

## Mark Your Calendars for May 15th! 10<sup>th</sup> Anniversary Awards of Excellence Gala



Please join the Executive Board of the Mid-Atlantic Chapter in congratulating Tishman Speyer on the award to host the 2014 CoreNet Mid-Atlantic Gala. Tishman's proposed site, 1300 N. 17th Street, and its spectacular panorama and Class A

building condition will be a terrific backdrop befitting our 10th Anniversary black-tie Gala. The Gala Committee, comprised of Senior CRE leaders and Senior Service Providers, are busy planning the evening to emphasize Arlington Tower's unparalleled views of downtown Washington, DC, the Potomac River and Arlington's cityscape, while maximizing the evening's Awards of Excellence and superior networking with your senior CRE peers.

*continued on page 3*



## Meet the Mid-Atlantic Chapter's New Executive Committee

The term for the Mid-Atlantic Chapter's new leadership began on January 1, 2014. The incoming Executive Committee is comprised of a mix of new and seasoned board members – Pierce DeGross, Stacy Cohen, Al Nielsen and Peter Van Emburgh. We asked Pierce, Stacy, Al and Peter a few questions to get to know them better – and we did. Enjoy!



**Pierce DeGross III, MCR – President**  
Vice President  
Global Workplace Services,  
Hilton Worldwide



**Al Nielsen – Secretary**  
Vice President –  
Corporate Services, AOL Inc



**Stacy Cohen – Vice President/President-Elect**  
Director, Corp. Facilities,  
Marriott International, Inc.



**Peter Van Emburgh – Treasurer**  
Managing Director –  
CBRE

*continued on page 5*

### Upcoming Events:

- Feb. 25: **Olympics Happy Hour**
- Feb. 27: **Sponsor Orientation Breakfast**
- Mar 7: **Capital Area Food Bank Volunteer Event**
- Mar. 26: **Baltimore Program**
- Apr. 9: **Program: Sustainability Featuring GSA Smart Buildings and LEED v. 4**
- May 15: **10th Annual Awards Gala**
- Sept. 22: **Annual Golf Outing**

Visit the [events section](#) of the chapter website for more information and to register.

## Are you a member of the CoreNet Mid-Atlantic Chapter?



CoreNet members receive access to professional resources, discounts at events, great networking opportunities, invitations to exclusive members-only events, and more. [Click here](#) and register online today!

**JOIN NOW**

connect with nearly 7,000  
members world wide

## Have you renewed your membership for 2014?

As a reminder, all memberships expired on December 31, 2013. If you haven't already renewed, do it today!

**RENEW NOW!**

## Letter from the President

### Happy New Year!

There are many exciting events planned for the first quarter of 2014. We have already held two networking events in January including a Richmond Happy Hour and a DC New Member Happy Hour, both of which were well attended.

In February, there are several events taking place – On February 19th there was an Educational Event focused on the change to Tysons and on February 20th we held the first End-User Dinner of the 2014 series that featured a presentation from Sarah Abrams, Senior Vice President, Global Real Estate, Iron Mountain. Still to come in February is the Olympics Happy Hour on 2/25 and the Sponsor Orientation Breakfast on 2/27. During the month of March, we will have our annual meeting in DC, a Baltimore program and a charity event. Hopefully you've seen the invitations to these events, as we are very excited to see members signing up quickly.

I am also excited to announce that Tishman Speyer will be hosting our 10th Annual Mid-Atlantic Awards of Excellence Gala in the Rosslyn area of Arlington, VA on May 15th. Stay tuned for more information on this very exciting event.

We look forward to seeing you at these upcoming events.



Sincerely,

**Pierce DeGross**  
President Mid-Atlantic Chapter  
CoreNet Global

 **Mid-Atlantic  
Chapter**

# CORENEWS

Winter 2014

## Executive Committee Mid-Atlantic Chapter

**Pierce DeGross**, President • Hilton Worldwide  
**Stacey Cohen**, Vice President/President-Elect • Marriott International  
**Peter Van Emburgh**, Treasurer • CBRE  
**Al Nielsen**, Secretary • AOL, Inc.  
**Deane Edelman**, Past President/Advisor • General Dynamics IT  
CoreNet Global • 133 Peachtree Street, N.E., Suite 3000 • Atlanta, GA 30303



## Mid-Atlantic Chapter Olympics Happy Hour

**February 25, 2014**  
**The Russia House, Washington, DC**

Didn't make it to Sochi? The Olympics are happening right here at the Mid-Atlantic Chapter's Olympics Happy Hour on February 25, 2014. Join us at The Russia House for a great opportunity to mingle with chapter members and a chance to meet some new faces, too! What Olympics festivities would be complete without athlete registration, gold, silver and bronze surprises and a few

competitions, too? Chapter members are invited to attend for no charge and non-members may join for a registration fee of \$75.00. Click [here](#) for more information and to register.

### Sponsor Orientation Breakfast

**CBRE, 1861 International Drive**  
**Suite 300, McLean, VA**

Mid-Atlantic Chapter Sponsors and Chapter Board Members are invited to join us for a Sponsorship Orientation Breakfast on February 27th at CBRE in McLean. This complimentary event will include breakfast and networking followed by a brief presentation and Q&A session. This event is exclusively for our Chapter Sponsors, along with any additional key members of your company who are in a position to take advantage of your sponsorship benefits. Click [here](#) for more information and to register.



### Did You Know We're Online?

Learn the latest Mid-Atlantic news by joining our [LinkedIn Group](#) or by following us on [Twitter](#). Our online group is focused on advancing real estate knowledge, connecting people, and promoting more interaction and "personal touch" for our local members.

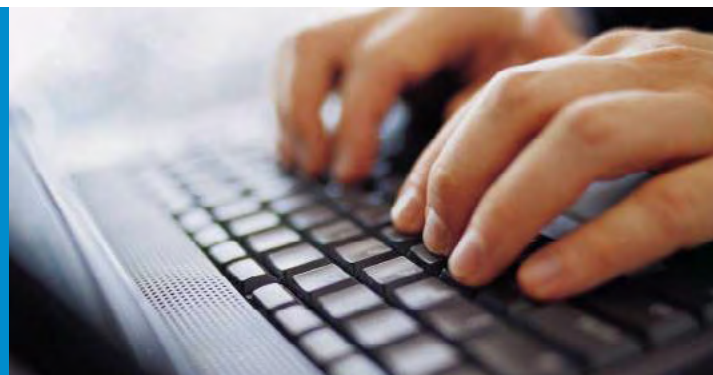
### 10th Anniversary Awards of Excellence Gala

*continued from page 1*

Please recognize the Gala Committee Members and the excellent work they are doing to plan our chapter's 2014 pinnacle event:

- **Susan Boren**, Vice President Real Estate, Maximus
- **David Bourke**, Managing Director, IA Interior Architects
- **Dennis Cotter**, Principal, James G. Davis Construction
- **Steve Dunn**, Director, SRA International
- **Deane Edelman**, Vice President Real Estate, General Dynamics IT
- **Jay Farmer**, Senior Vice President, Jones Lang LaSalle
- **Kevin Graves**, Vice President, SRA International
- **Lynne Goldberg**, Director Project Delivery, Capital One Financial
- **Timothy Hague**, Chairman, Colliers International
- **Barry Mark**, Regional Director, Capital One Financial
- **Kelly McBride**, Managing Director Virginia, Jones Lang LaSalle
- **Fran Neville**, Manager Real Estate, General Dynamics IT
- **Junius Tillery**, Executive Vice President, DTZ, a UGL Company

For information regarding the Calls for Nomination for the various awards or Sponsorship Opportunities, please contact the 2014 Gala Chair, [Karen Fields](#) with Himes Associates, Ltd., at 703.623.1028.



## Chapter Celebrates the Holidays



The Mid-Atlantic Chapter celebrated the end of the program year with a festive holiday party on December 16. The event was hosted by Piedmont Office Realty Trust at their building located at 4250 North Fairfax Drive in Ballston. The chapter thanked outgoing President, Deane Edelman with General Dynamics IT, who turned the reigns over to incoming President, Pierce DeGross with Hilton.

Guests were asked to bring an unwrapped gift to benefit The Marine Corp. Toys For Tots Foundation. We were thrilled with the amount of donations received, thank you to all who donated. We would also like to extend a special thank you to our event sponsor, Ballston BID.

Click [here](#) to view pictures from the party.

## New Member Happy Hour

The Mid-Atlantic Chapter kicked off 2014 with a New Member Happy Hour held at MXDC in Washington, DC on January 14th. It was a great networking opportunity for new members, prospective members, and current members to mingle and celebrate

the chapter's new calendar year. There were three chances to win a gift card: One was open to new members only (joined since September 2013), one to a Young Leader member, and one to anyone who attended. Lee Mayer with Atlantic Media was the winner of not one, but two cards! He won as a new member and an event attendee. The recipient of the Young Leader card was Jessica Miller with Cushman & Wakefield – Congratulations to the winners! The event was jointly hosted by the Special Events Membership Committees.

Click [here](#) to view photos from the event



## Attendees Kick Off the New Year at Networking Happy Hour

An unexpected winter storm postponed the Richmond Networking Happy Hour a week, but it didn't dampen the attendance. Over 25 guests attended the networking event at Chuy's Mexican Restaurant. It was a great way to kick off the new chapter year for the Richmond-Area membership. The next Richmond educational event is being planned for June. More details will be available soon, check the [website](#) for updates.

## Pierce DeGross III, MCR – President

Vice President Global Workplace Services, Hilton Worldwide



Pierce is Vice President of Global Workplace Services for Hilton Worldwide Inc. which is headquartered in McLean, VA. He is Hilton's Corporate Real Estate leader handling all corporate office needs globally including; leasing/sales, design/construction, workplace strategy, economic incentives, sustainability, disaster planning, records management, and office operations. Pierce has 27 years commercial real estate experience having worked in research, marketing, property management, development, financing, construction, leasing and corporate real estate planning. In addition to his involvement with CoreNet, Pierce is active on several local boards including NVTA, The Tysons Partnership and is a member of the St. Peter's Episcopal Church Vestry.

*What year did you join CoreNet?* Joined IDRC in 1997 which became CoreNet.

*What do you find most valuable about being a part of CoreNet?* The global network of CREs and Service Providers, and the outstanding educational programs.

*What do you most want to accomplish in your EC position this year?* Delivering exciting and informative educational programs, increase the amount of networking opportunities, focus on engaging our young leaders, celebrating our 10th Awards Gala and hosting our first Global Summit in the DC Metro Area.

*In one word, describe yourself.* Listener

*Favorite CoreNet event attended?* Nashville summit some years ago. Lots of fun and one of my first global summits.

*Favorite restaurant?* Lyon Hall in the Clarendon area of Arlington.

*Favorite vacation spot?* St. Thomas, near Redhook

*Favorite sports team or athlete?* Capitals – Nick Backstrom

*Any hidden talents?* Drummer

## Stacey Cohen – Vice President/President-Elect

Director, Corporate Facilities, Marriott International, Inc.



Stacey joined Marriott International, Inc. in 2001 and is currently a Director in the Corporate Facilities department. Most recently she has become involved in project management of various types of projects from Tax Incentives to systems implementations. Stacey is responsible for sustainability initiatives including project management of Marriott's recent LEED certification for their 31 year old headquarters building.

*What year did you join CoreNet?* 2010

*What do you find most valuable about being a part of CoreNet?* Networking with peers.

*What do you most want to accomplish in your EC position this year?* Assist in increasing value for our members.

*In one word, describe yourself.* Passionate

*Favorite CoreNet event attended?* Gala

*Favorite restaurant?* Wine Kitchen, Cava, or Isabellas – Tough one!!!

*Favorite vacation spot?* National Parks – hiking, views and solitude

*Favorite sports team or athlete?* Washington Capitals – Nicky Backstrom

*Any hidden talents?* Cooking and all things culinary - from making fresh pasta to baking to watching cooking to enjoying new restaurants.

## Al Nielsen – Secretary

Vice President – Corporate Services, AOL Inc



Al is responsible for global Real Estate, Construction, Space Planning, Facility Operations, Security, EH&S and Business Services. He joined AOL in April 1996 serving in a number of capacities in Corporate Services. The real estate portfolio currently consists of over 50 locations totaling approximately 2.1 million square feet. Overall, Al has 30 years of real estate experience. In addition to serving on the CoreNet Mid-Atlantic Executive Committee, he also serves as Director - Loudoun County Chamber of Commerce and Vice Chair - Loudoun School Business Partnership.

*What year did you join CoreNet?* 2007

*What do you find most valuable about being a part of CoreNet?* I most value the education and networking events.

*What do you most want to accomplish in your EC position this year?* Raise awareness of the value that CoreNet can provide it's members.

*In one word, describe yourself.* Earlybird

*Favorite CoreNet event attended?* End-User Dinner

*Favorite restaurant?* Always on the hunt for great Italian food.

*Favorite vacation spot?* Deep Creek Lake

*Favorite sports team or athlete?* The Caps!

*Any hidden talents?* I'm working on becoming a wine snob.

## Peter Van Emburgh – Treasurer

Managing Director, CBRE



As Director of Strategic Consulting in CBRE's Global Corporate Services, Peter specializes in delivering corporate real estate solutions focused on portfolio optimization, strategic planning, CRE organizational design, workplace strategies and change management, and occupancy cost solutions to public sector clients.

His work with portfolio management focuses on the strategic transformation of multi-billion dollar real estate portfolios. Most recently, Peter has worked collaboratively with public sector clients in the formulation of portfolio optimization and cost containment strategies.

*What year did you join CoreNet?* 2011

*What do you find most valuable about being a part of CoreNet?* Networking among colleagues and CRE thought leaders.

*What do you most want to accomplish in your EC position this year?* Build upon the financial stability of the chapter and leverage funds to support educational, social and outreach programs.

*In one word, describe yourself.* Jersey

*Favorite CoreNet event attended?* Global Summits

*Favorite restaurant?* Poste

*Favorite vacation spot?* Bay Head, New Jersey

*Favorite sports team or athlete?* New York Yankees

*Any hidden talents?* I'm presently undefeated at "Consulting Buzzword" Bingo (see: "Leverage" above).

# Volunteer Opportunities



Share your expertise and support your Chapter... Volunteer today! This year, the Mid-Atlantic Chapter plans to add even more value to its members by delivering quality events and educational opportunities. To do that, we need the help

of energetic volunteers just like you! Click [here](#) to view our committees. Each of them could use support with current objectives and help in creating new ones.

**Note:** You must be a member of CoreNet to participate on a committee.

## Welcome New Members

Janel Abbass-O'Neill	•	ManTech International Corporation
Jason Bannister	•	The Advisory Board Company
Leanne Berthiaume	•	Vornado/Charles E Smith
James Bognet	•	Bognet Construction
Kim Breen	•	Reed Elsevier
Ann Brewer	•	SunTrust
Debbie Carter	•	Davis Construction
Brad Conver	•	Pricewaterhouse Coopers
Stefan Dytrt	•	SKB Architecture & Design
Adrian Hessen	•	TenantRex
Donald Hughes	•	Mohr Partners, Inc
Cathrine Jardine	•	Arizona Commerce Authority
Carlyn Kelley	•	WB Engineers+Consultants
Cynthia McCrory	•	Carolina's Healthcare System
Patrick McNamara	•	U.S. Department of State
John Mervin	•	Clestra Hauserman, Inc.
Jim Miller	•	FSO Outsourcing
Charles Plymale	•	Collective Architecture
Leigh Quarforth	•	Capital One
Kevin Ridgway	•	Cushman & Wakefield
Janey Saunders	•	Knoll
Paul Smith	•	Sallie Mae
George Stefan	•	TIAA-CREF
Robin Sullenberger	•	Shenandoah Valley Partnership
George Tao	•	Capital One
Rebecca Tisdale	•	U.S. Department of the Interior
Bob Vacca	•	Salient Federal Solutions
Christiana Wachal	•	Vornado/Charles E Smith
Christine Walsh	•	CW2i, PLLC
Mark Wood	•	Assoc. of Am. Medical Colleges

CoreNet Global

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# CORENEWS

Winter 2014

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