



## Sounding Out with Chapter President, Josh Khanna



As you read this, we are only weeks away from 2024, has this past year has been as tumultuous for you as it has for me? Our Board and Committees at CoreNet Washington Chapter have worked hard to bring new and exciting materials to our members and there is more to come into the new year. The Global Summit was an opportunity to reconnect with peers and partners and understand if our challenges are the same or not (quick answer- very similar but tackled differently)! CoreNet Global has a 2030 Research Initiative and we will be looking to incorporate findings from our chapter to share back- what do you think the next 7 years look like for CRE? On that note- happy holidays and lets catch up in the New Year!



## 2023 CoreNet Global Summit in Denver, CO

From October 28-30th, the city of Denver was flooded with Corporate Real Estate professionals from all over the country (and even outside the US!). Everyone in attendance had the opportunity to "Zoom Out" and engage in thoughtful conversations around the Power of Perspective. With the world of corporate real estate being in an unprecedented time of change, the opportunity to gather together was optimal. A unique set of keynote speakers opened the door for outside perspectives and fresh ideas. The small, breakout sessions led to inspiring discussions for attendees of all backgrounds and levels within their organizations. For more details from the Summit, including access to session recordings, check out the content on [The Source app](#)! We are especially grateful for the 25 Washington State Chapter members who traveled to Denver for the Summit! A small group was able to catch up offsite at a local pub.

**A big congrats to Board Member Holly Hindmarsh for completing her MCR.w!**

Want to learn more about certifications you can receive through CoreNet? Find out more [here](#) and read Holly's story on page 2.



We also share upcoming events on our social media pages, give us a follow! (Links and images clickable!)

# Around the Market

## PSBJ: State Council Updates Energy Efficiency Standards for New Buildings

The Washington State Building Code Council (SBCC) voted Tuesday to adopt amendments to statewide energy codes for new residential and commercial buildings.

The codes will go into effect March 15, though the Legislature could preempt that, opponents say.

Shift Zero, an alliance of 50-plus organizations like the Sierra Club and the American Institute of Architects, say the amendments will ensure new buildings in Washington will be the most climate and health friendly in the nation.

Read More Here: [State council updates energy efficient standards for new buildings](#)

## Work Design Magazine: The Future of CRE in the 21st Century City

Barbara Mullenex AIA, Principal and Executive Director of Perkins Eastman, says that commercial real estate is at an inflection point. City planning, policy, design, and big thinking can bring it back better than ever.

Read More Here: [The Future of Commercial Real Estate in the 21st Century City](#)



**WORKDESIGN**  
MAGAZINE



## CoreNet MCR Testimonial from Holly Hindmarsh

As a recent graduate of CoreNet Global's Master of Corporate Real Estate (MCR) program, including the Workplace (.w) specialization, I wanted to share some insights on the program and the value gained from it.

Embarking on the CoreNet MCR program was a deliberate step towards broadening my understanding of Corporate Real Estate (CRE) beyond the confines of workplace strategy, a domain in which I was already navigating. My motivation stemmed from the desire to attain deeper business insight, aligning seamlessly with my career aspirations. I found the program's mandatory courses invaluable, laying a solid foundation by making clear the intricate business dynamics that underpin decision-making and financial processes in the field.

Beyond the curriculum, the program opened doors to a global network of professionals across various facets of corporate real estate that I got to regularly engage with during seminars and beyond. This diverse community has become an invaluable resource, fostering collaborative learning and idea exchange, especially in our continuously evolving world post-pandemic. This experience has directly contributed to the advancement of my career, providing a holistic perspective that aligns seamlessly with my professional aspirations. I encourage anyone looking to take the next step in their career or just looking to do some professional development to explore the offerings provided by CoreNet Global.



## Member Spotlight: Lloyd Proctor, Jr.

### Market Development Manager | OpenSquare

#### Tell us about your role at Open Square

In my role at Open Square, I serve as a Market Development Manager with a specialized focus on Commercial Real Estate. Specifically, my expertise lies in the office and life sciences verticals. I work with commercial building owners and influencer groups to strategize and develop solutions that activate assets that ideally the market and the people that occupy them.

#### How did you get involved with CoreNet?

My journey with CoreNet began as a response to the evolving dynamics post-pandemic. Having been active in various commercial real estate organizations, I became aware of CoreNet's resurgence through industry chatter. Intrigued, I attended the global summit in Seattle where I had the opportunity to connect with committee members and I became a member.

#### What was a highlight for you personally or professionally in 2023?

A standout moment for me in 2023 was producing and with support from the chapter, successful execution of events and the onboarded sponsors that invested in the events vision. CoreNet faced the challenging task of rebuilding its presence after the pandemic. Curating a room filled with industry professionals coming together to connect, share experiences, exchange thought leadership, and enjoy the support of sponsors was a source of immense pride. These events not only showcased resilience but also marked a pivotal moment in revitalizing the community spirit within the commercial real estate sphere.

#### What are you looking forward to in 2024?

Anticipating the year ahead, I am particularly excited about exploring new avenues for information exchange through the events and experiences curated by our organization. As the commercial real estate industry grapples with unprecedented challenges and uncertainties, there is a recognition that we are facing a multitude of unanswered questions. Some of these questions carry significant downsides if left unaddressed. However, I view uncertainty as a unavoidable opportunity for innovation. In 2024, I look forward to leveraging our community as a platform for sharing and incubating innovative solutions. It's through this collaborative process that we can navigate the industry's uncharted territories and collectively shape its future.

## Become a member

Are you already a member of Corenet? Have you renewed your membership for 2024? There's still time to renew, click here for more information on the value of a CoreNet Global Membership: <https://www.corenetglobal.org/connect/become-a-member>

