

**Board of Directors  
Michigan Chapter**

*President*  
**Joanne Sisson**  
Palmer Commercial Services

*Executive Vice President*  
**John Erb**  
DTE Energy

*Secretary*  
**Greg Demanski**  
AAA Michigan

*Treasurer*  
**David DenBaas**  
Comerica Inc.

*Vice President – Programs*  
**Jamie Dingeman**  
CB Richard Ellis

*Vice President – Membership*  
**Steve Oppen**  
The Wieland-Davco Corporation

*Vice President – Education*  
**Debra Homic Hoge**  
General Motors Corporation

*Vice President - Communications*  
**Kathy Banicki**  
Testing Engineers & Consultants, Inc.

*Vice President - Western Operations*  
**Jeff Carpenter**  
Steelcase

*Vice President at Large*  
**Michael Benham**  
Spectrum Strategies

*Immediate Past President*  
**Fred Rifat**  
Harley Ellis Devereaux

**Advisory Board**

**Jeff Neff**  
CaREOR LLC  
**Tom Smith**  
IBM Corp.  
**Marilyn Wilbarger**  
Grubb & Ellis Co.  
**David Arwady**  
Trammell Crow Co.  
**Nick Siroseker**  
Ford Land  
**Dan Dolsen**  
Trammell Crow Co.  
**Arthur Steuer**  
Ford Land (retired)

**Chapter Administrator**

**Paula Arwady**  
paarwady@aol.com  
248.377.0833 (fax)  
4840 W. Adams Road - Ste. 150  
Rochester Hills, MI 48306

## President's Message



The Michigan Chapter of CoreNet Global is poised for great things in the next twelve months.

As the commitment from our members grows, so do the accomplishments of our chapter. Our successes over the past few years include:

Community Reinvestment  
The CoreNet Global Michigan Awards Gala and the CoreNet Global/Comerica Golf Outing have grown into self-sustaining events, producing almost \$100,000 over the past few years which has been donated to the *Detroit Riverfront Conservancy* and *Boys Hope Girls Hope*. This year's events are expected to add \$50,000 to that total!

The Awards Gala has grown into one of the best networking events of the year, with coveted awards presented to a *Corporate Real Estate Executive of the Year* and a *Real Estate Owner/Developer of the Year*. This year's award winners, Carl Nedderman of Whirlpool Corporation and Ilitch Holdings/Olympia Development join an illustrious list of honorees which include Matt Cullen of GM, Sean McCourt of Ford Land, David DenBaas of Comerica,

Michael Kojaian, Ford Motor Company and Compuware.

The Golf Outing, under the leadership of a great team at Comerica headed by David DenBaas, is a sell-out every year. Not only is it a wonderful outing at a beautiful private course, but it benefits an outstanding organization that helps kids at risk become successful adults!

Programs  
Programs have evolved this year, attracting an average attendance of 70+ people each month. The January Economic Forecast meeting, held jointly with BOMA, IFMA, CREW and SMPS, was attended by 340 people, and the March meeting at the Detroit Lion's training facility sold out. The June boat cruise was a huge hit, with Matt Cullen and Len Marszalek offering commentary on the successes of the Detroit Riverfront Conservancy.

Our fall programs kick off with a presentation by Dick DeVos, Michigan's Republican gubernatorial candidate. Click on *Events* on the CoreNet Michigan web site to see what is on the horizon for the balance of 2006 and into 2007.

Committee Development  
Active committees include Programs, Membership, Education, Communications, Gala and Golf. These groups

*continued on page 4*

## Awards gala draws 200

Two hundred real estate executives and suppliers gathered at the Dearborn Ritz Carlton for an evening of great networking and awards at the fourth annual CoreNet Global Michigan Awards Gala on May 11.

Mary Kramer, publisher of Crain's Detroit Business was the emcee.

Honored was Ilitch Holdings/Olympia Development as the Real Estate Owner/Developer of the Year for its extraordinary efforts in the redevelopment and restoration of downtown Detroit. The group started with Fox Theatre, which was purchased in 1987 and carefully restored to its original grandeur. Next came Hockeytown Café, Comerica Park and City Theatre.

*continued on page 2*

### COMING EVENTS:

**Golf outing** • July 17  
Oakhurst Golf & CC • Clarkston

**Dick DeVos** • Sept. 14  
Fairlane Club • Dearborn

**Lease Restructuring/  
Negotiating** • Oct. 12  
VisTaTech, Schoolcraft  
College • Livonia

### INSIDE:

Gala photos... 2

Golf outing details... 4

## Michigan Chapter gala honors Nedderman, Illitch Holdings

continued from page 1

Upcoming projects include a restoration of the historic Detroit Life Building behind the Fox, as well as potential redevelopment of the Fine Arts Building and a joint effort with the city of Detroit to market the five-acre site of the old United Artists Theatre and Statler Hotel.

Carl Nedderman was presented with the Corporate Real Estate Executive of the Year Award. Carl is global director of real estate for Whirlpool Corporation. He is also vice president of Harbor Shores Community Redevelopment LLC, a 500-acre local community waterfront development initiative which will significantly increase the local tax base, stimulate job creation and give the area a face lift, making Benton Harbor a better place to live and attract talent. Carl is a longtime member of CoreNet Global and serves on the CoreNet Global Learning Advisory Committee.

The President's Award was presented to Bonnie Heman, who has been a tireless volunteer for the Michigan Chapter of CoreNet Global. Bonnie was instrumental in producing the first Awards Gala in 2003.

Arthur Steuer, a retired Ford Land executive, also received a President's Award for his constant support of CoreNet Global. As a past president of the



2006 award winners

Left to right: Arthur Steuer - President's Award Winner; Carl Nedderman, Whirlpool Corp. - Corporate Real Estate Executive of the Year; Atanas Illitch, Illitch Holdings - Real Estate Owner/ Developer of the Year; Joanne Sisson, CoreNet Global Michigan Chapter president; Faye Alexander Nelson, DRC; and Fred Rifat, CoreNet Global Michigan Chapter past president



Atanas Illitch, Illitch Holdings, and Carl Nedderman, Whirlpool Corp.

Michigan chapter of NACORE, Arthur sits on the Michigan Chapter Advisory Board. He recently joined the Programs Committee and took charge of recruiting the speaker for the September 2006 meeting.

For the last four years, the CoreNet Michigan Awards Gala has donated to the Detroit Riverfront Conservancy, a 501(c)3 organization which has undertaken the creation of the Detroit RiverWalk from the MacArthur Bridge to the Ambassador Bridge.



2006 CoreNet Global Michigan Chapter Board

Back, left to right: Matt Cullen, Fred Rifat, Carl Nedderman, Prentice Knight, Arthur Steuer, Steve Opper, Jamie Dingeman; Front Row Left to Right: Atanas Illitch, Kathy Banicki, Joanne Sisson, Faye Alexander Nelson, Debbie Homic Hoge, David Arwady

## 2006 gala sponsors

### Global Sponsor



### Emerald Sponsors

Brickman Group  
Comerica  
Fidelity National Title  
Harbor Shores  
Herman Miller/WorkSquared  
LandAmerica  
Metropolitan Title  
Omni Facility Services  
Stout Risius Ross

### Sapphire Sponsors

CB Richard Ellis  
Clayco  
Earth Tech  
Ford Land  
GM  
Haworth  
Howard & Howard  
Illitch Holdings  
Trammell Crow Company

### In-Kind Sponsors

**Audio Visual:**  
Corporate AV Services  
**Media:**  
Crain's Detroit Business  
**Invitation/Ad design:**  
Curve Detroit  
**Media:**  
BuyLeaseBuild Magazine  
**Program Graphics:**  
Progressive Print

### Ruby Sponsors

Evview 360  
Gensler  
HDS Services  
Miller Canfield  
Palmer Commercial Services  
Testing Engineers and Consultants

## Synergy session a hit

CoreNet Global Michigan Chapter was a sponsor of the Synergy Conference on April 26 at the Breslin Center in East Lansing. The event was a huge success, and was attended by approximately 700 real estate brokers and suppliers.

The Michigan chapter sponsored an extremely well-attended break-out session entitled *Corporate Real Estate Perspective* featuring a panel consisting of John Erb of DTE Energy, Diane Morris of Ford Land and Tom Smith of IBM.

The topic of the conference was rebuilding, with keynote speakers including: Jim Epolito, president and CEO of the Michigan Economic Development Corporation; Kurt Weigle, executive director of the New Orleans Downtown Development District; Jack DeBoer, former chairman and CEO of Candlewood Hotel

Company and Tom Izzo, head coach of the MSU Spartans men's basketball team.

### New Members

#### Thomas Darling

Senior Vice President  
ABN AMRO Services Company, Inc.

#### Ray De Winkle

Vice President  
The Right Place Program

#### Larry Fees

VP, Real Estate & Administration  
Compuware Corporation

#### Herbert Jensen

Principal  
Harley Ellis Devereaux

#### Michael Kalil

COO  
Farbman Group

#### Laura Leenhouts

Herman Miller

#### Michael Maher

CB Richard Ellis

#### Steve Ramsthal

Vice President of Operations  
Auto Club Group - AAA

#### Dan Ross

Vice President-Sales  
Professional Computing  
Resources Inc.

#### Leslie Wendel

Corporate Real Estate Manager  
DaimlerChrysler

#### Michael Wiese

President  
Appraisal Group, Inc

## New local address

The Michigan Chapter office has a new address: **4840 N. Adams Road - #150, Rochester Hills, MI 48306**. Please update your company's corporate accounting database.

## \$10 for your thoughts

Be on the lookout for our membership survey that will be presented via -email soon. In exchange for your survey participation, you will receive a \$10 discount good for an event through the end of the year. A nice benefit for about three minutes of your time!

## Chapter hosts Philadelphia reception

The CoreNet Global Michigan Chapter hosted a very successful reception on Sunday evening at the CoreNet Global Summit in Philadelphia.

Nearly 30 Michigan Chapter members and their guests visited the hotel suite. This

## Fall Chapter Learning events

The CoreNet Global Michigan Chapter Education Committee is finalizing dates and locations for fall courses, including:

**Lease restructuring**, presented by Bruce Rutherford of Jones Lang LaSalle, reviews the landlord's and tenant's motivations and offers tools to assess the opportunity. This program will coach you on preparing for the negotiation and the pitfalls to avoid. It also reviews special cases such as rent buydowns, lease purchases, leveraged lease restructuring and other special cases. Financial models will also be highlighted in this program Oct. 12 at Schoolcraft College's VisTaTech Center and Oct. 11 in west Michigan (location tbd).

**Defining real estate strategies in the context of organizational outcomes**, presented by Bob Osgood, senior VP, director of strategy & planning, VOA Associates

The committee is also working on offering sessions to the Western Michigan CoreNet Global members. Watch for more details soon.

## Kudos from Tom Smith:

*As a Michigan Chapter member and former president, I wanted my fellow members to know what a great job their board is doing and what a commitment they have made on our behalf. All of these volunteers have family commitments, real full-time jobs and other responsibilities. They give their time, creativity and energy to ensure that we have a vital, robust chapter with meaningful opportunities for members to network, grow, collaborate and learn. We have an outstanding board in place, with many excellent programs planned for the months ahead.*

*The Board has also worked hard to ensure that the Michigan Chapter is recognized as a key chapter in the CoreNet Global organization, and has gone to the mat on our behalf to ensure that our global office responds to our membership's needs as articulated by the chapter leadership. The board has my personal thanks for a job well done! By the way, there is always a need for volunteers to help out on committees and various projects throughout the year .... perhaps you could add some value!*

Tom Smith, MCR SLCR,  
Manager, Site Operations Central Region, & S&D Client Rep,  
IBM Corporation

short networking event happened earlier than at previous summits, when these receptions took place at the summit's end. The change in schedule was an excellent opportunity for the east and west to meet early in the summit, and socialize throughout the event.

The Michigan Chapter reception was made possible by the generous sponsorship of Jones Lang LaSalle.



JONES LANG  
LASALLE



## President's Message

continued from page 1

continue to work together to bring the best learning, networking and social opportunities to our members. As a CoreNet Global Learning Partner, the Michigan Chapter has been hosting local educational sessions allowing MCRs to earn credits toward maintaining their professional designations. The Education and Program committees have been working hand-in-hand to provide some sessions during regular programs, and some as half-day sessions.

The Communications Committee has been producing high-quality quarterly newsletters, fulfilling one of the chapter's goals. The Membership Committee continues to try to grow the chapter through mentoring and promotional programs. The Gala and Golf committees continue to produce more successful events each year.

Join a committee and get the most from your CoreNet Global membership! Contact a board member with any suggestions or questions. We are here to serve!

## From bridge to bridge

At the Michigan Chapter's June meeting, about 65 members and guests boarded the Diamond Jack for an interesting Detroit River cruise featuring recent and planned riverfront developments. Matt Cullen of General Motors Corp. shared his vision for the five-mile stretch offering a gateway to the river, and Len Marszalek of the



*Marianne Evans, CB Richard Ellis; Matt Cullen, General Motors and Jamie Dingeman, CB Richard Ellis*

Detroit Riverfront Conservancy reviewed accomplishments to date. To learn more visit [www.detroitriverfront.org](http://www.detroitriverfront.org).

*From left: Len Marszalek, DRC; Fred Rifat, Harley Ellis Devereaux; Joanne Sisson, Palmer Commercial Services; Nancy Klove, CB Richard Ellis;*

## Join a committee!

### Communications Committee:

Kathy Banicki, Testing Engineers & Consultants  
248.588.6200 or [kbanicki@tectest.com](mailto:kbanicki@tectest.com)

### Education Committee

Michael Benham, Spectrum Strategies  
248.262.1846 or [mrbenham@spectrumstrategies.com](mailto:mrbenham@spectrumstrategies.com)

### Gala

Susan McDaniel, Walbridge Aldinger  
313.442.1437 or [smcdaniel@walbridge.com](mailto:smcdaniel@walbridge.com)

### Golf

David DenBaas, Comerica  
248.371.6888 or [dsdenbaas@comerica.com](mailto:dsdenbaas@comerica.com)

### Membership

Steve Opper, Wieland-Davco Corp.  
517.372.8650 or [steve.opper@wieland-davco.com](mailto:steve.opper@wieland-davco.com)

### Programs

Jamie Dingeman, CB Richard Ellis  
248.351.2003 or [jamie.dingeman@cbre.com](mailto:jamie.dingeman@cbre.com)

## Upcoming events

Golf Outing • July 17 • 9 am - registration; 11 am - start

The most prestigious golf outing and networking event of the year. Join fellow professionals at Oakhurst Golf and Country Club in Clarkston for a day of fun playing in a foursome scramble. Limited to 32 teams, the outing includes a continental breakfast, lunch at the turn, sit-down dinner, prizes, silent auction, great networking and guaranteed great weather!

Dick DeVos Speaks •

Sept. 14 • 11 am - 2 pm  
CoreNet Global is proud to announce that businessman and candidate for the next Michigan Governor will speak at the September chapter luncheon. Timed just before the November election, this meeting will be interesting and informative. Plan to network with other real estate professionals, enjoy a wonderful lunch and hear words of wisdom from Dick DeVos.

## 2006-07 program schedule

DATE	TOPIC	LOCATION	TIME	SPONSOR
July 17	CoreNet/Comerica Charity Golf Outing benefitting Boys Hope Girls Hope	Oakhurst Golf & Country Club, Clarkston	9 am registration	Comerica Bank
Sept. 14	Dick DeVos, gubernatorial candidate	Fairlane Club, Dearborn	11 am - 2 pm	JFK Investment Co.
Oct. 11 & Oct. 12	Lease restructuring - Bruce Rutherford of Jones Lang LaSalle (Chapter Learning event)	11th -West Michigan/ tbd 12th -VisTaTech, Schoolcraft College, Livonia	tbd 11 am - 2 pm	tbd Jones Lang LaSalle
Nov. 30	Defining real estate strategies - Bob Osgood, VOA Associates (Chapter Learning event)	tbd	tbd	IBM
Dec. 14	Holiday Social	tbd	3 pm - 6 pm	tbd
Jan. 11	Economic Forecast	tbd	tbd	Testing Engineers & Consultants

To register, contact Paula Arwady at [paarwady@aol.com](mailto:paarwady@aol.com) or 248.377.0833 (fax)