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President's Message



Steve Opper

As CoreNet Global's Michigan Chapter wraps up one year and moves into the next season of activity with a new board, as your incoming 2008-09 chapter president, I'm grateful for the structure the chapter has in place making the transition seamless. Thank you to John Erb for his leadership as chapter president last year. The board is comprised of talented individuals representing the whole of our chapter.

I appreciate the willingness of those chapter officers who have agreed to remain in their same roles as the 2007-08 Board. This creates a level of consistency and continuity to the positive direction our chapter is heading.

Welcome to our newest chapter officers: Vice President of Education Margaret St. Andre from The Auto Club Group; Vice President of Sponsorships Leanne Bowen from Jones Lang LaSalle and Vice President of West Michigan Operations Joe Anthony from BuyLeaseBuild Magazines.

In addition to bringing to the chapter timely programs, events and activities through

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GM, Rothwell, Erb and Benham win awards at gala

The sixth annual CoreNet Global Michigan Awards Gala was held at the Detroit Institute of Arts (DIA) in Detroit on Thurs., May 15.

Awards were presented to companies or individuals who have shown creativity in addressing Detroit's real estate issues. This year's honorees included General Motors Corporation (Real Estate Contributor of the Year) for its investment and support of the renovation of the Detroit riverfront and Doug Rothwell (Real Estate Innovator of the Year) for his contributions to Detroit and Michigan. Accepting on behalf of General Motors was Matt Cullen.

In addition, Steve Opper, president of the CoreNet Global Michigan Chapter and senior business manager of The Wieland-Davco Corporation, presented the Past President's Award to John Erb of DTE Energy. This year's President's Award went to Michael



Benham, who is currently serving as treasurer of CoreNet Global Michigan's Board of

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Matt Cullen (center) accepts General Motors Corporation's Real Estate Contributor of the Year award from Steve Opper (left) and John Erb

Michigan member earns national recognition

Saginaw Future Inc., an economic development organization led by Michigan Chapter member JoAnn Cray, and the Michigan Economic Development Corporation (MEDC) won the CoreNet Global Economic Development and Leadership Award for their role in securing the \$1-billion expansion announced in May 2007 by Dow Corning's joint venture Hemlock Semiconductor Corporation in Saginaw County. Cray, Saginaw Future president, and Lisa Dancsok, MEDC senior vice president, accepted the award during a ceremony at the CoreNet Global Summit in San Diego in May.

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COMING EVENTS:

**CoreNet/Comerica Golf
Outing • July 21 • Oakhurst
CC • Clarkston**

**New airport terminal tour
(tentative) • Sept. 10**

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Sponsor profile

Barton Malow

In 1924, Carl Barton founded the C.O. Barton Company to provide general contracting services for local businesses. Early on, that meant helping Detroit automobile makers and suppliers become more efficient. It meant constructing high-tech facilities, leading edge for their day. Still, Carl defined success more broadly: building for community benefit, improving quality of life, and providing scrupulously fair treatment of workers, vendors, and clients.

Fast forward 84 years: Barton Malow is still among the most traditional and the most leading-edge constructors, just as Carl wished. True, the company has grown from four employees to 1,500, now headquartered in Southfield with 12 offices throughout North America. Workload is much more diversified; niche markets serve community interests (schools, hospitals, research labs, power plants, sports venues, offices, industrial facilities) across the United States. Trade, rigging and technology services support both Barton Malow projects and those of competing firms. Facility management staff keeps client plants and offices running smoothly; preconstruction specialists are involved in most company work, and a design subsidiary handles select assignments.

Barton Malow continues to believe that sound business practices, sharp technical skills and tools, and support for humanitarian values are all necessary to reach corporate and client goals. Among active initiatives are green building, lean construction and Building Information Modeling (BIM) – a combination that yields double-digit up-front and life-cycle savings. LEED practices (Leadership in Energy and Environmental Design) guide intelligent use of resources. Lean focuses on waste reduction through process improvement, and BIM software produces a shared computerized 3D building model during design, precluding the need for duplicate data entry and eliminating interferences in the field. Barton Malow has specialists in all these areas.

Success is also measured by safety performance (all operations personnel must pass a standardized safety course); diversity (women constitute 33 percent of the workforce, versus the 10 percent construction-industry average; minority and women-owned firms are mentored and prequalified for projects); quality performance (continuous improvement, in line with company's ISO certification; regular reviews from clients) and ongoing training. Both as employees and as private citizens, workers are active volunteers.

Today, if Carl Barton were around, he might not recognize this large, active, nationwide company as his own. Then again, he might feel right at home.

Member profile

Tony Dellicolli, Cityscape Architects

Tony Dellicolli is a founding partner of Cityscape Architects, Inc. in Novi, and is a registered architect with more than 30 years of architectural design experience. His diverse experience encompasses office buildings, recreational facilities, mausoleums, specialty retail shops, financial facilities, shopping centers, and automobile dealership designs.

Prior to establishing Cityscape Architects, Dellicolli was vice president of design for an international design firm. He was responsible for design and coordination of all on-going projects including office buildings, banks, power centers, department stores, specialty retail shops, and auto dealerships. Previously, he held the position of senior designer/ firm associate with a 75-person local firm recognized nationally for mixed-use retail design. Dellicolli's work has been recognized with many industry awards. He holds a bachelor's degree in architecture from Lawrence Technical University in Southfield, and is chairman of LTU's architecture alumni committee.



2008 annual sponsors

PLATINUM

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2008 sponsorship opportunities still exist!

Contact Leanne Bowen: 313.967.4117 or leanne.bowen@am.jll.com

National award

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Lisa Dancsok of MEDC (left) and Michigan Chapter member JoAnn Crary of Saginaw Future (right) accept the CoreNet Global Economic Development and Leadership Award at the May 2008 summit in San Diego.

The award honors the MEDC and Saginaw Future Inc. for their support of the expansion, including a state tax credit valued at \$8.1 million over 15 years, job-training assistance through the Economic Development Job Training program and funding for public infrastructure improvements through the Community Development Block Grant program. The \$1 billion project is expected to create 589 new jobs, including 270 directly by the company.

HSC's expanded facility, due to start coming online in 2010, will nearly double the company's total annual output of polycrystalline silicon, a component of photovoltaic cells used to produce solar energy and various electronic devices for the semiconductor industry. It is the company's third expansion in Hemlock in the past three years. Combined, they are expected to generate 1,174 new jobs and up to \$1.5 billion in capital investment.

Taking mobility inside – the death of the door

By Jim Meredith, LEED AP, Gensler

The fact that there is a strong trend toward greater flexibility and mobility in workplace practices is no longer challenged. Mobility, as a major component of alternative workplace strategies, is encouraged by research and established practice and increasingly enabled by technology and human resources policies.

The acceleration of the trend may in part be due to both top-down as well as bottom-up pressures and influence. Upper management is paying attention to the large number of studies and success stories that identify and prove significant benefits to both individuals and organizations through mobility. Meanwhile, younger professionals entering the workplace are making their employer choices based on green policies, technology and life-work flexibility.

While a growing proportion of the corporate population is enjoying the benefits of higher performance and greater satisfaction in their jobs due to the ability to work where they are most effective, the conventional workplace, the office, remains largely conventional. Even where human resources policies and technology have enabled an increasing external mobility, internal mobility remains restricted. Stuck in legacy policies that align place with title, and in buildings that fix information access to walls and partitions, the typical office is unable to respond effectively to the culture changing around it.

As the corporate agenda moves to speed and innovation, the entire formal lexicon of the office will need to change to more effectively respond. The old formal "language" of title-based standards, linked to terms like "office" and "cubicle" and "conference room", will no longer have relevance. Indeed, as most space utilization studies are showing, these conventional, assigned spaces are already unoccupied more than 40 percent of the time.

The new work agenda demands flexible or changing settings as people move through their days. These new work settings need to support the work modes that enable the speed-to-innovation agenda — the socialization that allows communication and builds commitment to a shared vision and culture; the collaboration that supports different disciplines coming together to confront and creatively solve complex problems; the casual and spontaneous mentoring and coaching that brings continuous and timely learning to individuals and teams; and the focus that allows people to think things through and efficiently develop their part of the solution. Spaces designed to support these work modes look and perform differently than the conventional office; none of these new work modes are effectively served by the old spatial lexicon of office, cube and conference room.

If you support site selection processes, you may already be seeing some of this new agenda's influence in the type of real estate that companies are seeking. Larger floor plates enable the flexibility and spatial diversity that is part of the new type of workplace. Greater floor-to-floor dimensions allow the ceiling heights and openness that seem to reduce distances and enhance visual connections in the work community. Raised floors, especially with underfloor air delivery, allow greater flexibility in functional support and efficient response to occupancy diversity. Smart buildings provide the work-anywhere secure wireless networks that internal mobility demands. And, of course, place matters as people with mobility now choose where they want to be before choosing where they want to work.

Microsoft — which, we understand, once published ads with a picture of a door and the line, "if you work here, you get one of these" — is now tearing down walls in a rapid quest to compete for Google's workers who have taken over the world while working in open, flexible environments that support internal mobility and speed.

The communication committee gives a special thank you to Jim Meredith, Gensler Associates, for contributing this story and last issue's LEED article to the chapter newsletter!

2008 Gala

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Directors and is with Spectrum Strategies.

Ann Lang of the Downtown Detroit Partnership served as the event's emcee, and Faye Alexander Nelson of the Detroit Riverfront Conservancy joined the event and expressed her gratitude for CoreNet Global Michigan's support.

Proceeds from the gala will benefit both the Detroit Riverfront Conservancy and the DIA.

Thank you to the Gala Committee members Leanne Bowen of Jones Lang LaSalle (chair); Rich Maynard of Turner Construction Company (co-chair); Paula Arwady; Kathy Banicki of Testing Engineers & Consultants; Ken Dawson of Barton Malow, Dana Galvin of Barton Malow; Anne Hiemstra, attorney; Nancy Klove of CB Richard Ellis; Susan McDaniel of Walbridge and Joanne Sisson of Palmer Commercial Services.

Thank you to our sponsors: CB Richard Ellis, Jones Lang LaSalle, MEDC, Barton Malow, Comerica, General Motors Corporation, Herman Miller/Facility Matrix Group, LandAmerica, Omni Facility Services, Walbridge, Ford Land, Grubb & Ellis, Turner Construction, Gensler, Hines Interests, Motor City Electric, Palmer Commercial Services, Stathakis, Steelcase, Testing Engineers & Consultants and The Wieland-Davco Corporation. Trade sponsors included Buy Lease Build Magazine, Corporate AV Solutions, Crain's Detroit Business, Planterra and Progressive Printing.

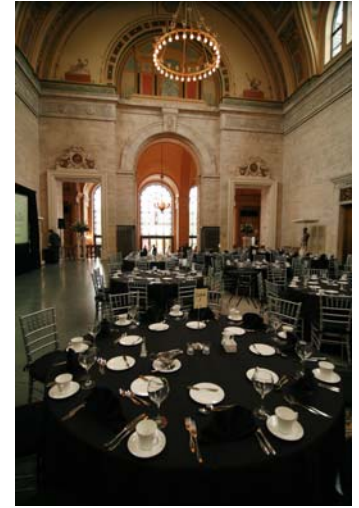


CoreNet Global Michigan Chapter board members and award winners (left to right): Debra Homic Hoge, Michael Benham, Leanne Bowen, Lee Sellenraad, John Erb, Ann Lang, Doug Rothwell, Steve Opper, Faye Alexander Nelson, Matt Cullen, Kathy Banicki, Joanne Sisson, Jamie Dingeman and Marilyn Nix



Left: Doug Rothwell (center) accepts the Real Estate Innovator of the Year from Michigan Chapter President Steve Opper (left) and John Erb, immediate past president.

Right: Michael Benham (right), Michigan Chapter Board member, accepts the President's Award from Opper and Erb.



Above: The Detroit Institute of Arts set for the gala.
Below: Sponsors were recognized on an ice sculpture.




**CORENET
GLOBAL**


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Boys Hope Girls Hope
There's no place like HOPE.

Comerica/CoreNet Global Michigan Chapter Golf Outing

July 21, 2008 • Oakhurst Golf and Country Club • Clarkston

**Last chance to take part in the best golf outing of the summer!
Hole sponsors, goody bag sponsors and raffle prize sponsors needed.**

Schedule:

9 a.m. – registration begins	9:30 a.m. – driving range opens
9-11 a.m. – continental breakfast	11 a.m. – shotgun start
9-10:45 a.m. – putting contest & team photos	5 p.m. – dinner and presentation

Contact Michelle Guterrez 248.371.5386

President's Message

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our Programs Committee, we will continue to pursue the best educational opportunities both from a local and national perspective.

Speaking of education, the Michigan Chapter is making a concerted effort to expand its relationship with universities in Michigan that touch our industry in one way or another. The board believes there are bi-directional benefits that can be gained by enhancing these relations and as a result we have expanded the responsibilities for the vice president at large chapter officer position to that of "vice president of university relations." Susan McDaniel is the board member who will oversee this committee. She is actively looking for a committee chair and members – if interested, please contact Susan.

Another initiative that continues to be pursued (albeit slower than I would prefer) is the growth of opportunity in west Michigan. There are a number of corporate real estate end users and service providers in west Michigan that could take advantage of peer-to-peer networking, educational events and activities if offered in their community. We believe the energy that Joe Anthony brings to the chapter will help to make this initiative a reality as opposed to a fleeting thought. The reality is, however, that the West Michigan Operations Committee needs a chair and members.

Again, we are never short on opportunities to participate! Yes, all of our committees need members. On a local basis, this is where the relationships are

made and you get the most out of your chapter activity. Participation on a committee leads to possibly a committee chair, then to the board. Like most good baseball teams, a solid minor league/farm system is vital to the success of the major league team it supports. Committees are where chapter officers typically get their start.

That brings me back to the beginning of this first "President's Message" for 2008-09, continuity and consistency. To ensure this is maintained, our chapter needs to be grooming the "farm system" so the next round of talent is ready when the call is made! As a member, if you're not involved with a committee, I encourage you to contact any of our chapter officers about the respective committee they oversee and get involved.

San Diego Summit

A Michigan perspective

By Fred Rifat, Harley Ellis Devereaux, principal

The Michigan Chapter of CoreNet Global was well represented at the San Diego Summit. The joint Michigan/Chicago/Ohio/Kentucky Chapter Reception held Sunday evening was well-attended and offered good networking. CoreNet Global's new chairman is the first chair from outside the U.S., and the summit was highlighted by a push for globalization.

Some Michigan board members witnessed a demonstration of the new and improved web site. While still under construction, it has the tools needed to develop our chapter web site and fulfill our needs when ready to use in a few months.

2008 program schedule

DATE	TOPIC	LOCATION	TIME	SPONSOR
July 21	CoreNet/Comerica Golf Outing	Oakhurst Country Club, Clarkston	9 am - 6 pm	various
Sept.10	Tour of new airport terminal (tentative)	Detroit Metropolitan Airport	11 am - 2 pm	tbd
Sept.17	Chapter Learning session	VisTaTech Center, Livonia	tbd	tbd
Oct. 16	Tour GM Delta Township plant (tentative)	GM Delta plant	11 am - 1 pm	tbd
Nov.13	Chapter Learning session	tbd	11 am - 2 pm	tbd
Dec. 11	Holiday social	Maggiano's, Troy	11 am - 2 pm	tbd

To register, contact Paula Arwady at paarwady@comcast.net or 248.377.0833 (fax) • www.corenetglobal.org/chapters/michigan

2008 Michigan Chapter sponsors

