

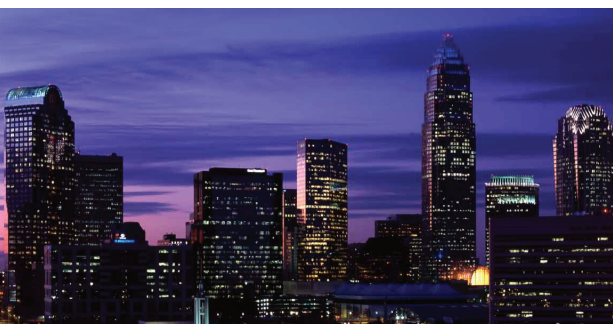
CORE ISSUES



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Event Highlight: **The Sustainability Revolution**

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- + NAI Southern Real Estate
- + Upcoming Events



We would like to thank all of our Sponsors for their participation at the Annual Sponsorship Breakfast events in Charlotte and Raleigh.

These two July events were highly successful, garnering only positive feedback from members and participants. We are looking forward to the continued essential support of these Sponsors in 2010!

Congratulations to Jessica Brown on being named to the 2009 *Charlotte Business Journal's* 40 Under 40 list. Jessica is an active CoreNet Global Carolinas Chapter member, and an integral member of the sponsorship committee.

Members of the CoreNet Global Carolinas Chapter turned out in force to support our Habitat for Humanity event on June 20th in Charlotte. Thirty-one volunteers donated a total of 124 hours to paint the interior of two new townhouses for deserving families. This outpouring of support is yet another example of our Chapter's commitment to developing lasting and meaningful involvement in the communities where our members live and work.

Please join us as the Community Reinvestment team sponsors the following events in the fourth quarter of 2009:

- Community Reinvestment Challenge project, Las Vegas Global Summit (Nevada Blind Children's Foundation) **(October 11, 2009)**
- JP Invitational for Duchenne Muscular Dystrophy **(October 23, 2009)**
- Toys for Tots toy drive **(December 2, 2009)**
- Salvation Army Holiday Angel Tree clothing drive **(December 18, 2009)**

Please visit the website for more details about each one of these great outreach events.

A Letter from the President

MY THEME THIS QUARTER is, "Show up to go up!" You are showing up, and our Chapter is going up! The Carolinas Chapter of CoreNet Global has had several events following the tremendous success of our golf outing, and community participation has never been greater. We nearly tripled the number of volunteers for this year's Habitat for Humanity project in Charlotte, filled the tables at both our Raleigh and Charlotte Sponsorship Appreciation breakfasts, hosted over 90 folks at our most recent networking event at Loft 1523, and packed the house with over 200 professionals at the Ayrley event, which we co-hosted with CREW and USGBC. By the time you get this letter, we will have hosted our next networking event in Raleigh and begun announcements for our annual Educational Roundtable—and we anticipate continuing this trend of greater and greater involvement. On a national level, we are seeing record numbers of registrants for the Fall Summit in Las Vegas, NV. I look forward to seeing many of you there.

Continuing with the theme above, I would like to invite our members to share this newsletter with fellow colleagues and friends whom you know to have been guests at our events, and encourage these folks to join the organization. The future strength of our Chapter depends on the continued growth of our membership. Member applications can be found on our website. At a higher level, I would like to invite our members to engage further with your Board and on our committees. As we near the Board's Annual Planning Session in October, we are working diligently to create a sustainable succession plan to be formally implemented beginning in 2010. With this new charter in place, we will look to provide those members who have shown increasing interest through their involvement in Chapter events and on committees a clear path to a position on the Board.

This is an exciting time in the history of our Chapter and we, your Board, are honored to serve. We also want to recognize the talent and insight within our membership and we realize that the Chapter can continue to enjoy future success only through leveraging these abilities. Please feel free to reach out to any Board Member/Committee Chair in the area where you are most interested in getting involved. I guarantee your call will be well received.

Thanks to everyone who has helped us break out this year, especially our Sponsors. We see many great things to come. And as always, I wish you all continued success!

Best regards,



Philip H. Grossberg, Chapter President
Sr. Director, Time Warner Cable Corporate Real Estate

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EDUCATION, COLLABORATION... *and a Really Great Time!*

Over 200 attendees enjoyed a world-class educational and networking event at the Town of Ayrley, located in Charlotte, NC.

The event, entitled *Where the Sidewalk Begins: A Sustainable Approach to Neighborhood Development*, provided an opportunity for participants to learn about smart growth, new urbanism and the realities about the sustainability revolution. The Town of Ayrley is a 180-acre, 5 million-square-foot master-planned urban development in southwest Mecklenburg County. The community features a vibrant combination of mixed-use retail, business and a neighborhood district, offering residents and visitors all the services, advantages and excitement of living

within a walkable, “new urban” area.



Sophie Lambert

Hunter Fleshood, Vice-President of the CoreNet Global Carolinas Chapter Board of Directors, and a member of the USGBC-Charlotte Region Chapter Board of Directors, was the Chair of the event. Hunter also served as the Master of Ceremonies for the outstanding reception event that evening. His serious passion for sustainability, combined with his wonderful sense of humor, allowed Hunter to successfully engage participants throughout the day's events.

The program featured two renowned keynote speakers—**Sophie Lambert**, Director of LEED for Neighborhood Development for the US Green Building Council (USGBC), and **Auden Schendler**, Executive Director of Sustainability for the Aspen Skiing Company, both of whom captivated the audience with their insight and authority.

Ms. Lambert's overview of the LEED Neighborhood Development (LEED-ND) rating system was a true eye-opener about the ways smart urban development provides social and economic benefits for residents, communities and developers. The rating system has been implemented in 238 pilot projects, and its national launch in early fall 2009 will change the way communities are developed, managed and inhabited.

Mr. Schendler's presentations helped participants understand that protecting our environment is a critical mission for which each and every one of us is responsible. He asserted that climate change

is a reality and that each individual has a role in saving the planet. By using wit and humor, Mr. Schendler was able to make this difficult and controversial subject matter interesting for all listeners. Those in attendance received a copy of Mr. Schendler's book, *Getting Green Done*, compliments of Allsteel.



Auden Schendler

Event participants were also provided with a fascinating overview and grand tour of the Town of Ayrley, given by **Gene Bodycott**, the Executive Vice President of New Forum. Mr. Bodycott is an accomplished architect and urban planner, and previously served as a Managing Partner at Odell Associates.



Gene Bodycott

After a day of information and education, the event wrapped up with an evening reception at the beautiful Hilton Garden Inn Hotel. Local Ayrley eateries provided delicious refreshments, ranging from sumptuous Indian Curry Chicken to traditional southern Hot Wings. The wings were hot, but the evening really heated up when the band Too Much Sylvia started playing!

This event was a grand success! Special thanks go out to USGBC, CREW, the Town of Ayrley and the CoreNet Global Carolinas Chapter committee members who worked hard to make this day happen.



The Town of Ayrley event was fantastic and fun – and it even met the “WIIFM factor” (What’s In It For Me) by providing educational credits (3 MCR CPD units or 2 AIA CEUs).

There were also great door prizes! Jenny Vallimont with Crosland was the winner of the Trek Commuter Bike and a \$75 gift certificate, courtesy of **Herman Miller** and **Bicycle Sport of Charlotte**.

Platinum Sponsor: NAI Southern Real Estate

NAI Southern Real Estate, founded in Charlotte in 1899, is one of North Carolina's oldest active real estate firms and is a member of the NAI Global Network of Companies. NAI Global covers the Carolinas with offices in Raleigh, Greensboro, Asheville and Charlotte, as well as Greenville, Columbia and Charleston. NAI Southern provides a full range of real estate services for clients in the 16-county region making up the Charlotte Regional Partnership.

NAI Global ranks among the largest commercial real estate service providers worldwide, and with 325 offices in 68 countries and a staff of 8,000 professionals, it is also the world's only managed network. NAI Global completed more than \$45 billion in transactions in 2008, and provides property management services for more than 250 million square feet of industrial and office space in primary, secondary and tertiary markets. NAI Global maintains a dedicated core staff around the world to manage and support its global network.

As the largest privately owned real estate firm in Charlotte, NAI Southern has one of the largest brokerage practices in the Charlotte marketplace. NAI Southern has active practices in the fields of office and medical office leasing and sales, industrial leasing and sales, land acquisition and disposition, retail leasing and investment sales, managing more than 6 million square feet of office and industrial space.

David Goode, Vice Chairman of NAI Southern Real Estate, is the point of contact with the Carolinas Chapter of CoreNet Global and has been involved with CoreNet and its predecessor NACORE for over 22 years. According to Goode, "Being a member of CoreNet has always brought me a great deal of personal satisfaction in that I know I am associating with the brightest of my peers and the top corporate real estate executives in the two Carolinas." Roger Cobb, the Broker in Charge of NAI Southern Real Estate's Charlotte office, is also a member of CoreNet.



260 Peachtree Street NW
Suite 1500
Atlanta, GA 30303

November 4th

Roundtable, *Charlotte*

(See below or check our website for more information.)

November 18th

Networking Social, *Greenville*

Location: Smoke on the Water, 1 Augusta Street,
Suite 202, Greenville, South Carolina 29601

December 2nd

Networking, *Charlotte*

Location: Loft 1523, 1523 Elizabeth Street,
Charlotte, North Carolina 28204

Round Table Event: 2010 Economic Outlook

November 4th | Charlotte, Large Table Format

The current economic environment has impacted each and every one of us – whether through job loss, 401K deflation, declining sales opportunities or changing government policies. The upcoming Charlotte event welcomes renowned Carolinas-based economists from private and public institutions to share their thoughts on the future economic landscape. A question/answer format will follow.

The round table event will take place on November 4th, from 11:00 am to 2:00 pm. Location is TBD, so please check our website for details.