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**Nick Siroskey**  
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## Chapter Administrator

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## President's Message



John Erb

A team is greater than the sum of its parts. A glance through the sports page will make this evident. The leadership as well as the individual members make our CoreNet Global Michigan Chapter an amazing team that is accomplishing great things.

A team has to constantly learn to keep its skills at the highest level. In the past few months, our education committee presented fantastic programs on real estate finance and portfolio management, and has several other offerings in the hopper. As a huge benefit to the membership, we have been successful in getting our classes approved for brokers' continuing education.

A team needs to have sufficient economic resources to fulfill its mission. The Michigan Chapter is on solid functional footing and to keep us there, our new Sponsorship Committee developed an annual sponsorship program. The program is a "one-stop shop," giving sponsors a chance to make one annual commitment to CoreNet Michigan. This should be a "win-win," helping both groups with their budgeting process.

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## Recruit new members and celebrate on us

Between Dec. 1, 2007, and March 31, 2008, the Michigan Chapter member who refers the most new members will earn his or her choice of two free tickets to the CoreNet Michigan Chapter Awards Gala next May (the must-attend event of the year!) or a \$200 gift certificate to Andiamo's. E-mail your new member referrals to Paula Arwady at [paarwady@comcast.net](mailto:paarwady@comcast.net). Referred new members must join by March 31, 2008, and have not been a member of CoreNet Global within the last 12 months to qualify. For more information, contact John Spearin, August Mack Environmental, Inc., Membership Committee chair, at [jspearin@augustmack.com](mailto:jspearin@augustmack.com) or 734.464.1716.

## Chapter creates annual sponsorship options

To give members and supporters an opportunity to consolidate their giving to the CoreNet Global Michigan Chapter, we are now offering an annual sponsorship commitment program. The various levels of annual sponsorships – from Platinum at \$10,000 to Brass at \$1,000 – continue to give a company the benefit of being recognized at many of the chapter's premier events throughout the year. Sponsors will actually realize more benefits for the same contribution as a member of our annual sponsorship commitment program.

We will also continue to offer individual sponsorship opportunities throughout the year for those who prefer that option, ranging from a \$10,000 global sponsorship

or a \$500 single hole sponsorship at the Golf Outing.

The program is detailed in a beautiful new brochure available online at [www.corenetglobal.org/chapters/michigan/](http://www.corenetglobal.org/chapters/michigan/) in the fifth paragraph of the president's letter or in printed form from Paula Arwady at [paarwady@comcast.net](mailto:paarwady@comcast.net).

### COMING EVENTS:

**2008 Economic Forecast • Jan. 10 • Inn at St. John's • Plymouth**

**Education session/ accommodating a global workforce • Feb. 14/Livonia • Feb. 15/Grand Rapids**

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*New member:*

## Joseph S. Anthony, BuyLeaseBuild Magazines



Joseph S. Anthony has been involved in the commercial/industrial real estate industry since 1989. He is co-founder and president of BuyLeaseBuild Magazines, the Midwest's largest publisher of commercial real estate magazines. Since its inception 18 years ago, BuyLeaseBuild has grown to publishing four separate editions in Michigan, Indiana, Illinois and Ohio, with a combined circulation of over 1.75 million magazines per year.

Joe was integrally involved in the formation of both the Indiana Commercial Board of REALTORS (ICBR) in 1993 and the Northern Illinois Commercial Association of REALTORS (NICAR) in 1995. In 2001, he joined the effort to form Michigan's Commercial Board of REALTORS (CBOR), and presently serves on its board of directors. While serving CBOR, Joe was a primary force in the creation of Synergy, which over the past six years has grown to become the largest commercial real estate event in Michigan. He served as the Synergy chairman from 2003 to 2007. In 2007 he was recruited to CoreNet Global to grow events and membership on the west side of the state.

Joe graduated from Michigan State University in 1986. He is married to his beautiful wife Kellie and has two children, 13-year-old son Joey and 12-year-old daughter Mackenzie.

In the winters Joe can be found ice climbing on the north shore of Lake Superior. And this past summer he and his family hiked the Grand Canyon Rim-to-Rim. An avid skier, Joe is presently organizing a commercial real estate broker, owner, developer ski weekend in February 2008. Those wishing to participate or sponsor can reach Joe at 1.800.633.0790.



requests the pleasure of your company at its  
**6th Annual Awards Gala**

*honoring*

- Real Estate Contributor of the Year
- Real Estate Innovator of the Year

**Thursday, May 15, 2008**  
**Detroit Institute of Arts**

For tickets, sponsorship opportunities, and additional information contact Leanne Bowen, 248.894.8030 or [leanne.bowen@am.jll.com](mailto:leanne.bowen@am.jll.com)

## Education committee news

### October 11 Sell-Out!

The all-day session entitled "Real Estate Transactions Impact on Corporate Financial Statements" attracted over 50 people. Speaker Todd Anderson of CBRE was given rave reviews by most attendees. As an added attraction, CoreNet was able to offer continuing education credits for the Michigan Brokers License.

### Coming in 2008:

Feb. 14 features a combined educational and luncheon session with the program "Strategies that Position and Enable Corporate Real Estate to Accommodate a Global Workforce", presented by Jones Lang LaSalle's Bruce Rutherford. And on April 10, Dennis Donovan of WDG Consulting will present a half-day educational session on the topic of "Site Selection & Acquisition". Both sessions will be held at Schoolcraft College's VisTaTech Learning Center. Please mark your calendars now and watch your e-mail for further details.

### What do YOU want to see from your CoreNet Education Program?

Visit the CoreNet Global web site for course descriptions, then contact your Michigan Chapter education representative with your preferences. E-mail Michael Benham ([mrbenham@spectrumstrategies.com](mailto:mrbenham@spectrumstrategies.com)) or Margaret St. Andre ([mastandre@aaamichigan.com](mailto:mastandre@aaamichigan.com)).

## Member news



Leanne Bowen of Jones Lang LaSalle, Awards Gala chair, and her husband Bob of Turner Construction and Programs Committee member, welcomed a new baby boy, Cole, in October.

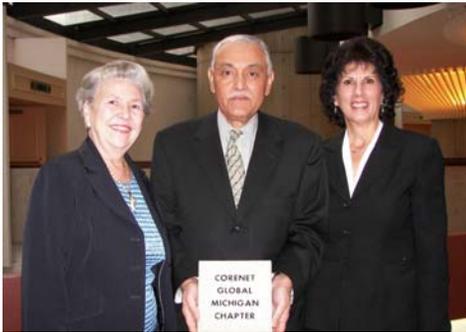
## DRC recognizes chapter with Riverwalk paver

On Sept. 27, the Detroit Riverfront Conservancy recognized CoreNet Global Michigan Chapter for its generous support of the Detroit Riverwalk project. Faye Alexander Nelson, president and CEO of the Detroit Riverfront Conservancy, and Matt Cullen, chair, presented Michigan Chapter board members with a replica of the brick paver that will be installed in Rivard Plaza in

CoreNet Global Michigan Chapter's honor.

CoreNet Global's Michigan Chapter hosts an Awards Gala each May which raises funds for the Detroit Riverfront Conservancy.

Accepting the award on behalf of CoreNet Michigan were Joanne Sisson of Palmer Commercial Services, immediate past president and original gala chair; Fred Rifat of Harley Ellis Devereaux, past president, and Katherine Banicki of Testing Engineers and Consultants, vice president communications and 2006 gala chair.



Kathy Banicki, Fred Rifat and Joanne Sisson accept a replica of the Detroit Riverwalk paver recognizing Michigan Chapter's support of the DRC

## Sponsor profile



**JONES LANG  
LASALLE<sup>SM</sup>**

A premiere sponsor of CoreNet Global Michigan Chapter events in 2007, Jones Lang LaSalle is a leading service provider in Detroit as well as one of the biggest names in corporate real estate services globally. Operating in 430 cities worldwide, the top real estate services and money management firm helps Michigan-based corporations with their real estate needs on a global basis. And with more than 35 professionals in the Detroit area, Jones Lang LaSalle manages local transactions and properties on behalf of clients headquartered here and elsewhere.

Jones Lang LaSalle's property expertise ranges from corporate headquarters to data centers and from industrial properties to bank branches. Its menu of corporate services includes portfolio planning, facility management, tenant representation, lease administration, property acquisitions and dispositions, finance, project management and development management. The firm's Strategic Consulting group provides assistance in areas such as mergers and acquisitions, development asset strategies, workplace

strategies, Sarbanes-Oxley compliance, Six Sigma process improvements, work-process design, and organizational strategies. The Energy and Sustainability Services group provides a range of energy management and LEED certification services, and was instrumental in gaining LEED EB certification for the Midwest headquarters of LaSalle Bank (now Bank of America) in Troy.

The key executive in Detroit is International Director James C. Becker, who not only heads the office at 535 Griswold Street but also serves as CRM for clients such as Federal Mogul and General Motors' transaction services. In addition to those clients, Jones Lang LaSalle also enjoys strategic alliance relationships with Michigan-based companies like Delphi and Whirlpool, performing a wide range of integrated services on a regional, national or even global scale depending on each client's needs. The firm has also been appointed by Detroit Renaissance, a regional economic development organization, as the lead consultant for the development of the Aerotropolis development strategy in Wayne County.

**Save the Date!**  
**SYNERGY**  
The Michigan Commercial Real Estate Conference

**April 23, 2008**

**The Breslin Center  
East Lansing, Michigan**

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**REGISTER TODAY!**

**SAVE \$\$\$**

**WITH EARLY REGISTRATION**

Go to  
[www.synergymichigan.com](http://www.synergymichigan.com)  
to register

**Win 2 free Gala tickets or a \$200 dinner at Andiamo's  
in the Michigan Chapter's membership drive!**

*Details on page 1*

## President's Message

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A team is only as good as its "farm system." To develop the next generation of corporate real estate leaders, the membership committee has developed and implemented the CoreNet Michigan Scholarship. The chapter awards a \$2,000 scholarship to worthy students embarking on a real estate career. Stay tuned for the announcement of the first recipient.

I could go on and on about CoreNet Michigan accomplishments. However, that would get me in hot water with our Communications Committee who put together this newsletter!

Obviously, behind every successful team is a group of intelligent, dedicated and engaged individuals. I am proud to be associated with the great individuals that make up the CoreNet Michigan team and you should be, too.

CORENET  
GLOBAL

Michigan  
Chapter

is pleased to present the

## CORENET MICHIGAN JANUARY ECONOMIC FORECAST

joint meeting with BOMA, IFMA, CREW, SMPS, IREM and CBOR

**Thursday, January 10, 2008**

Grande Ballroom, the Inn at St. John's • 44045 Five Mile Road • Plymouth, MI 48170

11 a.m. – Registration and Networking  
12:00 p.m. – Lunch served  
12:30 p.m. (approximately) – Program begins

**Speaker: Robert J. Kleine, Treasurer, State of Michigan**  
*Space is limited, so register early!!*

### 2008 Economic Forecast speaker

## Robert J. Kleine, Treasurer, State of Michigan

Robert J. Kleine was appointed Michigan's 43rd State Treasurer by Governor Jennifer M. Granholm, effective April 9, 2006. As Treasurer, Kleine oversees the collection, investment, and disbursement of all state monies. In addition, the

Treasurer administers major tax laws, safeguards the credit of the state, and distributes revenue sharing monies to local units of government. Kleine recently worked as a private economic consultant, and also served as vice president

and senior economist at Public Sector Consultants for 15 years.



## 2008 program schedule

DATE	TOPIC	LOCATION	TIME	SPONSOR
Jan. 10	2008 Economic Forecast, joint meeting w/ BOMA, CREW, IFMA & SMPS – Robert Kleine, Michigan State Treasurer	Inn at St. John's, Plymouth	11 am - 2 pm	Spectrum Strategies
Feb. 14	Corporate real estate strategies to accommodate a global workforce - Bruce Rutherford, Jones Lang LaSalle	VisTaTech Center, Livonia	11 am - 2 pm	tbd
Feb. 15	Corporate real estate strategies to accommodate a global workforce - Bruce Rutherford, JLL	Steelcase, Grand Rapids	11 am - 2 pm	Steelcase
March 13	Growth of the healthcare industry - panel discussion led by moderator Dan Dolsen, CBRE	Radisson Kingsley Inn, Bloomfield Hills	11 am - 2 pm	tbd
April 10	Site selection and acquisition - Dennis Donovan, WDG Consulting	VisTaTech Center, Livonia	8 am - noon	GM
April 22	Synergy conference	Breslin Center, E. Lansing	8 am - 6 pm	various

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