



Special thanks to event sponsors Price Modern and Tandus Flooring, as well as everyone who volunteered their time and energy in making this program happen!

M&T Bank Stadium Tour Delivers a Big Hit!



The sold out crowd of CoreNet Global Mid-Atlantic Chapter members and guests, were thrilled to get a “behind the scenes” tour of M&T Bank Stadium on Thursday, July 25th. Our host was Jeff Provenzano, Director of Facilities for Maryland Stadium Authority. Jeff’s responsibilities include overseeing operations and maintenance of the 92-acre facilities that encompass M&T Bank Stadium, Orioles Park, the Museum and the Warehouse. Highlights included a tour of the jail cell, locker room, football field and a spacious sky-box.

EBOM efforts, a project that when completed, will make M&T Bank Stadium the first NFL stadium to accomplish. From energy efficiency measures to preventative maintenance, Jeff’s core staff and thousands of seasonal workers stay busy year-round to keep their tenant, the two-time Super Bowl Champion Baltimore Ravens, comfortable and productive. While football is the main operation, Jeff and his staff are involved in many special events that fill the 70,000 seats, such as concerts, soccer matches, monster truck jamborees, and Hollywood movies.



Jeff shared the operational demands that he and his staff experience. His partnership and shared mission with the Ravens helps prioritize operating budgets and capital expenditures.

After the tour, attendees enjoyed some networking time, sampled some delicious local delicacies and relaxed with cool drinks. Members traveled from as far as Richmond to attend the event, and found it well worth the trip. A wonderful time was had by all. Special thanks to Price Modern and Tandus Flooring for sponsoring this one-of-a-kind event!

From Left to Right: Nicole Thomas with Herman Miller, Jonathan Machiran with Geico, Jeff Provenzano with MD Stadium Authority, Chris Szutz with Ciena, Sheryl Etelson with Lockheed Martin, Joanna Hoffschneider with Grimm And Parker, and Pierce DeGross with Hilton Worldwide

Jeff spoke about the recent renovations that fans will enjoy this upcoming season. Attendees learned about the pending LEED

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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

Letter from the President

It happens every year, doesn't it? We look forward to warmer weather, vacations and everything else associated with summer, yet the time passes by quicker than we anticipated and somehow we're surprised. It's hard to believe that August is here! Before you know it, we'll be celebrating Labor Day and the end of summer. Time is flying by for the Mid-Atlantic Chapter, as well. The Eastern Regional Symposium is behind us, we've had numerous events and many more on the immediate horizon. You'd better act now to ensure you don't miss any of the fun!

We had a tremendous turnout in Baltimore for our behind-the-scenes tour of M&T Bank Stadium, Home of the Ravens. We expanded the event count to accommodate demand and still had a wait list! A tremendous thank-you goes out to Sheryl Etelson, our Baltimore liaison for her role in arranging the event and all the volunteers that contributed. We also want to thank our friends at Price Modern and Tandus Flooring for supporting the event.

Our Annual Golf Outing will be on September 23rd at Westfields Golf Club in Clifton, VA. This promises to be another well-attended event that you don't want to miss. This year's event will have special meaning as we plan to honor Kevin Dunn. Proceeds from the tournament will be donated to Justin's Beach House in Bethany Beach, DE. This is a private residence on the beach for families dealing with cancer, where they can have a place of respite and enjoy some fun family time. This charitable organization held a special place in Kevin's heart as he does with us. We intend to make a financial contribution in his name to honor a friend that is greatly missed.

I want to remind everyone that this year's Global Summit will be held on October 20th – 22nd in Las Vegas, Nevada. A good number of Mid-Atlantic members have already signed up for the event, but we're hoping that many more of you will join us. It was previously announced that Washington, DC will host the event in 2014 and we would like to see as many of you as possible in Las Vegas to kick-off next year's event.

Sincerely,



Deane L. Edelman, AIA
President

 **Mid-Atlantic
Chapter**

CORENEWS

Summer 2013

Executive Committee Mid-Atlantic Chapter

Deane Edelman, President • General Dynamics Information Technology
Lorena Stranigan, Past-President • Kaiser Permanente
Pierce DeGross, Vice President/President-Elect • Hilton Worldwide
Joanna Hoffschneider, Secretary
Stacey Cohen, Treasurer • Marriott

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CORENET GLOBAL | Mid-Atlantic Chapter

Mid-Atlantic Chapter Team from Perkins+Will is a Finalist for the Global Innovators Award

CoreNet Global awards and recognition are an important part of our knowledge-sharing process. They recognize excellence of individuals and their companies, as well as promote the exchange of best practices. The **H. Bruce Russell Global Innovator's Award** is CoreNet Global's ultimate and most prestigious award, recognizing innovation at the highest level. A panel of judges reviewed the nominations for 2013 and selected nine finalists who were invited to present their cases at Emory University's Business School in Atlanta, GA on July 25th. The 2013 finalists are Perkins+Will, Google, CBRE, United Healthcare, San Francisco Economic Development Corp., Fidelity, GSA, Panasonic and The Everett Clinic. The **Perkins+Will team of Laura Morris and David Cordell from our Mid-Atlantic chapter** presented their innovation of the Perkins+Will Living Lab.

Mid-Atlantic Chapter Annual Golf Outing



The Mid-Atlantic Chapter will once again be holding its Annual Golf Outing on Monday, September 23rd at Westfields Golf Club in Clifton, VA. This year's tournament is dedicated to the memory of Kevin Dunn, our faithful Chapter Member and good friend. Proceeds from this year's tournament

will be donated to Justin's Beach House in Bethany Beach, DE. This is a private residence on the beach for families dealing with cancer, where they can have a place of respite and enjoy some family time. This charitable organization held a special place in Kevin's heart, and we will be making a contribution to honor him.

There will be a 9:00 AM shotgun start. The cost is only \$175/player, which includes breakfast, lunch, drinks and the post-event banquet/awards ceremony.

This event is not just for golfers. Join us for networking and drinks starting at 3:00 PM, and stay on for the awards ceremony and banquet to follow. The cost to attend after 3:00 PM is just \$35.00.

Sponsorship opportunities are available!

Contact Merrell B. Ashley, Golf Committee Chair, at Ashley@randcc.com for more information.

Date: Monday, September 23

Time: 9:00 AM Shotgun Start

Location: Westfields Golf Club, 13940 Balmoral Greens Ave., Clifton, VA 20124

Cost: \$175/Player | \$700/Foursome

Click [HERE](#) to register.

Click [HERE](#) for a list of registered attendees.

Special thanks to Tournament Sponsors Haworth and rand construction corporation*



From Left to Right: David Cordell and Laura Morris with Perkins+Will in Atlanta to present their innovation of the Perkins+Will Living Lab.

Three years ago, the Washington D.C. design studio of Perkins+Will began the process of relocating to a new leased space. This architectural practice, established in 1935, is comprised of (23) corporate offices worldwide and embodies a strong culture of curiosity, research, design and sustainability. From the onset, they recognized the need to affect culture and brand through the creation of a "Living Lab" environment that would transform the way their employees work and interact. The new office provided this opportunity with the creation of a prototype that would incorporate systems and tools in the design of the space in order to support research projects analyzing energy consumption, lighting strategies, waste reduction, occupant health and flexible work. Like a natural ecosystem, the Living Lab is connected in a reciprocal relationship to all areas that affect their core business and culture (Corporate, Employees, Clients, Community and Society), thereby supporting their corporate culture of transparency and free exchange of information. By using the office as a testing ground for new workplace strategies, they are able to obtain metrics and study the impact on occupant health and comfort, disseminating the results through research journals, blogs, industry presentations and educational websites. They test theories and ideas on themselves, gaining experience that will later benefit clients and colleagues alike. Perkins+Will funds these research projects through micro-grants for which all employees are eligible to apply twice a year. The Living Lab is a concept that has been propagated throughout Perkins+Will locations and is a continuously evolving model that provides the structure for experimenting with work styles and sustainable strategies while reinforcing their corporate culture and brand.

Innovation is defined as an activity or initiative which brings about a paradigm shift in the way business is done in a rapidly globalizing economy. It reduces a new concept to practice and makes it a commercial success. It concerns the search for and the discovery, experimentation, development, imitation and adoption of new products, processes and organizational set-ups. Congratulations to Perkins+Will DC for being a finalist for such a prestigious award. All of the cases will be presented at the CoreNet Global Summit being held in Las Vegas this October where the winner will also be announced.

Mid-Atlantic Chapter Program with Secretary of Transportation Sean Connaughton Delivers Powerful Content to Attendees

On May 29th a packed crowd gathered at HITT Contracting, Inc., in Falls Church for a luncheon with Sean Connaughton, Secretary of Transportation for the Commonwealth of VA. A key issue for many living in the Washington, DC Metropolitan Area, the event included a very informative presentation, followed by a lively question and answer session.

Secretary Connaughton oversees seven independent agencies, some which include: VDOT, Department of rail and public transit, Port Authority of Virginia, DMV, Motor Vehicle Regulation (sales), and Virginia commercial space flight authority.

Some fun facts:

Virginia is one of the few states with a Freight Fund – 40% of the state's economy needs rail to move goods. The largest industry in the state is agriculture.

- Virginia has one of the most automated DMV's in the country. The DMV on Gallows Road in Tysons has 40 different languages spoken.
- DMV has a law enforcement side – they are the tax collectors –
- One of only three launch-sight facilities in the country at Wallops Island.

Commonwealth Transportation Fund (CTF)

Virginia doesn't receive any general revenues for transportation. All the money from gas tax, sales tax, insurance sales (from car rentals) goes into the CTF.

Sub funds of the CTF:

Transportation Trust Fund – Capital Account
Highway Maintenance & Operations Fund

CTF is going down dramatically due to inflation and fuel efficiency. Gas tax was the largest single source of revenues coming in. 85% goes into the M&O Fund. Last time the gas tax was raised in 1986, the fleet average was 10 miles/gallon; now the fleet average 22 miles/gallon. By state law, Virginia is a maintenance first state. After debt service, all remaining funds go to maintenance.

To help right the ship, the state government decided to lower the gas tax and move over to a sales tax system for transportation. The gas tax has been lowered by a third (10.5 vs. 17.5 cents). The only state with a lower gas tax is Alaska. The sales tax will rise .3% statewide. The motor vehicle tax has also been raised and there is now a hybrid tax. The hybrid tax will equal out what everyone pays on gas tax.

Regionally, in Northern Virginia, the sales tax will go up to 6% (.3% state/.7% for NoVA) The money will stay here in Northern Virginia: 30% will go to local governments and 70% must go to regional projects that increase capacity and will reduce congestion.



From Left to Right: Bob Chase with Northern Virginia Transportation Alliance, Deane Edelman with GDIT and Secretary of Transportation Sean Connaughton

The Northern Virginia Transportation Authority will decide how money will be spent. It means approximately \$350 Million / Year for Northern Virginia transportation.

New taxes go into place July 1, 2013.

Secretary Connaughton also shared with us many projects to look forward to, including, but not limited to:

- \$450M/year in paving – next 6 years
- Rt. 606 widening behind the airport (\$40M commitment)
- Rt 28/66 Interchange – rebuild (\$40-50M)
- Widen 66 to Haymarket
- New Bi-County Parkway, connecting 66 and 50 to the west side of the Manassas Battlefield
- 66 outside the Beltway – express lanes or rail or combination
- Unify technology in operations centers (changing lights, control lights based on accidents, etc.)
- Looking at potential Air Rights over 66 at East Falls Church
- Potential 395 Express lanes through Alexandria and Arlington

The Mid-Atlantic Chapter would like to thank Secretary Connaughton for taking the time to deliver this highly informative and relevant presentation along with all of the individuals who gave their time to help organize this very beneficial program.



Did You Know We're Online?

Follow the latest Mid-Atlantic news by joining our [LinkedIn Group](#) or reading our [industry blog](#). Our online group is focused on advancing real estate knowledge, connecting people, and promoting more interaction and “personal touch” for our local members.

2013 ERS a Huge Success!



The 2013 Eastern Regional Symposium was a huge success! This year's event broke attendance records with close to 400 corporate real estate executives! The event kicked off on Monday afternoon with an enlightening presentation from Andrew Zolli, Executive Director and Curator of PopTech.

Attendees then gathered in the Reading Room at UPenn for the welcome reception before heading over to the End User Dinner at the Barnes Foundation.

The Barnes offered a spectacular setting for the annual dinner. The more than 175 guests enjoyed a cocktail reception on the gorgeous veranda, followed by an exquisitely catered dinner with presentations from Secretary Allen Walker and the Barnes curator. After the dinner, guests had the opportunity to visit the world-class art collection in the various galleries.

Day two began with a general presentation from Lara Hodgson, Co-Founder of Insomnia, LLC followed by a number of great break out sessions. The conference concluded with a presentation from Michael Buckley, President of Halcyon, Ltd. After the final session guests returned to the Reading Room for the Closing Reception which featured an assortment of delicious desserts, including a chocolate fountain. We would like to thank all of the event sponsors, volunteers, and attendees who made this event such a success.

We look forward to seeing you at the next ERS, June 2015 in Washington, DC!



From Left to Right: Kerry Hughes with Piedmont Office Realty Trust, Lauren Hediger with GDIT, Deane Edelman with GDIT, and Stacey Cohen with Marriot International

Summer Celebrations



From Left to Right: Kevin McShea with CBRE, Jessica Miller with Cushman & Wakefield, Laura Morris with Perkins+Will, Karen Gallardo, and Scott Brideau with Little

The Mid-Atlantic Chapter held two happy hours in June, one in Washington, DC and the other in Richmond. The networking happy hours brought together chapter members and other real estate professionals in a casual atmosphere where they could connect and celebrate summer. With momentum of being held on the tails of the Eastern Regional Symposium, the DC happy hour took place at Irish Whiskey Public House on June 19th posting over 80 guests. The Richmond happy hour was hosted at the Capital Ale house on June 25th. All in attendance were able to cool off with cold drinks and enjoy light fare at two of the best neighborhood spots in the region.



Mid-Atlantic Chapter members and non-members alike gathered at Irish Whiskey in DC to celebrate summer

The CoreNet Global North American Summit will be here before you know it! This year's event will held held in fabulous Las Vegas, NV, October 21-23. Not sure if you should attend? Here are just some of the many reasons you should!

**CORENET
GLOBAL
SUMMIT
21-23 OCTOBER**

LAS VEGAS 2013



1. Great ideas come from open minds. At the [CoreNet Global Summit in Las Vegas](#), you'll have the perfect opportunity to flex your intellectual muscle.
2. We are on track to set registration records! We've already hit an all-time record for [Early Bird registrations](#). (Regular registration ends 13 September - don't be left out!).
3. Over 40% of attendees will be executives working for End User companies.
4. Count yourself among the [high profile end-user audience](#) in attendance.
5. The [CoreNet Global North American Summit](#) now only comes once a year!

Don't delay – secure your spot and [register](#) today!

Upcoming Events

Early September TBD
Back to Work Happy Hour

September 23
Mid-Atlantic Chapter Annual Golf Outing
Clifton, VA

Early October TBD
Richmond Educational Program

October 21-23
CoreNet Global North American Summit
Las Vegas, NV

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

Welcome New Members

Scott Bulera	•	Turner Construction Company
Dion Burow	•	Jones Lang LaSalle
Adrian Conforti	•	Cassidy Turley
Pankaj Duggal	•	Jacobs
John Fa	•	George Mason University Foundation
Laura Kennington	•	OTJ Architects
Rebecca Lee	•	Charm City Concierge, Inc.
Bobby Magnano	•	Capital One Services Inc.
Peter McGill	•	Cassidy Turley
Michael Menn	•	USG International
Michael Miller	•	American Office
Dan Mortensen	•	Capital One Services Inc.
Barbara Nolan	•	Barbara Nolan, Inc.
Ryan O'Keefe	•	Cassidy Turley
Susan Orange	•	Baskerville & Son
Melissa Regan	•	Knoll
Jeffrey Sklaver	•	ArtMatters
Susan Slough	•	SunTrust Banks, Inc.
L. Smith	•	Cassidy Turley
Stefanie Spurlin	•	Capital One Services Incorporated (HQ)
Dirk Stephenson	•	Deloitte Consulting LLP
Charles Wagandt	•	Cassidy Turley
Tina Walker	•	BAE Systems, Inc.
Henry White	•	CRW Partners

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Summer 2013

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