2018 Annual Report & Meeting of the Members

March 29, 2019

Via Webinar
Welcome From Your Chapter Leaders

President, Nina Desrocher
IBM Global Markets

Chair, Alex Perry
Northern Trust
Agenda

- Welcome
- Chapter Mission
- 2018 Achievements
- 2019 Strategic Objectives
- Call to Action
- Q&A
- Thank You
CoreNet Global Vision

Worldwide, companies and individuals consider CoreNet Global indispensable to the successful practice of corporate real estate (CRE).
Chapter Mission

- **connect** groups of professionals, end users and service providers,
- **advance knowledge**, 
- **promote personal excellence** and
- **add value** to each individual and their respective enterprises...

...by facilitating and sponsoring a variety of **diversified programs** that provide members educational and networking opportunities.
Thank you to 2018-2019 Board of Directors

**EXECUTIVE COMMITTEE**

<table>
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<tr>
<th>Position</th>
<th>Name</th>
<th>Company</th>
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<tr>
<td>CHAIR</td>
<td>Alex Perry</td>
<td>Northern Trust</td>
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<td>PRESIDENT</td>
<td>Nina Desrocher</td>
<td>IBM</td>
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<td>TREASURER</td>
<td>Vik Aggarwal</td>
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<td>SECRETARY</td>
<td>Sylvia Franco</td>
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<td>Herman Miller</td>
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<td>Anya Ostry</td>
<td>Cushman &amp; Wakefield</td>
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**BOARD OF DIRECTORS**

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<th>Role</th>
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<td>PAST CHAIR</td>
<td>Elise Luckham</td>
<td>First American</td>
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<td>PAST PRESIDENT</td>
<td>Scott Steuber</td>
<td>CBRE</td>
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<td>COMMUNICATIONS</td>
<td>Sarah Devine</td>
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<td>EDUCATION</td>
<td>Matt Gammel</td>
<td>Jacobs</td>
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<td>Cara Warner</td>
<td>Knoll</td>
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<td>YOUNG LEADERS</td>
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<td>Jacobs</td>
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<td>Bobby Trujillo</td>
<td>Global Furniture Group</td>
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<td>GOLF</td>
<td>Jeff Marquis</td>
<td>Metro Service Group</td>
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<td>Sydney Eagan</td>
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<td>SmithGroupJJR</td>
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<td>INLAND EMPIRE</td>
<td>Elisa Laurel</td>
<td>County of San Bernardino</td>
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<td>Devin Long</td>
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Thank you to our committee members

Kyle Cormier
Courtney Griffins
Mike Moon
Stephanie Rigolot
Adam Simmons
Grace Kang
Sean Kim
Lisa McCartney
Jen Mehranvany
Lori Selcer
Julie Stupp
Scott Cernigoj

Natalie Barker
Sara Stanley
Wendy Crenshaw
Jodee Burnett
Will Krisztal
Karen Maldonado
Aditi McCann
Carlos Serra
Alex Thorpe
Bianca Mercedes
Gary Gerson
Hope Ramirez

Mike Moore
Toni Koenig
Jay Warner
Frances Pawlak
Sean Healy
Nima Namdar
Karen Maldonado
Brad Schmitt
Sherrie Steward
Nicole Jackson
Kyle Cormier
Brandon Luckham
2018 By the Numbers: Membership*

287 Members

25% End Users

17% Young Leaders

67% of our members renewed

30% have been members 10+ Years

* As of 3/20/2019
Thank you for 15+ years of membership!

- John Davis - Capstan Advisors
- Todd Anderson - Newmark Knight Frank
- Paul Garity - Capstan Advisors
- Robert Belzer - IBM Corp
- Craig Hendrickson - CBRE
- Bryce Mason - NBCUniversal
- Lorain LoSquadro-Wyse - IBM
- Alice Wilson - LBA Realty LLC
- Steve Kerhart - Continental Realty Advisors
- Steve Marcussen - Cushman & Wakefield
- Lynn Kious - Newmark Knight Frank
- Markley Lumpkins - 21st Century Fox
Thank you for joining in 2019

Lou Alexander - ARC  
Natalie Barker - Allsteel  
Ben Boschen – ARC  
John Bravo - Condeco Software  
Kenneth Chapa - City of Henderson  
Clare Collins - Kennedy Wilson  
Amy Dittoo - Cushman & Wakefield  
Nicholas Doder - Colliers International  
Richard Driscoll - Systems Source  
Jenna Gregory - Industrious Office  
Rodrigo Gonzalez - Deodate Corporation  
Adriana Gutierrez - 3 Phases Renewables  
Sean Healy - Clune Construction Co  
James Heilbronner - Architectural Dimensions  
Alan Hiscocks GM - The Trade Desk, Inc.

Steve Howard - CBRE  
William Jarvis - Mace North Group  
Janani Kannan - Corgan  
Sara Lo - EY  
Lisa McCartney - The Sheridan Group  
Margaret McDermott - CORT  
William Moore - Axxcess Realty Advisors  
Linda Nabulsi - Allsteel  
Tim O'Sullivan - SOLID Surface Care  
Jeff Pflueger - Density  
Marcos Ramirez - Turelk, Inc.  
Douglas Robidoux - Little  
Sherrie Stewart - CBRE  
Aaron West - CBRE  
Sophie Xiao - CBRE
2018 By The Numbers: Sponsorship

$350K Raised in total sponsorship funds

47.83% Increase over 2018

Thank you, Pinnacle sponsor Systems Source
Thank you to all of our generous sponsors
The Southern California Chapter held 25 networking & education programs, attracting more than 1,600 registrants.
2018 Highlights

- 2018 Golf Tournament at Pelican Hill
- Hosted 140 players and guests
- Raised $75,000 for the Chapter
- $10,000 was donated by HBC to Junior Achievement

- 12th Annual REmmy’s at The Beverly Hills Hotel
- Hosted 300+ guests
- Recognized the best of our profession in four categories
- $5,000 was donated by Allsteel/CBI to Junior Achievement
Congratulations!

Brandon Tanner, MCR - Cushman & Wakefield
Charles Berger, MCR - Cushman & Wakefield
Devin Long, MCR - MUFG
Elisa Laurel, MCR - San Bernardino County Economic Development Agency
Guy Margallo, MCR - CBRE
Jill Yuhasz, MCR - JLL
Liz Johnson, MCR - Verizon Wireless
Mark Sokolowski, MCR - Newmark Knight Frank
Maximilian Schneider, MCR - Savills

Dennis Hearst, MCR.w, SLCR - CBRE
Luigi Sciabarrasi, MCR, SLCR - AECOM
CoreNet Global FutureForward 2025

- **Overview:** [https://cng.cms-plus.com/files/Board/Overview.pdf](https://cng.cms-plus.com/files/Board/Overview.pdf)
- **Belonging:** [https://cng.cms-plus.com/files/Board/FutureForward_Belonging.pdf](https://cng.cms-plus.com/files/Board/FutureForward_Belonging.pdf)
- **Convening:** [https://cng.cms-plus.com/files/Board/FutureForward_Convening.pdf](https://cng.cms-plus.com/files/Board/FutureForward_Convening.pdf)
- **Information & Content:** [https://cng.cms-plus.com/files/Board/FutureForward_Information%2BContent.pdf](https://cng.cms-plus.com/files/Board/FutureForward_Information%2BContent.pdf)
2019 Chapter Strategic Objectives

Ensure Chapter vitality and sustainment, by

▪ Increasing End User engagement and membership
▪ Increasing member attendance
▪ Increasing committee participation, development, and succession planning
▪ Boosting governance and fiscal management
Governance Task Force

Objectives
• Revise bylaws in accordance with CoreNet Global, our Affiliate Agreement, best practices, and CA law
• Recommend a plan of action to address operating procedures

Participants
• Chair
• Task Force
• Volunteers
• ACG
• CoreNet Global

Reports To
• Chapter Board of Directors

Timeline
• 4/1 – 5/31

Questions?
• Contact Alex Perry, Chair or Nina Desrocher, President
Call to Action! We need your help!

- Vote for the 2019 Board slate - Vote closes 3/29
- Join a Committee - Check out our web page for a description of each: Region, Education, Membership, Sponsorship, Finance, Communications, Young Leaders & Mentorship, Golf or REmmy’s
- Host an event or present an educational topic
- Participate in our Governance Task Force
- Connect with us on LinkedIn: https://www.linkedin.com/company/corenet-southern-california/
For more information, contact:

▪ Chapter Administration: southerncalifornia@corenetglobal.org

▪ Chapter Ambassadors:
  – Lynn Kious: 424.392.1024 | lKious@ngkf.com
  – Ted Heisler: 949.584.1970 | theisler@waremalcomb.com

▪ Chapter Leadership:
  – Chair, Alex Perry: 858.967.9810 | amp11@ntrs.com
  – President, Nina Desrocher 310.344.4581 | nina.desrocher@ibm.com

▪ CoreNet Global: 404.589.3200
Mark Your Calendars:

- **April 18** | Boardwalk-OC Tour & Panel of Pros
- **April 25** | CoWorking 2.0 Breakfast
- **May 1** | Networking de Mayo
- **May 9** | Skechers Tour - Inland Empire
- **May 30** | Golf Tournament at Pelican Hill
- **Aug 15** | REMmy Nominations Open

- **October 20-22** | CoreNet Global North America Summit – Orange County, CA
- **November 21** | REMmy’s at The Beverly Hills Hotel
- **Early December** | Call for nominations for Board of Directors
Questions?

Use the chat feature for live Q & A
Thank You!