all aspects of Economic Development and Community Affairs for Oakland County including the County's role in planning, business recruiting and retention, access to services / information, marketing, grant funding, home assistance programming, workforce development, and a variety of related issues and divisions. Mr. Gibb sits on the Board of Automation Alley, the Budget Task Force, and is a direct liaison for the Oakland Business Roundtable and its committees.

From 1993 through 2008 Mr. Gibb was an active land use and litigation attorney with significant responsibilities in zoning and governmental approvals. Throughout much of the 1990's he represented the cellular industry learning the ropes of complex and controversial land use process, politics and approval. Mr. Gibb has a unique understanding of the barriers often placed by government process and the amicable dissolution of those impediments to timely decisions and growth. He has been recognized by Chamber's of Commerce and non profit assistance organizations for his exceptional leadership, and he remains active in those organizations.

In 2008 Mr. Gibb was elected Supervisor in Orion Township, Michigan. In his short time as the Chief legal and administrative officer, Mr. Gibb was instrumental in coordinating the re-opening of GM's Orion Assembly Plant and the expansion or placement of dozens of businesses in the face of economic decline. Through the use of multi-year budgeting, expedited planning review, pre-determined zoning and tax allocations, and a variety of other aggressive leadership tactics Mr. Gibb

transformed Orion into a modern representation of its historical roots.

Mr. Gibb obtained a Bachelor of Arts from Alma College in 1990 and a Juris Doctorate from University of Kentucky in 1993. He lives in Lake Orion with his wife Debbie, and children, Emma, Megan and Ian.

Contact information:

Executive Office Building - 41 West
2100 Pontiac Lake Road
Waterford, MI USA, 48328-0409
Phone: 248-975-9636

New Member Profile

Josh A. Suardini, Vice President, Etkin Real Estate Solutions



Josh Suardini

Josh A. Suardini is a Vice President at Etkin Real Estate Solutions, a full-service commercial real estate firm engaged in the development, acquisition, management and marketing of office, industrial, retail and mixed-use properties.

Formed in 1982, the company is also actively involved in fee-based property management and development services on behalf of third party owners. To date, Etkin has developed more than 60 high-profile properties consisting of over 9.5 million square feet of commercial space.

Josh is a graduate of Michigan Technological University (BSE Civil Engineering) and Walsh College (MBA). He is a LEED Accredited Professional and has a State of Michigan Real Estate license. As vice president, Josh is responsible for day-to-day management of leasing, development, design and construction of Etkin's portfolio.

In addition, Josh has served as Owner's Representative on several high-profile projects throughout his career, as well as consulting with regional lending institutions on project feasibilities and inspection reporting. Josh has an impressive knowledge of construction and is known for having projects done on time and within budget. *Continued on page 3*

Sponsor Profile

Dykema

PROVIDED BY: KYLE HAUBERG, DYKEMA

Dykema's Real Estate Practice Group, one of the largest collections of practitioners in the Midwest, is consistently



recognized as one of the nation's leading practices. The group regularly garners high rankings from *Chambers USA*, and in 2011 Dykema was named the top Midwest real estate law firm by *Midwest Real Estate News*—an accolade earned in two out of the past three years.

Our real estate lawyers provide personalized service and practical advice to a diverse array of clients—from owners,

CoreNet Panel Weighs In On New Development Incentives

BY: ROBERT E. MATTLER, ESQ. ARMADA REAL ESTATE SERVICES



On Thursday, March 8th, CORENET hosted a professional panel at the Fort Shelby Hotel to discuss changes in the way Michigan supports new development under Governor Snyder's recently enacted programs. After networking and lunch, the panel took the audience of real estate professionals through the prior

state history of tax incentives for developments under the Granholm administration. Many in the audience recall there were no caps or ceilings on how much the state would spend for development projects that qualified under one of many available programs. My how times have changed!

One of Governor Snyder's first acts upon entering office was to eliminate the unpopular Michigan Business Tax (MBT) and replace it with a 6% corporate income tax on "C" corporations. As part of this restructuring, all MBT Credits utilized as development incentives (Brownfield, State Historic and MEGA Jobs Credits) were also eliminated. Governor Snyder's main point in such restructuring included the premise that each project should stand on its' own merit and that Lansing ought not be in the business of picking winners and losers in private business decisions by awarding tax credits.

In mid December, Governor Snyder authorized a five-bill

Continued on page 5

lenders, architects and developers to tenants, investors, property managers and local government agencies. Whether corporate or private, large or small, Dykema's Real Estate Practice Group practitioners provide legal representation and business counsel that help turn client ambitions into reality.

Kyle Hauberg, Director of Dykema's Real Estate & Environmental Practice Group and current Vice President of the Michigan Chapter of CoreNet, offers: "CoreNet has been a great sponsorship opportunity for our firm, creating opportunities to work closely with other Michigan real estate professionals in presenting educational programs to CoreNet Members. On a personal level, serving on the Board has also allowed me to development great relationships and build my reputation in the local real estate market."

About Dykema

Dykema is a leading national law firm, serving business entities worldwide on a wide range of complex business issues. Dykema lawyers and other professionals in 11 U.S. offices work in close partnership with clients – from start-ups to Fortune 1000 companies – to deliver outstanding results, unparalleled service and exceptional value in every engagement. To learn more, visit www.dykema.com.

Suardini *From page 2*

Josh was born in Michigan and has spent his entire life here. He lives in the Milford area with his wife and two sons.

Charity Casino & Awards Night

Mark your calendar for a night of Fun - May 16th 2012 from 6:30 pm to 10 pm. We will be honoring the Henry Ford Health System, a nationally recognized \$4 billion health care organization with 23,000 employees.

Profit from the event will benefit the Detroit Riverfront Conservancy whose mission is to bring public access to Detroit's Riverfront. We support the fabulous job they are doing! (*See page 5 for flyer.*)

CORENET GLOBAL Michigan Chapter 2012 Annual Sponsors

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2012-13 Sponsorship opportunities are now available

Contact Joanne Sisson: 586-834-3489

jsisson@palmermoving.com

Last Chance to Join these Outstanding Companies in Becoming an Annual CoreNet Global Michigan Chapter Sponsor!



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For information on Sponsorship Opportunities, contact Joanne Sisson at 586-834-3489 jsisson@palmermoving.com
Or see: [Sponsorship Brochure](#)

Chapter Events - Education Bright Future – Big Cities. . . . Detroit: Building For The Future

BY: MARGARET ST. ANDRE, AUTO CLUB GROUP

Register and join other professionals at a full-day educational session (6 credit hours).

Date: May 22, 2012

Time: 7:30am - 5:00pm

Program Overview:

The goal is to inspire the next generation of urban revitalization, and rebuilding of Detroit neighborhoods and the region. Community, economics, environment, health and design need to be addressed simultaneously through next generation of urban design and planning. The session's objective is:

- To promote sustainable development, green buildings and communities to regenerate and sustain the health and vitality of Detroit, the Michigan region and beyond.
- To participate in the revitalization of Detroit by inspiring businesses, professionals and students to acquire the knowledge and insight that will empower them to address the many complexities of sustainability.
- To present realistic next generation urban solutions to major sustainability problems - whether related to energy, water conservation, air pollution, transportation, or any other area.

Location: UAW-GM Center for Human Resources,
200 Walker Street,
Detroit, MI 48207

Speakers: Dennis Walsh, Sustainability Futurist and Consultant would facilitate the session; Andrew Mangan US BCSD; David Norwood, USGBC; Haris Alibasi, Grand Rapids; William Hartman, Gensler; Bill Stough, Sustainable Research Group; and David Miller, Duo-gard Industries

BlueWork (Facility Planning for a Mobile Workforce)

BY: ROBYN KAISER, AMERICAN EXPRESS

Program Overview:

Given technology advances in the last decade or so, today's workforce has become increasingly mobile. Employees' travel for business, work from home, and visit customers. When they are in the office, they are often in meeting spaces. On average, they are away from their desks about 50% of the time. As a result, facilities are underutilized. BlueWork at American Express was developed to meet these needs – supporting flexibility and collaboration while managing real estate costs. Branded "How Work Gets Done at American Express," it is a global workplace program that addresses how work is changing, as well as how we are using our space and taking advantage of technology to enable mobility. *See Page 6 for Session Details*

Development Incentives

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package, effectively creating a new economic development structure in Michigan along with community revitalization programs that empowers the Michigan Strategic Fund (MSF) to provide \$100 million annually in incentives for highly competitive, qualified projects. This annual appropriations-based allocation is to be reviewed and apparently adjusted each year.

It's certainly not a stretch to suggest the Michigan development community is nervous because that \$100 million represents only 20% of the credits previously approved by the state each year and only a fraction of the necessary annual funds. Two case studies discussed proved the point that neither one would have had sufficient funding under the Community Revitalization Program since eligible investments and loans are capped at \$10 Million per project. Both The Broderick Tower and The Fort Shelby Hotel projects had multiple layered financing, several concurrent tax incentive financing tools and extremely complicated organizational models, all of which were necessary to make such projects "redevelopment ready". Again, neither one of the above-named projects would have been built under the present tax incentive restructuring and current financing programs.

While it is commonly understood at this time that Governor Snyder is adamant about changing how the State of Michigan does business through its assistance with the private real estate development sector, it is very uncertain whether the present tax incentive program is robust enough to provide the necessary momentum to help create more Michigan jobs and to return a better quality of life back to urban centers. Perhaps there is recognition of this uncertainty in Lansing at this time since the panel commented on the fact the MEDC has hired Austin, Texas-based Angelou Economics to conduct an economic impact study to determine whether our

business tax incentives are still competitive with other states. It will be interesting to see how this tension between the private development industry and the state government gets resolved. Stay tuned!

ROBERT E. MATTTLER, Associate Broker, Attorney and LEED AP BD+C, is Director of Green Brokerage at Armada Real Estate Services in West Bloomfield, Michigan. He speaks and writes about emerging green real estate issues in Michigan and elsewhere. For more information, contact Bob at Armada Real Estate (248) 855-1221; or by e-mail: bmattdler@armadarealestate.com

President's

From page 1

Programs – West Michigan. Joanne Sisson has stepped back into the Board as V.P. Sponsorship. Many Thanks to the returning Board Members and Chapter Administrator for their talent and time commitment: Kyle Hauberg, David Eby, Kevin Kernan, Kathy Banicki, Debbie Morceri, and Paula Arwady.

Finally, one of the largest changes is the role of Immediate Past President, now filled by Bill Madias of VHM Enterprises. I can clearly recall a nice sunny February 2011 day, getting off a plane in Atlanta Georgia to attend a Leadership Conference, thinking... what in the world did I get myself into. A little more than a year later, after being mentored by Bill, I am glad I did! Bill has lived and breathed CoreNet all last year.

He would enthusiastically call me late evenings, early mornings, mid-day and even weekends to share some of the latest breaking developments within CoreNet Michigan. Through Bill's leadership, our Chapter has successfully implemented a Young Leaders Program, held the first End-Users Forum, and will on May 22nd hold an all day Educational Round-table. It is not too often you come across someone like Bill that displays a genuine interest in the Success of CoreNet.

SAVE THE DATE! Charity Casino & Awards Night

Wednesday May 16th 6:30pm at The Roostertail

Honoring:



Join the CoreNet Global Michigan Chapter as we honor **Henry Ford Health System** as the **"Real Estate Contributor of the Year"** for their outstanding commitment to our community, in a fun filled evening with food, drinks, and casino games at the Roostertail over-looking the Detroit River. Your ticket includes a 3-entrée buffet, open premium bar, 20/20 raffle, blackjack, craps and roulette tables.

This event Benefits



We are currently accepting sponsorships for this event. Please contact **Mitzi Hamp** for more event information, at phone 248-936-5270 (mitzi.hamp@aon.com) or Paula Arwady at 248-318-2588 (paarwady@comcast.net)

SAVE THE DATE
SAN DIEGO

CoreNet Global Summit
29 April - 1 May 2012

REIMAGINE
REORIENT REIGNITE REINVENT

My transition into my new role is an easy one because of his leadership, friendship and many contributions during his Presidency. On behalf of the CoreNet Michigan Chapter, Thank You Bill Madias!

I would also like to take this opportunity to recognize the following individuals for their time and commitment over the past year, and they move to other areas away from the Board: Mark Adams, Robert Bowen, Mitzi Hamp and Chuck King.

Look forward to seeing everyone at the upcoming events!
Margaret A. St. Andre, MCR

2012 Michigan Chapter Sponsors



2012 Program Schedule

To register, contact Paula Arwady at paaarwady@comcast.net or 248.377.0833 (fax) • www.corenetglobal.org/chapters/michigan

Date/Time	Topic	Speaker	Location	Sponsor
April 19, 2012 3:30 p.m. – 7 p.m.	West MI Education Session “Global Manufacturing & Distribution Logistics”	Jeff Noel Corporate Vice President Communications & Public Affairs, Whirlpool; John Halford, Director, Indirect Procurement, Perrigo	1 Haworth Center Holland, MI	Haworth
April 26, 2012 11 a.m. – 2 p.m.	Education Session “BlueWork (Facility Planning for a Mobile Workforce)”	Robyn Kaiser, American Express	VisTaTech at Schoolcraft Livonia, MI	General Motors
April 28 – May 1, 2012	CoreNet Global Summit	Various	San Diego, CA	Various
May 16, 2012 6:30 p.m. – 10 p.m.	CoreNet Gala - Detroit Riverfront Conservancy Charity Event	Henry Ford Health System	The Roostertail, Detroit, MI	Various
May 22, 2012 7:30 a.m. – 5 p.m.	Education Session “Detroit: Building For The Future”	Dennis Walsh, Sustainability Futurist and Consultant; Andrew Mangan, US BCSD; David Norwood, USGBC; Haris Alibasi, Grand Rapids; William Hartman, Gensler; Bill Stough, Sustainable Research Group; David Miller, Duo-gard Industries	UAW/GM Center for Human Resources (CHR) Detroit, MI	TBD
July 24, 2012 9:00 a.m. – 6 p.m.	CoreNet/Comerica Golf Outing Benefiting Boys Hope Girls Hope	TBD	Indianwood Country Club Lake Orion, MI	N/A

Upcoming Events/Professional Development

- **West Michigan Education Session**

Thursday, April 19, 2012, 4:00PM - 7:00PM

Topic: Global Manufacturing & Distribution Logistics
Panel discussion to revolve around their global presence and the factors impacting portfolio decisions. What are the trends, issues and challenges facing their respective businesses with regarding to their manufacturing operations and supply chain logistics required to service a global market.

Location: Haworth Corporate Headquarters; One Haworth Center
Holland, MI

Speakers: Jeff Noel Corporate Vice President Communications & Public Affairs, Whirlpool; John Halford, Director, Indirect Procurement, Perrigo

3:30 pm - registration

4:00 pm - program

5:30 pm - Social hour

- **Education Session**

Thursday, April 26, 2012, 11:00AM - 2:00PM

Topic: BlueWork (Facility Planning for a Mobile Workforce)

Program Overview: *See page 4*

Location: VisTaTech at Schoolcraft College,
Livonia, MI

Speaker: Robyn Kaiser, American Express

- **Education Session**

Thursday, May 22, 2012, 7:30AM - 5:00PM

Topic: Bright Future - Big Cities. . . . Detroit: Building For The Future

Program Overview: *See page 4*

Location: UAW-GM Center for Human Resources,
200 Walker Street,
Detroit, MI 48207

Speakers: Dennis Walsh, Sustainability Futurist and Consultant would facilitate the session; Andrew Mangan US BCSD; David Norwood, USGBC; Haris Alibasi, Grand Rapids; William Hartman, Gensler; Bill Stough, Sustainable Research Group; and David Miller, Duo-gard Industries

For information on the above listed events, please contact, Paula Arwady - 248-318-2588 or paaarwady@comcast.net