



CoreIssues

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A Message from the President

ARE YOU ENGAGED? ARE YOU GETTING THE RETURN ON YOUR MEMBERSHIP INVESTMENT?

As I write this letter, I find myself 90 days into the role as President of one of the most dynamic and inspiring organizations in our industry. Our Carolinas chapter did not get to this point by chance. There have been hundreds of members, sponsors and volunteers who have worked hard to promote and advance our professional ecosystem. As stewards of the chapter, it is incumbent upon all of us to leave the chapter in better shape than we found it and to identify opportunities for continuous improvement. This is what motivates our board and our membership.



Chris LaPata, MCR

On January 29th I had the privilege of attending the Global Leadership Forum in Atlanta. There were representatives from nearly all 45 Chapters around the world. What I found most interesting was that these chapter leaders from North America, South America, Asia, Europe, and the Middle East all shared similar issues of concern. One that was most pressing was how to foster chapter engagement. We in the Carolinas are lucky to have a wealth of engaged individuals looking for ways to volunteer. So I ask again...Are you engaged?

This year, in an effort to foster engagement, the board approved the creation of an **Innovation Budget**. Our thought is that great ideas can come from anywhere and we need to be flexible enough in our annual budget to be able to act on great ideas. So **my challenge** to the entire chapter is to bring forth your great ideas. It is through this sharing and risk taking that we will be able to innovate and deliver unique value to our membership.

Please keep an eye on the many wonderful upcoming Learning Programs, Community Reinvestment events and Networking events we have scheduled as well as the annual Golf Outing on May 27th at the Grandover Resort. We look forward to seeing you soon.

Again, thank you for your engagement. I am humbled and honored to serve the Carolinas chapter and look forward to a wonderful 2015.

Sincerely,

Chris LaPata, MCR

President



Upcoming Events

(>) **Carolinas Chapter Corporate Real Estate Planning People and Process - Charlotte**
Wednesday, April 22 | 11:30 AM - 1:30 PM
Charlotte City Club

After the successful program in February on Planning, the April program will continue with the same theme of People and Process!

Member Fee: \$35.00

Non-Member Fee: \$70.00

(>) **Skee-ball Tournament - Raleigh**
Wednesday, April 22 | 5:15 PM - 8:00 PM
Sammy's Tap & Grill

The Chapter's Young Leaders are hosting another Skee-ball tournament in Raleigh!

Member Fee: \$12.50

Non-Member Fee: \$25.00

(>) **Realizing Value Through the Corporate Real Estate Process - Raleigh**
Thursday, April 23 | 7:30 AM - 9:30 AM
Research Triangle Foundation

The Cisco Workplace Resources Team will present their global business process.

Member Fee: \$35.00

Non-Member Fee: \$75.00

(>) **Annual Golf & Tennis Tournament - Greensboro**
Wednesday, May 27 | 11:00 AM - 6:30 PM
Grandover Resort & Spa

The Don't miss this opportunity to network and promote your company with over 180 real estate professionals. Visit the website for pricing.

More information and registration
at <http://carolinas.corenetglobal.org/home>

2015 Board of Directors

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Did You Know?

(>) WE'RE GETTING A NEW WEBSITE!

In the coming months, CoreNet Carolinas will be moving to a new website. As we gear up for the pre-production process, what better time than now to get help from you, our members. We want to hear from you concerning what you like, and do not like, about our current website. Send us your wish list and we'll take your thoughts and suggestions with us to the production table.

Please contact Sheila Favuzza by email at carolinascorennet@gmail.com with your comments.

(>) IT'S GOLF & TENNIS AGAIN THIS YEAR AT OUR ANNUAL GOLF TOURNAMENT

Our 15th Annual Golf & Tennis Tournament is May 27th at the Grandover Resort & Spa in Greensboro. Save the date for this opportunity to network and promote your company with over 180 real estate professionals. The captain's choice golf tournament starts at 11:00am and the round robin tennis tournament begins at Noon.

Sponsorship opportunities and goodie-bag donations are available. For more details, please contact Clarke Hobson at clark.hobson@duke-energy.com or you can email Shawn Messimer at shawn.messimer@jrvannoy.com.

(>) IF YOU'RE READY TO VOLUNTEER WE'RE READY TO PLUG YOU IN!

As CoreNet Carolinas President Chris LaPata asks in his President's Message on Page 1, "Are you getting the return on your membership investment?" If your answer is "no," then maybe a deeper involvement in the association is what you need. By volunteering for leadership responsibility, you bring yourself closer to the active participants within CoreNet Carolinas and you gain a stronger grasp of the benefits of the organization.

We have many opportunities and can work with you to find the best fit for your interests, skills and time availability.

To learn more about volunteer openings and to get plugged into the leadership of CoreNet Carolinas, please contact Sheila Favuzza, chapter coordinator, at carolinascorennet@gmail.com.



Programs & Events

(>) CAROLINAS CORENET EDUCATION PROGRAM



Carolinas CoreNet Education program in Raleigh

The Carolinas CoreNet Chapter February 5th Education event in Raleigh was the first program emphasizing the theme for 2015, *Planning, Process and People*. This event, with a focus on CRE planning, was led by the leaders from Red Hat's Corporate Real

Estate Planning Team and moderated by Tim Wilson with Balfour Beatty Construction. The program was well received with many favorable responses. The panelists from Red Hat discussed the highest planning priorities for Red Hat Corporate Real Estate including topics on feasibility, economics, strategic planning and the evolving workplace.

- Real Estate Strategy – Demand and Supply
- Design Process – Understanding Requirements and Translating into Workplace Design
- Sustainable Work Place – Delivering a Sustainable Workplace via Project Management and Sustainability Strategies
- Environmental, Health and Safety – Protecting People, Information, Reputation, and Brand
- Facilities Operations Programs – Attract and Retain Employees via Facility/Engineering, Employee Programs and Office Services

(>) CORPORATE REAL ESTATE PLANNING TRENDS AND ISSUES

On February 4th, CoreNet Carolinas held their Education event *Corporate Real Estate Planning Trends and Issues*. The event was held at the Charlotte City Club with 116 members and guests in attendance. The program featured a panel discussion lead by industry experts from Bank of America's Corporate Real Estate Planning team and moderated by Jeff Pitts with Carolinas Healthcare System. The program focused on the highest planning priorities for real estate leaders in their businesses including topics such as feasibility studies, economics, strategic planning and the evolving workplace.

(>) RALEIGH CRC EVENT: FOOD BANK OF CENTRAL & EASTERN NC

The recent CRC event in Raleigh on March 27th at the Food Bank of Central & Eastern NC went well. We had five people sign up for the event and only two people attended.

Fortunately, we were teamed up with a group from Caterpillar from their Cary Administrative Office and that day we bagged approximately 2,500 lbs. of potatoes.

We're becoming proficient at sorting and bagging potatoes, since we did this in December as well. All for a good cause!



Sponsor Spotlight

DIAMOND SPONSOR

McGUIREWOODS

SERVING OUR CLIENTS' NEEDS – WHEREVER THEY ARISE – THROUGH DEDICATION, INNOVATION AND TEAMWORK.

McGuireWoods LLP provides legal services to public, private, government and nonprofit clients in a variety of industries. With nearly 1,000 lawyers in 20 offices, including Charlotte, Raleigh and Wilmington, N.C., we cross borders, practices and industries in the U.S. and around the world. Complementing our legal services, McGuireWoods Consulting LLC – our full-service public affairs subsidiary – offers advice on federal, state and local government relations; strategic communications; grassroots advocacy; and infrastructure and economic development in 11 offices worldwide, including Raleigh and Columbia, S.C.

Our clients benefit from our “one firm” approach to legal services – they don’t hire a specific office; they have the entire firm’s depth of experience behind them. Clients choose McGuireWoods because we deliver exceptional value, provide effective and efficient legal solutions, and bring innovative, real-world perspectives to our clients.

Our breadth of services includes banking and finance, energy, healthcare, litigation, real estate, and tax and employment related services, which are offered to clients ranging from small technology start-ups to government entities, including many of the largest industrial, service and financial organizations in the Southeast.

Throughout the Carolinas, we have represented developers, landlords, tenants, owner-occupants, lenders, syndicators, brokers and investors. Our work spans all aspects of real estate ownership, use and management, from entity formation and tax structuring, through government incentives and land use compliance, to drafting and negotiating transactional documents. At every stage, we streamline deals and exceed client expectations.

Our lawyers have benefitted from CoreNet’s networking and educational events, and we have been pleased to participate in the Chapter’s excellent forums where we have shared with other members and sponsors our knowledge and experience managing current commercial real estate issues. We value the relationship we have formed with the Carolinas Chapter of CoreNet Global and we are proud to be a Diamond sponsor once again.

Sponsor Spotlight

PLATINUM SPONSOR



DTZ IS A GLOBAL LEADER IN COMMERCIAL REAL ESTATE SERVICES

DTZ is a global leader in commercial real estate providing a full spectrum of services around the globe. Our 28,000 employees operate across more than 260 offices in 50 countries around the world, managing \$63 billion in transaction volume on behalf of corporate, government, institutional and private clients. Our corporate culture fosters an environment of excellence, integrity, client advocacy and collaboration which contributes to our global success.

DTZ significantly bolstered its operation in the US and the Carolinas with the 2014 acquisition of Cassidy Turley. In the Carolinas, DTZ has over 100 employees with full service offices in Charlotte and Raleigh/Durham. DTZ has served corporate users in the Carolinas for over 20 years.

DTZ is a proud Platinum sponsor of the Carolinas CoreNet chapter and supports the CoreNet Global mission to advance the practice of corporate real estate through professional development opportunities and networking through local chapters.

Giving Back, Doing Good



CoreNet Carolinas
members sort through
cleaning supplies donated
to the Second Harvest
Food Bank

SECOND HARVEST FOOD BANK

On Friday, March 20th, 13 CoreNet Carolinas members volunteered their time and energy at the Second Harvests Food Bank located on Spratt Street in downtown Charlotte. The volunteers sorted through three boxes of cleaning supplies, donated by Walmart. They divided ready-to-go products from the broken and missing parts items, fixing as many of the damaged supplies as they could (applying new Swiffer pads, etc.). The team moved quickly through the task, creating an assembly line type process to make effective use of their time and to give as much of themselves to Second Harvest as they could.

Second Harvest Food Bank of Metrolina strives through education, advocacy and partnerships to eliminate hunger by the solicitation and distribution of food. To learn more about their services or to volunteer to help, please visit their website at <http://www.secondharvestmetrolina.org/>.



**Repairs are made to
broken or damaged
supplies**

Sponsorships Reflect Chapter Success

THE CAROLINAS CHAPTER OF CORENET GLOBAL CONCLUDED ITS 2015 SPONSORSHIP CAMPAIGN ON A SUCCESSFUL NOTE - RAISING \$163,500 FROM 61 DIFFERENT COMPANIES

Our sponsorship totals are the third highest in Chapter history. Equally as exciting is that more than 10% of sponsors are new or have increased their level of giving from 2014.

“Sponsors are the lifeblood of our Chapter,” Chapter President Chris LaPata said. “We’re very grateful for our sponsors’ participation and look forward to investing these dollars back into the Chapter and our community.”

Sponsorship funds are absolutely critical to the Chapter’s continued momentum and success. Among other things, they help us bring in top-flight talent for educational events, pay for numerous Young Leader gatherings and keep all our events cost-effective for members.

As has long been the case, the Chapter reinvests 10% of all sponsorship dollars back into the communities where we live, work and play. Last year’s beneficiaries included Habitat for Humanity, The Salvation Army, Classroom Central, Interfaith Food Shuttle, Charlotte Family Housing, and UNC Charlotte’s Center for Real Estate.

If you are not already a sponsor of CoreNet Carolinas and would like information about how you can become more involved, please view the “Annual Sponsorship Drive” article, with sponsorship levels and benefits, on page 9 of this issue of CoreIssues.

You can also learn more about annual sponsorship on our website at <http://carolinas.corenetglobal.org/sponsorship/sponsorbenefits>.



Annual Sponsorship Drive

THE CAROLINAS CHAPTER OF CORENET GLOBAL IS IN THE MIDDLE OF ONE OF OUR MOST IMPORTANT INITIATIVES OF THE YEAR — OUR ANNUAL SPONSORSHIP DRIVE.

“Sponsors are the lifeblood of our chapter,” said Clarke Hobson (Duke Energy), chairman of the sponsorship committee. “All of our great events and programs are made possible by sponsor dollars.”

Last year, the Chapter’s sponsorship drive netted \$167,000, a 7.5 percent increase from the prior year, with participation from 58 different companies spanning the spectrum of the corporate real estate community. The Chapter is targeting comparable growth this year.

If you would like to sponsor the chapter or learn more about the opportunity, please email Clarke at Clarke.Hobson@duke-energy.com.

2015 Sponsorship Program Benefits

DIAMOND LEVEL - \$10,000

- 4 complimentary admissions to all Education Programs
- 6 complimentary invitations to the Golf Tournament
- 4 complimentary invitations to all other Chapter Events (includes Mega Event)
- 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
- 4 complimentary invitations to the Golf Tournament
- 2 complimentary invitations to all other Chapter Events (includes Mega Event)
- 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 Mega Event)
- 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 Mega Event)
- Logo and link placed on the Carolinas Chapter’s website
- Sponsor Appreciation event
- Logo on display at every function

Young Leaders



CHARLOTTE'S 4TH ANNUAL SKEEBALL TOURNAMENT HELD AT JACKALOPE JACKS

On Thursday, March 26th the Charlotte chapter of CoreNet Carolinas held their annual Skee-ball tournament. Roughly 30 people showed up at Jackalope Jacks in Elizabeth to test their mad Skee-ball skills and socialize with fellow members. The NCAA Sweet 16 games may have been going on all around Jackalopes but we were focused on our own brackets!

Onlookers enjoyed cocktails and appetizers, while Max Gebhart with Strategic Connections walked away with the win (and some Hornets schwag). The ladies gave him some tough competition, though, as Cassie Zingery with Parkway Properties finished in second place and Christianna Fortunato with DTZ took third.

Congratulations to our tournament winners:

- 1st Place – Max Gebhardt
- 2nd Place – Cassie Zingery
- 3rd Place – Christianna Fortunato

It was nice to see a number of association board members attending a young leader event. Everyone enjoyed great food, great people, and great networking.

For Young Leader information please contact Chris Wasko at chris.wasko@lincolnharris.com.

Carolinas CoreNet Discovery Forum



CAROLINAS HEALTHCARE SYSTEM HOSTED THE CAROLINAS CORENET DISCOVERY FORUM ON TUESDAY, MARCH 3RD AT THE PINEVILLE LTAC LOCATION

We had 20+ participants from various organizations participate. The agenda was focused on top-of-mind topics within the real estate community, sprinkled with several guest speakers.

The guest speakers and presentations included:

- **Presentation:** Carolinas HealthCare System, Christina Vernon AIA, LEED AP BD+C, Assistant Vice President for a Healthy Environment, Office for a Healthy Environment, Facilities Management Group “Healthy Environments for Healthy Communities: Exploring Resilience in Healthcare”
- **Presentation:** Fidelity Investments, Michael Lewis, Senior Director, Engineering, and Lou Gregus, Senior Director, Engineering, “Environmental Sustainability Program: Enterprise Commitment, Coordination and Communication.”

