



2016-2017 ANNUAL REPORT



Connect.



Learn.



Grow.



Belong.

ABOUT CORENET GLOBAL

CoreNet Global is the world's leading association for corporate real estate (C.R.E.) and workplace professionals, service providers and economic developers. Over 9,000 members, who include 70% of the Fortune 100 and nearly half of the Forbes Global 2000, meet locally, globally and virtually to develop networks, share knowledge, learn and thrive professionally.



NEW ENGLAND CHAPTER MISSION

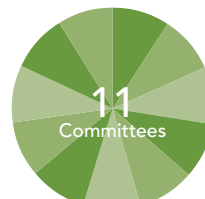
To connect groups of real estate professionals, end users and service providers to advance knowledge, promote personal excellence and add value to each individual and their respective enterprises.

ABOUT NEW ENGLAND CHAPTER

- 500+ members from Massachusetts, Maine, New Hampshire, Vermont and Rhode Island
- Membership retention: 74%
- 11 committees with 108 member volunteers passionate about the success of the New England Chapter
- Sponsors: 46 Founders Circle (service providers); 30 Corporate Sponsors (C.R.E.s)
- Innovative Membership Development programming for both Young Leaders and senior workplace professionals
- Board of Directors holds an Annual Planning Workshop to celebrate success in the Chapter and look for areas of opportunity to improve

GROUNDBREAKING THOUGHT LEADERSHIP PROGRAMS

- The Chapter's Education, Programs, Talent in Transition, Real Advantage, Membership and Young Leaders Committees host 70+ programs each year
- Yearly Awards of Excellence Dinner exceeds 500 professionals in celebrating C.R.E.s, service providers and workplace award winners
- Chapter uses data and analytics to help inform and drive Chapter activities



A MESSAGE FROM THE PRESIDENT



This year was simply epic for the CoreNet Global New England Chapter. Ben Franklin once said, "Without continual growth and progress, such words as improvement, achievement, and success have no meaning." A hallmark of the New England Chapter has always been our focus on continuous improvement. Our refusal to become complacent has led us to create ground-breaking leadership development programs, best-in-class educational sessions, and a community that supports, networks, and grows together. This year's Annual Report not only highlights these accomplishments, but also provides our members, friends, and supporters with more information on our organizational structure, growth, programs and initiatives, and goals for the coming year and beyond.

The high point of the year was undoubtedly being named the 2016 Large/Mega Chapter of the Year at the CoreNet Global North America Summit in Philadelphia this past October. The award is a huge honor to our Chapter and a tribute to the dedication and creativity of our members and the vision of our stellar leadership! What particularly distinguishes our Chapter from others is our focus on developing and supporting the next generations of industry leaders, particularly through our robust outreach to college students through our University Initiative and the Young Leaders Leadership Development Program (LDP). The LDP provides opportunities for real estate professionals under the age of 35 to network with and learn from peers and mentors throughout New England's corporate real estate community.

Our Chapter's dedication to developing leaders is not limited to emerging professionals. Building off of the success of our Young Leaders LDP, this year we launched Leadership 2.0 to provide more senior industry members with access to experts, foundational expertise, and inspiration and skills to enhance their education and influence and implement their leadership principles, beyond the perimeters of the classroom.

These programs, coupled with our educational events and exhilarating networking opportunities, support our members' development, strengthen our corporate real estate community, and promote the continued viability of the next generation of Chapter leaders. I am continually impressed with the creativity, commitment, and enthusiasm of our members. Our many accomplishments this year certainly speak to our continued pursuit of excellence.

Thanks to all of you for making 2016-2017 such a success. I look forward to what we can accomplish together in the coming year.

Sincerely,

A handwritten signature in black ink that reads "Cynthia B. Keliher". The signature is fluid and cursive, with a long horizontal line extending from the end.

Cynthia Keliher
Partner, McCarter & English, LLP
President, CoreNet Global New England



CORENET GLOBAL NEW ENGLAND CHAPTER BOARD OF DIRECTORS

EXPERIENCE. DIVERSITY. RELEVANCE.

To support the dynamic growth of the New England Chapter of CoreNet Global, the leadership team has done an excellent job attracting and developing the best and brightest in the C.R.E. industry.

The Legacy Council has enabled the Chapter to benefit from the wealth of experience from past Board members and help foster the growth of new Board members. The Executive Committee of the New England Chapter Board is unique because the five C.R.E. professionals represent one of the highest ratios of end users to service providers in the country.

EXECUTIVE COMMITTEE

Cynthia Keliher
President
McCarter & English

Chris Horblit
Immediate
Past President

Suzanne Cooper
President Elect
Cisco

Erica Chapman
Executive Vice President
Akamai

Steven Doben
Treasurer
NetScout

Kristin Poulin*
Secretary/Clerk
Structure Tone

LEGACY COUNCIL

Sarah Abrams
Iron Mountain

Jack Burns
Cresa

John Duffy
JLL

Cathy Guilbeault
Nike

Bruce Shick

DIRECTORS

Paul Asmar
MilliporeSigma

Brendan Callahan
JLL

Aurora Cammarata
Timberline Construction

Chris Crooks
Cresa

Paul Fitzgerald
Dell

Chuck Fuller

Kevin Heffernan
Liberty Mutual

Monica Juan
CBRE

Jonathan Keefe
Cushman & Wakefield

Lisa Killaby
Stantec

Ara Krafian
SMMA

Marc Margulies
Margulies Perruzzi
Architects

Jeanne Nutt
Gensler

Kurt Ochalla
TripAdvisor

Daniel Pleines
Fresenius Medical Care

Karen Pritchard
Wellington Management

Donna Repko
Geiger International

Maureen Rystrom
J. Calnan

Christopher Staal
Bose

Mark Watkins
Thermo Fisher Scientific

Dena Quinn
Microsoft

Stephan White
PES Associates

* On April 1, 2017, Paul Asmar will join the Executive Committee as Secretary/Clerk. Special thanks to Kristin Poulin for her many years of service and continued role on the Board of Directors.

BOARD DEVELOPMENT

FORMALIZED SUCCESSION PLANNING ENABLES SUSTAINED SUCCESS

Sustainable Chapter success is a result of good planning and strong leadership. For effective succession planning, a Board Development Program has been formalized that promotes a mentorship strategy and balanced Board representation between C.R.E.s and service providers.

DEVELOPING NEW LEADERSHIP

The Chapter fields new Board leaders from its committee members, a process that was developed after careful review of the CoreNet Global Governance process. Members interested in becoming Chapter Board members can request to participate and assume a leadership role in one of our committees. Each year the Nomination Committee chaired by the Executive Vice President solicits a "Call for Nominations" to join the Board.

The New England Chapter has done an excellent job of retaining talented Board members by elevating existing Directors to Chapter Officers. This approach leverages individual experience, creating Board consistency and continuity. Officer positions are confirmed by the Board. The Board approves the slate to be presented to the membership 30 days before the Annual Meeting. The membership votes to approve the proposed slate either by proxy vote or at the Annual Meeting.

The Legacy Council began six years ago as a way of preserving a historical perspective as the Chapter has developed. Former Chapter Officers can elect to stay on and participate as a Legacy Council non-voting member.

CONGRATULATIONS TO OUR REAPPOINTED AND NEW DIRECTORS FOR A 3-YEAR TERM BEGINNING APRIL 1, 2017

Cynthia Keliher,
McCarter & English

Chris Horblit

Suzanne Cooper, Cisco

Erica Chapman, Akamai

Mitch Evans*,
Creative Office Pavilion

Jonathan Keefe,
Cushman & Wakefield

Suzanne Leblanc*,
Dassault Systèmes

Daniel Pleines,
Fresenius Medical Care

Mark Watkins,
Thermo Fisher Scientific

Stephan White, PES Associates

Special Thanks to Departing Directors

Dena Quinn, Microsoft

Chris Crooks, Cresa

Donna Repko, Geiger International

*New Directors

SPONSORS

CORPORATE PARTNERS

adidas Group
Akamai Technologies
Blue Cross Blue Shield of MA
Bose Corporation
Boston Scientific
Cisco Systems
Citizens Bank
Converse/Nike
EMC Corporation
Fidelity Real Estate Company
Fresenius Medical Care
North America
inVentiv Health
Iron Mountain
John Hancock
Keurig Green Mountain
Liberty Mutual Insurance
Microsoft
MilliporeSigma
National Grid
NETSCOUT
Oracle Corporation
OSRAM
Pegasystems Inc.
PHILIPS
SNI Companies
Staples, Inc.
State Street
Thermo Fisher Scientific
TJX Companies
Wellington Management

FOUNDERS CIRCLE

PLATINUM

Herman Miller/
Creative Office Pavilion
JLL
MPA/Margulies Perruzzi Architects
McCarter & English, LLP
PES Associates
STV | DPM
Structure Tone, Inc.

PLATINUM/ECONOMIC DEVELOPMENT

City of Ontario/San Bernardino
County, California

GOLD

Acentech
Alexandria Real Estate Equities
Boyette Strategic Advisors
CBRE
CBT
Colliers International
Commodore Builders
Cresa
Cushman & Wakefield
Dacon Corporation
Dyer Brown Architects
Elaine Construction
Exemplis/SitOnIt Seating
Fort Point
Project Management

Gensler
Gilbane Building Company
Haworth/Environments at Work
Humanscale
J. Calnan & Associates
Knoll/Office Resources
LBA Realty
MovePlan
NELSON
Northstar Project &
Real Estate Services
Officeworks/Teknion
Oxford Properties
Packard Design
Peabody Office
Red Thread
Sasaki Associates, Inc.
SMMA
Spagnolo Gisness
& Associates, Inc.
Stantec
Timberline Construction
Unispace
VVA Project Managers
& Consultants

SILVER

McCall & Almy

BRONZE

Turner Construction
Company

THE VALUE OF SPONSORSHIP

FOCUSED THOUGHT LEADERSHIP IN 2016/2017

- Ten education seminars
- Four evening programs/tours
- Ten Talent in Transition programs
- Five Young Leader ACCESS luncheons
- 20 Real Advantage workshops
- 22 roundtable dinners for C.R.E. executives

ONE-ON-ONE NETWORKING AND RELATIONSHIP DEVELOPMENT

- Opportunities to discuss trends and challenges
- Golf tournament and other special events that raise money and organize team volunteer days
- Mentoring and new industry entrants
- Exclusive peer-to-peer roundtable dinner discussions for Corporate Partners and Founders Circle Platinum and Gold members

INDUSTRY RECOGNITION

- Awards of Excellence Gala (600+ attendees in 2016 – Sold Out Event)
- Corporate Partners and Founders Circle Appreciation Event
- Website recognition
- Letterhead recognition
- Sponsor recognition at all programs
- Opportunity to teach/present at educational programs



FOUNDERS CIRCLE SPONSOR BENEFITS

	Platinum: \$10,000*	Gold: \$7,500	Silver: \$5,000	Bronze: \$3,500
Invitation to Executive Roundtable Dinners	8 dinners per year	4 dinners per year	no	no
Ability to bring Corporate Real Estate (End User) guests to Roundtable Dinners	1 per year	1 per year	no	no
Invitation/participation in Real Advantage Program	Preferential	yes	yes	no
Founders Circle Appreciation Reception	5 tickets	4 tickets	2 tickets	1 ticket
Complimentary attendance at all regular programs	6/each event	4/each event	2/each event	1/each event
Credited on CoreNet Global New England website	Link to sponsor's home page	Link to sponsor's home page	yes (no link)	yes (no link)
Preference attendance opportunity at Awards Dinner, golf and special events	yes	yes	yes	yes
Credited on Chapter invitations during the year sent out by CoreNet Global NE	yes	yes	yes	yes
Listed on Founders Circle sponsorship board at programs	yes	yes	yes	yes

* limited industry exclusivity

Anyone interested in Sponsorship, be sure to attend a program or networking event to gain a firsthand perspective. Any questions, please contact Carol Adey, New England Chapter Executive Director, 617.758.6042 or cadey@corenetglobalne.com



COMMITTEES MAKE THE CHAPTER

GET INVOLVED. BE INSPIRED. MAKE A DIFFERENCE.

The New England Chapter would not be successful without the outstanding efforts of the following committees — and the enthusiasm of every committee member whose involvement is vital and appreciated! We ask all interested members to consider where their talents, experience and passion may best fit...and to get involved!

AWARDS

Brigitte Beltran,
Sasaki Associates and
Kirstin Brown, Northstar

Dedicated to creating the Chapter's premier annual Awards of Excellence gala, recognizing the industry's exceptional professionals and projects.

COMMUNICATIONS

Jackie Falla, Elaine Construction
and Marisa Fava, Humanscale

Strengthen awareness of the programs that support the Chapter's goals and objectives. Committee prepares and distributes appropriate content relevant to the various activities occurring throughout the Chapter.

COMMUNITY REINVESTMENT

Christine Weiner, Peabody Office

Chapter member supports and participates in both local and national community service projects.

EDUCATION

Varunee Betts, Exemplis and
Denise Pied, STV | DPM

In addition to the national MCR/SLCR programs, our Chapter provides many learning opportunities annually to build on members' corporate real estate knowledge base.

GOLF

Sean Murphy, Liberty Mutual
and Dan Pleines, Fresenius
Medical Care

Committee organizes the annual networking golf event in support of the Chapter's local charitable efforts.

MEMBERSHIP

Joe Dwyer, Unispace and
Andrew Feibelman, JLL

Increase and maintain membership at the highest possible levels by attracting new members and retaining existing members. Work closely with other committees to ensure that recruitment and retention are integrated into all Chapter activities.

PROGRAMS

Chuck Fuller and
Maureen Rystrom,
J. Calnan & Associates

Develop programs that are relevant to members and secure leading presenters and panelists to present topics.

REAL ADVANTAGE

Suzanne Cooper, Cisco

Content-rich education programs focusing on core industry topics led by respected leaders in Corporate Real Estate. This is an invitation-only program for C.R.E.s and Platinum and Gold Sponsors.

SPONSORSHIP

Monica Juan, CBRE
and Dan Pleines,
Fresenius Medical Care

Committee is liaison to Service Provider Founders Circle annual sponsors.

TALENT IN TRANSITION

Mitch Evans, COP

Provide professionals with comprehensive resources, advice and networking opportunities while transitioning or further enhancing their career path.

YOUNG LEADERS

Laura Walsh, Akamai

Focused on the educational and networking needs of real estate professionals age 35 and under. Mission is to attract and retain future real estate leaders.



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NEW ENGLAND CHAPTER BOARD OF DIRECTORS 2017 STRATEGIC INITIATIVES

The Chapter simplified and aligned its Strategic Initiatives over the past year and 2016 saw focus and energy brought to the areas highlighted below, maintaining our Chapter's position as the premier real estate industry organization in New England.

1 UNIVERSITY

Making the connection

- Introducing college students to the CRE profession and CoreNet Global as the premier CRE association.
- Introducing RE/planning professionals working at colleges and universities to membership and all its benefits

2 LEADERSHIP DEVELOPMENT

Launch the "Enhanced Leadership" program

- Follow-on to Young Leaders program
- 6-session program geared toward intermediate-level professionals

3 LIFE SCIENCES

- Target community as next sector to bring into CoreNet fold through program & networking offerings and opportunities

4 TECHNOLOGY PLATFORM

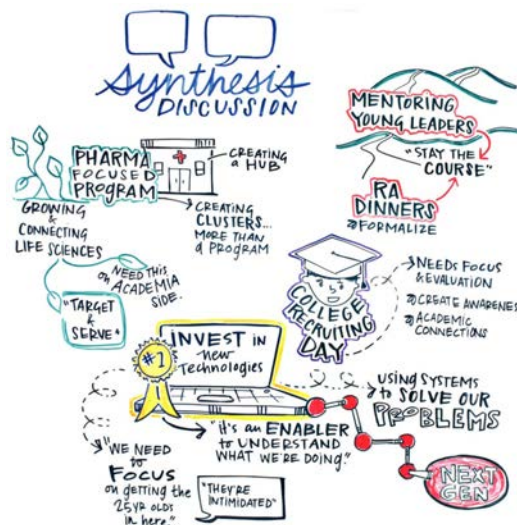
Solve for a substantively supportive tech platform

- Develop an app for New England
- Compose a team to identify and address technology gaps

CURRENT STATE



STRATEGIC PLAN



5 GOVERNANCE MODEL

Future planning for evaluation of our current business model

- Ensure volunteer leadership model is effective and efficient
- Framework is scalable with chapter growth and fosters ease in succession planning

MEMBERSHIP DEVELOPMENT

In 2015, the Chapter identified a need for development amongst our Young Leader members to help cultivate the next generation of C.R.E.s. The second Young Leader Leadership Development Program class of 13 Young Leaders graduated at our annual Awards Dinner in November 2016, capping off a year of course work and a final program that included a multimedia presentation and strong panel of speakers. Our third class, which began in January 2017, saw its highest number of applicants to date, highlighting both its proven impact on previous graduates as well as accurate identification by our Board to fill this gap in leadership development for our youngest members.

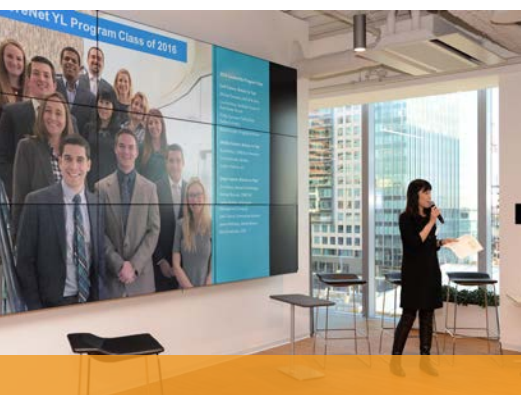
Not to be overlooked or under-served, the Chapter built off of the success of the Young Leader Leadership Development Program and chose 15 participants from the general membership for its inaugural Leadership 2.0 Program. With a focus on coaching and honing skills that could propel the class members to the next step in their careers – such as influence, presence, communication, and presentation – the New England Chapter has once again provided an opportunity for its members to maximize the resources available to them among their fellow CRE professionals, as well as create a strong pool of leaders to take our Chapter to the next level in the years to come.



**YOUNG LEADERS
LEADERSHIP
DEVELOPMENT PROGRAM**
Brought to You By CoreNet Global New England Chapter



LEADERSHIP 2.0
Brought to You By CoreNet Global New England Chapter



NEW ENGLAND WINS 2016 LARGE/MEGA CHAPTER OF THE YEAR

The New England Chapter was named the 2016 Large/Mega Chapter of the Year at the annual CoreNet Global North America Summit in Philadelphia this past October. CoreNet Global recognizes two CoreNet Global chapters annually (one small/medium and one large/mega chapter) aimed at raising the profile of corporate real estate and recognizing the profession's contributions to enterprise success.

This category recognizes the Chapter which excelled in the following areas within FY2016 (April 1, 2015 – March 31, 2016):

- membership recruitment and retention strategies
- delivery of value proposition
- delivery of innovative programming
- alignment with CoreNet Global's Strategic Plan



This honor is the ultimate testament to the dedication and contributions of every member, volunteer and leader in our Chapter. New England distinguished itself from the other chapters around the world through the focus on **inspiring and educational thought-leadership programs**, the innovative **Young Leader Leadership Development Program**, and effective and focused **university outreach**, which led to an impressive 82% member renewal rate over 2015. This honor highlights how the Chapter brings together the corporate real estate community across New England to improve and elevate our industry. We set the bar high, and every year we outdo ourselves in the number and caliber of our members, programs and events.

SOCIAL MEDIA Communicate.
Build visibility. Continue the conversation.

CoreNet Global New England
Twitter Followers



271

716

CoreNet Global New England
LinkedIn Followers



322

455



CORENET
GLOBAL

New England
Chapter

newengland.corenetglobal.org