



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

Connect

Learn

Grow

Belong

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

Chapter Mission

Connect

Learn

Grow

Belong

- **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

CHAIR

Alex Perry
Northern Trust

PRESIDENT

Nina Desrocher
IBM

TREASURER

Vik Aggarwal
Knotel

SECRETARY

Sylvia Franco
CBRE

SPONSORSHIP

Kathleen Neary
Herman Miller

MEMBERSHIP

Anya Ostry
Cushman & Wakefield

BOARD OF DIRECTORS

PAST CHAIR

Elise Luckham
First American

PAST PRESIDENT

Scott Steuber
CBRE

COMMUNICATIONS

Sarah Devine
AECOM

EDUCATION

Matt Gammel
Jacobs
Cara Warner
Knoll

YOUNG LEADERS

David Bauer
Jacobs
Bobby Trujillo
Global Furniture Group

GOLF

Jeff Marquis
Metro Service Group
Sydney Eagan
CBI

REMMYS

Ali Stricklin
Knoll
Holly Carter
Shaw Contract Group

AMBASSADORS

Lynn Kious
Newmark Grubb Knight Frank
Ted Heisler
Ware Malcomb

LOS ANGELES

Pamela Saxton
Western Office
Maria Martincio
SmithGroupJJR

ORANGE COUNTY

Gary Gerson
Irvine Company
Jay Warner
Brandman University

INLAND EMPIRE

Elisa Laurel
County of San Bernardino
Mike Nuby
SCE

SAN DIEGO

Devin Long
MUFG
Kandice Judson
G/M Business Interiors

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

17% Young Leaders

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*.

PINNACLE

Systems Source.

PLATINUM

CBRE

CORGAN



CUSHMAN & WAKEFIELD

HBC
HOWARD BUILDING CORPORATION

Herman Miller

JLL

PIVOT

savills

tangram.

western
OFFICE

GOLD

Allsteel



CLUNE
Construction Company



Gensler



KNOTEL

Newmark
Knight Frank



wework

SILVER

AECOM | City of Ontario | Jacobs | H. Hendy Associates | Little | SmithGroup | Ware Malcomb

BRONZE

CDG Builders | Environmental Contracting Corporation | Knoll | RedRock Security & Cabling
Shaw Contract | The Sheridan Group | Turelk, Inc.

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 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>
- **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

- 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!