



Who We Are

CoreNet Global

CoreNet Global is the world's leading association for corporate real estate (CRE) and workplace professionals, service providers and economic developers. Nearly 7,000 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.

CoreNet Global's mission is to advance the effectiveness of Corporate Real Estate (CRE) professionals, and the entire industry, engaged in delivering value to corporations through the strategic management of CRE and workplace resources.

The Mission of CoreNet Global Carolinas Chapter

- (>) Connect CRE professionals, end users and service providers.
- (>) Advance knowledge, promote personal excellence and add value to each individual and their respective enterprises.
- (>) Facilitate and sponsor diverse programs that provide educational and networking opportunities.





Learn





Connect.

G

Belon

Why CoreNet?

CoreNet Global provides CRE professionals with opportunities to connect, learn, grow and belong — locally, globally and virtually — through people, networks, knowledge-sharing and professional development.

- > Meet strategic needs relating to key business drivers
- > Stay relevant regardless of economic or market conditions
- > Bring real estate into partnership with corporate strategy
- > Create value & produce better results

A Message from the President

The Carolinas Chapter of CoreNet Global was established over 12 years ago, and our Chapter leadership team is forever grateful for the solid foundation our early leaders provided. The purpose of our Annual Report is to provide transparency, openness, communication and accountability to our stakeholders. As evidenced by the information presented here, our Chapter has continued to grow in membership, sponsorship and improved educational programs. Our Chapter's accomplishments became even more evident when I had the privilege of attending the CoreNet Global Leadership Forum in Atlanta this past January. Of the 46 locally based chapters worldwide, the Carolinas Chapter continues to be recognized as one of the major "cogs" in the global network.

The Carolinas Chapter leadership team understands that our members and our sponsors are the lifeblood of our Chapter. As the premier association for Corporate Real Estate (CRE) professionals purposed with advancing real estate knowledge, connecting people and promoting personal excellence, our leadership team is pursuing continuous improvement. By focusing on what makes our organization so successful, we have created a strategic vision that can be summarized into three key categories.

Education

Learning and professional development is a cornerstone component of CoreNet Global. To that end, our Chapter is committed to bringing real value by broadening our educational curriculum and bringing MCR Classes to the Carolinas. Working with BB&T (a CoreNet sponsor), our first-ever MCR class was held in March 2013; additional classes are also scheduled.

Professional Networks

The 2013 Chapter calendar is designed with a focus on helping our members build networks with like industry professionals to enrich career opportunities and potential. To that end, our Chapter hosted CoreNet Global's Discovery Forum (February 2013), bringing together the best and the brightness minds in our industry for a one-day educational and networking event.

Marquee Programs

Our leadership team is always striving to improve the quality and quantity of our learning and professional development programming. For 2013 we are continuing our financial investment in educational programs, as well as refreshing our annual Mega-Event to ensure that it continues to be a destination event for CRE professionals in the Carolinas!

While our Annual Report highlights the current positive state of our Chapter, it also serves as a measurement of success and stepping-stone to our future. We are blazing new trails, which include developing a deeper and more engaged pipeline of committee volunteers and future Board members, and enhancing our Young Leaders program to develop tomorrow's leaders today. We are excited to continue our journey towards excellence, and I look forward to your faithful engagement with the Carolinas Chapter during our pursuit.

Sincerely,

Danny Seaton
Chapter President

Danny Geaton



Board of Directors

Experience, Diversity, Relevance

To support the dynamic growth of the Carolinas Chapter of CoreNet Global, our leadership team has had to develop as well — and our Chapter has done an excellent job attracting and developing the best and brightest in the CRE industry. It is interesting to note that in 2006 there were eight Board members, each with less than one year's experience serving on the Board. Today we have 12 Board members with one to four years of experience, along with three members of the Senior Advisory Committee consisting of Board members that have served in a Chapter Officer capacity for at least two years. Additionally, in 2012 we instituted the new executive committee position of the "Immediate Past President". This newly created position provides continuity and "perspective" to ensure effective organizational leadership transition. Moreover, this approach aligns our Chapter leadership structure with the CoreNet Global Board structure.

The Senior Advisory Committee has enabled us to retain the wealth of experience from the past, while we work to foster the growth of new industry leaders taking on Board roles. The Carolinas Board is also unique because it consists of five End User CRE professionals, giving our Chapter one of the highest ratios of End Users to Service Providers in the country. Among these End User Board members and three Senior Advisors, there are over 125 years of CRE experience to lean on for solid direction. Finally, our Board Development Program has enabled us to groom fresh leaders in new business verticals, adding diversity and industry expertise to our team.

2013 Carolinas Chapter Board

DANNY SEATON

President *Red Hat*

KOO STENGLE

Vice President

BB&T

TRIPP GUIN

Secretary

 $TRIPP\ Commercial$

TONY PEREZ

Treasurer

Carolinas Health Care

CRAIG YOUST

Immediate Past President *Red Hat*

PHILIP GROSSBERG

Senior Advisor

CBRE

HUNTER FLESHOOD

Senior Advisor Capital One

DAN JENNINGS

Senior Advisor

AREVA

STEVE BODENHEIMER, MCR

Director

Duke Energy

SUZANNE L. JACOBS, MCR

Director

Time Warner Cable

CHRIS LAPATA, MCR

Director *Steelcase*

KEVINJENKINS

Director

Turner Construction

FRANK WISEMAN

Director
Tandus Flooring

CLARKE HOBSON

Director

Duke Energy

JON GOLDBERG

Director *K&L Gates LLP*

KRISTIN BENDER

Director

Time Warner Cable

SHEILA FAVUZZA

Chapter Administrator

TH Management



Board Development

Formalized Succession Planning Enables Sustained Success

What does a successful Chapter of CoreNet Global look and feel like? Our leadership team would venture to say it looks and feels a lot like the Carolinas Chapter of CoreNet Global. Our Chapter continues to receive local and national recognition for our operational excellence, as evidenced by our winning two of the three CoreNet Global awards in 2011: CoreNet Global's 2011 Chapter Membership Award and CoreNet Global's 2011 Chapter Achievement Award.

Developing sustainable Chapter success happens through good planning and strong leadership. As such, we have formalized a Board Development Program that uses a formal mentorship strategy to enable excellent succession planning. Balanced Board representation between CRE End Users and Service Providers creates the foundation from which we build. In fact, the Carolinas Board currently has five End User CRE professionals, giving our Chapter one of the highest ratios of End Users to Service Providers in the country.

Developing New Leadership

Chapter members interested in becoming Chapter leaders can request to be a part of our Board Development Program. Each year the Board of Directors selects a short list of potential candidates for open Board positions. These candidates have demonstrated leadership capabilities by holding positions of responsibility within the Chapter. The Senior Advisory Committee vets each candidate, and once final candidates have been selected, they are confirmed via the Chapter membership at large.

(>) Highlighting the impressive talent within our 2013 Board of Directors, we acknowledge three Board members, each holding their Master of Corporate Real Estate designation through CoreNet:

SUZANNE L. JACOBS, MCR | Senior Project Manager | Time Warner Cable Corporate Real Estate

CHRISTOPHER R. LAPATA, MCR | Workplace Consultant | Steelcase

R STEVE BODENHEIMER, PE, MCR | Resource Center Leader | Duke Energy Corporation

The Carolinas Chapter has done a great job of retaining talented Board members by elevating existing Directors to Chapter Officers. This approach leverages individual experience, creating Board consistency and continuity. Nominations for Officer positions take place during the Board's annual meeting with positions being confirmed via a Board vote.

Developing a Senior Advisory Committee has been instrumental in keeping an historical perspective on how the Chapter has developed. Former Chapter Officers (President, Vice President, Secretary or Treasurer) can elect to stay on as Senior Advisors to the Chapter. They can participate in Board meetings and chair committees; however, they do not participate in the Board voting process. The Carolinas Chapter has also had two of its past Senior Advisors participate on the CoreNet Global Board.

2013 **Sponsors**

Diamond Level

Balfour Beatty CBRE CB1

McGUIREWOODS

Platinum Level

Alfred Williams JLL Lincoln Harris NAI Southern Odell

Gold Level

Armstrong
C Design
Colite International
Cresa Partners
Haworth
Herman Miller
IA Interior Architects
InterfaceFLOR
JE Dunn
Little

Millicare
Office Environments
Parkway Properties
Perkins + Will
Spectrum Properties
Steelcase
Thalhimer
Turner Construction
Xzact Technologies Inc.

Silver Level

Business Resource Group Cassidy Turley Chicago Title Childress Klein Clancy & Theys Colliers International Crossville Inc. DTZ/ Equis Edge Office Facilicon Floorscape Garmon & Company Gensler Hilldrup Moving & Storage **Holder Construction** Kane Realty KDC Real Estate Development & Investments K&L Gates Knoll LS3P Associates LTD. McDonald York Storr Office Environments Tandus Terracon Trinity

The Value of **Sponsorship**

Along with our valued members, the sponsors of CoreNet Global Carolinas Chapter are key to the consistent success and growth of our thriving organization. At every level of support, CoreNet sponsors significantly contribute to the educational, networking and community reinvestment events hosted by our Chapter. But the benefits of sponsorship are many as well! As a sponsor, your organization is constantly exposed to our well-balanced, growing membership, including CRE end users, service providers and economic developers. With sponsorship identification at all events, sponsor companies are consistently in the spotlight. And each quarter, our *Corelssues* newsletter highlights Diamond and Platinum Sponsors with a strategic marketing write-up, as well as an opportunity to share some expert industry advice.

Here is a comprehensive list of the incredible benefits of sponsorship at the four available levels:

Diamond Sponsorship » \$10,000

- > 4 complimentary admissions to all 2013 Education Programs
- > 6 complimentary invitations to the 2013 Golf Tournament
- > 4 complimentary admissions to all other 2013 Chapter events
- > Hole Signage at the annual Golf Tournament
- > "Sponsor Spotlight" in the newsletter
- > Logo and link placed on the Carolinas Chapter homepage
- > Logo on display at every function
- > 1 CoreNet Global Summit early registration
- > 2 Annual CoreNet Global Memberships
- > Invitation to speak to membership at select events
- > Sponsor Appreciation event

Platinum Sponsorship » \$5,000

- > 4 complimentary admissions to all 2013 Educational Programs
- > 4 complimentary invitations to the 2013 Golf Tournament
- > 2 complimentary admissions to all other 2013 Chapter events
- > "Sponsor Spotlight" in the newsletter
- > 1 CoreNet Global Summit early registration
- > Hole signage at the 2013 Golf Tournament
- > Logo on display at every function
- > Sponsor Appreciation event
- > Logo and link placed on the Carolinas Chapter homepage

Gold Sponsorship » \$2,500

- > 2 complimentary admissions to all 2013 Educational Programs
- > 2 complimentary invitations to the 2013 Golf Tournament
- > Hole signage at the 2013 Golf Tournament
- > Logo on display at every function
- > Sponsor Appreciation event
- > Logo placed on the Carolinas Chapter homepage

Silver Sponsorship » \$1,500

- > 1 complimentary admission to all 2013 Educational Programs
- > Logo on display at every function
- > Sponsor Appreciation event
- > Logo placed on the Carolinas Chapter homepage

If you or your organization is interested in becoming a sponsor of the Carolinas Chapter, please contact Clarke Hobson, 2013 Sponsorship Committee Chair, at clarke.hobson@duke-energy.com or 704-382-9521.



Committees Make the Chapter

Get Involved, Be Inspired, Make a Difference

The Carolinas Chapter would not be as thriving and successful as it is without the outstanding efforts of our various committees — and the enthusiasm of every committee member. And your involvement is vital! So here we have provided some information about each committee. As you read, please consider where your talents, experience and passion may fit...and get involved!

Programs Committee

The Programs Committee organizes the main Chapter events throughout the year. Providing education, inspiration and connection, these events truly form the foundation of our organization's efforts. CoreNet members who have a passion for professional development and continuing education have found their home.

JON GOLDBERG | Programs Chair | Jon.Goldberg@klgates.com

Sponsorship Committee

This vital committee generates the financial support for all annual programs. The group efforts build the bridge for different organizations to see the value of contributing to CoreNet. The Sponsorship Committee not only receives financial contributions, but also shows organizations a realistic return on investment for contributions. The CoreNet members who have strong communication and analytical skills, as well as a heart for fundraising can apply here.

CLARKE HOBSON | Sponsorship Chair | Clarke.hobson@duke-energy.com

Membership/Networking Committee

This committee owns the incredible responsibility for member retention and growth each year. The group is also responsible for creating networking events across the Carolinas to provide maximum exposure for our organization. For CoreNet members that subscribe to the old adage, "It's not what you know but whom you know," we want you!

FRANK WISEMAN | Membership Chair | fwiseman@tandus.com

Communications Committee

Communications is a key element to organizational success. This committee makes it a priority for each member to be accurately informed. Through quarterly newsletters, eblasts and event materials, the Communications Committee also strengthens the tie of sponsors to the Carolinas Chapter. For CoreNet members whose passion is writing and marketing, we have the committee for you.

SUZANNE L. JACOBS, MCR | Communications Chair | suzanne.jacobs@twcable.com

Finance Committee

Managing our Chapter's finances is big business. It is essential that we continue to develop the checks and balance policies ensuring our financial stability. If you are a CRE professional who secretly loves accounting, this is the ideal committee for you.

ANTHONY PEREZ | Treasurer — Chapter Officer | anthony.c.perez@bankofamerica.com

Community Reinvestment Committee (CRC)

Because the Carolinas Chapter remains civic-minded, this committee takes responsibility for managing all the Chapter's community projects and participation. Ten percent of our sponsorship dollars are reinvested to serve the basic needs of Carolinians. Focusing on our home states, this group helps our Chapter make a meaningful and lasting impact on the lives of others. If these efforts strike a cord with you, please join us!

KEVINJENKINS | CRC Chair | *kjenkins@tcco.com*

Young Leaders Committee & University Relations

The newest of the Chapter committees, Young Leaders focuses on grooming our next Chapter leaders, creating a talent pipeline to service existing committee requirements and future Chapter Board positions. Chapter members who are focused on becoming the next generation of Corporate Real Estate leaders can gain valuable experience working on this committee.

KRISTIN BENDER | Young Leaders & University Relations Chair | Kristin.bender@twcable.com

Golf Tournament Committee

This committee creates our annual world-class golf tournament for Chapter members and sponsors. With beautiful venues, fabulous food and great fun, the tournament has been an incredible success, with participant growth from 40 to over 140 players in just four years. CoreNet members who believe that a bad day at the golf course is better than a good day at the office need to look no further than this committee!

STEVE BODENHEIMER PE, MCR | Golf Committee Chair | Steve.Bodenheimer@duke-energy.com







Balanced Scorecard: Measuring Success

Area	Membership (Retain & Attract)	Young Leaders & University Relations	Communications	Programs
CoreNet Focus	Belong	Connect	Connect	Learn
Strategic Objective	Increase the number of quality members (EUs & SPs) without saturating the integrity of the Chapter; work in tandem with committee chairs to create a synergy that will make the Carolinas Chapter a destination organization; develop Chapter-managed reports to measure membership retention, renewal history & total membership count.	Develop relevant educational programs for Young Leaders, supporting Chapter mission of Advancing Knowledge; enhance relationships with schools having CRE focus and align resources to these entities.	Develop and maintain internal and external organizational communication structures to support Board effectiveness; serve members & sponsors by creating a value proposition for each group through use of various communications tools; enable organizational exposure & drive sponsorship value.	Develop and implement innovative educational programs & organizational relevance to enhance the knowledge base of our member, sponsor & nonmember constituents.
Measures	 Membership Retention Membership Growth Chapter Reporting 	YL-focused Chapter Events (Education & Networking) Regular Interaction with Identified Higher Ed Organizations	Board Communication (Board Effectiveness) Chapter Communication (Member/Sponsor) External Communication (Relevant Media & Industryfocused Publications)	Quality of Performance via Feedback Scores from Chapter Membership Quantity of Programs via Communications to Chapter Membership
Targets	 Retain existing membership at 90%. Increase overall membership by 10%. Maintain 40% EU membership. Maintain 90% retention rate. Increase ethnic diversity of membership by 10%. Secondary market goal: increase in membership in the Triad by 50%. 	1. Develop YL/UR marketing brochure. 2. Establish Raleigh market committee leaders. 3. Add YL/UR CRC event to support UNCC. 4. Host quarterly networking events in Raleigh and Charlotte. 5. Host 2 educational events in Raleigh and Charlotte.	 Develop 3rd Annual Report. Distribute quarterly publications of <i>Corelssues</i>. Provide timely updates to website, Twitter, Facebook & Linkedln. Prepare and distribute e-blast mailers for Chapter events and announcements. 	Develop 18 Program Events: 5 general topic events – Charlotte 4 general topic events – Raleigh 2 general topic events – Charleston 1 general topic event – Winston-Salem 1 MegaEvent: August 4 (one per quarter) End User Only Event as a Sponsor Benefit 1 Program Committee annual planning session
Accountability	Champion: Immediate Past President Sponsor: Membership Committee Chair	Champion: Treasurer Sponsor: YL/UR Committee Chair	Champion: Secretary Sponsor: Communication Committee Chair	Champion: President Sponsor: Programs Committee Chair
Initiatives	Send follow-up email to all registered non-members the morning after an event. Track non-member participation.	1. Equip Raleigh leaders to execute the same events as Charlotte. Propose quarterly networking, Strength Finder 2.0, speed mentoring, and adopting holiday charity event. 2. Continue to leverage social media. 3. Connect with an additional university to promote student involvement.	1. Maintain & enhance all communications to Board, Chapter membership and sponsors, and external parties. 2. Use Corelssues, website and e-news to support sponsorship value, enhance membership benefits and promote chapter education, social and community service events. 3. Maintain and enhance e-social network communications. 4. Enhance the look and capabilities of Cvent; track event registrants in real time.	 Change/Refresh the MegaEvent format. Institute quarterly EU roundtable events as sponsor benefit. Bring 2 learning programs to Charleston. Bring 1 learning program to Winston-Salem.

Sponsorship	Community Outreach	Board Development	Financial	
Connect	Connect	Grow	Grow	
Attract and retain industry- relevant service providers in the Carolinas to sponsor our Chapter; return sustainable value to these sponsors, building an exemplary sponsorship value best practice.	Support the communities where our members work and live, focusing on the 4 basic pillars that serve as the foundation for our outreach (guiding principles): hunger, housing, children & education.	Identify strong and influential leaders from Chapter membership for Board development and participation.	Provide financial stability to support evolving/growing Chapter initiatives through accounting best practices; ensure Chapter maintains established and stated cash reserve position.	
Sponsorship Retention Sponsorship Growth	Membership Participation (Sweat Equity Hours) Amount of Financial Donation from Membership Survey Feedback from Membership	Recognize & Train Potential Board Members Succession Management Plan	Committee Actions Aligned to Budget (by Committee or Initiative) Balanced Budget (2013 YTD Spend vs. Commitment) Transparent Reporting (Annual Report)	
 Solicit and collect sponsorship commitments of \$175,000. Retain year-over-year sponsorship retention of at least 75%. Increase year-over-year sponsorship by 10%. Increase committee size and geographic coverage. Collect all sponsor pledge receivables by May 30, 3013. 	 Allocate 10% of sponsorship revenue to Community Outreach. Support area food banks via 3 food drives, 2 Sweat Equity Events & a financial donation. Support housing/shelter agencies via 2 Sweat Equity Events & a financial donation. Support agencies that provide services to children in need due to health issues, poverty or other risks via 2 Sweat Equity Events & a financial donation. Support education programs that further the real estate profession through a financial donation. 	1. Attain balanced list of SPs and EUs (10-15 candidates). 2. Increase senior RE Execs/Partners for consideration (target 8). 3. Increase diversity; maintain male to female and increase minorities from 0 to 4. 4. Increase participation by existing Board Members on nominating candidates (100% participation).	 Finalize committee budget plans by January 2013. Align financial plan with Chapter Incorporation doc (become financially independent from CoreNet Global). Maintain a cash reserve position ≥ 50% or prior year's actual expense. 	
Champion: President Sponsor: Sponsorship Committee Chair	Champion: Vice President Sponsor: Community Outreach Committee Chair	Champion: Vice President Sponsor: Board Development Committee Chair	Champion: Treasurer Sponsor: Financial Committee Chair	
1. Leverage Board to build sponsorship opportunities. 2. Distribute end-of-year "Thank You" letters to sponsors. 3. Ensure all sponsors are being highlighted and showcased at Chapter events and socials. 4. Plan Sponsorship Breakfast events in both Charlotte and Raleigh. 5. Develop incentives for Board and sponsor commitment and payment.	Promote financial support opportunities to our membership & sponsors. Promote sweat equity and volunteer opportunities to membership. Expand committee membership. Recruit and highlight potential benefactors at key events.	Add committee members; seek some minorities for the committee to help achieve minority targets. Obtain candidates of 5 new firms (avoid duplicate firms on the Board). Visit each committee to talk about Board potential and development.	1. Develop year-over-year budgeting trends per committee. 2. Hold committees financially accountable to budget goals. 3. Transition to QuickBooks to self-manage Chapter finances. 4. Implement Financial Governance Policy. 5. Pursue self-managed investment of some cash reserves to yield interest income for the Chapter.	

Financials

The Carolinas Chapter of CoreNet Global has completed the process of becoming an independent non-profit legal entity. Throughout this past year, the strength of our Chapter's financial foundation has increased, and the generous sponsorship commitments continue to rise. With this solidified fiscal underpinning, we are able to provide more benefits to our members across the Carolinas through all of our committee platforms.

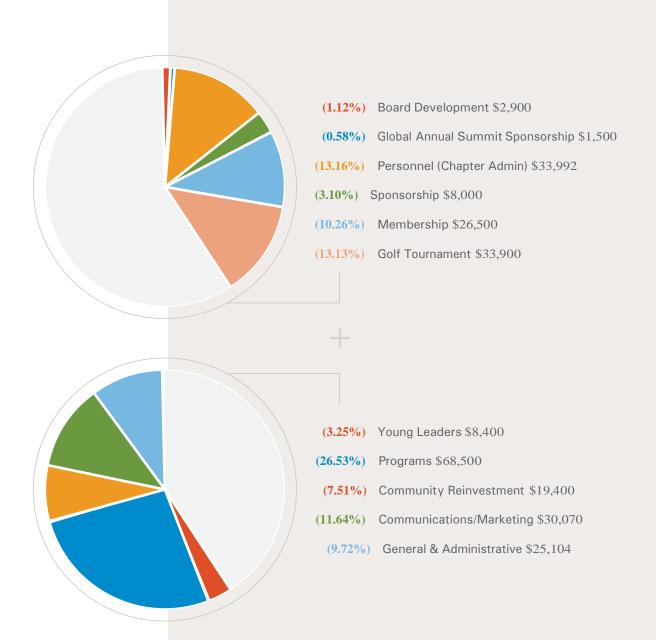
Thank you all for your commitment as a sponsor, member or volunteer of our Carolinas Chapter. Each of you makes possible the first-class events, networking opportunities and programs offered throughout the year. Thank you!

Annual Financial Summary

•	201	2012 Budget		2013 Budget	
Sponsorship	\$	175,000	\$	175,000	
Membership - Carolinas	\$	-	\$	10,600	
Membership Revenue Sharing - Global	\$	-	\$	13,000	
Programs	\$	39,800	\$	44,500	
Golf Tournament	\$	11,182	\$	9,850	
Community Reinvestment	\$	1,000	\$	1,650	
Young Leaders	\$	_	\$	3,000	
Communications/Marketing	\$	_	\$	12,500	
Total Revenue	\$	226,982	\$	270,100	
Sponsorship	\$	(28,451)	\$	(8,000)	
Membership	\$	(16,560)	\$	(26,500)	
Golf Tournament	\$	(31,893)	\$	(33,900)	
Young Leaders	\$	(3,000)	\$	(8,400)	
Programs	\$	(56,800)	\$	(68,500)	
Community Reinvestment	\$	(17,800)	\$	(19,400)	
Communications/Marketing	\$	(19,000)	\$	(30,070)	
General & Administrative	\$	(22,300)	\$	(25,104)	
Board Development	\$	(2,500)	\$	(2,900)	
Global Annual Summit Sponsorship			\$	(1,500)	
Personnel (Chapter Admin)	\$	(14,000)	\$	(33,992)	
Total Expenses	\$	(212,304)	\$	(258,266)	
Net Income / (Loss)	\$	14,678	\$	11,834	

Balance Sheet

CoreNet Global Bank Account Cash Reserve - 2010	\$ 141,466
CoreNet Global Bank Account Cash Reserve - 2011	\$ 106,553
CoreNet Global Bank Account Cash Reserve - 2012	\$ 171,763



Young Leaders / University Relations Committee

Cultivating the Next Crop of CRE Leaders

The Young Leaders/University Relations (YL/UR) Committee focuses on cultivating fresh leadership for our Chapter and the CRE industry. The success and longevity of any organization is dependent on attracting new and rising talent. For the Carolinas Chapter of CoreNet Global, it is critical to create the talent pipeline to service existing committee requirements and future Chapter Board positions. Our Chapter has developed a robust YL/UR program through its alignment with the CoreNet Global Young Leaders Committee, as well as leveraging the CoreNet Global *Connect, Learn, Grow, Belong* brand strategy.

Connect | The Carolinas Chapter has a great YL/UR calendar of events that drives regular interaction among our Young Leader Chapter members. Active engagement is dependent on creating exciting, diverse and value-driven programs. The YL/UR committee Chair, Kristin Bender, has done an incredible job at developing the "secret sauce" of education, networking and fun to keep Carolinas young professionals connected.

Learn | Aligning with our Carolinas mission of *Advancing Knowledge*, we focus on creating relevant educational programs for our Young Leaders. These programs range from interactive knowledge-based lunch and learns to Q-and-A sessions with senior CRE market leaders. In addition, our local Young Leaders are encouraged to participate in CoreNet Global learning events via e-learning and the annual Global Summit.

Grow | Many of our Chapter's Young Leaders are also active Chapter committee members, an experience that serves as a valuable tutorial translating directly to professional development. With the Chapter committees chaired by Board members, involvement by the Young Leaders allows for regular interaction with these senior CRE professionals. In addition, many of the tactical committee responsibilities create value-added skills, enhancing the professional growth of these enthusiastic men and women.

Belong | Our Young Leaders come from diverse backgrounds and geographies. Often these professionals have relocated from other areas of the country to this region for their first job. What better way to feel a sense of belonging than getting plugged into an organization like CoreNet Global? Our organization likes to have fun, and the YL/UR group is no exception. We have hosted skee-ball tournaments, bowling events, as well social networking events at local bars and restaurants. In addition, we have an active social media group that allows young professionals to stay connected via online updates and interaction through Facebook and LinkedIn.







Giving Back to Our Community

The Carolinas Chapter of CoreNet Global has an ongoing commitment to give back to our communities — reinvesting into the neighborhoods we call home. Our outreach efforts focus on what we call the *Four Pillars of Humanity: Hunger, Housing, Children and Education.* And at least 10% of the sponsor revenue collected is reinvested into the community in which we live. Conducting food drives, volunteering with Habitat for Humanity, donating to fight childhood Muscular Dystrophy, endowing education scholarships, and collecting Toys for Tots are just some of the ways our Chapter gives back each year.

(>) In 2012, through the generosity of member and sponsor volunteers, the Carolinas Chapter gave over 250 service hours and made a financial reinvestment commitment of \$19,000 to communities in North and South Carolina.

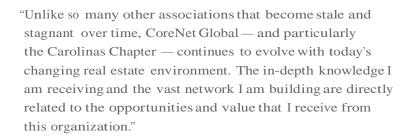
Our Community Reinvestment Committee — the group of passionate individuals devoted to our outreach activities — often marries Chapter programs, such as Networking, with events like food or toy drives. The Committee also plans several "Sweat Equity" days throughout the year, where members and sponsors can get their hands dirty for a great cause. Whether it is building a home, stocking a food pantry or beautifying a homeless shelter, our Chapter is committed to the joy of giving back.

Please follow our calendar of events via our website or connect with us via our Facebook page.

- (>) www.carolinas.corenetglobal.org/Carolinas
- (>) www.facebook.com/groups/corenetcarolinas







CRAIG YOUST Immediate Past President Red Hat



(>) www.carolinas.corenetglobal.org/Carolinas









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