



Is Vested Outsourcing the Right Choice for Your Organization?



Not content to let the snow settle or the ground thaw, we started our programming early in the year with our Vested Outsourcing event on January 17th. The discussion between Louis Fitzpatrick from Novartis and Michael Thompson of JLL was moderated by SIREAS President Ingrid Fenn. With 50 people in attendance the panel quickly morphed into a back and forth discussion between the panelists and the audience about breaking down institutional silo's and winning buy in throughout the organization. The panelists walked the audience through the Vested process, extending the conversation beyond the Novartis and JLL dynamic and exploring the evaluation process of partnership. Those who braved the elements to join the dialogue were richly rewarded with this inaugural 2018 event.



*Dawn Foerst, Merck
and Marty Dowd, McCarter & English*



Member Spotlight

**Karen
Ehrenworth**
Johnson Controls



*By Annemarie Fleming, MovePlan,
Communications Co-Chair*

What are your general job responsibilities or areas of expertise?

As a Global Real Estate Manager, my primary responsibilities include project / change management, lease administration, and M&A. Areas of expertise are to effectively execute M&A activity, implement process improvements and best practices, improve data integrity of JCI's global real estate portfolio, and create greater alignment with 3rd party service providers.

Over the course of the merger between Tyco and Johnson Controls, Inc., I had the opportunity to take a lead role in many of the merger activities which involved

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Don't Miss These Events!

- Feb. 21: **Membership Orientation and Networking**
JLL, Parsippany, NJ
- Mar. 1: **Cyber Security and CRE: Managing the Risks and Safeguarding Your Business**
McCloone's Boathouse, West Orange, NJ
- Apr. 12: **Women's SIG Program**
Structure Tone, Woodbridge, NJ
- Oct. 14-16 **CoreNet Global Summit**
Veterans Memorial Convention Center,
Boston, MA

Events to be on the lookout for...

- May: **Young Leader's Speed Mentoring Event**
- June: **Golf Outing**
- July: **Summer Social**

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

EXECUTIVE COMMITTEE:

Chapter Chair/President:

Don Watson, Merck

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Annemarie Fleming, MovePlan
Sonya VERNY, Colliers International

Education

Co-Chairs:

Stephen Blau, CFI
Dawn Foerst, Merck

Women's SIG

Co-Chairs:

Erin Pollex, Shaw Contract Group
Mary Beth Sullivan, Teknion

Membership

Co-Chairs:

Liz Archer, Dewberry
Stacey Katz, Richard L. Hoffman & Associates, Inc.

Young Leaders

Co-Chairs:

Ryan McCarthy, JLL
Banafsheh Soltani, Gensler

Advisor:

James Pazzaglia, Procter & Gamble

Special Events

Chair:

Nina Chmura, Withum

Sponsorship

Chair:

Steven Bleiweiss, Avison Young

Letter from the President

I hope everyone is off to a great start in 2018. As a chapter we had a great and engaging January educational event on Vested Outsourcing. I would like to thank Novartis for the great job in hosting the event, even with the early morning weather challenges. We are committed to providing educational opportunities based upon what is happening in our industry.

I would like to share with you a Global CoreNet 2018 project entitled "FutureForward 2025." FutureForward 2025 is a strategic project aimed at predicting and preparing for the association model of the future. This forward-looking initiative has the ultimate goal of formulating bold ideas that ensure the association's relevance and indispensability for years to come.

This project will entail a discussion along four primary, association-related workstreams:

- **The Future of Belonging:** What is the membership model and composition in 2025 and what is the ultimate member value proposition?
- **The Future of Learning:** What is the ideal training and professional development model needed for our members in 2025?
- **The Future of Convening:** How will members want to convene in 2025 and for what purpose?
- **The Future of Information & Content:** What types of information and content will members demand in 2025 and how should it be delivered?

We are going to focus on where the organization should be heading and who the organization should be serving. As a chapter we will explore opportunities to participate and provide feedback into this initiative and I look forward to your participation. Thank you.



Sincerely,

Don Watson
President,
New Jersey Chapter CoreNet Global



Upcoming Events

Wednesday, February 21, 2018

CoreNet NJ Membership Orientation The Value of Membership: Program and Networking Reception



As a new or prospective member, you might be wondering how a membership in CoreNet NJ can help your career development. Do you know all the benefits that membership has to offer? Join us for a complimentary member orientation and networking reception on the evening of February 21st. During the orientation you will:

- Learn tips on optimizing your membership
- Explore upcoming chapter events and activities
- Learn how your participation can enhance your professional and personal development

- Hear from Education, Special Events, Membership, Sponsorship, Communications, Young Leaders and Women's Special Interest Group Committee representatives
- Learn more about the CoreNet Global Professional Development Program, tools and resources
- Meet the Board of Directors, committee members and network with peers

DATE: February 21, 2018

TIME: 5:30pm - 8:00pm

LOCATION: JLL, 8 Campus Dr., Suite 305,
Parsippany, NJ 07054

Thursday, March 1, 2018

Cyber Security and CRE: Managing the Risks and Safeguarding Your Business



Join leading business experts for a panel discussion about the various cyber security hazards infiltrating the CRE World today and how integrating innovative technology into your building can help minimize those threats. Learn strategies you can implement immediately to protect your

business from cyber attacks and legal threats, and to mitigate many other risks in today's tech-driven CRE world. Gain tips on how you can protect your business commercial assets and the tenants that occupy them. The event will close with a wine and olive oil tasting session led by some of New York's finest culinary experts.

SPEAKERS:

Anupam Goradia, Senior Manager,
Cyber & Information Security Services - Withum

Rich Schatzberg, CFO - SWK Technologies

Don Sebastian, SVP, Research & Development - NJIT

EVENT INFO:

DATE: March 1, 2018

TIME: 4:30PM - 7:30PM

LOCATION: McCloone's Boathouse (the Charles Room), 9
Cherry Lane, West Orange, NJ 07052

FEES:

Members - \$40

Non-Members - \$80

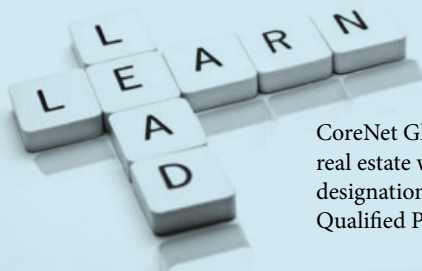
Young Leaders - \$35

Students - \$25

Thank you to our event sponsors:

**Dauphin, C&C Technology, Convergent Technologies,
Mancini Duffy, Scholes Electric & Communications, and Withum**

Click Here to Register!



Professional Development Opportunities

CoreNet Global offers several different courses throughout the year and across the world for those in corporate real estate who want to advance their careers. The courses offered will help professionals earn the following designations: Master of Corporate Real Estate (MCR), Senior Leader of Corporate Real Estate (SLCR), and Qualified Professional of Corporate Real Estate (QPCR). [Click here](#) to access the full calendar of events.

Where are we putting all this data?: Data Center Concepts for the Real Estate Professional

By Robert Foley, P.E., Dewberry



How many times have you tapped electronic data today? Our staggering appetite for data continues to drive the data center market, so we were glad to hear the latest insights from a panel of experts on November 29, 2017 at Digital Realty in Clifton.

2017 was a whirlwind year for me crisscrossing the country as a civil engineer for fast-track data center developments. On that Wednesday evening in Clifton, I had the pleasure of introducing industry experts and then sitting back to hear their understanding of the market today, and expectations for the future. Rick Drescher, Managing Director for the Critical Facilities Group at Savills Studley, moderated the panel consisting of:

- **Steve Verp**, Director of Real Estate for Digital Realty and our host for the evening;
- **Andrew Graham**, Director Critical Environments Group; and
- **Justin Broadbent**, Manager for the Infrastructure Services Group at SHI International Corp.

First we were given a high-level overview of the New York/New Jersey data center market, including opinions on market strength moving forward and where the demand is coming from.

Turning to client expectations, the panel discussed key data center marketability elements such as colocation, cloud, and connectivity; what end users desire of these elements in their leased data center space; and how these tangible items directly relate to managing a real estate portfolio. The panelists discussed site selection considerations—expanding from the New York Metro market to considerations in the greater Northeast geography; lease/licensing agreement structures; and requirements that we can expect to be included in future data center occupancy deals.

For a deeper dive, check out [JLL's Global Data Center Outlook](#) for Year End 2017.



Outsourcing in Corporate Real Estate

By David Harrison, CoreNet Global

Very often, a corporate real estate department will partner with a service provider so closely that the service provider's employees are housed within the corporation on a near-permanent basis.

Take that one step further, where you may have corporate employees and service provider employees working side by side in a co-working space, and it becomes nearly impossible (outside of the financial statements) to tell where the lines of "outsourcing" are drawn.

But outsourcing remains a key strategy for corporate real estate (CRE) executives, which is why CoreNet Global and Deloitte recently revisited their ongoing look at outsourcing trends for both end users and service providers in the profession. [Click here](#) to read about the key findings.

A Unique Leadership Opportunity Awaits You

Are you interested in furthering your career, building your network of professionals, strengthening your leadership skills, and implementing new ideas within the corporate real estate community?

If so, the CoreNet NJ Chapter has an incredible opportunity for you.

We are looking for volunteers in many different capacities.

There are several ways to get involved such as:

- **Helping a committee**
- **Hosting an event at your facility**
- **Speaking at an event**
- **Writing an article for the newsletter**
- **And more!**

Volunteers have access to the behind the scenes chapter happenings

and can give you a leg up in the corporate real estate community. Volunteering does not have to be a big commitment, but can be very rewarding. Put in as much or as little time as you want.

If you are interested in getting involved, contact Amy Gallagher at newjersey@corenetglobal.org.



Member Spotlight *continued from page 1*

planning and execution of the real estate migration projects. I also had the opportunity to become PROSCI trained and found a real passion around implementing change management for the integration of real estate IT systems and processes which translated into meaningful results for the real estate organization and its leaders. This has been an extremely fulfilling time in my real estate career.

Tell me about your company

Johnson Controls is a global diversified technology and multi industrial leader with over 120,000 employees serving a wide range of customers in more than 150 countries. Our Buildings and Global Products divisions makes the world safer, smarter and more sustainable. Our technology portfolio integrates every aspect of a building whether security systems, energy management, fire protection or HVACR to ensure we exceed customer expectations at all times. Our Power Solutions division has made us a world leader in energy storage. We create the most advanced battery technologies for virtually every type of vehicle on the planet. We develop, manufacture and distribute the smartest portfolio of lead-acid and lithium-ion technologies in the world.

How did you become familiar with CoreNet?

A former colleague told me great things about CoreNet. I did a lot research and recognized the value CoreNet could provide by allowing me to continue my education and further my professional development, so I immediately registered to pursue my MCR.

How have you benefitted from being a member?

CoreNet has given me the opportunity to expand my corporate real estate knowledge by providing industry related seminars and local chapter events facilitated by top-notch professionals. Additionally, I completed my Masters in Corporate Real Estate in the summer, 2017. To this day, the people I have met and instructors I have learned from have truly advanced my professional knowledge. Specifically, the lessons I gleaned during the Enterprise Alignment seminar informed me on how to develop effective business strategy and planning process which helps me to identify the specific expectations that define success.

The best piece of advice I ever received was...

"Whatever you are doing, just do your best!"

One thing I can't live without is...My family.

Some of my favorites...

Book: Too many to list!

Food: Italian

Hobby: Swimming

Vacation Spot: Upstate New York on Lake Ontario hanging with my dad and family

Restaurant: Witherspoon Grill

Things to do on weekends: Spending time with family and friends, library and exercise

Follow our company page on



Did you know that CoreNet NJ has a LinkedIn company page?

This page provides a great resource to network and collaborate with peers, share and discuss relevant articles and find out what's happening in the industry.

[Click here](#) to start following us today!

Welcome New Members

Timothy Burdge • Syska Hennessy Group

Michael Calistri • Newell Brands

Lana Kleter • Cityscapes NYC

Christie Mullen • Structure Tone, Inc

Matthew Negron • Dauphin North America

Tamas Petofi • Robert Director Associates



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