



2014-2015 **Annual** Report



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.*



Connect.



Learn.



Grow.



Belong.

Why CoreNet?

CoreNet Global provides CRE professionals with opportunities to connect, learn, grow and belong — locally, globally and virtually — through people, networks, knowledge-sharing and professional development.

- > Meet strategic needs relating to key business drivers
- > Stay relevant regardless of economic or market conditions
- > Bring real estate into partnership with corporate strategy
- > Create value & produce better results

A Message from the President



Can you feel it? Can you feel the increased speed of business and the demands placed on your resources? We are entering into another period of economic growth fueled by capital that was sitting on the sidelines during the recession, advances

in technology, leveraging of big data and a world that seems to get smaller and more interconnected by the minute.

As the President of the Carolinas Chapter of CoreNet Global (CNG), I am proud to be a part of the single most important trade association for Corporate Real Estate (CRE) industry professionals and partners throughout the world. CoreNet Global is alive and well in 23 countries and is 9,000 members strong. Given the pace of change, CoreNet's mission is to provide its members with a resource to help them stay connected, informed and prepared for whatever the markets may bring.

This year will be known as one that saw tremendous consolidation in our industry as the largest Real Estate service providers expanded through merger/acquisition to better meet the demands of their clients. The challenges we all face in today's market are so much more complex than even a few years ago:

- Driving down cost without sacrificing productivity
- Invest while managing risk
- The need to Think Globally
- Engaging our most valuable asset: our people
- Innovate or die

I am humbled to work with such an esteemed group of CRE professionals that comprise our CoreNet Carolinas Board of Directors and our

committee volunteers who serve the chapter in order to deliver value to our industry and our community. In our **2014 Chapter survey**, **98%** of respondents stated that the chapter is meeting or exceeding their expectations. This is something that we are proud of and we need to build upon moving forward by attracting and developing the next group of chapter leaders. In addition, our member retention rate of **83%** is one of the highest of any chapter around the globe. Our committees are able to drive value, year in and year out, through our strict adherence to our **Balanced Scorecard**, enclosed in this report.

In order to further our mission in 2015, we have a few objectives on which we want to focus:

- **Put the "Net" back in CoreNet...**implement a revitalized networking schedule to help grow connections between our members.
- **Continue to Build the Brand...** improve our communication tools that will make connecting and accessing information much easier for our membership.
- **Increase alignment with the CoreNet Global Atlanta headquarters...**leverage the power of our 9000+ membership globally to create value for our chapter for years to come.

It is an honor to serve as Chapter President this year and I look forward to building upon the tremendous success that our chapter has achieved. Thank you for being engaged.

Sincerely,

A handwritten signature in black ink that reads "Chris LaPata".

Chris LaPata, MCR
President

Board of Directors

Experience, Diversity, Relevance

To support the dynamic growth of the Carolinas Chapter of CoreNet Global, our leadership team has had to develop as well — and our Chapter has done an excellent job attracting and developing the best and brightest in the CRE industry. It is interesting to note that in 2006 there were eight Board members, each with less than one year's experience serving on the Board. Today we have 18 Board members with one to five years of experience, along with four members of the Senior Advisory Committee consisting of Board members that have served in a Chapter Officer capacity for at least two years. Additionally, in 2012 we instituted the new executive committee position for "Immediate Past President." This newly created position provides continuity and "perspective" to ensure effective organizational leadership transition. Moreover, this approach aligns our Chapter leadership structure with the CoreNet Global Board structure.

The Senior Advisory Committee has enabled us to retain the wealth of experience from the past, while we work to foster the growth of new industry leaders taking on Board roles. The Carolinas Board is also unique because it consists of four End User CRE professionals, giving our Chapter one of the highest ratios of End Users to Service Providers in the country. Among these End User Board members and four Senior Advisors, there are over 125 years of CRE experience to lean on for solid direction. Finally, our Board Development Program has enabled us to groom fresh leaders in new business verticals, adding diversity and industry expertise to our team.

2015 Carolinas Chapter Board

Chris LaPata, MCR

President
Steelcase, Inc

Tony Perez, MCR

Assistant Vice President
Carolinas Healthcare System

Jon Goldberg

Secretary
Troutman Sanders

John Leddy

Treasurer
JLL

Koo Stengle, MCR

Immediate Past President
BB&T

Steve Bodenheimer, MCR

Senior Advisor
Duke Energy

Hunter Fleshood

Senior Advisor

Tripp Guin

Senior Advisor
TRIPP Commercial, LLC

Dan Jennings

Senior Advisor
AREVA

Kristin Bender

Director
Time Warner Cable

Neville Devlaliwalla

Director
Red Hat

Clarke Hobson, MCR

Director
Duke Energy

Kathy Klass, SLCR

Director
Fidelity

Robby Lowe

Director
Balfour Beatty Construction

Michael O'Brien

Director
Quintiles

Bill Robinson

Director
CBRE

Frank Wiseman

Director
Tandus Centiva

Sheila Favuzza

Chapter Administrator
TH Mgmt., Inc.



Board Development

Formalized Succession Planning Enables Sustained Success

What does a successful Chapter of CoreNet Global look and feel like? Our leadership team would venture to say it looks and feels a lot like the Carolinas Chapter of CoreNet Global. Our Chapter continues to receive local and national recognition for our operational excellence, as evidenced by our winning CoreNet Global Awards: *2011 Chapter Membership Award, the 2011 Chapter Achievement Award, and the 2013 Small/Medium Chapter of the Year*; and being recognized with a 2015 “36 Under 36” award winner.

Developing sustainable Chapter success happens through good planning and strong leadership. As such, we have formalized a Board Development Program that uses a formal mentorship strategy to enable excellent succession planning. Balanced Board representation between CRE End Users and Service Providers creates the foundation from which we build. In fact, the Carolinas Board currently has four End User CRE professionals, giving our Chapter one of the highest ratios of End Users to Service Providers in the country.

Developing New Leadership

Chapter members interested in becoming Chapter leaders can request to be a part of our Board Development Program. Each year the Board of Directors selects a short list of potential candidates for open Board positions. These candidates have demonstrated leadership capabilities by holding positions of responsibility within the Chapter. The Senior Advisory Committee vets each candidate, and once final candidates have been selected, they are confirmed via the Chapter membership at large.

The Carolinas Chapter has done a great job of retaining talented Board members by elevating



existing Directors to Chapter Officers. This approach leverages individual experience, creating Board consistency and continuity. Nominations for Officer positions take place during the Board’s annual meeting with positions being confirmed via a Board vote.

Developing a Senior Advisory Committee has been instrumental in keeping an historical perspective on how the Chapter has developed. Former Chapter Officers (President, Vice President, Secretary or Treasurer) can elect to stay on as Senior Advisors to the Chapter. They can participate in Board meetings and chair committees; however, they do not participate in the Board voting process. The Carolinas Chapter has also had two of its past Senior Advisors participate on the CoreNet Global Board.

2015 Sponsors

Diamond Level

Balfour Beatty

CBRE



McGUIREWOODS

Platinum Level



Gold Level

ai Design Group
Armstrong
Bonitz
CFS Inc.
Colite International, Ltd.
Cresa Carolinas
Delve Interiors
Haworth
Herman Miller
IA Interior Architects
InterfaceFLOR
Interstate Contract Cleaning Services
Little

MSS
Parkway Properties
Perkins+Will
Spectrum Properties
Steelcase
Storr
Technical Innovation
Thalhimer
Turner Construction
Womble Caryle
Xzact Technologies Inc.

Silver Level

Avison Young
Barnhill Contracting Company
BB+M Architecture
Business Resource Group
Carolina Business Interiors
Chicago Title
Childress Klein
Choate Construction
Colliers International
Crossville Tile
DataChambers
Edge Office
Facilicon
Garmon & Company
Gensler
Holder Construction
JE Dunn
JOFFIE Contracting Services, Inc.
KDC Real Estate Development & Investments
K&L Gates LLP
Kilpatrick Townsend & Stockton LLP
Knoll
McDonald York
Odell
Rodgers Builders
Shaw Inc.
Tandus Centiva Inc.
Terracon
Trinity Partners
Troutman Sanders LLP

The Value of Sponsorship

Along with our valued members, the sponsors of CoreNet Global Carolinas Chapter are key to the consistent success and growth of our thriving organization. At every level of support, CoreNet sponsors significantly contribute to the educational, networking and community reinvestment events hosted by our Chapter. But the benefits of sponsorship are many as well! As a sponsor, your organization is constantly exposed to our well-balanced, growing membership, including CRE End Users, service providers and economic developers. With sponsorship identification at all events, sponsor companies are consistently in the spotlight. And each quarter, our *CoreIssues* newsletter highlights Diamond and Platinum Sponsors with a strategic marketing write-up, as well as an opportunity to share some expert industry advice.

Here is a comprehensive list of the incredible benefits of sponsorship at the four available levels:

Diamond Level - \$10,000

- > 4 complimentary admissions to all Education Programs (includes Carolinas Regional Symposium)
- > 6 complimentary invitations to the Golf Tournament
- > 4 complimentary invitations to all other Chapter Events
- > Hole Signage at the annual Golf Tournament
- > Logo and link placed on the Carolinas Chapter's website
- > Logo on display at every function
- > 1 CoreNet Global Summit Early Registration
- > 2 Annual CoreNet Global Memberships
- > Invitation to speak to membership at select events
- > Sponsor Appreciation event
- > Sponsor Spotlight in the newsletter
- > Invitation to attend a private End User Executive dinner

Platinum Level - \$5,000

- > 4 complimentary admissions to all Education Programs (includes Carolinas Regional Symposium)
- > 4 complimentary invitations to the Golf Tournament
- > 2 complimentary invitations to all other Chapter Events
- > Sponsor Appreciation event
- > Sponsor Spotlight in the newsletter
- > 1 CoreNet Global Summit Early Registration
- > Hole Signage at the annual Golf Tournament
- > Logo and link placed on the Carolinas Chapter's website
- > Logo on display at every function

Gold Level - \$2,500

- > 2 complimentary admissions to all Education Programs (excludes Carolinas Regional Symposium)
- > 2 complimentary invitations to the Golf Tournament
- > Hole Signage at the annual Golf Tournament
- > Sponsor Appreciation event
- > Logo and link placed on the Carolinas Chapter's website
- > Logo on display at every function

Silver Level - \$1,500

- > 1 complimentary admission to all Education Programs (excludes Carolinas Regional Symposium)
- > Logo and link placed on the Carolinas Chapter's website
- > Sponsor Appreciation event
- > Logo on display at every function

If you or your organization is interested in becoming a sponsor of the Carolinas Chapter, please contact Sponsorship Committee Co-Chairs Clarke Hobson, at clarke.hobson@duke-energy.com or 704-382-9521; or Mike O'Brien at michael.obrien@quintiles.com or 919-998-2938.



Committees Make the Chapter

Get Involved, Be Inspired, Make a Difference

The Carolinas Chapter would not be as thriving and successful as it is without the outstanding efforts of our various committees — and the enthusiasm of every committee member. And your involvement is vital! So here we have provided some information about each committee. As you read, please consider where your talents, experience and passion may fit...and get involved!

Programs Committee

2014 to 2015 has been a notable and successful period of time for the Programs Committee. With 4 to 5 events per year in Raleigh and Charlotte, the Programs Committee puts together relevant, compelling content based on our members' needs. In 2014, we expanded the scope of our marquis event each year, the Mega Event, and began inviting national-caliber speakers. With the head of real estate for Goldman Sachs in from New York, and top executives from CBRE, JLL and Lincoln Harris on the plenary session panel, we further added multiple break-out sessions to allow members to delve deeper into areas of interest to them. The event was a rousing success with a 52% year over year attendance increase. In 2015, we are further expanding the event, moving it to the Ritz-Carlton and featuring speakers from across the U.S. from companies such as AT&T, Regions Financial, Cisco Systems and Coca-Cola. We have also rebranded the Mega Event as the Carolinas Regional Symposium, helping to further solidify the unique nature of this event that blends speakers from outside the Carolinas, to give a fresh perspective, with local and regional thought leaders – providing a half day of education and professional development in support of CoreNet's mission.

BILL ROBINSON | Programs Co-Chair | bill.robinson@cbre.com

KATHY KLASS | Programs Co-Chair | kathryn.klass@fmr.com

Sponsorship Committee

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.

CLARKE HOBSON | Sponsorship Co-Chair | clarke.hobson@duke-energy.com

MICHAEL O'BRIEN | Sponsorship Co-Chair | michael.obrien@quintiles.com

Membership Committee

We execute programs to attract and retain Corporate Real Estate industry 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.

HUNTER FLESHOOD | Membership Chair | hunter.flehood@gmail.com

Communications Committee

Communications is a key element to organizational success. This committee makes it a priority for each member to be accurately informed. Through quarterly newsletters, e-blasts and event materials, the Communications Committee also strengthens the tie of sponsors to the Carolinas Chapter.

KRISTIN BENDER | Communications Chair | kristin.bender@twcable.com

Finance Committee

Managing our Chapter's finances is big business. It is essential we continue to monitor and drive compliance with our established internal controls to maintain our financial stability and sustainability. The Carolinas Chapter of CoreNet Global is a 501(c) (6) non-profit corporation with the State of North Carolina.

JOHN LEDDY | Treasurer — Chapter Officer | john.leddy@am.jll.com

Community Reinvestment Committee (CRC)

Because the Carolinas Chapter remains civic-minded, this committee takes responsibility for managing all the Chapter's community projects and participation. Ten percent of our sponsorship dollars is reinvested to serve the basic needs of Carolinians. Focusing on our home states, this group helps our Chapter make a meaningful and lasting impact on the lives of others.

FRANK WISEMAN | CRC Chair | fwiseman@tandus-centiva.com

Young Leaders/University Relations Committee

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. Chapter members who are focused on becoming the next generation of Corporate Real Estate leaders can gain valuable experience working on this committee.

NEVILLE DEVLALIWALLA | Young Leaders/University Relations Chair | ndevlali@redhat.com

Golf & Tennis Tournament Committee

This committee creates our annual world-class golf and tennis tournament for Chapter members and sponsors. With beautiful venues, wonderful prizes, fabulous food and great fun, the tournament has been an incredible success, with participant growth from 40 to over 180 attendees, including volunteers, in just five years. This is the second largest event for the Chapter. In 2014 we added a tennis tournament to expand the event and provide other networking opportunities. The tennis tournament continues on the same success curve as the golf event. CoreNet members who believe that a bad day at the golf course or tennis court is better than a good day at the office need to look no further than this committee!

DAN JENNINGS | Golf Committee Co-Chair | dan.jennings@areva.com

STEVE BODENHEIMER, PE, MCR | Golf Committee Co-Chair | rbodenhe@duke-energy.com

Networking Committee

The Carolinas Chapter of CoreNet focused on putting the "Net" back into CoreNet by setting a scorecard goal of quarterly networking events. We succeeded in that goal. This chapter was started at the great networking events at Loft1523, and now with networking events in the Triad and Raleigh, the chapter is really bringing networking opportunities to the entire state.

FRANK WISEMAN | Networking Committee Chair | fwiseman@tandus-centiva.com

Balanced Scorecard: Measuring Success

Area	Young Leaders/ University Relations	Communications	Networking & Community Reinvestment	Sponsorship
CoreNet Focus	Connect	Connect	Connect	Connect
Strategic Objective	To enhance educational growth and networking opportunities for young real estate professionals who are 35 years of age or younger. We are focused on developing and cultivating relationships with peers and senior real estate professionals to support YL career development.	Develop and maintain internal and external organizational communication structures to support board effectiveness. Serve members and sponsors by creating a value proposition for each group through use of various communication tools. Enable organizational exposure and drive sponsorship value.	Support the communities where our members work and live, focusing on the four (4) basic needs that become the pillars for our outreach or guiding principles: Hunger, Housing, Children, & Education.	Attract and retain industry relevant service providers, economic developers and End Users in the Carolinas to sponsor our Chapter. Our mission is to return sustainable value to our Sponsors so that we are recognized as the premier provider of real estate networking and educational opportunity to help them meet their business goals and needs.
Measures	<ol style="list-style-type: none"> 1. Revised YL Marketing Brochure for 2015 use 2. Distribute 2015 YL Marketing Brochure at all CoreNet Carolinas events 3. Grow YL members in Charlotte and Raleigh by 20% over 2014 levels 4. Host six (6) YL events in 2015 	<ol style="list-style-type: none"> 1. Board Communication (Board Effectiveness) 2. Chapter Communication (Member / Sponsor) 3. External Communication - Relevant Media and Industry Focused Publications 	<ol style="list-style-type: none"> 1. Membership Participation in sweat equity programs 2. Amount of Financial Donation(s) from Membership 3. Survey Feedback from Membership 4. Number of attendees for networking events 	<ol style="list-style-type: none"> 1. Solicit and collect traditional Sponsorships to support the needs of the Chapter 2. Retain 85% of the 2014 Sponsors 3. Increase the size of the Committee to six and assign each committee member to support a Board member 4. Support the Golf and Mega Event Committees by soliciting and collecting sponsorship funds to support their events
Targets/Results	<ol style="list-style-type: none"> 1. Marketing Brochure Revised. 2. Distribute YL marketing brochure at all events. 3. Measure YL members' growth from a base of forty (40) members (Charlotte and Raleigh). 4. 6 YL events completed in 2015. 	<ol style="list-style-type: none"> 1. Distribute a new <i>CoreIssues</i> edition each quarter to chapter members & prospects. 2. Develop and distribute Annual Report. 3. Provide timely updates to website, Twitter, Facebook and LinkedIn. 4. Prepare and distribute e-blast mailers for select Chapter events. 	<ol style="list-style-type: none"> 1. 10% donation to community outreach. 2. Support area food banks through 2 sweat equity events and 2 food drives. 3. Support homeless veterans through 1 sweat equity house building event. 4. 3 networking events in Raleigh, 3 in Triad, and 3 in Charlotte. 5. Support Behailu Academy through 1 sweat equity event. 	<ol style="list-style-type: none"> 1. Generate \$165,000 in traditional Sponsorships for 2015. 2. Retain at least 50 of the 2014 Sponsors. 3. Maintain a minimum of 6 members (including Co-Chairs) and ensure geographic coverage; each member assigned to support one or more Board members. 4. Solicit and collect \$22,500 in support of the Golf Outing and Mega Event.
Accountability	Champion: Senior Advisor Sponsor: Young Leaders/ University Relations Committee Chair	Champion: Immediate Past President Sponsor: Communication Committee Chair	Champion: Senior Advisory Council Sponsor: Community Outreach Committee Chair	Champion: Secretary Sponsor: Sponsorship Committee Co-Chairs
Initiatives	<ol style="list-style-type: none"> 1. Offer a new Learning Event for the YL Group. 2. Offer a new Real Estate Career Tracks Event for the YL Group. 3. Develop a new Mentoring Program to replace the existing Speed Mentoring Program. 4. Encourage existing YL to reach out to other contacts to join our YL Group. 5. Reach out to End Users and Service Providers to encourage YL participation at all events. 	<ol style="list-style-type: none"> 1. Identify & hire new communications vendor to replace Eydo by end of Q1. 2. Identify & hire a company to overhaul our website by February 1, 2015. 3. Maintain & enhance communications to Board, members, sponsors and external parties. 4. Use <i>CoreIssues</i>, website and e-news to support and promote chapter initiatives. 5. Maintain and enhance the e-social communications 6. Work with CoreNet Global to develop new registration tool. 	<ol style="list-style-type: none"> 1. Promote financial support opportunities to our membership and sponsors. 2. Expand Committee membership. 3. Provide more volunteer opportunities to our membership. 4. Expand awareness of CoreNet through new nonprofit organizations. 5. Create a new buzz for CoreNet through networking events. 	<ol style="list-style-type: none"> 1. Increase the number of new Sponsors by 7; do this by aggressively seeking out service providers who attend events but are not currently Sponsors; get them to our networking events. 2. Ensure that all Diamond and Platinum Sponsors are showcased at educational and networking events as well as in <i>CoreIssues</i>. 3. Provide Sponsors with an end of year summary of benefits usage based on Sponsor level. 4. Seek new methods to engage Sponsors and ensure that the Chapter is delivering value based on their specific needs/goals.

Golf	Programs	Board Development	Finance	Executive	Membership
Connect	Learn	Connect	Grow	Grow	Belong
Benefit to our Sponsors to allow them to connect to our CoreNet Chapter members.	Develop and implement innovative educational programs to enhance the knowledge base of our member, sponsor & non-member constituents.	To identify strong and influential leaders from Chapter Membership for Board development and participation. Provide our newly elected board members with a clear, concise and motivational on-boarding experience.	Provide financial stability to support evolving and growing chapter initiatives through accounting best practices.	Align local chapter with Global initiatives through increased collaboration.	To grow and retain quality members while enhancing the membership experience through networking and member engagement.
1. Attendance 2. Budget 3. Satisfaction Survey	1. Participation rate of members and non-members 2. Quality of delivery based upon member/participant feedback	1. Recognize & Train Potential Board Members 2. Succession Management Plan	1. Maintain established and stated cash reserve position 2. Monthly review of current and projected year end financial position 3. Achieve 2015 approved budget and board changes 4. Drive financial communication to the chapter through the Annual Report and <i>CoreIssues</i>	1. Ensure Chapter strategic initiatives and goals are aligned with CoreNet Global 2. Partner with CoreNet Global to host educational programs and organizational events to enhance member and sponsor value	1. Membership Retention 2. Membership Growth 3. Chapter Reporting
1. Sell Out. 2. On Budget. 3. Continuous Improvement.	1. Develop 5 Charlotte educational programs, including Mega Event. 2. Develop 4 Raleigh educational programs. 3. Host annual Programs Committee planning session. 4. Meet or exceed 2014 Mega Event participation rate (EY/SP; participation).	1. Balanced list of SP's and EU's (10-15 candidates). 2. Identify (8) senior CRE Execs/Partners for board consideration. 3. Increase diversity; maintain male to female and increase minorities from 1 to 2. 4. Have Slate of potential board candidates to Officers and SAC no later than April 1, 2014.	1. Finalize Chapter/committee budget plans by January 2016. 2. Ensure adherence to 2015 approved budget and all approved board changes. 3. Maintain a cash reserve position equal to 50% or greater of prior year's actual expense. 4. Monitor and maintain investment accounts.	1. Host 2 local MCR courses in the Carolinas. 2. Host 1 Discovery Forum in Raleigh. 3. Host a Meeting of the Minds event. 4. Drive local attendance at 2014 D.C. Summit.	1. Retain Existing Membership at 85% (normalized). 2. Increase Overall Membership by 10%. 3. Maintain Minimum 50% End User Membership.
Champion: Senior Advisor Sponsor: Golf Committee Co-Chairs	Champion: Assistant Vice President Sponsor: Programs Committee Co-Chairs	Champion: President Sponsor: Board Development Committee Chair	Champion: President Sponsor: Financial Committee Chair	Champion: Executive Committee Sponsor: Past President	Champion: President Sponsor: Membership Committee Chair
1. Continue to look at other venues. 2. New Significant Take away. 3. Increase Tennis Participation to 12 from 7.	1. Planning session in Raleigh on 12/12/2014.	1. Charlotte and Raleigh End User Round tables as Diamond level sponsor benefit. 2. Obtain candidates of 5 new firms (avoid duplicate firms on the Board where possible). 3. Focus on increasing board diversity.	1. Review chapter expense procedures and drive more efficient processes. 2. Develop forecasting process for better board decision making on future events. 3. Introduce and educate on financial metrics to be used by Board to determine chapter's financial health. 4. Create long term financial plan with key investments and initiatives to continue future chapter success.	1. Participate in Component Leader calls. 2. Attend Component Leadership session.	1. Membership Reporting to provide visibility on progress. 2. New Membership incentive to events program. 3. New Member Marketing Information Package in support of larger value proposition initiative. 4. Member Prospect Follow-up.

Financials

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.

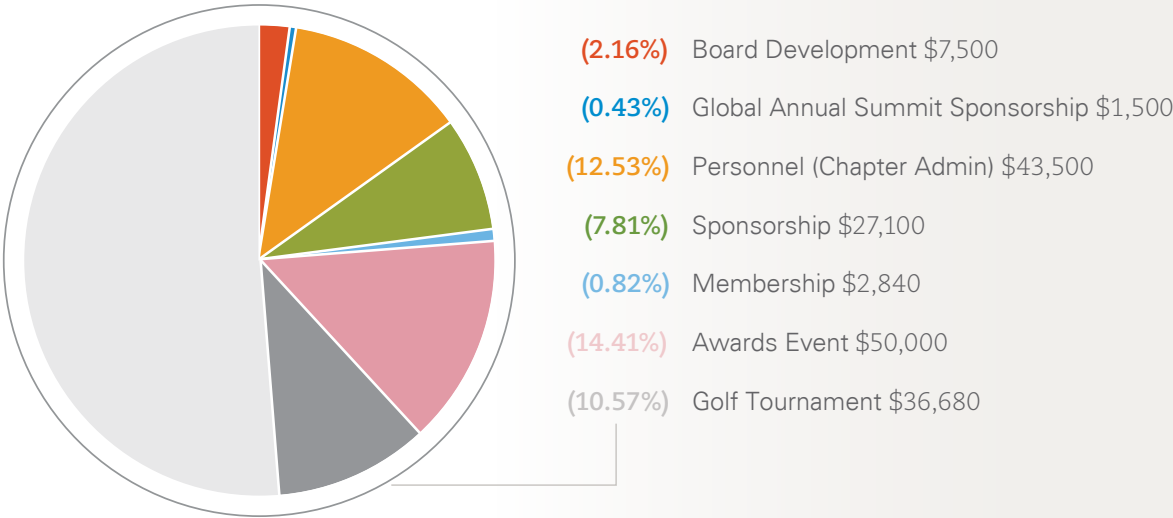
Thank you all for your commitment as a sponsor, member or volunteer of our Carolinas Chapter. Each of you makes possible the first-class events, networking opportunities and programs offered throughout the year. Thank you!

Annual Financial Summary

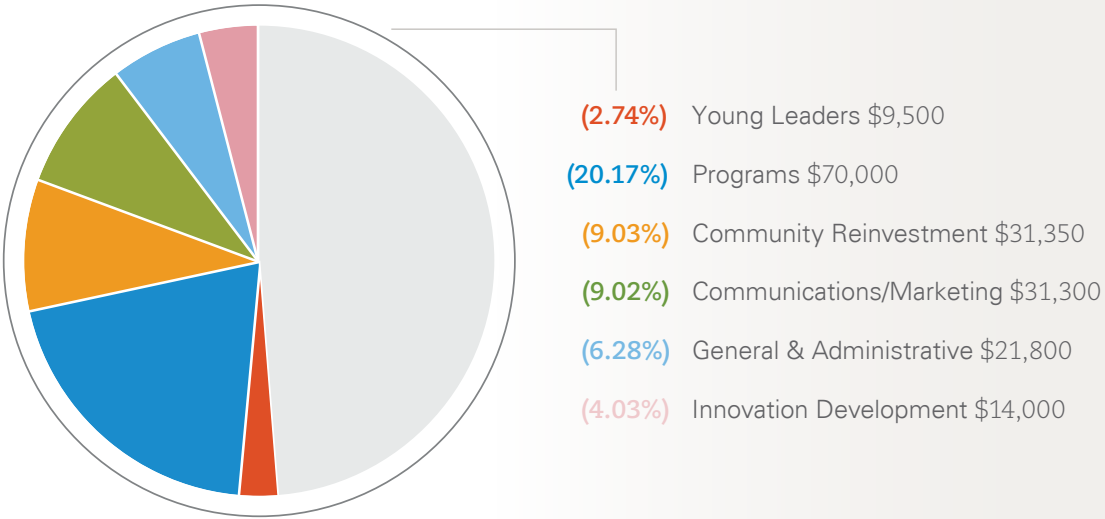
Revenue	2015 Budget
Sponsorship	\$ 187,500
Membership Revenue Sharing – Global	\$ 15,000
Programs	\$ 49,000
Golf Tournament	\$ 10,550
Community Reinvestment/Networking	\$ 5,250
Young Leaders	\$ 9,600
Awards Event	\$ 20,000
Total Revenue	\$ 296,900
 Expense	 2015 Budget
Sponsorship	\$ (27,100)
Membership - Carolinas	\$ (2,840)
Golf Tournament	\$ (36,680)
Young Leaders	\$ (9,500)
Programs	\$ (70,000)
Community Reinvestment	\$ (31,350)
Communications/Marketing	\$ (31,300)
General & Administrative	\$ (21,800)
Innovation Development	\$ (14,000)
Board Development	\$ (7,500)
Awards Event	\$ (50,000)
Global Annual Summit Sponsorship	\$ (1,500)
Personnel (Chapter Admin)	\$ (43,500)
Total Expenses	\$ (347,070)
 Net Ordinary Income	 \$ (50,170)

Balance Sheet

CoreNet Global Bank Account Cash Reserve – 2014 | \$ 255,207



+



Young Leaders / University Relations Committee

Cultivating the Next Crop of CRE Leaders

The Young Leaders/University Relations (YL/UR) Committee focuses on cultivating fresh leadership for our Chapter and the CRE industry. The success and longevity of any organization is dependent on attracting new and rising talent. For the Carolinas Chapter of CoreNet Global, it is critical to create the talent pipeline to service existing committee requirements and future Chapter Board positions. Our Chapter has developed a robust YL/UR program through its alignment with the CoreNet Global Young Leaders Committee.

Connect | The Carolinas Chapter has a great YL/UR calendar of events that drives regular interaction among our Young Leader Chapter members. Active engagement is dependent on creating exciting, diverse and value-driven programs. 2014 events include cornhole tournaments, golf etiquette lessons and StrengthFinder sessions.

Learn | Aligning with our Carolinas mission of *Advancing Knowledge*, we focus on creating relevant educational programs for our Young Leaders. These programs range from interactive knowledge-based sessions to Q-and-A sessions with senior CRE market leaders. In addition, our local Young Leaders are encouraged to participate in CoreNet Global learning events via e-learning and the annual Global Summit.

Grow | Many of our Chapter's Young Leaders are also active Chapter committee members, an experience that serves as a valuable tutorial translating directly to professional development. With the Chapter committees chaired by Board members, involvement by the Young Leaders allows for regular interaction with these senior CRE professionals. In addition, many of the tactical committee responsibilities create value-added skills, enhancing the professional growth of these enthusiastic men and women.

Belong | Our Young Leaders come from diverse backgrounds and geographies. Often these professionals have relocated from other areas of the country to this region for their first job. What better way to feel a sense of belonging than getting plugged into an organization like CoreNet Global? Our organization likes to have fun, and the YL/UR group is no exception. We have hosted skee-ball tournaments, bowling events, as well social networking events at local bars and restaurants. In addition, we have an active social media group that allows young professionals to stay connected via online updates and interaction through Facebook and LinkedIn.

(14)





Giving Back to Our Community

The Carolinas Chapter of CoreNet Global has an ongoing commitment to give back to our communities — reinvesting into the neighborhoods we call home. Our outreach efforts focus on what we call the *Four Pillars of Humanity: Hunger, Housing, Children and Education*. And at least 10% of the sponsor revenue collected is reinvested into the community in which we live. Conducting food drives, volunteering with Habitat for Humanity, donating to fight childhood Muscular Dystrophy, endowing education scholarships, and collecting Toys for Tots are just some of the ways our Chapter gives back each year.

(>) *In 2014, through the generosity of member and sponsor volunteers, the Carolinas Chapter gave over 260 service hours, hosted four food drives, and made financial reinvestment contributions of \$16,500 to communities in North and South Carolina.*

Our **Community Reinvestment Committee** — the group of passionate individuals devoted to our outreach activities — often marries Chapter programs, such as Networking, with events like food or toy drives. The Committee also plans several “Sweat Equity” days throughout the year, where members and sponsors can get their hands dirty for a great cause. Whether it is building a home, stocking a food pantry or beautifying a homeless shelter, our Chapter is committed to the joy of giving back.

Please follow our calendar of events via our website or connect with us via our Facebook page.

(>) <http://carolinas.corenetglobal.org/home>

(>) www.facebook.com/groups/corenetcarolinas



“My involvement with CoreNet Global has endured 3 states and Chapters plus 4 different companies. The consistent thread it provided through networking and education has allowed for personal and professional growth over the years. I am proud to be a member of CoreNet Global and believe it is incumbent upon me to give back to an organization that has afforded me so much. My involvement with the Carolinas Chapter has allowed for this reciprocation. If you are not actively involved, I encourage you to become involved with the premier Corporate Real Estate organization in the Carolinas and across the Globe.”

KOO STENGLE

Strategic Planning Manager

BB&T

**Immediate Past President
CoreNet Carolinas Chapter**



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