

WHAT'S
NEXT?
EXPLOITING UNCERTAINTY



CORENET
GLOBAL
SUMMIT
2018
BOSTON
OCTOBER 14-17

Join CoreNet Mid-Atlantic in Boston!

By Katy Redmond, JLL

CRE leaders from around the world will converge in Boston October 14 to 17 for the CoreNet Global Summit. This year's theme, "Exploiting Uncertainty," will take the CRE conversation to topics that touch human resources, finance and business strategy. For both service providers and end-users, the Summit provides a forum for exchanging ideas, building relationships, and professional development in a dynamic, fast paced environment. As an attendee for more than 10 years, across economic booms and downturns, I'd like to share a few insights and recommendations for getting the most from your investment in the program.

Next Level Networking: The Summit offers unparalleled exposure to senior executives representing both service providers and end-users. Every element of the Summit is designed to bring people together—from the opening reception, to the break out learning sessions, presentations, and both informal and formal receptions—open to all attendees.



Regional and Global Connections: Held in a U.S. city each fall, this is the largest of CoreNet's global conferences, with attendees from around the country and around the world to share diverse perspectives. And as a member of the Mid-Atlantic chapter, you're included in the opening reception pre-party with the Eastern Region chapters and a chance to network with colleagues from Virginia to Maine.

Continuing Education and Professional Development: The Summit is also designed to support the CoreNet programs for [MCR](#), [SLCR](#) and the recently launched [QPCR](#) geared toward CoreNet Young Leaders. Starting the Friday before

continued on page 4

New Member Spotlight

Elliot Balis

Sales Director
VARIDESK



Describe your current position.

I am the new Sales Director for VARIDESK. VARIDESK, headquartered in Dallas, launched its trademark height-adjustable standing desk solution in 2013 and has since become the brand leader. Since then, it has grown rapidly and now offers active full office solutions with a focus on flexibility and movement – from electric standing desks, to storage solutions, to moveable walls and lighting. My role, the first outside of Dallas, is a testament to that growth. I joined the team to help us reach customers in the Eastern Region, and to build a team across the Atlantic.

What was your first job?

My first job was refereeing soccer matches at nights and weekends all through high school. Between the players

continued on page 5

Upcoming Events:

- Sept. 12: **Annual Golf Outing**
Westfield's Golf Club, Clifton VA
- Sept. 25: **Wellness, Work and Real Estate**
1000 Maine Ave, Washington DC
- Oct. 14-17: **CoreNet Global Summit**
Hynes Convention Center, Boston, MA
- Dec. 4: **Annual Holiday Party**
WashREIT, Washington DC

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

What Can CoreNet Mean for YOU?!!

The Chapter is a great forum to bring peer colleagues together from all real estate functions... from end users to service providers and economic developers. Being a member helps to create lasting, value-added relationships in a casual environment. We urge you to consider this opportunity to enhance your professional well-being through Connecting, Growing, Learning and Belonging! Renew your membership today!

If for any reason you are not able to remember your User ID or Password please e-mail membership@corenetglobal.org and a person from members services will help you.

JOIN NOW ▶

TIME TO RENEW? ▶

CoreNet Professional Development Seminars

Hello Chapter Leaders,

The Boston Summit is just a few short weeks away. With that in mind, I'd like to let you know that we still have some spaces left open in our pre-summit seminars. If you or anyone you know is interested in attending one of these seminars, I would recommend signing up soon. It's not uncommon for these to sell out as we get closer to the event.

If you have any questions, please [contact us](#).

MCR seminars with some spaces available:

- Workplace Strategy Essentials
- Workplace Strategy in Practice (Pre-requisites required)
- Service Delivery & Outsourcing New Content
- Portfolio Management New Content
- Performance Management

SLCR Seminars (just a few seats available):

- Change Leadership
- Transforming Corporate Real Estate Management Through Lean Six Sigma

QPCR Seminar:

We are offering an in-person QPCR seminar, available to those registered for the new QPCR designation and attending the Summit.

- Becoming a Person of Influence

Letter from the President

I find it hard to believe we are in the final days of summertime; colleagues will return from vacation, kids will be back in school, and traffic in the Mid-Atlantic region will return to its nearly insufferable ways yet again.

I can assure you the Executive Committee and Board of Directors have been working hard this summer to plan the remaining events for the year and into 2019. One particular effort I'd like to highlight was the New Member meeting and Summer Happy Hour held at the Georgetown waterfront in July. This annual tradition celebrates new faces joining the chapter and brings new perspectives, energy, and networking opportunities to members and sponsors alike. In June, we hosted a Baltimore education event at the Sagamore Spirit Distillery where we listened to an update on the Port Covington area. The Executive Committee also hosted a CRE Roundtable at Blacksalt in DC where our occupier end users discussed healthy building standards and justifying the ROI to internal stakeholders.

I am excited to join friends while I attempt to play in the CoreNet Golf outing on September 12th. Our volunteers are busy securing additional sponsorship opportunities and ensuring the event is a success.

I encourage you to register for the [CoreNet North American Summit](#) which starts on October 14th in Boston - hotels book up quickly! Along the way we have a few more events to round out the rest of the year - and shift our focus towards electing a new Executive Committee and new Committee leaders. I'm thoroughly enjoying my time serving as your president and working with such a great group of leaders, volunteers, and staff.



Sincerely,

Peter Van Emburgh

Chapter President, CoreNet Mid-Atlantic
CBRE

Executive Committee Mid-Atlantic Chapter

Peter Van Emburgh, President, CBRE

Stefanie Spurlin, Vice President/President-Elect, Capital One

Karen Fields, Treasurer, Himes Associates, Ltd.

Katy Redmond, Secretary, JLL

Al Nielsen, Past President/Advisor, Oath

CoreNet Global • 133 Peachtree Street, N.E., Suite 3000 • Atlanta, GA 30303



WESTFIELDS GOLF CLUB

WEDNESDAY
SEPTEMBER 12

WESTFIELDS GOLF CLUB
13940 Balmoral Greens Ave.
Clifton, VA 20124

Tournament Sponsor



The CoreNet Global Mid-Atlantic 2018 Annual Golf Outing will take place at the exquisite Westfields Golf Club. Our day begins with breakfast and a few warm-up shots at the driving range or on the putting course. Foursomes participate in a shotgun start beginning at 10:00AM. Sponsorship opportunities range from those including players and signage, to more unique opportunities where our sponsors

can create contests and “man” their assigned tee throughout the day to meet and greet our full field of players. All sponsors are invited to attend our After-Golf Awards Party immediately following the outing. Click [here](#) to view the complete list of Golf Outing Sponsors.

Contact [Briana Kovar](#) to register.

The Golf Committee is in search of raffle prizes for the reception. If you are interested in donating sports tickets, wine, gift cards or other items, please [contact us!](#)

Help us give back by supporting First Tee



At The First Tee, kids and teens are learning to play golf along with life lessons and leadership skills. And it's making a difference. The programs are having a positive impact on

participants, their families and their communities.

Want to make a difference in the lives of young people? There are many ways you can support the mission of The First Tee. At this year's Golf Outing we are looking for donations of junior equipment to

collect for The First Tee. Consider donating gently used equipment, including:

- Golf bags
- Golf clubs and balls
- Junior clothing (sizes youth small to large)
- Shoes (sizes 5-9)
- Golf accessories
- Gently used Adult sized items are also accepted

[Click here](#) to find out more about this great organization.

Wellness, Work & Real Estate

The Big Ideas for Well-being from Niche to Mainstream

Tuesday, September 25, 2018 • 11:30am – 1:30pm

1000 Maine Ave – Rooftop Conference Center, Washington, DC

Market demand for wellness is on the rise and there are many big ideas to consider as we plan for modifications of existing spaces and even ponder the office building of the future.

Join the Mid-Atlantic Chapter this fall for this not-to-miss panel featuring insights from three renowned industry thought leaders. The panelists will help distill which big ideas for workplace wellness make the most sense for your company and especially your employees.

Moderator:

Wendy Block Feldman, Senior Managing Director,
Savills Studley – Washington

Panelists:

- **Manoj Dalaya**, AIA, LEED AP, AICP, Principal, KGD Architecture
- **Jonathan Fitch**, ASLA, Principal, Landscape Architecture Bureau [LAB]
- **Ken Wilson** FAIA, FIIDA, ASID, LEED Fellow, Design Principal, Perkins+Will

Fees:

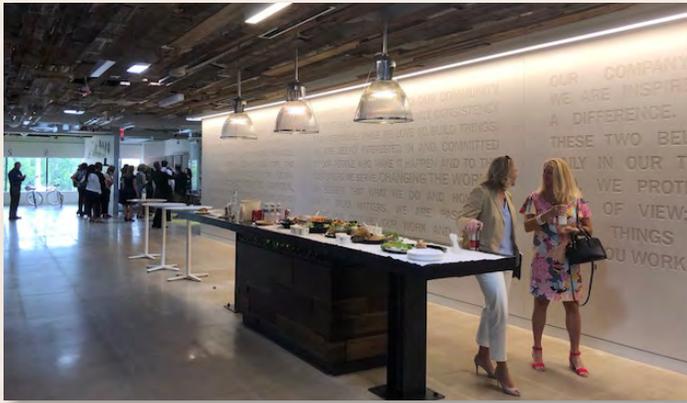
Members: \$45
Non-Members: \$90
Young Leaders: \$25
Students: \$10

Register
Now!



Recap: Office of the Future Program Held at DPR Construction

By Rich Fanelli, AIA/Principal/FM Studios



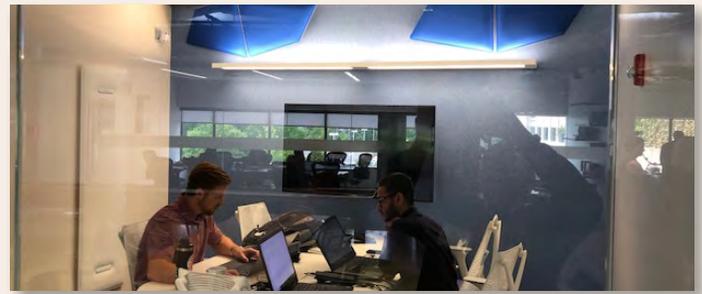
An educational lunch program and tour was held at the Reston, VA offices of DPR Construction on May 15th where attendees got a glimpse of what an “office of the future” might look like and be like. DPR took a class “C” office building that had been vacant for seven years and transformed it into a state of the art, Net Zero, class A office building that uses no more energy than what it generates.

The space was designed by SmithGroup, who was represented by Marc Schneiderman, Design Principal, and Chris Smialek, Principal. Sara Lappano with Integral Group, spoke about the project’s electrical engineering. Chris Hoffman, the project manager at DPR Construction walked the attendees through the history and process of the project that led to the building’s transformation.



The project was formed on a strong foundation of four main goals:

- **To create a 21st century workplace that invigorates DPR’s staff and encourages creative work practices.** One third of DPR’s 40,000 square foot facility is dedicated to mostly open staff workspace and two thirds to collaborative, shared areas that encourage collaboration.
- **To do the right thing by incorporating sustainable strategies that contribute to the health and well-being of the environment and DPR’s staff.** The space was designed along LEED V4 CI platinum and Well Gold Certification standards. This approach has included encouraging the staff to eat healthier and to avoid junk foods.



- **To make data-driven decisions based on cost analysis, payback studies and team member expertise.** This included the creation of an initial energy model which featured improving the roof insulation, the generation of solar power using roof-mounted PV panels to offset electrical energy consumption and the use of a DOAS mechanical system.
- **To build a living laboratory where DPR could showcase technologies, products and systems, along with an educational program.** SolaTubes were used to bring natural daylight into interior areas of the space. Chilled sails were featured in the small, interior conference rooms to provide radiant cooling. A four pipe mechanical system was used throughout the space along with an electric boiler, which ended up consuming 33% of the power consumption for the space. Part of the living laboratory featured a glass window looking into the mechanical and electrical systems room which explains how the systems work through color coded pipes.

Join CoreNet Mid-Atlantic in Boston! *continued from page 1*

the Summit, CoreNet offers full day educational sessions for those in the certification programs in small classroom and workshop formats.

Planning Ahead: To get the most from your investment in Summit attendance, plan ahead by identifying 3 to 5 specific goals and objectives—then review [the agenda](#) to find the programming most valuable to you. For example, are you preparing for a new HQ project? Put incoming CoreNet Mid-Atlantic Chapter President Stefanie Spurlin’s session, “Capital One’s New HQ is an Entire City Neighborhood” on your calendar for 2:15 on October 16th.

Subject Matter Expertise: Visits to the Innovation Lounge’s and CoreNet Sponsor Booths are great ways to stay abreast of the most exciting trends and offerings in corporate real estate. Between sessions, subject matter

experts and some of the best strategists in our field are on the conference floor—available and eager to share their insights with you.

Whether you are a Summit Veteran, or new to the program, we hope to see you in Boston in October. Please follow the Mid-Atlantic Chapter LinkedIn page for updates on the Summit and join more than 85 local attendees.

About CoreNet Global Summit 2018: Join more than 2,500 executives at the destination for the best minds in corporate real estate. Stay updated on the latest trends and innovations that are reshaping the way we live and do business. With over 200 speakers and 100 sessions the Summit is the essential event for corporate real estate professionals and the only conference of its kind. [Click here](#) for more information and to register.

Recap: Sagamore Spirit Distillery

By: Sherry E. Kissal, Vice President, Coakley & Williams Construction, Inc.

The CoreNet Mid Atlantic Chapter's Education and Special Events Committees joined forces to host a Baltimore centric event on June 27. Roughly 45 CoreNet members and friends gathered at the Rye Street Tavern to hear from guest speakers Scooter Monroe from Weller Development and Bill Morris with Network Realty. The two discussed exciting details of their Port Covington revitalization project. The Weller Development leadership team shared details on how they plan



to expand along approximately 2.5 miles of the Baltimore waterfront offering new destinations such as retail, entertainment, hotels, waterfront parks and more. The development also includes new office buildings, hotels and residential buildings and plans to incorporate "future city technology" throughout.

Following the presentation, guests were invited to head over to the Sagamore Spirit Distillery where interactive tours of the 22,000 sf Baltimore, MD based facility were conducted and where guests sampled three different kinds of Rye Whiskey produced and bottled onsite. The night didn't end there though - guests were invited back to Rye Street Tavern for networking, food and beverages!



Recap: New Members Connect at Colonial Parking

On July 12th 19 new members joined CoreNet Mid-Atlantic for a "new member" event hosted at Colonial Parking's Georgetown office. Over drinks and hors d'oeuvres, select board members initiated a candid Q&A on the many benefits of the organization. The event kicked off with an introduction from Andrew Blair, President and CEO of Colonial Parking. Following the event, the group met up with other CoreNet members at the Stars and Stripes Happy Hour. Special thanks again to Colonial Parking for hosting.



New Member Spotlight *continued from page 1*

in the 18-and-over leagues, and the parents of the 10 year olds kids, I'm not sure which were more intense!

Who was an important mentor to you?

I'm fortunate to have been surrounded with many great people who have impacted my life (family, friends, and coworkers). Two in particular stand out – one professionally and one personally. I learned a great deal about the industry and management from my boss, Ross Derrick, early in my career. He taught me there is no substitute for passion, perseverance, and positivity. Tom Eisenhuth, my father-in-law is my personal mentor. Not only did he teach me how much the little things matter in a lifelong relationship, but he also taught me that trying in life and home repair is the best start... skill comes from practice and mistakes.

How do you keep work/life balance?

With three fantastic kids at home and a passion for exercising, I am very thankful to have an amazing woman, wife and mother behind the scenes who really helps me focus on what is important. Rachel has

always been my rock as workloads ebb and flow. It doesn't hurt that she gives me a weekly agenda, too!

What are you reading now?

I just started re-reading, "Slaughterhouse-Five" by Kurt Vonnegut. I haven't read it since high school, but decided to join my son as he does his Freshman reading.

Favorite vacation spot?

I love the beach – any beach – with friends and family. Doesn't matter if its camping at Assateague, a resort hotel in Atlantis, or a shack on the coast of Thailand.

First CD that you bought?

I'm not sure the first CD I bought, but the first tapes I bought were Michael Jackson's "Bad" and Guns N' Roses "Appetite for Destruction" from Sam Goody's... it really shows my diversity in music, and how old I am!!!

Volunteer Opportunities



Share your expertise and support your Chapter... Volunteer today! In 2017, 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

Elliot Balis	
Sabine Baum	General Dynamics Information Technology
Sam Bellas	EY
Brendan Bergin	National Office Systems, Inc.
Quinn Boortz	
Chase Bourdelaise	Transwestern
Andrew Campbell	United Therapeutics
Kevin Coalter	Alexion Pharmaceuticals, Inc.
Heather Davis	KGO Project Management
Kevin Fitzpatrick	Unisys Corp.
Katelyn Foster	ECS Mid-Atlantic, LLC
Ned Goodwin	Cushman & Wakefield
Avi Halpert	United Therapeutics
Mike Horwitz	CoStar
Michael Junkin	Plano-Coudon Construction
Thomas Kaufman	United Therapeutics
Michele Kolbinsky	CBRE
Kateryna Krygan	CBRE
Kathleen Lattimer	Splunk, Inc
Kassie Lewis	Washington County, Maryland Dept. of Business Development
Lisa Lowrey	JLL
Kate Marshall	General Dynamics Information Technology
Sarah Momberg	Cushman & Wakefield
Nooranne Mufti	Tarkett NA
Philip Muscatello	
Michael Nootnagel	
Robert Olivet	MGAC
Mary Olivieri	Kaiser Permanente
Amy O'Malley	CBRE 360
Jake Pollack	HITT Contracting, Inc.
Megan Punzak	State Street Corporation
Bernard Spix	CoStar Group
Gary Stewart	Gilbane Building Company
Charlie Towson	General Dynamics Information Technology
Meghan Wang	Evolent Health
Michael Weaver	DynCorp International
Michael Wiley	Transwestern
Otolorin Williams	International Monetary Fund

Thanks to our 2018 Sponsors

Pinnacle:



Platinum:



Gold:



Intelligent Real Estate Solutions



Silver:



Bronze

- ADI Acoustics
- ECS
- Gensler
- IST Management Services
- Maryland Economic Development
- Tandus Centiva

Friend of CoreNet

- D|Watts
- FM Studios
- HOK

CRE Roundtable Series

- Hilton Worldwide
- Marriott
- T Rowe Price

Join the Mid-Atlantic Chapter on



CoreNet Global

133 Peachtree Street, N.E., Suite 3000
Atlanta, GA 30303