

CHAPTER NEWSLETTER



OUR MISSION



ADVANCE Knowledge of corporate real estate professionals, so that they may achieve greater professional success and, in turn, better the industry.

CONNECT People. Provide opportunities for growth and excellence-minded professionals with diverse experiences to share industry information and intelligence.

PROMOTE Personal Excellence. Provide the tools and support to enhance the accomplishments and success of real estate professionals worldwide .

A LETTER FROM OUR PRESIDENT

Dave Johnson, MCR, CCIM



I hope that the CoreNet Colorado community is enjoying their final weeks of 2023. It has been an incredible year for our Chapter as we welcomed in October about 2,000 attendees to the North American Global Summit.

As a result of hosting the Summit, we hope to experience a springboard of interest and engagement with the Colorado Chapter in 2024.

As the commercial real estate industry continues to face headwinds, our Chapter continues to develop content and programming to meet the moment. I want to highlight several events that took place in the second half of 2023 that will carry over to 2024.

August 17th - Annual Bocce Bash at Dicks Sporting Good Park

- This event never disappoints, and we are looking forward to another great event in 2024. Special thanks to Gabrielle Gorman

September 6th - Annual Golf Tournament

- Our Annual Golf Tournament was held under a classic Colorado bluebird day at Arrowhead Golf Course, and we had a strong 18 team tournament with excellent sponsorship. As a Board, we are committed to limiting this event to 18 teams in 2024 to ensure a reasonable round of golf followed by an awards celebration.

October 3rd - End User Coffee Connect with the Chicago Chapter

- This was a virtual end user event that

we will look to replicate in 2024. We enjoyed tremendous participation from our corporate real estate leaders. Special thanks to Dave Atencio and Andy Bade.

October 28th - 30th - North American Global Summit

- For only the second time ever, Denver hosted the North American Global Summit with over 2,000 attendees. We even surprised our visitors with a late October snowstorm. Interestingly, I heard that many of our international visitors had never seen snow before so for them it was a nice surprise. For those of us who live in Colorado it is just one of those things that happens. Special thanks to Louise Bowen for coordinating our Chapter host responsibilities.

What to Expect in 2024

I would like to formally introduce Josh Valdivia-McDonald, who is our new Programs Chair. Josh is hard at work at finalizing our 2024 Programs Schedule. Our Chapter goal is to increase member engagement through a combination of events including property tours, topical industry panels and an increased emphasis on growing our End User community. In addition, we will hold targeted Young Leader and Member networking events throughout the year.

We have several new Board members, who will be announced at our December 14th Holiday Party at the University of Denver. Please plan to join us to celebrate another successful year.

The future is bright, and I am optimistic that our Chapter is well positioned for 2024 and beyond. I encourage all of you that have not been involved in our Chapter to get involved. If you have considered joining CoreNet and the Colorado Chapter, now is a great time to join or renew your 2024 membership.

We have much to be thankful for and I wish everyone a fantastic holiday season with friends and family.

I also want to recognize our annual Chapter Sponsors, who help us to fund our operations and events. Our annual sponsors are our partners and deserve a lot of credit for the success of our Chapter. Thank you for a wonderful year!

Diamond Sponsor: [VVA](#)

Platinum Sponsor: [Abel Design Group](#)

Gold Sponsors: [eua](#), [SLAM](#), [Hines](#) and [Mile High CRE](#)

Silver Sponsors: [BOOTS Construction](#), [Skye Commerical](#), [CREATIV Design Studio](#)

In-Kind Sponsor: [Colorado Real Estate Journal](#)

Cheers,

Dave Johnson, MCR
President, Colorado Chapter

Check out Dave's Chapter Leader Spotlight Interview! >>>>>>

We want to feature YOU in our next newsletter!

MEMBER SPOTLIGHT



Fill out [this form](#) to help membership get to know you!

MEMBER ON THE MOVE



Fill out [this form](#) to let membership know about your new position!



MEMBERS IN THE NEWS

Did you or your company make the news? Fill out [this form](#) so we can highlight it!

PLEASE WELCOME OUR NEW MEMBERS <<<<<

CORPORATE END USER	<p>JILLIAN JOHNSON <i>Senior Director, Charter Communications</i></p> <p>ERIN MCLAUGHLIN <i>Project Manager, CScribcor Global Lease Administration</i></p>	<p>LOREN SEXTON <i>Sr. Manager, Real Estate</i></p>	YOUNG LEADER END USER	
	<p>AAKASH KISHAN <i>Manager, Deloitte</i></p> <p>ANDRICK MUELLER <i>Business Development Rep, Momentus Technologies</i></p> <p>KYLE SEYCHEL <i>Director, Maxus Capital Group</i></p>	<p>STEVEN LAPOSA <i>Adjunct Faculty, University of Denver</i></p> <p>TRACIE SHEPPARD <i>Vice President, COO DE&I Office, Strategic Programs & Implementations, Wells Fargo</i></p>		ACADEMIA
YOUNG LEADERS	<p>CHAD ALEXANDER <i>Sr. Associate, Avison Young</i></p> <p>TALLY LATCHAM <i>Associate Broker, Newmark</i></p> <p>RICHARD PARSLEY <i>Dir. of Cost Management, Gardiner & Theobald LLP</i></p> <p>KAI SLOCUM <i>Associate Broker, Cresa</i></p> <p>CHRISTOPHER SMITH <i>VP, Cresa</i></p> <p>ASHLEY THOMAS-PATE <i>Senior Interior Project Designer, Perkins + Will</i></p> <p>JACK THUET <i>Area Sales Director, Lerch Bates</i></p>	<p>CHRISTIAN COFFEY <i>University of Denver</i></p> <p>RYAN DONOVAN <i>University of Denver</i></p> <p>JAXELY GAMBOA YANEZ <i>University of Denver</i></p> <p>NICOLAS HERRERO CUESTA <i>University of Denver</i></p> <p>ABBY JENKINS <i>University of Denver</i></p> <p>KIDUS KEBEDE <i>University of Denver</i></p> <p>JOSEPHINE KENNEDY <i>University of Denver</i></p> <p>TIM MCKELVEY <i>University of Denver</i></p>	STUDENT	
	SERVICE PROVIDER	<p>T J CARVIS <i>Project Executive, Gresham Smith</i></p> <p>KEVIN CURRY <i>Architect 2, RS&H Architects</i></p> <p>SCOTT HEMMIG <i>Managing Director of Sales and Workplace Transformation</i></p> <p>CAMILLE LASKY <i>Senior Project Manager</i></p> <p>HOSHI BROOKS <i>Senior Interior Design Manager, Galloway</i></p> <p>ANN COGGESHALL <i>Managing Partner, Mohr Partners, Inc.</i></p> <p>JONATHAN TRIBO <i>Director, Holder Construction Company</i></p>		<p>RAFFAELLO PAPAJCIK <i>University of Denver</i></p> <p>NIKKI DEDIC <i>University of Denver</i></p> <p>ELIZABETH MONDO <i>University of Denver</i></p>

THANK YOU TO OUR 2023 BOARD OF DIRECTORS FOR YOUR COMMITMENT TO OUR COLORADO CHAPTER



President
Dave Johnson, MCR
Cushman & Wakefield



President-Elect
Adam Drvenkar
Zivaro



Treasurer
Kindell Williams
IA Interior Architects



Secretary
Scott Jacobson, MCR
Charter Communications



Past President
Alec Wynne, MCR
Skye Commercial



Governance
Carrie Walters, MCR
Charter Communications



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Tango Analytics



Community Outreach
Cynthia Martinez, MCR
S/L/A/M Collaborative



Board Member
Gretchen Butterfield
Eppstein Uhen Architects



End User Liaison
Andy Bade
Oracle



Communications
Tamara Alexander, MCR
Corporate Real Estate Advisory



Membership
Michelle Martinez
VARI



University Outreach
Daniel Trujillo
University of Denver



End User Liaison
David Atencio
Cognizant Technology



Young Leaders
Connor Madigan
Swinerton



Programming
Kyle Ferry
Interior Environments

WHAT DOES CORENET MEAN TO YOU?

Thoughts from our Board of Directors



"It is a source of professional friendships and up to date industry knowledge that I rely on every day..."

- Dave Johnson, MCR, CCIM, Cushman & Wakefield



"I've really enjoyed being involved in CoreNet for the past 10+ years. I have met many friends, have heard intriguing panels, and had behind the scenes tours of some pretty cool spaces. CoreNet promotes it's a place to Learn, Connect, and Grow, and I would agree...it really is. Not to mention the bocce and golf tournaments are always a blast."

- Kindell Williams, IA Interior Architects



"My MCR professional designation opens doors for me in the Commercial real estate world, but it is the personal and business relationships that I have made through CoreNet Global and the local chapter that means the most to me!"

- Tamara Alexander-Johnson, Corporate Real Estate Advisory



"The CoreNet Young Leaders Committee gives me an avenue to help develop myself as well as all the young members of our industry through training, networking and mentorship events. Having CoreNet involvement has really been an avenue for me to learn and grow from the great leaders on the Board as well as meet new industry members from all the wonderful events CoreNet puts on yearly."

- Connor Madigan, SWINERTON



Key Take-Aways for 2024 from the CoreNet Global Summit hosted here in our very own backyard! Thank you to Board Member Tamara Alexander-Johnson, Corporate Real Estate Advisory Services, for summarizing CBRE Spencer Levy's presentation on The State of the CRE market in 2023.

Get Back to the CRE Fundamentals:

1. Capital
2. Labor
3. Office Demand (Housing is the Key to the solution)
4. Operating Costs for CRE Assets

There is capital to invest, but OWC financing may offer best option for the next several months. The mU.S. Government will issue Seller Financing Bond Pools for Commercial real estate loans at 4% interest rate with a 70% LTV ratio.

Due to lack of capital, CRE Asset values have dropped in 2023:

- Industrial assets @ 16% drop and will take 2 years to recover
- MF apartment assets @ 22% drop and will take 3 years to recover
- Retail assets @ 17% drop and will take 4 years to recover
- Office assets @ 34% drop and will take 9 years to recover



Availability of Labor is the Question:

- U.S. Labor pool was 67% in 2000, and will drop to 58% by 2050
- Boomers and Millennials are settling down, retiring, and are "Not" the future of work
- Gen Z and Gen Alpha are the Future of Work. They know that Tech is their world; so they want to experience life!
- Employers need to understand the 2 motivators of Gen Z and Gen Alpha:
- FOMO (fear of missing out) and YOLO (you only live once)
- Sunbelt and Mid-west U.S. states have seen the largest in-migration of the labor force; the coastal states have seen labor losses



- Companies are hiring fewer GIG workers; AI will play a factor in the workforce
- Employees are the "new Customer"
- Technology will Rule the Work World

Office demand: Average Weekly Office Optimization Rate by Size of Company/ Type of company:

- Under 5000 Employees= 42% at 25-60% occupancy
- Over 5000 Employees= 74% at 25-60% occupancy
- Finance & professional services Users= 66% at 25-60% occupancy
- Technology Users = 55% at 25-60% occupancy
- Office attendance metrics= Tues. & Thurs. @ 61-68%| Wed. @ 81% | Mondays @ 26%

- Occupiers most desired building amenities:
- 53% on-site food and beverage | 47% shared meeting spaces | 27% access to retail amenities
- 39% EV charging stations | 59% public transportation | 54% paid car parking
- 30% sustainable buildings | 34% Fitness facilities | 27% Bike and Scooter storage

Operating Costs for CRE Assets - Four (4) key critical needs to lower property owners' costs from 2023:

- Increased Property and casualty insurance (Climate change related disasters)
- Tax breaks for inner city development or re-purposing of Class B office sites
- Need lower property taxes
- Need legislation to mitigate the cost of implementing sustainable buildings (esp. if the property is too old or functionally obsolescent)

In Summary:

- Need more discussions about how property investors and occupiers can work together to facilitate return-to-office strategies and make the workplace a magnet for talent attraction and retention
- Labor needs versus “the Management” needs will always be an issue
- Successful office occupancy strategies for companies are about balancing employee flexibility with collaboration and professional development opportunities
- Affordable Housing is the key to keeping workers and the surrounding neighborhood is an important amenity for office space workers. Suburban markets will continue to offer what the future office workers need and want.
- The Covid-19 pandemic brought Landlords and Tenants closer together, changing the relationship from adversarial to a partnership.

SUMMIT PHOTO HIGHLIGHTS



[CHECK OUT ADDITIONAL CORENET GLOBAL PHOTOS HERE!](#)

Q&A WITH OUR MEMBERSHIP



MEET NIKKI DEDIC

SCHOOL: University of Denver - Burns School of Real Estate
TITLE: Graduate Student
CORENET MEMBER: 3 months

What has been your favorite CoreNet event to date?

I think it's going to be the holiday party - can't wait to meet everyone!

Are you on a CoreNet Colorado committee?

No - but I am really interested in joining the Young Leaders Committee!

What is one fun fact that people probably don't know about you?

I'm a huge LA Kings hockey fan and Rupauls Drag Race fan. I like a wide range of competitions!

Personal note about Nikki...

I have a corgi-chow chow mix named Bowser. He loves wearing his custom bandana collection. I'm going to miss him as I go to Dubai and India for an international immersion class after Thanksgiving.

Bio...

Nikki has over a decade of experience in commercial real estate. Nikki is currently pursuing her Master's in Real Estate and the Built Environment at Daniels College of Denver University to position herself for a role in corporate real estate.

Most recently, she served as a Strategy Consultant for a private equity advisory practice, focused on portfolio strategy, due diligence, program management of service lines, and national transactions at CBRE. Prior to that, she was the Sales Manager for CBRE in North Los Angeles where she led pitch preparation, integrating technology and service lines. She started her career as the Leasing and Asset Manager and for John Hancock Real Estate's Los Angeles office and industrial portfolio.

She received her B.A. from Occidental College in Economics for Business Management with a minor in Religious Studies.



MEET HOSHIKO BROOKS

COMPANY: Galloway

TITLE: Sr. Interior Design Manager

CORENET MEMBER: 2 years

What has been your favorite CoreNet event to date?

Global Summit

Are you on a CoreNet Colorado committee?

No - but I am interested to know more about. I lead DE&I with CREW Denver, so I am interested in DE&I efforts in CoreNet too.

What is one fun fact that people probably don't know about you?

I grew up playing Piano, still can play Fur Elise and few other easier songs.

When you were a kid, what did you want to be when you grew up?

First, I wanted to be a musical star, then an attorney. During my high school time, I decided to become an interior designer.

Personal note about Hoshi...

Our family has a 11 year old dog and 6 monthsold cat. They play together very well! In fact, our dog was raised by a cat when she was a puppy. Now she is raising a cat to act like "dog cat".

We want to feature YOU in our next MEMBER SPOTLIGHT newsletter section!

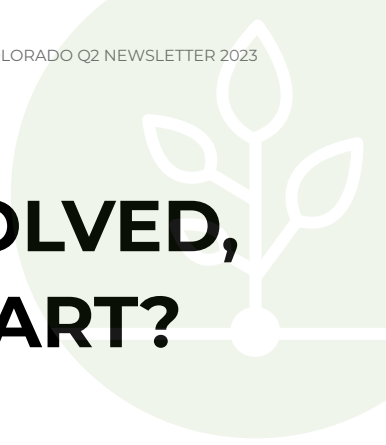


Fill out [this form](#) to help membership get to know you!

EVENT GALLERY



[CHECK OUT ADDITIONAL GOLF TOURNAMENT PHOTOS HERE!](#)



INTERESTED IN GETTING INVOLVED, BUT NOT SURE WHERE TO START?

MEET OUR COMMITTEES!

Active members of the Colorado Chapter will tell you the networking relations and growth starts at the committee level.

If you have questions or would like to become involved in the Colorado Chapter of CoreNet Global, we encourage you to contact the Committee Chair(s) responsible for the committee of interest.



President-Elect
Adam Drvenkar

Zivaro

[Email](#)

COMMUNITY OUTREACH COMMITTEE

**Ambassadors Needed!*

The goal of the Community Outreach Committee is to engage and partner with our community to bring awareness and education in Real Estate activities in Colorado. Our focus will be both within our community and ourselves to bring authentic change and awareness of opportunities to impact workforce development and underserved youth.



Sponsorship
Laura Walsh

GH2 Architecture

[Email](#)

SPONSORSHIP COMMITTEE

The Sponsorship Committee focuses on increasing awareness of CoreNet Global Colorado through Corporate sponsorship. Your company's sponsorship dollars provide you with premium visibility at our events and in our publications. At the same time, they allow CoreNet to bring the best curriculum, networking opportunities and speakers to our membership.



Programming
Joshua Valdivia
-McDonald

VARI

[Email](#)

PROGRAMS COMMITTEE

The Programs Committee’s mission is to provide opportunities for our corporate real estate community to Connect, Learn, Grow, and Belong in lock step with our chapter’s and Global’s mission which is to advance the practice of corporate real estate. Each program we develop is structured around meeting the goal of one of the four Global goals.



Communications
Tamara Alexander
- Johnson, MCR

Corporate Real Estate
Advisory Services

[Email](#)

COMMUNICATIONS COMMITTEE

The Communication Committee’s goal is to provide professional social media content to the current members and to future members. If you are looking to make a difference in how and what is communicated about the chapter, please join us in creating the content we provide to our valuable members!

****Ambassadors Needed!***



Membership
Michelle Martinez

VARI

[Email](#)

MEMBERSHIP COMMITTEE - ****Ambassadors Needed!***

The Membership Committee is responsible for increasing membership while enhancing existing membership and opportunities within the Colorado Chapter of CoreNet Global. Membership committee activities include ongoing recruitment of potential new members for Colorado Chapter and CoreNet Global, assist in welcoming guests and new members at chapter meetings and activities and follow-up to expiring memberships.



Young Leaders
Connor Madigan

Swinerton

[Email](#)

YOUNG LEADERS COMMITTEE

The Young Leaders group consists of CRE young professionals (age 35 and younger) who are predominately focused on soft-skill development. Hosting four of our own events annually, the group strives to collaborate on just what it takes to differentiate yourself as a leader in the CRE industry. Ongoing initiatives such as the Summit Scholarship Program and the Mentorship Program, continue to be our core competencies.

THANK YOU 2023 SPONSORS!

DIAMOND



PLATINUM



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GOLD

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MILE HIGH



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IN-KIND MEDIA

