

Save
the Date
for the



2013 AWARDS OF EXCELLENCE

CoreNet Global • Mid-Atlantic Chapter

The CoreNet Global Mid-Atlantic Chapter is pleased to announce the **2013 Corporate Real Estate Awards of Excellence Gala!** By popular demand, this year's event is moving from Fall to Spring and will be held in late May. Last year's sold out Gala was a huge success and this year's event is gearing up to be just as amazing. More details will be available soon, please check the website.

Award nominations will open soon

Sponsorship opportunities are available! Contact [Carolyn Swanson](#), Chapter Administrator, for more information.



Don't Let Your Membership Lapse!

As you know, in 2012 CoreNet Global moved to calendar-based memberships. As of January 1, 2013 all existing memberships should have been renewed.

Have you renewed your membership? If not, we strongly encourage you to renew before the end of February. With your renewal now our chapter will be able to increase programming, networking and philanthropic activities and deliver more value to you in 2013.

How do I renew? Renewal is extremely easy. Simply click [here](#) and renew your membership online right now!

Should you have any questions, please feel free to [contact our team](#). We look forward to your continued membership and support of the Mid-Atlantic Chapter.

[▶ RENEW NOW!](#)

Upcoming Events:

- Feb. 26: **Planning an Office for the Next Generation**
- Feb. 27: **CoreNet Virtual Program**
- Mar. 14: **Happy Hour/Annual Meeting**
- Mar. 21: **Education Program**
- May: **Corporate Real Estate Awards of Excellence Gala**
- June 17-18: **Eastern Regional Symposium**

Visit the [events section](#) of the chapter website for more information and to register.

Are you a member of the CoreNet Mid-Atlantic Chapter?



CoreNet members receive access to professional resources, discounts at events, great networking opportunities, invitations to exclusive members-only events, and more. Click [here](#) and register online today!

JOIN NOW

connect with nearly 7,000
members world wide

Letter from the President

As we wrap up the end of the fiscal year, I want to take this opportunity to acknowledge our board for their dedication, leadership and the many contributions provided during my tenure. This year has been, by far, filled with many accomplishments, significant changes and wonderful memories. We will be highlighting some of these major accomplishments at the annual membership meeting, to be held on March 14, 2013. Please make sure to be on the lookout for details and we hope to see you there!

The Executive Committee has made some significant changes to the chapter which we believe are in alignment with continuing to provide value to the chapter. First, we have added a Secretary position to the Executive Committee intended to provide governance oversight to the chapter. Please remember that voting for the Executive Committee begins February 14th.

Additionally, in response to the feedback from our members, sponsors and prospective sponsors, we have restructured our sponsorship program. The program will now run on a calendar year rather than on a fiscal year. We amended the sponsorship levels and have added a few other options in order to allow more opportunities for organizations to become sponsors thus providing the ability to promote their organization, services and/or products.

Lastly, we moved around the timing of two of our pinnacle programs. In an effort to ensure that our Gala does not compete with the CoreNet Global Summit in October, we have shifted the timing of the Gala to end of May and our golf tournament to early fall.

The chapter continues to bring value to our members by supporting, educating and promoting the real estate executive. We have several educational and social events planned. Please make sure to join us at an event soon!

I also want to acknowledge the support of HITT; Jones Lang LaSalle; Price Modern; I-95 Business Parks Management; Cresa; DTZ; MOI; Tishman Speyer; and all of the rest of our sponsors. This chapter would not be a success without your continued support!

I want to personally thank you for a wonderful year. I truly cannot thank you enough for your contributions, participation, and commitments. I look forward to stepping into an advisory role and I will **focus** all of my efforts to support the chapter accordingly. You all have made this year a true success, thank you!



Sincerely,

Lorena Stranigan
President, Mid-Atlantic Chapter
CoreNet Global

 **Mid-Atlantic
Chapter**

CORENEWS

Winter 2013

Executive Committee Mid-Atlantic Chapter

President, **Lorena Stranigan** • Kaiser Permanente
President-Elect, **Deane Edelman** • General Dynamics Information Technology
Treasurer, **Stacey Cohen** • Marriott International
Chair/Advisor, **Laura Morris** • Perkins+Will
CoreNet Global • 133 Peachtree Street, N.E., Suite 3000 • Atlanta, GA 30303

Feb. 26 Education – Planning an Office for the Next Generation



Next Next Generation...
We've heard a lot about the
multigenerational workforce
and its impact on the office,
but if you really want to
plan the office of the future,

you have to know what's coming next. What
will the generation after the millennials look
at and what is likely to be their impact on
the way we work? Please join Kay Sargent
of Teknion and Andrea Fitch of Kramer
Consulting as they enlighten us. Light
dinner fare will be included. Special thanks
to our event sponsor, CORT.

When: Tuesday, February 26, 2013,
4:30 PM - 6:30 PM

Where: Thalhimer HQ,
11100 W Broad Street,
Glen Allen, VA 23060

Cost: Member/\$20 and
Non-Member/\$40

Visit the [events section](#) of the website for
more information and to register.

CoreNet Virtual Learning Program

You are cordially invited to attend the CoreNet Global 2013 Winter Virtual Learning Program. The Future of Design and Construction Efficiency – Use of Lean Principles in the Design, Engineering and Construction process, taking waste out of the delivery of Capital Projects. This session will present actual project case studies on BIM and IPD Delivery systems, how Lean and BIM were used to enable improved workflows across the integrated team as well as sharing of Owner Metrics on project successes.



Panelists:

John R. Patelski, P.E., LEED AP,
Executive Vice President,
Ghafari Associates

Robert Mauck, A.I.A., P.E.,
Vice President, Virtual Design &
Construction, Ghafari Associates

Digby Christian,
Regional Manager, Sutter Health –
Facility Planning & Development

This webinar is produced and
hosted by CoreNet Global's
Young Leader SIG and Industrial/
Manufacturing Knowledge
Community. No Need to RSVP!

Event Details:

Date: February 27, 2013

Time: 12:00pm

Call-in Toll Free Number:
1(866) 520-9093 (US)
Conference Code: 313 747 3491
Global Call-In Numbers:
Click [here](#) to download

Interested in sharing your own
expertise or ideas with 100+ other
CoreNet members around the
globe? Host your very own VLP.
If interested, please contact
[Tricia Warrick](#) for details



The 2013 Eastern Regional Symposium returns to Philadelphia this June! The event is scheduled for June 17-18, 2013 at the University of Pennsylvania and will focus on the theme of "Resource Strategies for Resilient Corporate Real Estate Portfolios." The educational sessions will focus on the new challenge to make cities and buildings resilient, sustainable, functional, vibrant, and attractive with ideas, tactics, and strategies to meet these challenges in a cost effective manner.



The ERS Planning Committee recently announced that Andrew Zolli, Executive Director and Curator of PopTech, will be the keynote speaker at the symposium's Opening General Session, entitled "Resilience—Why Things Bounce Back." Zolli is a big picture thinker at

the intersection of trends, technology, strategy and innovation. His presentation will explore 'resilience thinking' and how it is starting to shape how urban planners in big cities think about updating antiquated infrastructure. His presentation also centers on how 'resilience thinking' can bolster people's psychological and physiological capacity to deal with high-stress circumstances.

The 2013 Eastern Regional Symposium is a members-only event and is brought to you by the following CoreNet Global Chapters: Philadelphia; New Jersey; Connecticut/Westchester; Long Island; Mid-Atlantic; New England and New York City.

Sponsorship Opportunities are Available!

Please contact Carolyn Swanson, ERS Administrator,
at cswanson@corenetglobal.org for more information.

Learning to Leverage Social Media

The Mid-Atlantic Communications Committee hosted an evening of Social Media education on November 13 in Washington, DC at the Herman Miller Showroom. Evan Gassman with the David All Group explained the evolution of social media, presented an overview of the different Social Media offerings, and provided ideas on how to use them to propel ideas, make connections, and gather information. After the presentation, attendees participated in hands-on breakout sessions led by our CoreNet Social Media experts in the following areas: LinkedIn Beginners, LinkedIn Intermediate/Expert, Twitter, Blogging, and Facebook. Groups rotated once, allowing them to explore two areas. After the session, the attendees enjoyed a networking cocktail party, hosted by Herman Miller.



From Richmond to DC - The Mid-Atlantic Chapter Celebrates the Holidays!

On **December 6th**, members of the Corporate Real Estate community gathered at MOI's Richmond Showroom, within the James Center, to celebrate the Holiday Season through fellowship and networking. In keeping with the spirit of the season, many of the guests brought gift cards that were donated to St. Jude Children's Research Hospital. Thank you to everyone who made a donation. Special thanks go to our event sponsors: MOI, Tandus Flooring and VA EDP.



Kristen Inghram with Tandus; Samantha Fischer with Capital One; and Angie Mellgren with Odell

On **December 12th** more than 150 chapter members and guests celebrated the holiday season with hors d'oeuvres, drinks, dessert, and raffle prizes at SRA International in Washington, DC. Members brought more than 100 toys to donate to the Marine Toys for Tots Foundation as a way to give back to the community. Special thanks to SRA International for hosting the holiday party and to IST for sponsoring the event.



Kelly Shay with Interior Architects; Sarosh Olpadwala with SIGAL Construction; and Angie Wasmer with Teknion



Toys for Tots Donations

Uncertainty! Uncertainty! Uncertainty!

Uncertainty was the word of the day at the 2013 Regional Real Estate Forecast held at HITT Contracting's Fairfax office. A packed room gathered to listen as the panelists discussed the outlook for the Mid-Atlantic Region for 2013.

Paula Munger, Regional Research Director for the Mid-Atlantic Region of Cushman & Wakefield, started off the event with the Office Market outlook and update. Education and Healthcare will remain strong. While 2013 does not look great, there is anticipated growth by 2015. On average, DC and Northern Virginia will



see increasing rental rates, while Suburban Maryland will see decreasing rental rates. Concessions have topped out, but will hold firm through 2013. In the Washington Metro market renewals will continue to dominate. In Baltimore, the Fort Meade district

was the healthiest due to the government contractor demand. Richmond will see continued slow improvement and while absorption rates are positive, they still fall below 2011 levels.

Jae Lee, Senior Vice President and GSA Specialist at Jones Lang LaSalle, focused on the GSA leasing trends in the National Capital Region. The government is trying to set an example by reducing their footprint. In the past, 60,000-80,000 SF was the average lease size – this is drastically going down. Lease terms are also decreasing. Agencies are seeking short-term leases while they establish their long-term capital plans.



Mike Miller with American Office and Derek Gallardo with HITT Contracting

are favored. The question remains – what happens to buildings that are not near such amenities? Maryland continues to grow through urban infill of the live, work, play model, but the 270-corridor will be tough.



Kevin Graves with SRA International and Tony Womack with Tishman Speyer

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Finally, Bill Kaye, Executive Vice President and Capital Markets Specialist at CB Richard Ellis, gave an overview of Capital Markets. According to Kaye, there is no shortage of capital, but the Washington DC area continues to be scrutinized (2012 saw low transactions – 30% off from 2011). There are favorable interest rates for investors, but as the economy continues to recover through 2015-2016, interest rates will begin to creep back up. Properties that model the Live, Work, Play scenario

LAS VEGAS 2013



CoreNet Global North American Summit

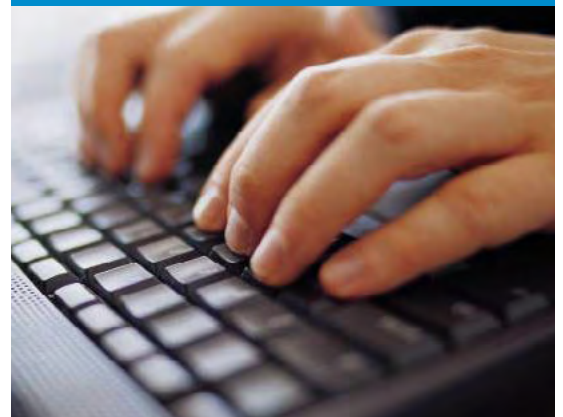
21-23 October 2013

Call for Proposals: Deadline is March 7, 2013

The purpose of the Call for Proposals is to provide an opportunity for you to submit ideas for innovative breakout sessions at the Global Summit. Featured breakout sessions will be comprised of leading edge content, interactive formats, and highly knowledgeable, engaging speakers. CoreNet Global members and the wider corporate real estate community are encouraged to submit a proposal for consideration by March 7, 2013. Click [here](#) for a listing of the Summit Tracks and details on how to submit a proposal.

Did You Know We're Online?

Follow the latest Mid-Atlantic news by joining our [LinkedIn Group](#) or reading our [industry blog](#). Our online group is focused on advancing real estate knowledge, connecting people, and promoting more interaction and “personal touch” for our local members.



Volunteer Opportunities



Share your expertise and support your Chapter... Volunteer today! This year, the Mid-Atlantic Chapter plans to add even more value to its members by delivering quality events and educational opportunities. To do that, we need the help

of energetic volunteers just like you! Click [here](#) to view our committees. Each of them could use support with current objectives and help in creating new ones.

Welcome New Members

Jamie Austin	• PwC
Patrick Barnhart	• Kramer Consulting Services PC
Rebecca Carr	• PriceWaterhouse Coopers
Erin Cotter	• Davis Carter Scott Ltd
Steve Domeshek	• Verizon Communications
Tim Farmer	• Intergrys Energy Services
Spencer Francis	• Bowman Consulting
Lynne Goldberg	• Capital One
Heidi Harper	• Jones Lang LaSalle
Michael Heberer	• Versar, Inc.
James Herbert	• Loudoun County
Valerio Indelicato	• PwC
Gregory Jasiota	• James G. Davis Construction Corp.
James Kerrigan	• KlingStubbins
Scott Leister	• Knight Capital Group, Inc.
Matthew McCabe	• Turner Construction Company
Meaghen Murray	• Capital One Financial
Jenna Polivka	• Cassidy Turley
Roman Richey	• CEB
Charles Roberts	• Steven Kahle Architects
Nancy Siefert	• KlingStubbins.com
Robin Sullenberger	• Shenandoah Valley Partnership
Gary Ventry	• Maryland Dept. EDC
George Vogeley	• Vornado/Charles E. Smith
Robert Wiesner	• Johnson Controls
Steven Wingert	• Verizon
Jennifer Yun	• AMERIGROUP Corporation

CORENews

Winter 2013

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End-User Dinner Series:



CoreNet Global

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