2017-2018 ANNUAL REPORT
ABOUT CORENET GLOBAL

CoreNet Global is a non-profit association, headquartered in Atlanta, Georgia (US), representing more than 10,000 executives in 50 countries with strategic responsibility for the real estate assets of large corporations. The organization’s mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, designations and networking in 47 local chapters and networking groups globally.

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

• 600+ members from Massachusetts, Maine, New Hampshire, Vermont and Rhode Island
• Membership retention: 74%
• 11 committees and 2 strategic initiatives with about 200 member volunteers passionate about the success of the New England Chapter
• Sponsors: 42 Founders Circle (service providers); 37 Corporate Sponsors (C.R.E.s)
• Innovative Membership Development programming for both Young Leaders and senior workplace professionals
• The Board of Directors attends an Annual Strategic Planning Workshop to assess current strategic initiatives, progress to date and member feedback. The Board then recommends what we should keep as is, modify, divest, or add for FY18 focus areas and initiatives.

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

Once again, I am incredibly proud to report what an amazing year it was for the New England Chapter of CoreNet Global. We continue to surpass our own excellent standards and set the bar even higher for the programs, services and opportunities we are able to offer our members. Our membership soared to approximately 600, we completed our fourth year of the Young Leaders Development Program, and we graduated our second class of the Leadership 2.0 Program, just to name a few of our achievements.

Throughout my term as President of the Chapter, it has become increasingly clear to me that our accomplishments are due to the dedication of our member volunteers. As President John F. Kennedy once said, “We must find time to stop and thank the people who make a difference in our lives.” That sentiment rings especially true to me and has become the underlying theme for our organization throughout the year. The Chapter has about 200 terrific volunteers whose collective efforts result in many successes for our Chapter. From our exemplary and hardworking Executive Committee, to our tremendous Board of Directors, to our talented Committee Chairs and to our dedicated and selfless volunteers, our Chapter year after year distinguishes itself as one of the leading Chapters in CoreNet Global. Our volunteers do make all the difference in our organization, and I sincerely thank you!

With this theme in mind, this year’s Annual Report includes a Committee Guide that describes each of our committees, highlights its activities, lists its members, and showcases how joining each committee could benefit you and our Chapter. It is a terrific resource for anyone looking to get more involved.

The upcoming year will be another exciting one for our Chapter. Carol Adey has retired after 19 years of building our organization into the powerhouse it is today. Carol has left an indelible mark on the heart and soul of our Chapter and on each of our members. We thank Carol for her authentic leadership, valued mentorship and generous friendship and we embrace her with every good wish for continuing love, happiness and good health during her new chapter. It is with great respect and admiration that I welcome Suzanne Cooper as the Chapter’s new President. As you all know, Suzanne has successfully led Real Advantage for many years and delivered its outstanding programs. Suzanne is an extremely well-regarded thought leader in corporate real estate and will lead us with great kindness, boundless passion and tremendous vision. I would also like to welcome Trish Fields who joined us on January 1, 2018 as Executive Director. In three short months, Trish has paid homage to all that we have achieved, taking a passionate interest in CoreNet and our community, and gracefully and respectfully ushering in a new era. Please join me in wishing Suzanne and Trish great success as they lead our Chapter to even more remarkable heights in the coming years.

In closing, my heartfelt thanks to each of you for your unwavering support, stellar leadership and valued friendship. The last three years have been a true honor and privilege and an extremely rich chapter in my life. I leave this role with an incredible and treasured family of friends.

Warmest regards,

Cynthia Keliher
Partner, McCarter & English, LLP
President, New England Chapter of CoreNet Global
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 of past Board members and helps foster 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
  CIEE

- **Erica Chapman**
  Executive Vice President
  Akamai

- **Steven Doben**
  Treasurer
  NetScout

- **Paul Asmar**
  Secretary/Clerk

- **Carol A. Adey**
  Executive Director (2017)

- **Trish Fields**
  Executive Director (2018)

**LEGACY COUNCIL**
- **Sarah Abrams**
  Iron Mountain

- **Jack Burns**
  Cresa

- **John Duffy**
  JLL

- **Cathy Guilbeault**
  Nike

- **Bruce Shick**

**DIRECTORS**
- **Brendan Callahan**
  JLL

- **Aurora Cammarata**
  NELSON

- **Mitch Evans**
  Creative Office Pavilion

- **Chuck Fuller**
  SIREAS, LLC

- **Kevin Heffernan**
  Liberty Mutual

- **Monica Juan**
  CBRE

- **Jonathan Keefe**
  Cushman & Wakefield

- **Lisa Killaby**
  Stantec

- **Ara Krafiian**
  SMMA

- **Suzanne Leblanc**
  Dassault Systèmes

- **Marc Margulies**
  Margulis Perruzzi Architects

- **Irene Mitsuhashi**
  Philips

- **Jeanne Nutt**
  Gensler

- **Kurt Ochalla**
  TripAdvisor

- **Kristin Poulin**
  Structure Tone

- **Karen Pritchard**
  Wellington Management

- **Maureen Rystrom**
  J. Calnan

- **Christopher Staal**
  Bose

- **Mark Watkins**
  Thermo Fisher Scientific

- **Stephan White**
  PES Associates
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, 2018

Brigitte Beltran,* Perkins+Will
Kirstin Brown,* Northstar Project & Real Estate Services
Aurora Cammarata, NELSON
Stephen Elias,* Citizens Bank
Mitch Evans, Creative Office Pavilion

Chuck Fuller, SIREAS, LLC
Laura Walsh,* Akamai
Jackie Falla,* Elaine Construction
(1-Year Term)

Special Thanks to Departing Directors
Marc Margulies, Margulies Perruzzi Architects
Jeanne Nutt, Gensler
Karen Pritchard, Wellington Management
Chris Staal, Forcepoint

*New Directors
SPONSORS

CORPORATE PARTNERS
Akamai Technologies
Blue Cross Blue Shield of MA
Bose Corporation
Boston Scientific
CIEE
Cisco Systems
Citizens Bank
Converse/Nike
Fidelity Real Estate Company
Fresenius Medical Care
North America
Iron Mountain
John Hancock
Keurig Green Mountain
Liberty Mutual Insurance
Microsoft
Middlesex Bank
MilliporeSigma
Morgan, Lewis & Bockius LLP
National Grid
NETSCOUT
Novartis
Oracle Corporation
Pegasystems Inc.
PHILIPS
PTC
SNI Companies
Staples, Inc.
State Street
Thermo Fisher Scientific
TJX Companies
Vertex
Wellington Management

FOUNDERS CIRCLE

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

PLATINUM/ECONOMIC
DEVELOPMENT
City of Ontario/San Bernardino
County, California

GOLD
ACENTECH
Boston Properties, Inc.
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 Group
NELSON
Northstar Project &
Real Estate Services
Officeworks/Teknion
Packard Design
Peabody Office
Perkins+Will
Red Thread
Sasaki
SMMA
Spagnolo Gisness
& Associates, Inc.
Stantec
Unispace
VHB
VVA Project Managers
& Consultants

SILVER
McCall & Almy
Timberline Construction

BRONZE
Turner Construction
Company
THE VALUE OF SPONSORSHIP

FOCUSED THOUGHT LEADERSHIP IN 2017/2018

- Nine education seminars
- Five evening programs/tours
- Nine Talent in Transition programs
- Four Young Leader ACCESS luncheons
- Twenty-two Real Advantage workshops
- Seventeen Real Advantage Roundtable dinners

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 opportunities
- Exclusive peer-to-peer roundtable dinner discussions for Corporate Partners and Founders Circle Platinum and Gold sponsors

INDUSTRY RECOGNITION

- Awards of Excellence Gala (600+ attendees in 2017 – 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><strong>Invitation to Executive Roundtable Dinners</strong></td>
<td>8 dinners per year</td>
<td>4 dinners per year</td>
<td>no</td>
<td>no</td>
</tr>
<tr>
<td><strong>Ability to bring Corporate Real Estate (End User) guests to Roundtable Dinners</strong></td>
<td>1 per year</td>
<td>1 per year</td>
<td>no</td>
<td>no</td>
</tr>
<tr>
<td><strong>Invitation/participation in Founders Circle Appreciation Reception</strong></td>
<td>5 tickets</td>
<td>4 tickets</td>
<td>2 tickets</td>
<td>1 ticket</td>
</tr>
<tr>
<td><strong>Complimentary attendance at all regular programs</strong></td>
<td>6/each event</td>
<td>4/each event</td>
<td>2/each event</td>
<td>1/each event</td>
</tr>
<tr>
<td><strong>Credited on CoreNet Global New England website</strong></td>
<td>Link to sponsor’s home page</td>
<td>Link to sponsor’s home page</td>
<td>yes (no link)</td>
<td>yes (no link)</td>
</tr>
<tr>
<td><strong>Preference attendance opportunity at Awards Dinner, golf and special events</strong></td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
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<tr>
<td><strong>Credited on Chapter invitations during the year sent out by CoreNet Global NE</strong></td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
</tr>
<tr>
<td><strong>Listed on Founders Circle sponsorship board at programs</strong></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 Trish Fields, New England Chapter Executive Director, 781.738.0820 or tfields@corenetglobalne.org.
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 COMMITTEE

Brigitte Beltran,
Perkins+Will (Co-Chair)
Kirstin Brown,
Northstar Project &
Real Estate Services (Co-Chair)
Suzanne Leblanc,
Dassault Systèmes (Board Liaison)
Sabrina Bauer, VHB
Harmony Campbell,
The Simon Group, Inc.
Mary Carlson, Boston Private
Cynthia Keliher,
McCarter & English
Sarah McGillicuddy, Acentech
Regina Nealon,
Gilbane Building Company
Meagan O’Hara, Knoll
Alison Smith, Structure Tone

The role of the Awards of Excellence Committee is to create an annual gala event to celebrate people and project winners in all categories. The committee also solicits the membership and others for award submissions in support of excellence in the corporate real estate community.

GOALS:
• To be the best in class award ceremony for people, projects and participation among area industry organizations
• To create and manage an Awards of Excellence Gala Event that grows in the number of attendees and companies participating
• To create, year after year, a more dynamic and engaging awards event in all aspects of its preparation and production
• To improve the awards solicitation process and program marketing to encourage new and more participants each year
COMMUNICATIONS COMMITTEE

Jackie Falla, Elaine Construction (Co-Chair)
Marisa Fava, Humanscale (Co-Chair)
Kristin Poulin, Structure Tone (Board Liaison)
Kris Esposito, National Office
Emily Hamel, Citizens Bank
Rhiannon Hayes, Bergmeyer
Meredith McCarthy, Sasaki
Alison Smith, Structure Tone
Steven Smith, Northstar Project & Real Estate Services
Nicoe Solera, Unispace
Steve Woodworth, Savills Studley

While your Communications Committee works hard to impart clear, accurate and factual information that elicits the intended result, this isn’t Dragnet and we have no “Joe Friday” on staff. We do, however, have a dedicated group of volunteers that interview, research, write, edit, photograph, update and generally work incredibly hard to keep our 600-plus members in the know.

From award submissions to newsletters, web content and social media, our pen dips into a lot of different wells throughout the year. Crafty with the written word? Capable of capturing a candid photo that speaks a thousand words? A grammar genius who can edit with ease, enjoys the excitement of expressing your enthusiasm through alliteration? You can bring a little sizzle to our scene — join our team. Communication: it’s fundamental to our success.

TALENT IN TRANSITION COMMITTEE

Mitch Evans, Creative Office Pavilion (Chair)
Katherine Sanford, Liberty Mutual (Incoming Chair)
Ara Krafian, SMMA (Board Liaison)
Mary Carlson, Boston Private
Matt Cataldo, Haworth
Suzanne Cooper, CIEE
Erin Miller, TRO
Janet Morra, Margulies Perruzzi Architects
Jim Noonan, CSL Consulting
Sheila Selby, Creative Office Pavilion
Steve White, PES Associates

The Committee organizes and presents regular programming in support of CoreNet members who find themselves in employment transitions and/or are looking to make career transitions.

<table>
<thead>
<tr>
<th>APRIL 3</th>
<th>MAY 8</th>
<th>JUNE 19</th>
<th>AUG 7</th>
<th>SEPT 11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working the Room</td>
<td>Working as an Independent Contractor</td>
<td>Summer Social</td>
<td>Career Accelerator</td>
<td>DiSC Personality Study</td>
</tr>
<tr>
<td>OCT 2</td>
<td>DEC 6</td>
<td>JAN 8</td>
<td>MAR 12</td>
<td></td>
</tr>
<tr>
<td>What to Wear When</td>
<td>Holiday Party to Benefit the Boys &amp; Girls Club of Boston co-hosted with Young Leaders</td>
<td>Alumni Panel Event: Tips for Tackling Career Transitions</td>
<td>LinkedIn: A Powerful Personal Business Tool</td>
<td></td>
</tr>
</tbody>
</table>
MEMBERSHIP COMMITTEE

Joe Dwyer, Unispace (seeking new Co-Chair)
Andrew Feibelman, JLL (Chair)
Kevin Heffernan, Liberty Mutual (Board Liaison)
Eric Booth, COP
Frank Cantwell, William B. Meyer
Amanda Clark, Liberty Mutual
Mike Comtois, WSP PB
Suzanne Cooper, CIEE
Tom DeRosa, Columbia Construction
Mitch Jacoby, Beacon Street Realty Advisors
Christy MacMillan, In-Transition
Tara Martin, Dyer Brown & Associates
Sarah McGillicuddy, Acentech
Ryan Miller, Humanscale
Harry Ostrander, Juniper Networks
Massimo Taurisano, Asset Management Unlimited
Christine Weiner, Peabody Office
Darren Wicks, Metrowall
Corrin Wolf,
BALA Consulting Engineers

The Membership Committee is responsible for maintaining and increasing our New England Chapter’s membership and raising awareness. The core focus of the committee is on the retention of existing members and the recruitment of new members. Our committee works closely with other chapter committees to enlist their support and ensure that membership recruitment and retention is integrated into all of chapter activities and efforts.

GOALS:

• Retention: Maximize the membership renewals and retain 70-80% of members each renewal cycle and recruit new members to pursue a total membership goal of 600+ strong for 2018.
• Recruit: Grow Membership to 600-700 members. Target/Recruit new members. Invite prospects to chapter programs/events and utilize registration lists for prospecting. Invite new CRE Prospects and Service Provider Prospects to chapter programs/events; focus on the Life Science and Higher Education sectors, meet/greet at program/event.
• Awareness: Welcome New Members to the Chapter: New Members Subcommittee advises New Members of upcoming events; meet/greet New Member at next program/event.

2017-2018 MILESTONES & ACHIEVEMENTS

| Added 115 new members | Chapter grew to over 600 members |

COMMUNITY REINVESTMENT COMMITTEE

Christine Weiner, Peabody Office (Chair)
Marc Margulies, MPA | Margulies Perruzzi Architects (Board Liaison)
Marisa Fava, Humanscale
Laura Keenan, Fidelity Investments
Hugh Peltz, Citizens Bank

Support Chapter philanthropic and volunteer initiatives to create opportunities for development and networking for the CREs and general membership.
EDUCATION COMMITTEE

Varunee Betts-Kosowan, Exemplis/SitOnIt Seating (Co-Chair)
Denise Pied, STV | DPM (Co-Chair)
Paul Asmar, MilliporeSigma (Board Liaison)
Jonathan Keefe, Cushman & Wakefield (Board Liaison)
Ashley Williams, Contract Sources (Registration Liaison)
Brigitte Beltran, Perkins+Will
Mike Brucato, CBRE
Patricia Carroll, Bergmeyer
Bob Desaulniers, UG2
Ann-Marie DiGregorio, Bose
Dina DiTommaso, COP
Robin Dorogusker, Hereva Consulting
Sandra Gucciardi, STV | DPM
Jason Helmer, Global Furniture Group
Molly Keenan, Gensler
Jenna Lavery, Humanscale
Suzanne Leblanc, Dassault Systèmes
Stephen Rich, Avison Young

The Education Committee strives to develop morning educational programs for the local chapter. A variety of real estate, industry based, and technology topics are included throughout our yearly programming. It is the intent of the committee to develop programs that have industry educational content or personal development for CRE professionals and will attract a variety of industry professionals.

JUNE 21
Real Estate for the Life Science Industry: Challenges for Growing Biotech Companies

SEPT 26
Mergers & Acquisitions: Strategies for Global Portfolio Consolidation

OCT 25
The E-Commerce Effect: What’s “In Store” for the Future of Real Estate

NOV 28
Innovation & Incubator Space: Hatching New Ideas in Real Estate

JAN 16
Transforming Corporate Food Services: A Recipe for Success

FEB 27
Smart Buildings: Boosting Your Workplace’s IQ

SPONSORSHIP COMMITTEE

Monica Juan, CBRE (Co-Chair)
Adam Fandrey, Middlesex Bank (Incoming Co-Chair)
Steve White, PES Associates (Board Liaison)
Brendan Callahan, JLL
Aurora Cammarata, NELSON
Jeff Cook, Project Risk Analytics
Diane Currier, Oracle
Steven Doben, NETSCOUT
Kamran Nafissi, AIS
Kristin Poulin, Structure Tone
Massimo Taurisano, Project Risk Analytics
Christine Weiner, Peabody Office

The primary role of the Sponsorship Committee is to recruit new and retain current Sponsors in addition to enhancing the level of engagement between our Chapter, Sponsors and designated Ambassadors in accordance with the following set of responsibilities:

• Expand knowledge of Sponsorship benefits to our professional community and promote the value of CNG and our award-winning, nationally recognized New England Chapter.
• Maintain regular communications with Sponsors as Ambassadors and help promote participation at chapter and national events.
• Recruit additional Corporate Partners to obtain a 50/50 ratio with Founders Circle.
PROGRAMS COMMITTEE

Chuck Fuller, SIREAS, LLC (Outgoing Co-Chair)
Maureen Rystrom, J. Calnan (Outgoing Co-Chair)
Tricia Lenehan, Staples (Incoming Co-Chair)
Joy Shapiro, Dacon (Incoming Co-Chair)
Lisa Killaby (Board Liaison)
Katherine Kenney, JLL

Program Committee Mission:
To present quality business cases and provide early access to work spaces and environments that inspire business productivity and enhance end user experience.

MAY 2
PwC: Making a Mark in the Seaport

MAY 11
Creating a Connected World: Microsoft Gets Enterprising

JUNE 29
Creating a Global Headquarters: Thermo Fisher Scientific’s Decision to Build in Waltham

NOV 29
Kronos: The Largest Suburban Deal in a Decade

FEB 8
Red Hat: The World’s Leading Provider of Open Source Solutions Brings a World-Class Facility to Boston’s Seaport

GOLF COMMITTEE

Sean Murphy, Liberty Mutual (Co-Chair)
Tim Myllykangas, Cresa (Co-Chair)
Kristin Poulin, Structure Tone (Board Liaison)
Chris Currie, VVA Project Managers & Consultants
Joseph DiClemente, Structure Tone
Dianne Dunnell, Margulies Perruzzi Architects
Kristin Enright, Thermo Fisher Scientific
Nhung Giffune, Iron Mountain
Courtney Hickey, Humanscale
Greg Klemmer, Colliers
Brynn Lockyer, Iron Mountain
Tara Martin, Dyer Brown
Meagan O’Hara, Knoll
Kenneth Papetti, Iron Mountain
Christine Weiner, Peabody Office

The Golf Committee is responsible for the planning, logistics and implementation of the annual charitable networking golf tournament. A portion of the proceeds will be donated to a designated charity.

- The 2017 Golf Tournament was held on Wednesday July 19th at Pinehills in Plymouth, MA.
- 58 foursomes participated. Sponsorships were sold out.
- Last year’s tournament was held in honor of Dan Pleines and his family was present to participate in the day’s events and to be recognized at the reception following golf.
- Funds were raised throughout the day for Dana Farber Cancer Institute in Dan’s memory ($28,000)
- Funds were also raised for South Shore Habitat for Humanity ($5,000)
The mission of the Young Leaders Committee is to attract and retain future real estate leaders into the Chapter by creating programs designed to encourage young professionals to participate and become actively engaged in the real estate industry. The Chapter is committed to ensuring that future real estate leaders have access to educational resources and networking opportunities with their peers as well as senior professionals to support professional development and growth.

YOUNG LEADERS COMMITTEE
Regina Nealon, Gilbane (Co-Chair)
Brendan Callahan, JLL (Board Liaison)
Jason Atwood, Northstar Project & Real Estate Services
Sarah Curry, JLL
Dan Driscoll, Colliers
Kristin Enright, Thermo Fisher Scientific
DJ Goldberg, JLL
Derrick Goodwin, Margulies Perruzzi Architects
Courtney Hickey, Humanscale
Colleen Higgins, Gensler
Jessica Itchue, Citizens Banks
Teagan Jeffords, Peabody Office
Christine MacMillan, Cresa
Meredith McCarthy, Sasaki
Kate Ryan, Stantec
Nicole Solera, Unispace
Corrin Wolf, Bala

APRIL 5
Lightning Talks with CRE Leaders

APRIL 24
ACCESS Lunch: Greg Klemmer, Colliers

JULY 18
LinkedIn Workshop

AUG 23
Summer Social

SEPT 19
ACCESS Lunch: Marisa Fava, Humanscale & Kristin Poulin, Structure Tone

NOV 2
Wine Tasting & Networking

NOV 14
ACCESS Lunch: Kevin Heffernan, Liberty Mutual

DEC 6
Holiday Party to Benefit the Boys & Girls Club of Boston co-hosted with Talent in Transition

FEB 2-9
Annual Socializing on the Slopes Ski Trip

FEB 14
ACCESS Lunch: Suki Reilly, MovePlan
The role of the committee is to support the professional development of our Chapter’s corporate real estate community through exclusive, membership level qualifying program offerings. The venues include invitation only workshops and dinners to Corporate Partner members and Founders Circle sponsors, focused on timely topics relevant to enhancing Corporate Real Estate’s contributions to their companies and across the industry.

The goals of the Committee are to provide Corporate Partners and Founders Circle sponsors with exclusive and unique opportunities for knowledge sharing via one on one networking and relationship development through:

12 - 14 Roundtable dinners per year  
15 - 20 Workshops per year

For the workshops, Industry Leader Panel Discussions introduce new ideas, case studies, and impacts to the industry in an educational, thoughtful environment. The Roundtable dinners explore today’s current challenges and opportunities with leaders in the corporate real estate community. These dinners provide both a social and focused topic event.

In 2017-2018, the Committee delivered a total of 22 Workshops & 17 Dinners.
NEW ENGLAND CHAPTER BOARD OF DIRECTORS
2018-2019 STRATEGIC INITIATIVES

In August 2017 we launched a membership survey, with responses from 161 members as to what is working well and where and how we can improve in areas such as the value proposition for membership and sponsorship; programs such as Young Leaders, Talent in Transition, and Real Advantage; and events such as Awards Gala, Golf, and the Annual Meeting.

SURVEY RESULTS

Following the Board of Directors Strategic Planning Workshop in September 2017, the following 2018-2019 Initiatives, Focus Areas were identified:

- Improve the Membership Experience
- Professionalize Marketing / Communications
- Diversity & Inclusion
- Life Sciences
MEMBERSHIP DEVELOPMENT

Congratulations to this year’s graduates of the New England Chapter Membership Development Programs!

LEADERSHIP 2.0

Brought to You By CoreNet Global New England Chapter

YOUNG LEADERS DEVELOPMENT PROGRAM

Brought to You By CoreNet Global New England Chapter

Lyndsay Bennett, Akamai
Patrick Burns, National Grid
John Dolan, McCall & Almy
Robin Dorogusker, Hereva
Dianne Dunnell, Margulies Perruzzi Architects
Adam Fandrey, Middlesex Bank
Randall Fortin, Liberty Mutual
Emily Hamel, Citizens Bank
Tricia Lenehan, Staples

Sarah McGillicuddy, Acentech
Tracy Neff, PwC
Harry Ostrander, Juniper
Kenneth Papetti, Iron Mountain
Jennifer Taranto, Structure Tone
John Townsend, Northstar
Melodee Wagen, Workspace Strategies, Inc

THE NEW ENGLAND CHAPTER MAKES ITS MARK IN SEATTLE AT THE 2017 GLOBAL SUMMIT

Jason Atwood, Northstar
Gabrielle Beaudry, JLL
Amanda Clark, Liberty Mutual
Joseph DiClemente, Structure Tone
Colleen Higgins, Gensler
Jessica Itchue, Citizens Bank
Jenna Lavery, Humanscale
Brynn Lockyer, Iron Mountain/JLL
Christy MacMillan, Akamai
James Mandeville, Fidelity/CBRE
Robert Pitaro, STV | DPM
Ashley White, Ropes & Gray LLP

CoreNet Global New England Chapter
newengland.corenetglobal.org