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

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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,

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

*New Directors

Special Thanks to Departing Directors
Dena Quinn, Microsoft
Chris Crooks, Cresa
Donna Repko, Geiger International
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 I 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
- V VA 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

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

* 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.
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

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

CURRENT STATE

STRATEGIC PLAN
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.
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

CoreNet Global New England
LinkedIn Followers