

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



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



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**



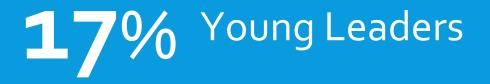
2018 By the Numbers: Membership*

287 Members

67% of our members renewed

25% End Users

30% have been members 10+ Years



* As of 3/20/2019

CORENET Soutien Colicino

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 Dittoe - 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.



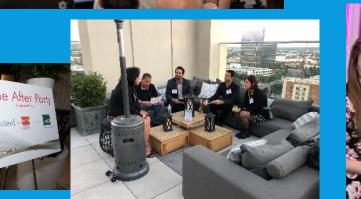
Thank you to all of our generous sponsors

CORENET Soutien Colliente 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!

Master of Corporate Real Estate

Senior Leader of Corporate Real Estate

SLCR

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 - CBRE 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
- **Belonging:** https://cng.cms-plus.com/files/Board/FutureForward_Belonging.pdf
- Convening: https://cng.cms-plus.com/files/Board/FutureForward_Convening.pdf
- Information & Content:

https://cng.cms-plus.com/files/Board/FutureForward_Information%2BContent.pdf

• Learning: https://cng.cms-plus.com/files/Board/FutureForward_Learning.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 Timeline

Questions?

- Chapter Board of Directors
- 4/1-5/31
- 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: <u>southerncalifornia@corenetglobal.org</u>
- Chapter Ambassadors:
 - Lynn Kious: 424.392.1024 | IKious@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 October 20-22
- 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

- 2 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!