

2016 **Annual** Report

A Message from the 2016 President



Greetings and Happy New Year! I hope this note finds you all healthy, rested and re-energized after a peaceful holiday season. As I reflect on 2016, I am humbled to have had the opportunity to serve as chapter President for the past year.

The Carolinas chapter has made tremendous contributions to our business community throughout the years and 2016 was no exception. We furthered our commitment to our mission to connect groups of professionals, end users and service providers in order to advance knowledge, promote personal excellence and provide value to each individual and their respective enterprises. Because of this commitment, we finished the year with several milestones that I would like to mention.

Successful Programming

Our Programs Committee continues to outdo themselves planning and executing first-class events. Taking our Mega Event to the next level, we brought in keynote speaker Rob O'Neill, former SEAL Team Six Leader, Naval Special Warfare Development Group, and realized our largest attendance to-date. We also held our inaugural Carolinas CORE Awards banquet in November to promote excellence and effectiveness of Corporate Real Estate (CRE) professionals and the CRE industry in the Carolinas. Over 300 members and guests were in attendance to celebrate success within the industry.

Board Objectives Achieved

Planning for 2016, the board set their sights high. We wanted to see what could be realized if we truly re-energized our board and committee members to think outside the box. Based on outstanding feedback we have received, we walked away from 2016 with satisfied sponsors, engaged members and a raised brand awareness. In fact, CoreNet

Carolinas was mentioned approximately 92 different times in the media. I couldn't have asked for more from our chapter leaders and I am so very proud of where we have come and where our association is now headed.

Prepared for the Future

As I pass the torch in 2017, I know our association is standing on firm ground. We head into the new year with:

- A fiscally healthy organization.
- Chapter membership at over 300 members.
- An experienced and energized board.
- A renewed focus on growing the Raleigh/Durham market.
- Outstanding leadership in our 2017 President - John Leddy.

In closing, I would like to say that it has been an honor and privilege to serve as your association's leader this past year. On behalf of the board, I would like to thank you for your membership and engagement. I also want to thank our sponsors, members, and volunteers for making the chapter successful in 2016.

Sincerely,

A handwritten signature in dark ink, appearing to read "Anthony C. Perez".

Anthony (Tony) Perez
2016 President



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Who We Are

CoreNet Global

CoreNet Global is the world's leading association for corporate real estate (CRE) and workplace professionals, service providers and economic developers. Over 9,000 members, who include 70% of the Fortune 100 and nearly half of the Forbes Global 2000, meet locally, globally and virtually to develop networks, share knowledge, learn, and thrive professionally.

CoreNet Global's mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, and chapters and networking groups.

The Mission of CoreNet Global Carolinas Chapter

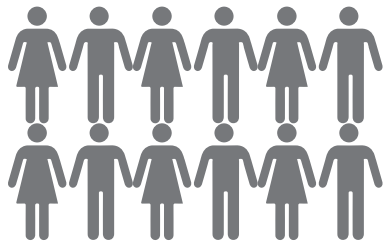
- (>) *Connect CRE professionals, end users and service providers.*
- (>) *Advance knowledge, promote personal excellence and add value to each individual and their respective enterprises.*
- (>) *Facilitate and sponsor diverse programs that provide educational and networking opportunities.*

(03)

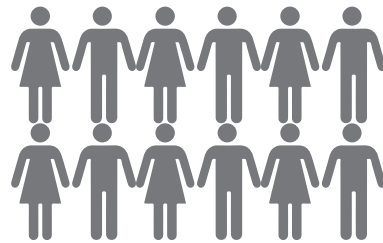


Membership

We execute programs to attract and retain Corporate Real Estate professionals and service providers as members of CoreNet Global. Our committee markets CoreNet Global's numerous opportunities to CONNECT, LEARN, GROW, and BELONG through people, networks, knowledge-sharing, and professional development.



320
Members in 2016



76%

Member retention at
76% from the baseline
at the end of 2015

35%

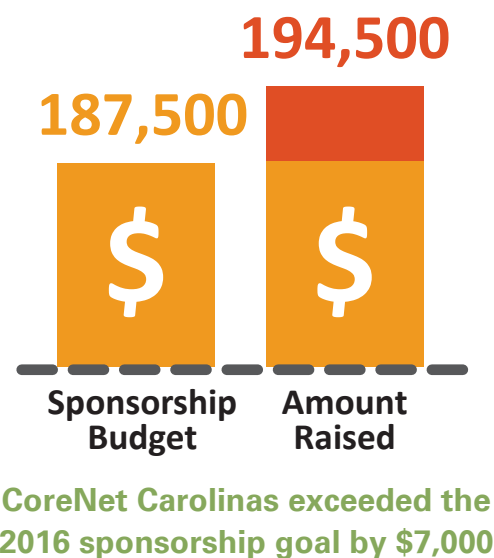
New members
increased in 2016 by
more than 35%

20%

CoreNet Carolinas was
in the top 20% of all
Chapters worldwide

Sponsorship

This vital committee generates the financial support for all annual programs. The group efforts build the bridge for different organizations to see the value of contributing to CoreNet. The Sponsorship Committee not only receives financial contributions, but also shows organizations a realistic return on investment for contributions.



10%

of Annual Sponsor monies were
given to various Community
Outreach projects:

- 100 Black Men of America
- Beds for Kids
- Classroom Central
- Crayons2Calculators
- Habitat for Humanity (Charlotte & Wake Forest)
- Haven House
- Hospitality House
- Food Bank of Central & Eastern NC
- Interfaith Food Shuttle
- Second Harvest Food Bank of Northwest NC
- Second Harvest Food Bank (Charlotte)
- Toys for Tots

Thank You 2016 Annual Sponsors

DIAMOND LEVEL

Balfour Beatty

CBRE



PLATINUM LEVEL



colite



McGUIREWOODS



GOLD LEVEL

Armstrong Relocation
BrightView Landscape Services
Carolina Business Interiors
Childress Klein
Cresa Carolinas
Delve Interiors
Enlighted
Foundry Commercial
Haworth
Herman Miller
IA Interior Architects
InterfaceFLOR
Interstate Contract Cleaning Services
JE Dunn Construction

Knoll
Little
MSS
Office Environments
Parkway Properties
Perkins+Will
Spectrum Properties
Steelcase
Technical Innovation
Turner Construction
United Maintenance Corporation
Womble Carlyle Sandridge & Rice, LLP
Xzact Technologies

SILVER LEVEL

ai Design Group
Avison Young
Barringer Construction
BB+M Architecture
BHDP Architecture
Bonitz
Business Resource Group
Canon Business Process Services
CFS-Millicare
Chicago Title
Colliers International
Crossville Tile
DPR Construction
Gensler
Holder Construction

JOFFIE
KDC Real Estate Development & Investments
K&L Gates LLP
Maxus Group
McDonald York
Rifiniti, Inc.
Rodgers Builders
Shaw Contract Group
Storr Office Environments
Tandus Centiva
Terracon
Trinity Partners
Troutman Sanders LLP
Weathermatic

Golf and Tennis Tournament

This year's Golf and Tennis Tournament, held at Grandover Resort & Spa in Greensboro, was a tremendous success. It has become one of the most anticipated and enjoyable events in our annual calendar. Each year, the golf and tennis tournament is held to show our appreciation to our chapter annual sponsors. All proceeds from mulligan and raffle ticket sales are contributed to our scholarship fund.

\$4,320

**Amount raised for the CoreNet
Carolinas Scholarship at UNC
Charlotte Childress Klein Center
for Real Estate**



Golf 1ST Place:

Don Porter, IA Interior Architects
Doug Gigi, IA Interior Architects
Darrel Shipman, Vericon Construction Co.
Jerry Renuart, Yadkin Bank

Golf Longest Drive:

Joseph Winkler, UNCC

Golf Closest to the Pin:

Jason Hlewicki, Turner Construction
Craig Johnson, Steelcase
Dan Abitol, CFS, Inc.
Jason Rheau, Armstrong

Golf Straightest Drive:

Michael Pearce, Red Ventures

Tennis Winners:

1st Place: Kane Osborne, Geiger
2nd Place: Matthew Esposito, Alfred Williams
3rd Place: Koo MacQueen, BB&T

Mega Event

The Mega Event garnered a fantastic turnout this year with our largest attendance to date! The keynote speaker, Rob O'Neill, presented an engaging conversation of his experiences in combat while relating the topic to leadership in the workplace.



313

**Attendees: our largest
turnout to-date!**

\$2,000

**Raised for the Habitat for
Humanity of Wake County
and of Charlotte**

Thank You Event Sponsors

Presenting Sponsor
IA Interior Architects

Refreshment Sponsor
DPR Construction

Plenary Speaker Sponsor
Weathermatic

Breakout Sponsors
Avison Young
Brightview Landscape Services
Serraview

Pre-Event Luncheon Sponsor
ICCS



Carolinas CORE Awards

The mission of the CORE Awards is to promote excellence and effectiveness of Corporate Real Estate (CRE) professionals and the CRE industry in the Carolinas by celebrating exemplary contributions at a festive gathering of CoreNet members and constituents. On November 10th, we held our inaugural event at the NASCAR Hall of Fame. A tremendous crowd of over 300 people came out to enjoy a celebration of CoreNet Global, our industry and the professionals making an impact within it.



Corporate Real Estate Executive of the Year
Marty Scannell, Compass Group USA



Service Provider of the Year
Phil Tackett, Little



Young Leader of the Year
Carole Maret, Office Environments



Community Impact Award
Charlotte Chamber of Commerce and Gensler



Program of the Year
CBI, Sonic Automotive and WD Partners



Volunteer of the Year
Emily Walser

300+

Members, guests, sponsors and award winners in attendance

Thank You Event Sponsors

CORE/Presenting Sponsor
NELSON

Cocktail
Childress Klein
Womble Carlyle

Awards
CBI
Knoll

Photo Experience
MSS

Chocolates
Xzact

Wine
Bissell
LS3P

Signage
Colite

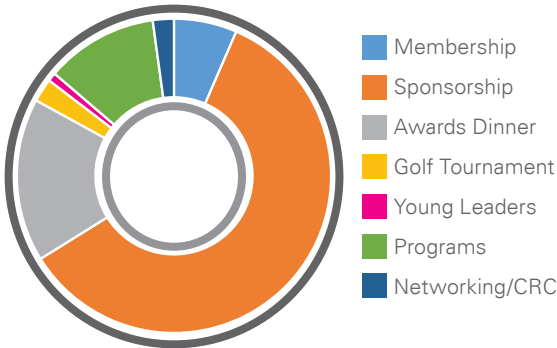
After Party
Cushman & Wakefield

Event Programs
Little

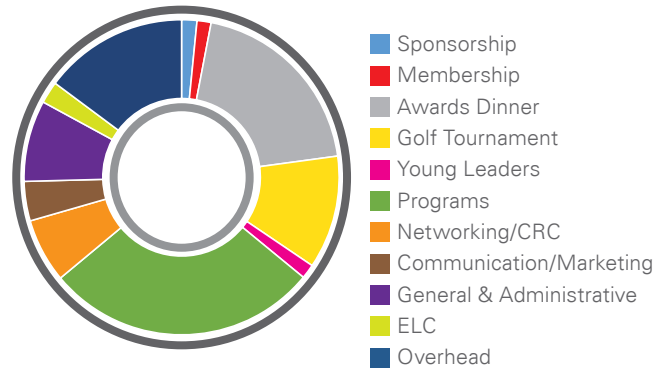
Finance

The Carolinas Chapter of CoreNet Global is an independent nonprofit (501c6) legal entity. Throughout this past year, the strength of our Chapter's financial foundation has increased, and the generous sponsorship commitments continue to rise. With this solidified fiscal underpinning, we are able to provide more benefits to our members across the Carolinas through all of our committee platforms.

REVENUE



EXPENSES



Communications

2016 was a year of change for the way the CoreNet Carolinas Chapter communicated with our members, sponsors and our community. We are now trending in the right direction and look to increase our presence as a leading organization in the Carolinas for corporate real estate.



INCREASED ACTIVITY

In 2016, we launched our Instagram account, transitioned our Facebook page to an open, group page and increased our content on LinkedIn.

92 THE NUMBER OF TIMES
CORENET CAROLINAS
WAS MENTIONED IN THE
MEDIA IN 2016.

33%

INCREASE IN THE NUMBER OF
NEWSLETTERS

Community Reinvestment (CRC)

The CRC Committee organizes the Chapter's community projects and participation. This team helps our Chapter make a meaningful and lasting impact on the lives of others. We held 10 Community Outreach events in Charlotte, Raleigh and the Triad, allowing members an opportunity to work side by side. By the end of 2016, we had donated over \$17,000 to non-profit organizations in our communities.



Programs

With six events held in Charlotte and Raleigh throughout the year, our Programs Committee brought together relevant, compelling content in alignment with the needs of our members and sponsors.



310

Total attendees for
Charlotte and Raleigh

Six Programs

Raleigh

2016 Economic Forecast
Health & Wellness
in Real Estate
Market Game Changers

Charlotte

US Economic Outlook
Building Well Being
Market Game Changers

(09)



Networking

The Carolinas Chapter of CoreNet focused on keeping the “Net” in CoreNet in 2016. The committee is focused on bringing together members, sponsors and prospective members for the chance to get to know others in the corporate real estate industry, strengthening relationships and solidifying the membership of the organization.

Six EVENTS IN 2016



Young Leaders

Planning both social and informative events targeted specifically at our Young Leader constituents, this committee focuses on grooming our next Chapter leaders, creating a talent pipeline to service existing committee requirements and future Chapter Board positions.



187
Total attendees
in 2016



A Message from the 2017 President



Welcome to the Carolinas Chapter of CoreNet Global. The mission of the Chapter is to **connect** groups of professionals,

end users and service providers in order to **advance** knowledge, **promote** personal excellence and add value to each individual and their respective enterprises. Our chapter accomplishes our mission through facilitating and sponsoring a variety of diversified programs that provide our members and sponsors educational and networking opportunities.

For 2016, we saw the chapter continue to grow, surpassing over 300 members; we held our first annual CORE Awards event recognizing the top real estate professionals and projects in the Carolinas; and we provided multiple opportunities to network through social and program events. I'd like to thank Tony Perez, our outgoing chapter President for his leadership and continued commitment to the chapter.

As we look forward to 2017, we're excited to carry forward our momentum and we'll be focusing on the following objectives:

Member and Sponsor Value and Engagement through our foundational chapter events. These events are held in Charlotte and Raleigh and provide our chapter members and sponsors the opportunity to connect as CRE professionals. Events include:

- Networking specific events
- Young Leader events
- Community Reinvestment events

Provide Industry Leading Programs addressing the latest Corporate Real Estate topics with industry experts. The chapter holds quarterly programs and annually hosts three premier events:

- **Golf and Tennis Tournament** (May 2017)
- **MEGA Event** (September 2017)
- **CORE Awards Recognition Dinner** (November 2017)

Professional Development through CoreNet Global sponsored classes supporting continuing education requirements and courses to achieve the MCR and SLCR designations.

We encourage all chapter members to become actively involved by attending our events or contributing your subject matter expertise in some other capacity. Should you have any comments or suggestions on how to further improve the chapter, please contact us.

It is an honor to serve as chapter President. I'm looking forward to working with a talented group of CRE professionals that make up our 2017 Board of Directors, building upon the tremendous success that our chapter achieved in 2016.

Sincerely,

John Leddy
President

2017 Board of Directors

John Leddy
President
JLL

Marty Scannell
Vice President
Compass Group USA

LaMonte Johnson
Treasurer
Carolinas HealthCare System

Frank Wiseman
Secretary
Tandus-Centiva

Anthony (Tony) Perez
Past President
Carolinas HealthCare System

Kathy Blessington
Programs - Raleigh
Fidelity

Alyson Craig
University Relations
UNC-C, Belk College of Business

Neville Devlaliwalla
Young Leaders
Red Hat, Inc.

Hunter Fleshood
CORE Awards
MSS

Jenna Geigerman
Networking/CRC - Raleigh
Citrix

Robin Hilburn
Sponsorship
Duke Energy

Ivory Johnson
Membership - Raleigh
Lenovo

Carole Maret
Networking/CRC - Charlotte
Office Environments

Kim Marks
Membership - Charlotte
ai Design Group

Mike O'Brien
Sponsorship
Q2 Solutions

Sean O'Neill
Programs - Charlotte
BB&T

Bill Robinson
Board Development
CBRE

Cassie Zingery
Communications
JLL

Tripp Guin
Senior Advisor
TRIPP Commercial

Koo MacQueen
Senior Advisor
IBM

Chris LaPata
Senior Advisor
Steelcase

Sheila Favuzza
Chapter Administrator
CoreNet Carolinas



Connect.



Learn.



Grow.



Belong.



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