



Empowering Corporate Real Estate
and Workplace Executives

CoreNet Global Brisbane Chapter Chairman's Annual Report - 2010



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CoreNet Global - Brisbane Chapter

2010 Chairman's Report

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Executive Summary

2010 has had both positive and negative outcomes for the Brisbane Chapter of CoreNet Global. We did not reach our 2010 Membership Target of 63 this year, but we did provide a quality Program of Events throughout the twelve month period.

After almost four (4) years as Chapter Chair this will be my last Annual Report, and I am confident that I hand over the Chapter to the incoming Chair (Rodney Baxter, Corporate Real Estate Manager, Tarong Energy Limited) in a sound and developing position.

We have an enthusiastic Chapter Committee and one that is happy to get involved in member issues and work hard to ensure we provide value for our Members and Sponsors alike. In addition to their attitude to CoreNet Global they are just a great bunch of people, as are the Chapter Members as a whole, and I am pleased, if commitments allow, to continue to serve on the Committee in a limited capacity, remain in contact with my colleagues, and help where I can.

Key Achievements of the Brisbane Chapter in 2010:

- ✓ Achieved stated objective of 12 Events, averaging one per month in 2010;
- ✓ Maintenance and improvement of our Brisbane Chapter Web Site;
- ✓ Improvement in Chapter Sponsor support resulting in 1 x Diamond Level Sponsor (Atlantis) 2 x Sapphire (Toll Transitions and ISIS), and 1 x Emerald Level Sponsor (CBRE Global Corporate Services);
- ✓ Chapter Leaders Forum involving selected 'End User' Members in discussion with The Honourable, Sterling Hinchliffe, Minister for Infrastructure and Planning;
- ✓ Profitable Brisbane Symposium featuring International and National Presenters;
- ✓ Queensland CRE Executive of the Year – Mike Power, Energex Limited;
- ✓ Queensland Service Partner of the Year – Colliers International/Australia Post Team;
- ✓ Financially viable Chapter with funding levels sufficient for 2010 events; and
- ✓ A 2010 Program developed in response to Member input focussed on meeting their needs and providing value for Chapter Members and their Guests. The following points should be noted from our 2010 Calendar of Events:
 - Four (4) Forum Sessions including 2 x Panel Sessions;
 - 1 x MCR Seminar featuring International and Local Faculty;
 - Forum Sessions featuring Interstate and Local Presenters;
 - Our first 'End User' MasterClass Workshop attended by 14 Portfolio Managers and focussed on planned changes to Financial Accounting Standards; and
 - Excellent representation at Regional Discovery Forum and Summit in August 2010 – highest level of participation by Brisbane-based representatives to date.

As mentioned earlier our Chapter Membership declined by 12% or 6 members for the year ending 30 November 2010. On analysis we believe this was primarily due to two factors:

- a. Remaining reluctance to incur membership fees and emphasis on cost savings during a year of continuing economic uncertainty; and
- b. Our 2009 Symposium offered discounted registration including 12 months membership of CNG, many of these people did not renew their membership with the association when it became due in mid-2010.

Notwithstanding this temporary decline in membership, the Brisbane Chapter is launching a New Member Campaign at the Member's Breakfast on 7 December 2010 with a view to significantly increasing the Chapter Membership by the end of February 2011. We have set a stretch-target of 100 Members by 30 November 2011.

I am very pleased to report that the Chapter Committee has been able to present a varied and interesting Program of Events in 2010.

We had a very successful Brisbane Symposium in May this year. We focussed on ways in which organisations, through their CRE Department, were adding value and/or saving costs. This was a very informative Symposium Program and one that set the standard for our following Forum Sessions during 2010. We have attempted to bring value to Members and Guests through our Forums by focussing on subject matter identified at last years Member's Breakfast. Of note, was the Panel Discussion in February on Corporate Relocation issues involving organisations such as Aurecon, Tarong Energy and Telstra all of whom have recently gone through major corporate moves in 2009/10; the Federal Government's Presentation on the Building Energy Efficiency Disclosure Bill was the first industry presentation conducted in Australia after the legislation was passed in Parliament. Additionally, Forums on Outsourcing CRE Services, Organisational Sustainability and Infrastructure Planning were all well received and attended.

Overall, I think we have gone from strength to strength, and despite our temporary decline in membership numbers, we have provided a responsive and quality Program of Events and Executive Learning experiences in 2010.

I would like to acknowledge the support (financial and otherwise) from our Chapter Sponsors, particularly Atlantis in providing the necessary funding to manage the Brisbane Chapter successfully during the year.

It should be noted that Toll Transitions, ISIS and CB Richard Ellis – Global Corporate Services all renewed their 2009 sponsorship commitments, so I feel we have met their expectations again in 2010. Indeed, we hope that all our Chapter Sponsors have been happy with the value they have gained from their association with the Brisbane Chapter in 2010 and will re-commit in 2011.

Finally, your Chapter Executive Committee, under the new leadership of Rod Baxter, intends to continue to grow the Brisbane Chapter in 2011. We do not intend to 'rest on our laurels', however your input into the development of an even more stimulating and interesting year in 2011 is vital. We see our role as your Committee to respond to your needs and ensure value for your Membership Dollar. I know we have achieved this in 2010 and with your guidance we will continue to achieve this into the future.

Membership

Membership Analysis

Membership in Brisbane (as at end of 2006) – 15 Members

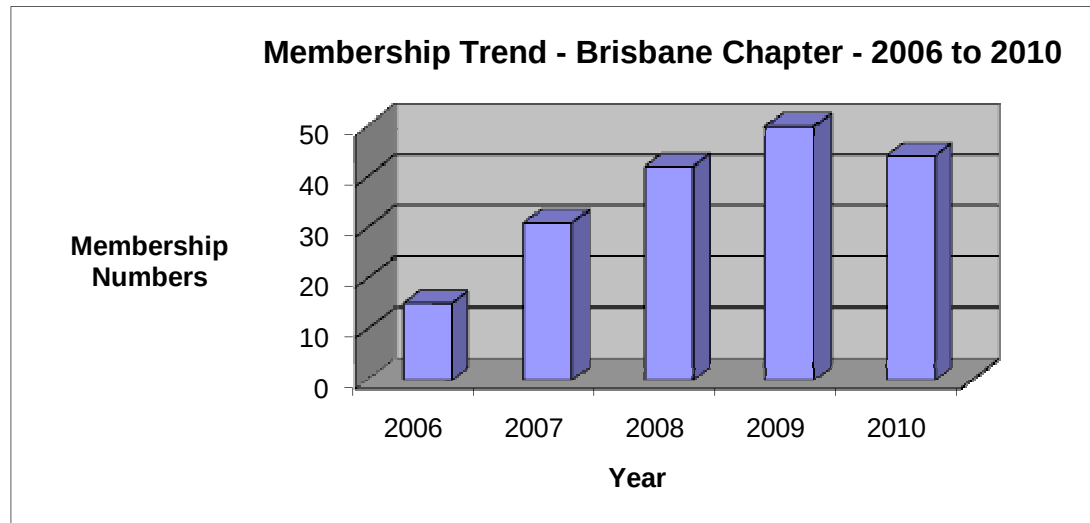
Membership in Brisbane (as at end of 2007) – 32 Members

Membership in Brisbane (as at end of 2008) – 41 Members

Membership in Brisbane (as at end of 2009) – 50 Members

Membership in Brisbane (as at end of November 2010) – 44 Members

This represents a net decline of 6 members or 12% during 2010.



The Chapter Executive Committee does not believe this decline in membership is reflective of the direction in which the Chapter is heading. To this end we are launching a New Membership Campaign at our 'Member's Only' Breakfast Workshop on 7 December 2010.

We are asking each existing Chapter Member to recruit one (1) other Member to CoreNet Global before the end of February 2011. We will be providing existing Members with a Membership Pack, highlighting the benefits of CoreNet Global Membership and containing explanatory information on CNG and the Brisbane Chapter.

Our membership target for 2011 is an ambitious 100 Members by 30 November 2011. We can definitely support this level of membership in Brisbane, and with the help of our existing membership base we can succeed in gaining this level of interest and participation.

Sponsorship

National / Region Sponsors

We have continued in 2010 with little if any Regional Sponsorship support. Although Colliers International did renew their Regional Sponsorship arrangement with CoreNet Global, this was mainly for Regional Events such as the Discovery Forum and Summit, and their financial support did not extend to the Brisbane Chapter (Sydney and Melbourne only).

Chapter Sponsors

We were very pleased to receive great support from **Atlantis, ISIS Projects, Toll Transitions and CB Richard Ellis – Global Corporate Services**; all of whom signed-up as Chapter Sponsors from 1 April 2010 to 31 March 2011.

On behalf of the local members of CoreNet Global, I would like to thank our Chapter Sponsors for their great support in 2010.

Diamond Level Sponsor



Sapphire Level Sponsors



Emerald Level Sponsor



The Brisbane Chapter of CoreNet Global trusts that all of our Sponsors feel they have received true value for their investments in 2010, and we look forward to their continuing support in 2011.

Special thanks also to Clayton Utz and Suncorp who have provided Forum Venues at no cost during the course of the year.

2010 Events Summary

See attached a copy of our 2010 Calendar of Events. The following should be noted:

- **Brisbane Symposium – 5 May 2010.** Our third annual one-day Symposium conducted on 5 May 2010 was a great success. It focussed on the various ways in which CRE and Property managers are achieving cost savings and/or achieving value for their organisations.



Unfortunately, the 'Volcanic Ash' saga in Europe significantly impeded our plans to have an International Keynote Speaker, however we were able to overcome that last minute hurdle with great help and assistance from Chris Alcock who stepped-in at relatively short notice and did a great job.

Our Symposium attracted a lot of interest and the feedback from our thirty eight (38) paying delegates that attended was very positive and we will be looking to conduct a 'bigger and better' one-day Symposium event on 4 May 2011.

- **National Discovery Forum.** The Brisbane Chapter was very well represented at the third Regional Discovery Forum conducted by CoreNet Global in Sydney on 2 August 2010. This event gathered together some of the major CRE Managers in the region (Australia and New Zealand) to discuss current issues and 'discover' the best way forward. Our Chapter was represented by Mike Power (Energex), Rod Baxter (Tarong Energy) Adrian Zanetti (Suncorp) and the Chapter Chair.
- **Chapter Forums.** These Forum Events remain the main form of information session type event for the Brisbane Chapter. We started the year with a very successful Panel Discussion involving Margot Logan (Tarong Energy), Penny Hallett (Aurecon) and Anthony Payne (Telstra), each discussing the 'Lessons Learnt' from their recent corporate moves. This was a very insightful Panel Session and was well attended. It was a great way to start the year, and we followed it up with Forum Presentations covering topics on Organisational Sustainability (Elena Bondareva- Thinc Projects) and the imminent Mandatory Disclosure provisions of the Building Energy Efficiency Disclosure Bill (Chris Mobbs, Dept of Climate Change and Energy Efficiency – Canberra).

Clearly the intention is to ensure that our Forum topics are current and relevant for CoreNet Global Members, particularly as they may impact here in Brisbane. To this end, we rely on input from members annually in helping to shape the following years' Program of Events.

- **MCR Program Seminar – “Advanced Real Estate Negotiation” – 27/28 May 2010.** May 2010 was a particularly busy month for the Brisbane Chapter. Brian Crockford – Microsoft, Hong Kong) and our own Bradley Summerson (CB Richard Ellis) ran the MCR Seminar which was attended by ten (10) Delegates (9 from Australia and 1 from Hong Kong)

By all accounts this was a successful MCR Seminar. The feedback to the faculty from those attending was very positive and it all went well from a Chapter viewpoint. It would have been nice to have more attendees, but the MCR Series is recovering its reputation, so in the end we were content with the numbers we achieved.

Interestingly, it should be noted that the provisional 2011 Learning Program sees Brisbane hosting the MCR Capstone on 24 to 26 February 2011. This will be one of our first events in 2011 and a great way to start next years' Learning Program here in Brisbane. Unfortunately, at this time it is not intended that CNG will run a second MCR Seminar in Brisbane in 2011.

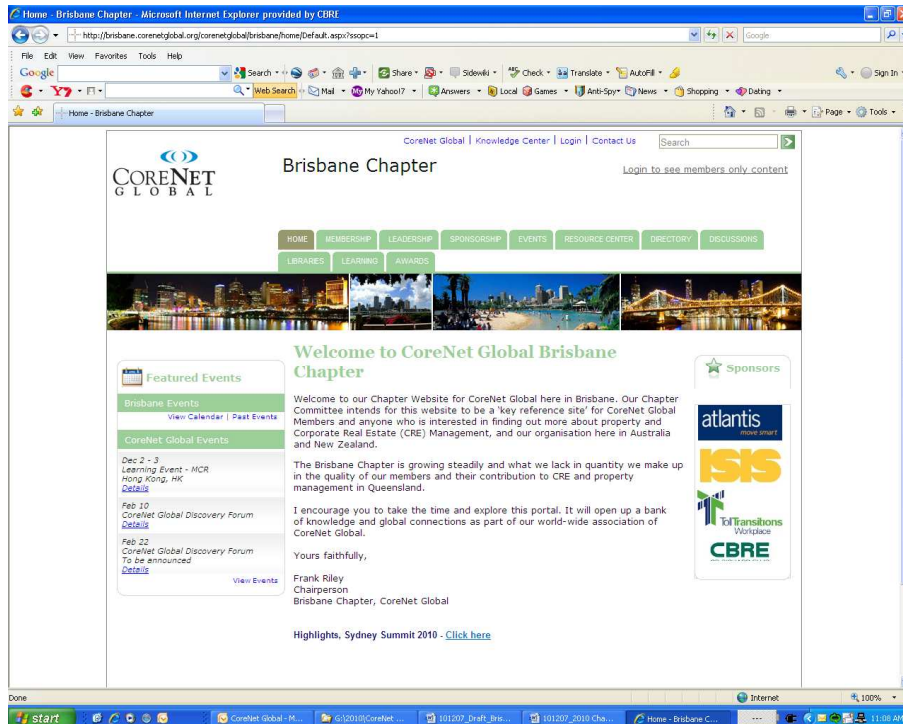
- **Chapter Leaders Forum.** We were able to conduct a Chapter Leaders Forum on 22 April 2010 and thanks to Angus Harvey Ross' connections we were able to secure Sterling Hinchliffe, the Minister for Infrastructure and Planning as our Guest Speaker. This luncheon was very informative and the invited guests were certainly most complimentary to CoreNet Global for inviting them to this intimate luncheon and the opportunity to quiz a Minister of the Crown on what's happening in State Government. We will look to continue this type of 'Invitation Only' Event in 2011 if supported by Members and Sponsors.
- **Awards and Recognition** – 2010 was the first year that the Brisbane Chapter was able to introduce State-level Awards for both 'End User' and 'Service Provider' member categories. In 2010 the former award was able to be the Brisbane Chapter Nominee for the Regional CRE Executive of the Year Award. It is hoped that in future years this can be extended to both membership categories so that there is a logical progression for recognition at Chapter and Regional (national) levels. This years' award winners were:
 - ✓ **2010/11 Queensland Corporate Real Estate (CRE) Executive of the Year**
Mike Power, Property Services Manager, Energex Limited; and
 - ✓ **2010/11 Queensland Service Partner of the Year**
Colliers International - Australia Post Portfolio Management Team

Congratulations to all nominees and winners. Next year's awards will be similarly announced at the 2011 Brisbane Symposium Luncheon.

- **Chapter MasterClass Workshop – 19 October 2010.** This was the first time that the Brisbane Chapter had implemented this workshop style of learning experience. It was facilitated by Angus Harvey Ross (CB Richard Ellis) and featured the material he had developed for the same subject at the recent MCR Seminar in Auckland, NZ on the new proposed changes to International Financial Standards on property leasing and the organisation's Balance Sheet. This was an 'invitation only' event involving twelve (12) practicing Property Managers who were able to discuss the impact of these proposed changes on CRE management within their respective organisations.
- **CNG Melbourne Cup Function – 2 November 2010.** This year we tried something a little different and invited Members and Guests to purchase a seat at The Strand, Downtown Rugby Club's Melbourne Cup Function. It was a charity event and the Chapter purchased two tables and participants entered into many fundraising events in support of the 'Open Minds' Charity.

A great time was had by all, indeed some had a really good time !!??!

- **Brisbane Chapter Website.** The Brisbane Chapter was the first CoreNet Global Chapter in the Region to establish its Microsite in 2009 and we have since been growing the information and style of the site since that time. With the assistance of Iceberg Events, acting as our Chapter Website Administrator, we have maintained and developed our website in order that it provides a useful resource for Local Members. It complements the CNG Global Website for Members.



The Brisbane Chapter Website is at:

<http://brisbane.corenetglobal.org/corenetglobal/brisbane/home/Default.aspx?ssopc=1>

In general terms, we believe our 2010 Program and our support activities were very successful.

We conducted or were directly associated with 12 specific events, averaging one per month over the full year. Notwithstanding the frequency of events, we believe the quality of speakers, topics, sponsorship and support was the best we've ever had and all culminated towards a very successful years program.

A copy of the final 2010 Calendar of Events for the Brisbane Chapter is enclosed as **Attachment A** to this document.

Lastly, none of our events would be successful without member support and attendance. On behalf of your Chapter Committee we would like to thank our Members for their support during 2010.

Financial Position

Due mainly to the successful Symposium in May this year and the support of our Chapter Sponsors, the Brisbane Chapter has been financially sound and has been able to sustain real member benefits during the course of 2010 i.e. No Cost Events for Members where possible.

With an end-of-October 2010 financial balance of \$9,158.00 (See Current Financial Position Summary below), the Chapter should be able to meet its financial commitments until the end of the CNG and Sponsorship Fiscal Cycle i.e. until 31 March 2011.

This situation makes for a reasonable financial position to commence 2011 activities, however is reliant upon sponsorship income from or before 1 April 2011 (coinciding with CoreNet Global's Financial Year).

Current Financial Position – Brisbane Chapter

(As at 31 October 2010)

	Brisbane
Starting Balance (as at 31 Mar 10)	\$20,299.00
April 2010	-\$9,316.00
May 2010	-\$793.00
June 2010	-\$5,473.00
July 2010	\$0.00
August 2010	\$13,216.00
September 2010	-\$1,880.00
October 2010	-\$6,895.00
November 2010	
December 2010	
January 2011	
February 2011	
March 2011	
YTD 2010/2011	-\$11,141.00
Current Balance (as at 31 October 10)	\$9,158.00

Note: The CoreNet Global Financial Year is from 1 April until 31 March the following year.

Acknowledgments

I would like to once again acknowledge the hard work and commitment of the Brisbane Executive Committee of CoreNet Global. I would like to also thank Iceberg Events for their professional support and assistance. Jodie Parker and her team, have helped us greatly in 2010 to improve the administration of the Chapter and the quality of our Program and offering to Members.

I would also like to give a special thanks to Suncorp, and particularly Adrian Zanetti and Peter Affleck who have made their conference venue available to us for Forums at short notice. This kind of support is truly appreciated.

Without the efforts of an enthusiastic Committee, support from Sponsors and interest from Members CoreNet cannot achieve its objectives here in Brisbane. I would like to acknowledge the efforts of all those who have contributed to this successful year. I also look forward to their continued assistance and enthusiasm in 2011.

Finally, I would like to state that I have enjoyed my time as Chapter Chair. It has been challenging to try and grow the association and do my 'day job' successfully, however with the support of Angus Harvey Ross and my colleagues at CBRE – Global Corporate Services and CoreNet Global Staff such as Effie Margiolis, I have been able to fit it all in. My motivation has always been to try and put back into an industry some benefit that I have derived from my time in managing property in Brisbane. I hope that others feel that I have contributed in some way to their growth in CRE.



Frank Riley
Brisbane Chapter Chair
CoreNet Global

7 December 2010

Attachment: A. Brisbane Chapter – 2010 Events Calendar (Final)

BRISBANE CHAPTER 2010 CHAPTER EVENT CALENDAR

Month	Date, Event, Topic & Speaker	Comments and Venue Details
February 2010	Thursday, 11 February CHAPTER FORUM – PANEL DISCUSSION Topic – “How Did Your Corporate Relocation Go?” – Lessons Learnt. Panel Members: Anthony Payne (Telstra), margot Logan (Tarong Energy) and Penny Hallett (Aurecon)	Membership Drive Initiative for 2010. Each CoreNet Global member to sponsor or invite a non-member (Potential Member) (Venue – Clayton Utz Conference Centre Level 28 Riparian Plaza – 4.45 pm for 5.00pm)
March 2010	Tuesday, 16 March CHAPTER FORUM Topic – Organisational Sustainability Presenter: Elena Bondareva – Sustainability Advisor to Thinc Projects	(Venue – Clayton Utz Conference Centre Level 28 Riparian Plaza – 4.30 pm for 4.45pm)
April 2010	Thursday, 22 April CHAPTER LEADERS LUNCH FORUM Topic – Queensland’s Infrastructure Needs Presenter: The Honourable Stirling Hinchliffe, MP, Minister for Infrastructure and Planning, Queensland Government	Selected ‘End User’ Members and CRE Managers invited to specific lunch presentation involving local industry discussion. (Venue: The Brisbane Club)
May 2010	Wednesday, 5 May 2009 BRISBANE SYMPOSIUM Theme: “CRE The Magic Bullet – Saving Money and/or Creating Value”- A look at the various ways CRE and Property Managers are achieving costs savings and/or optimising value for their organisations.	This is the major one-day activity for the Brisbane Chapter in 2010. It involves a separate Programming Committee, Sponsorship and Event Organisation
	Thursday & Friday, 27 & 28 May MCR PROGRAM Subject – “Advanced Real Estate Negotiations” This Seminar explores the ways that people negotiate to create value and resolve disputes. It will enhance your negotiation skills, develop options that allow you to ‘walk away from the table’ and give you the skills to effectively communicate and succeed	This MCR Program will be led by CoreNet Global Faculty. (Faculty Representative – Brian Crockford – Microsoft (Hong Kong) and Brad Summerson – (Brisbane) (Venue – Hilton Brisbane)
July 2010	Thursday, 22 July CHAPTER FORUM Topic – Building Energy Efficiency Disclosure Bill 2010 (Mandatory Disclosure Provisions) Presenter: Chris Mobbs, Assistant Director, Commercial Buildings Performance Team, Department of Climate Change and Energy Efficiency	(Venue – Level 17, Suncorp Centre, 310 Ann Street, City – 4.30 pm for 4.45pm)

Month	Date, Event, Topic & Speaker	Comments and Venue Details
August 2010	Monday, 2 August <u>AUST/NZ DISCOVERY FORUM</u> <i>"Invitation Only" event involving some of the most prominent CRE Managers in Australia and New Zealand discussing key issues and possible solutions to industry-wide matters</i>	It is intended to combine with National Summit i.e. same venue concurrent timing. (Venue: Shangri-La Hotel, Sydney)
	Monday to Wednesday, 2 - 4 August <u>CORENET GLOBAL NATIONAL SUMMIT Two Day Event</u> (Venue – Shangri-La Hotel, Sydney)	Brisbane Members are encouraged to attend and represent our Chapter at the Annual CoreNet National Summit in Sydney.
September 2010	Tuesday, 28 September <u>CHAPTER FORUM</u> <u>Topic:</u> Outsourcing CRE - Panel Discussion <u>Panel Members:</u> End Users (Brian Carr - DTMR), Service Provider (Frank Riley - CB Richard Ellis) and Consultant (Kent Stuart – Grosvenor Management Consulting)	(Venue – Level 17, Suncorp Centre, 310 Ann Street, City – 4.45 pm for 5.00pm)
October 2010	Tuesday, 19 October <u>CHAPTER MASTERCLASS</u> <u>Topic – 'Impact of impending IFRS Changes on CRE Management and the Balance Sheet'</u> <u>Master Presenter:</u> Angus Harvey Ross	(Venue – PriceWaterhouse Coopers Conference Centre Level 15, Riverside Centre, 123 Eagle Street, Brisbane – 2.00pm to 5.30pm)
November 2010	Tuesday, 2 November <u>CNG MELBOURNE CUP FUNCTION</u> <u>Tuesday Luncheon – Melbourne Cup Lunch</u> <u>Great Event Great Entertainment for Brisbane Chapter CoreNet Global Members and Guests</u>	Luncheon with SPECIAL Melbourne Cup flavour – (Venue: The Strand – Downtown Rugby Club – Riverside Precinct)
December 2010	Tuesday Morning, 7 December <u>BRISBANE CHAPTER MEMBER'S ONLY BREAKFAST</u> <u>Venue:</u> Hilton Hotel, Room 81 <u>Timings:</u> 7.30am – 9.00am	Presentation of Chairman's 2010 Report, and Members Only Workshop to discuss 2011 Program and Event Planning.

Program Version_Final – Correct as at 7 December 2010

IT SHOULD BE NOTED THAT THIS EVENTS CALENDAR WILL BE PERIODICALLY UPDATED AND RE-DISTRIBUTED DURING THE COURSE OF THE YEAR AS DETAILS ARE REVISED.

2010 ACTIVITY SUMMARY:

Chapter Forums	4
Site Visits	0
Brisbane Symposium	1
MCR Programs	1
Chapter Leaders/Masterclass Forum	2
Chapter Social/Network Event (Melbourne Cup)	1
Members Only Chapter Breakfast	1
Australia/New Zealand Discovery Forum	1 (Interstate – Sydney)
CoreNet Global National Summit	1 (Interstate – Sydney)
TOTAL ACTIVITIES	12