A Message From the President

It’s officially summer! While some of you are off to well-earned vacations and other adventures, I’d like to share a few updates on our Chapter overall and what we can look forward to this year.

As we described in the Annual Report, we launched a membership survey last year to help us determine what was working well, where we could make some improvements, and what we should prioritize for focus areas and initiatives for this fiscal year. The Board of Directors attended a strategic planning session last September and discussed and reviewed the survey results. Based on the feedback from the survey, the Board established **four main initiatives** for the

2018-2019 Chapter year, led by the following people:

- **Membership Experience**: Cynthia Keliher and Kevin Heffernan
- **Marketing/Communications**: Jackie Falla
- **Diversity & Inclusion**: Mark Watkins
- **Life Sciences**: Paul Asmar, Kristin Poulin, and Mark Watkins

At our Board of Directors meeting on June 21, each of the leads reported on each initiative’s team, charter, and goals for the year. We’ll be sharing more on that soon, so stay tuned!

Late in 2017, CoreNet Global launched **FutureForward 2025** to envision and forecast the association model of the future. Participants were asked to formulate bold ideas that ensure the association’s relevance and indispensability for years to come. Each Chapter was asked to host its own FutureForward session and provide input about the future of CoreNet Global around four workstreams: Belonging, Learning, Convening, and Information and Content.

The New England Chapter session was held on June 13, and our Chapter discussed the outlook for our profession and how CoreNet Global can enhance our member experience, develop relevant content, and provide greater opportunities for communications across the chapters and networking within affinity groups.

We had almost 50 participants engaged from New England, and I am grateful to Lisa Killaby, who did a terrific job planning and moderating the session, along with the workstream facilitators, Monica Juan, Jon Keefe, Brendan Callahan, and Regina Nealon. You can still participate too! CoreNet Global’s FutureForward survey is open until July 20th. [Take the survey here](https://www.corenetglobal.org).

And, of course, we’re all looking forward (literally and figuratively!) to the **CoreNet Global Summit** held right here in Boston this October! In addition to what we expect to be amazing attendance from our Chapter, we will also be submitting three entries for the Global awards: **Erica Chapman** as CRE Executive of the Year, **Mike Brucato** as Young Leader of the Year, and **Sarah Abrams** for the Distinguished Leaders Circle. We are so incredibly proud to have members like these three representing our Chapter and the CRE industry. So if you haven’t registered yet, please do and join us in showing how strong the New England Chapter is at the Summit!

Finally, I’d like to thank all of our sponsors again for continuing to support our organization. On June 7, we were able to express our gratitude in person at our annual **Sponsor Appreciation Event**, held this year at the UMass Club. I can’t thank you enough for helping fuel the programs and events we’re able to provide our members.

Please enjoy the rest of this newsletter – and the rest of your summer. If I don’t see you at an upcoming event, we’ll see you in October!

Suzanne Cooper  
**Senior Director**, Corporate Real Estate, CIEE  
**President**, CoreNet Global New England
Young Leaders Corner

It’s a great time to be a Young Leader in New England! The first half of the year was filled with fun events and programs geared towards getting the future CRE generation more involved and engaged. We kicked off 2018 with a SOLD OUT ski trip to Waterville Valley in February and two incredibly informative ACCESS Lunches with MovePlan’s Suki Reilly and Stantec’s Fred Kramer. We eased into spring and the warmer weather with our Masters-themed Golf Simulation Night at 255 Franklin Street - an event that attracted a large crowd of CoreNet members - and then moved to the real deal at our Golf Clinic out at Granite Links in June. We rounded out the first half of the year with a group of Young Leaders volunteering at the Greater Boston Food Bank, sorting 3,194 pounds of food and providing 2,661 much needed meals for families in and around Boston!

Heading into the summer, the YL train isn’t losing any steam. We’re looking forward to another Summer Social Roof Deck Party, building off the extremely popular event from last year. We also have some exciting Lightning Talks in the planning geared towards bringing our Young Leaders together to gain career advice from some of the local icons in the industry. And of course, we’re starting to plan the annual end-of-year holiday party which is stacking up to be a nice end to a very successful year. As always, if you find yourself at any of our upcoming events, please help us spread the word about all the great programs we have by tagging us on social media using our hashtag #CoreNetNEYL!

Q&A with Executive Director Trish Fields

What are your goals for 2018 and what do you hope to accomplish in your first year?

**Answer:** 2018 has been an amazing year for our Chapter so far! In the first six months alone, we have already hosted 60 meetings, events and classes which have included close to 2,000 attendees! I am truly grateful for the level of commitment and engagement of the members of our 11 committees, 5 strategic initiatives, and 2 professional development programs. My top priority for 2018 is getting to know our Board of Directors, sponsors, committee members, and as many of our individual members as I can. Understanding the value proposition of membership and sponsorship to our members and sponsors is critical to my success and the future of our great Chapter. In addition, another top priority for me this year is to implement association management best practices around our policies and procedures, administration, event planning and management, analytics, technology, marketing, and communications. Lastly, working closely with our Chapter President Suzanne Cooper, we will prioritize procedures that allow for both transparency and inclusion when it comes to membership engagement.

We have a robust chapter; that’s a lot of people to meet. How do you plan to ensure all groups are being heard?

**Answer:** I have met many of the members and sponsors already and encourage everyone to reach out to me to share their thoughts. Many of those that I have had the pleasure to speak with have touted the close-knit professional network and lifelong friendships they have developed because of their membership in the New England Chapter of CoreNet. I will do everything that I can to ensure that we continue to foster opportunities to develop this community further. I will rely on the experience and advice of those who have committed countless hours over the past 20 years to help build this amazing Chapter and will encourage the industry’s mid-career and young professionals to get actively involved in the Chapter so that we may cultivate the next generation of Chapter leaders.

Feel free to reach out to Trish directly at tfields@corenetglobalne.org to share your thoughts and ideas or if you would like to get more involved in Chapter activities!
Young Leaders Leadership Development Program

The 2018 class of the Young Leaders Leadership Development Program (YLLDP) is in full swing and the 12 participants are meeting monthly to learn and hone their Corporate Real Estate skills, as well as getting together more often to expand and build their network of CoreNet colleagues and friends.

Under the leadership of Sarah Abrams of Iron Mountain and Brendan Callahan of JLL, this class is working towards their final project and planned graduation at the Awards of Excellence in October. We can’t wait to celebrate their achievement and growth as leaders!

YOUNG LEADERS LEADERSHIP DEVELOPMENT
2018 PROGRAM

Jessica Caissie, Akamai  
Russell Chin, Liberty Mutual Insurance  
Christopher Currie, VVA Project Managers & Consultants  
Sarah Curry, JLL  
Brandon Desrochers, Citizens Bank  
George Hadgiannis, Converse  
Kathleen Hunt, Sasaki  
Dustyn Mascia, McCarter & English  
Regina Nealon, Gilbane Building Company  
Tayson Ng, STV|DPM  
Michael Reardon, JLL  
Corrin Wolf, Bala Consulting Engineers

Save These Dates: 2018 Events & Programs

7/18  
18TH ANNUAL CHARITABLE GOLF TOURNAMENT — TO BENEFIT THE BOYS AND GIRLS CLUBS OF BOSTON  
PINEHILLS GOLF CLUB

8/22  
SUMMER SOCIAL NETWORKING EVENT — HOSTED BY THE YOUNG LEADERS  
53 STATE STREET

10/14-10/17  
CORENET GLOBAL SUMMIT 2018  
BOSTON

Register Here
Committee Spotlight: Community Reinvestment

Giving has no season, so our Community Reinvestment team, led by Christine Weiner of Peabody Office and Marc Margulies of Margulies Perruzzi Architects, have been hard at work supporting the launch of a new partnership with The Boys and Girls Club of Boston (BGCB). Intent on joining forces with an organization in which our members’ efforts would net a positive impact and offer a variety of opportunities to highlight the skillset of the CRE professional, the Community Reinvestment committee is focused on service programs with the BGCB that are hands-on in nature, fun by design, and educational out of necessity.

For fans of the hit TV Show “How It’s Made”, the Community Reinvestment committee will be hosting its very own version and teaching the students at the BGCB about the buildings and spaces in which their clubs are located. Scheduled to be held in early Fall, the team is assembling volunteers in the fields of Finance, Brokerage, Project Management, Design and Construction. For more information or to participate in this event, don’t hesitate to reach out to Christine Weiner at Christine.Weiner@PeabodyOffice.com.

Be a Headliner: Promote Your Firm

As a Corporate Partner, Founders Circle Sponsor, and CoreNet Member, you have a great benefit which allows you to communicate directly to our CoreNet New England membership! We have active audiences on both our LinkedIn and Twitter channels. As part of our community you can send news you’d like to share directly to either Rhiannon Hayes at RHayes@Bergmeyer.com or Steve Smith at steven.smith@northstarpres.com to be posted.

What would capture our audience’s attention?

Company News

AWARDS FOR THE COMPANY
NEW CORPORATE LOCATION
NEW PROJECT COMPLETIONS OR MAJOR RENOVATIONS
LEED/WELL CERTIFICATIONS
MAJOR BUSINESS ANNIVERSARIES

People on the Move

NEW JOB OPENINGS
NEW HIRE ANNOUNCEMENTS
PROMOTIONS OR AWARDS
RETIREMENTS AND MAJOR ANNIVERSARIES
CORPORATE PARTNERS
Akamai Technologies
Blue Cross Blue Shield of MA
Bose Corporation
Boston Scientific
CIEE
Citizens Bank
Converse/Nike
Fidelity Real Estate Company
Fresenius Medical Care
North America
Iron Mountain
John Hancock
Keurig Green Mountain
Liberty Mutual Insurance
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 SPONSORS
Platinum
Herman Miller/
Creative Office Pavilion
JLL
MPA/Margulies Perruzzi
Architects
McCarter & English, LLP
Oxford Properties
PES Associates
STV | DPM
Structure Tone
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
VWA Project Managers &
Consultants
Silver
McCall & Almy
Timberline Construction
Bronze
Turner Construction
Company

QUOTAS
• Jackie Falla, Elaine Construction – Co-chair • Marisa Fava, Humanscale – Co-chair • Kristin Poulin, Structure Tone – Board Liaison
• Will Beckwith, Engie • Kris Esposito • Kim Giles, MovePlan • Rhiannon Hayes, Bergmeyer • Meredith McCarthy, Sasaki
• Lauren Silvia, Akamai • Alison Smith, Structure Tone • Steven Smith, Northstar Project & Real Estate Services
• Nicole Solera, Unispace • Steve Woodworth, Savills Studley

NEW ENGLAND SOCIAL MEDIA UPDATE
WRITE: 1,084 FOLLOWERS | LINKEDIN: 583 GROUP MEMBERS

THIS NEWSLETTER IS BROUGHT TO YOU BY THE
CORONET GLOBAL NEW ENGLAND CHAPTER COMMUNICATIONS COMMITTEE:

newengland.corenetglobal.org