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President's Message



Summer is officially over, but CoreNet Global Michigan Chapter is warming up to an outstanding start for the new program year.

Programs

Dick DeVos, Republican gubernatorial candidate, drew 150 members and guests of CoreNet Michigan, the Real Estate Round Table and CBOR to the meeting on Sept. 14. Gov. Jennifer Granholm has been extended an invitation to present to the same group in October. Watch the CoreNet web site www.corenetglobal.org/chapters/michigan for updates on this potential event.

The 2006/2007 program year will emphasize educational sessions. The October meetings will feature Bruce Rutherford of Jones Lang LaSalle presenting on *Lease Restructuring/Negotiating* in Livonia and Grand Rapids. Bruce is a nationally known speaker coming to Michigan through our involvement in the Chapter Learning Partnership Program with CoreNet Global.

Additional educational programs are scheduled for Nov. 30 (*Strategy Alignment: Defining Real*

Estate Strategies in Context of Organizational Outcomes presented by Bob Osgood of VOA Associates) and Feb. 8, 2007.

Upcoming programs are listed on the back page of the newsletter, and include a Nov. 9 look at *The Palace of Auburn Hills*, one of the country's most successful entertainment venues; a *holiday social* on Dec. 14 (new time for this event; 3 – 6 p.m.); and the *Annual Economic Forecast* on Jan. 11, featuring Dana Johnson, senior vice president and chief economist for Comerica Bank. Please add these events to your calendar because they should not be missed!

West Michigan Initiative

The new board, particularly the Program and Education committees, are making a special effort to provide programs for our West Michigan members. The October meeting (a repeat of the program that is scheduled for Southeast Michigan) to be held at the Steelcase Learning Center in Grand Rapids, is the first of many events that will benefit our West Michigan members. The goal is to provide a West Michigan meeting at least once each quarter, and the Board is looking for ideas on venues and programs that would prove interesting. Of

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DeVos speaks at September luncheon

Michigan Republican gubernatorial candidate Dick DeVos spoke to a large crowd at the September luncheon meeting, held Sept. 14 at the Fairlane Club in Dearborn.

DeVos' talk was very conversational and not a formal slide show presentation. He described his background, reasons for wanting to be governor of Michigan, objectives if elected and why he was the best candidate to serve in the position. He identified key issues for the state including its uncompetitive

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COMING EVENTS:

Lease Restructuring/
Negotiating • Oct. 11
Steelcase • Grand Rapids

Lease Restructuring/
Negotiating • Oct. 12
Schoolcraft College • Livonia

Palace of Auburn Hills • Nov. 9
Palace of Auburn Hills

Holiday Social • Dec. 14
Detroit Athletic Club • Detroit

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Local chapter seeks learning partners

The CoreNet Michigan Chapter is poised to take its Chapter Learning Program (CLP) to the next level by offering local partners a greater role in course selection.

CoreNet Michigan's participation in the CLP entitles the chapter to up to six education sessions per year, selected from a list of over sixty courses offered by CoreNet Global. The program offers nationally recognized experts to present on a wide range of topics in such areas as strategy, operations, finance and many others.

The Michigan Chapter has in the past made course selections based on individual member input. For 2007, CoreNet Michigan plans to revise its approach to include company-sponsored sessions on topics that are of particular interest to that company. The sponsor company would make the decision on what course to offer, tailoring its selection to the specific needs of its employees. Sponsor companies could make their sessions public or private depending on their particular needs.

"This new approach will better match the offerings of the Chapter Learning Program to specific company needs, bringing greater value to our members", says GM's Debra Homic-Hoge, CoreNet Global Michigan Chapter vice president of education. Companies interested in taking advantage of this unique offer should contact Debra at debra.homichoge@gm.com or CoreNet Education Committee Chair Michael Benham at mrbenham@spectrumstrategies.com.

Earn CFP credit at Chapter Learning events: Oct. 11 in Grand Rapids, Oct. 12 in Livonia

Lease restructuring and negotiating, Oct. 11 – Grand Rapids; Oct. 12 – Livonia

Presented by Bruce Rutherford of Jones Lang LaSalle, this program reviews the landlord's and tenant's motivations and offers tools to assess the opportunity. It 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. This program is worth one continuing professional development (CPD) credit for MCR renewal.

The west Michigan session, sponsored by Steelcase, is set for Oct. 11 at the Steelcase Education Center, 901 44th Street SE, Grand Rapids. The metro Detroit session, sponsored by Jones Lang LaSalle, is Oct. 12 at Schoolcraft College's VisTaTech Center, 18600 Haggerty Road in Livonia. Both sessions begin with registration and networking at 11 a.m. and lunch/presentation at noon. Cost is \$35 for members and \$60 for non-members, with a \$10 late fee for registrations received after Oct. 4. For registration information, see http://www.corenetglobal.org/chapters/michigan/news/chapter_documents/Oct%2006%20Flyer.doc.

Chapter Learning

Save the date: Nov. 30

On Nov. 30, plan to attend another Michigan Chapter Learning Program from 8 a.m. until noon: "*Defining real estate strategies in the context of organizational outcomes*," presented by Bob Osgood, senior VP, director of strategy and planning, VOA Associates, Nov. 30 from 8 a.m. to noon. The location and cost are still to be determined for this metro Detroit event, sponsored by IBM.

Plan ahead:

2007 CoreNet Global
Michigan Chapter Gala
May 10, 2007
Townsend Hotel
Birmingham

Chapter Learning

Four reasons to participate

Stay up-to-date on the latest developments in your discipline, taught by nationally recognized experts in the field.

Network with others with similar interests, and learn from your peers.

Get a chance to **think strategically**, by stepping back from day-to-day operations and seeing the big picture.

Earn continuing education credits.

Students and faculty attend free

Faculty and students participating in a facilities or real estate curriculum at the university level are invited to attend our Education Seminar on Oct. 11 or 12, 2006, free of charge.

Call Michael Benham at Spectrum Strategies for more details 248.262.1846.

Member news



Leanne Bowen has been promoted to senior project manager with Jones Lang

LaSalle. Leanne is co-chair for the 2007 CoreNet Michigan Awards Gala.

President's Message

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course, we are always looking for new committee members, so if you are interested in helping to coordinate programs for West Michigan, please contact Jamie Dingeman or Debby Homic Hoge. We welcome your input!

Debby Homic Hoge, Michigan Chapter vice president of education, is promoting a new opportunity for companies to become more involved in the Michigan Chapter educational programs. Please read more about it on page 2.

U of M/ULI Real Estate Forum

CoreNet Global Michigan Chapter will sponsor the U of M/ULI Real Estate Forum Oct. 26 and 27 by providing funds that will allow students of the University of Michigan real estate program to attend the meeting at no cost. We are excited about this opportunity to support these students and create interest in CoreNet Michigan through this partnership.

Nov. 12 Michigan Chapter reception at Orlando Summit

If you are attending the CoreNet Global Orlando Summit in November, be certain to visit the Michigan Chapter Reception on Sunday, Nov. 12, at 5 p.m. in the Disney World Dolphin Hotel. Watch your e-mail for more details!

Join the excitement! Join CoreNet Global Michigan Chapter!

Join the Michigan Chapter at the Orlando Summit!

A reception for Michigan Chapter members will be held on Sunday, Nov. 12 at 5 p.m. in the Disney World Dolphin Hotel. Watch your e-mail for more details.

New Members

Dennis Blue

Director, Corporate Support Services, Jackson National Life

Randall Book

Senior Vice President, Grubb & Ellis

Ken Dawson

Director of Business Development, Barton Malow

Lindsay Eister

Program Coordinator, Shiawasee Economic Development Partnership

Russ Fabiani

Senior AI Spec., Haworth

Justin Horvath

Program Manager, Shiawasee Economic Development Partnership

Deirdre Jimenez

Managing Principal, Carter & Burgess

Ronald Kitchens

Chief Executive Officer, Southwest Michigan First

Jeff Lehman

Regional Director, Workstage

Bill Lichwalla

Partner/RE, Plante Moran

Margaret St. André

Senior Manager Building Services, AAA Michigan

Mike Stafford

Vice President Tenant Representation, Jones Lang LaSalle

Golf outing raises \$25,000

The CoreNet/Comerica Golf Outing on July 17 was another huge success, raising \$25,000 for Boys Hope/Girls Hope. Since its inception, this outing has raised nearly \$200,000 benefiting young people in metropolitan Detroit.



2006 winning team: Hines

David DenBaas of Comerica, CoreNet Global Michigan Chapter treasurer, and his assistant Shelley Hall plan the event each year with a small but dynamic committee of Comerica employees and CoreNet Michigan volunteers.



Golf Outing Chair David DenBaas (second from left) and chapter Secretary Greg Demanski (right)

The event was held at Oakhurst, a beautiful private club in Oakland County.

New Member Profile

Larry Fees, Compuware

Larry Fees is vice president of global administration & facilities at Compuware and is based at the headquarters building in Detroit. He recently joined CoreNet Global to expand his real estate knowledge, increase his network and to join many of his peers that are already members.

Larry advanced to his current role eight years ago after his many successes in information technology. In addition to his administration and facilities roles, Larry is also responsible for worldwide real estate, and is Compuware's business continuity executive. Originally from Ohio (Buckeye fan), Larry moved from New York City to the Detroit area in 1986.

His largest real estate challenge by far has been the creation of the new Compuware Corporate World Headquarters building at Campus Martius in Detroit. Larry compares building the new headquarters building to large software development projects except that "scope creep" is harder to control in software development projects. The building was a finalist for the ULI Award for Excellence completed in June 2003, and Compuware was recognized by CoreNet Global Michigan Chapter as Real Estate Owner/Developer of the Year in May 2005.

Please welcome Larry to CoreNet Global!

DeVos luncheon

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business tax structure, educated young people leaving the state and the challenge of bringing jobs to Michigan.

The meeting was held jointly with The Real Estate Roundtable and CBOR, the Commercial Board of Realtors. This provided additional networking opportunities in a crowd filled with many new faces.

Special thanks to JFK Investments Company LLC for sponsoring the event.



Chapter President Joanne Sisson and Dick DeVos, Michigan gubernatorial candidate and speaker at the Sept. 14 lunch.

Premiere sponsor: Jones Lang LaSalle

A premiere sponsor of CoreNet Global Michigan Chapter events in 2005, Jones Lang LaSalle is a leading service provider in Detroit and 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. With more than 35 professionals in the Detroit area, Jones Lang LaSalle manages local transactions and properties for 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 corporate services include 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 key executive in Detroit is Managing Director James C. Becker, who heads the office at 535 Griswold Street and serves as CRM for clients such as Federal Mogul and General Motors' transaction services. 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.

Upcoming events

The Palace of Auburn Hills
Nov. 9 • 11 am - 2 pm

Mario Etemad, senior vice president, and executive chef of Palace Sports & Entertainment, explains the challenges of hosting more than 250 events annually at the group's venues including the Palace, DTE Energy Music Theatre, Meadow Brook Music Festival and Guardian Industries world headquarters. Program includes lunch at the Ersa Club followed by a tour of the recently completed \$20-million Palace expansion and renovation.

Sponsored by Rossetti and DTE.

Holiday Social

Dec. 14 • 3 - 5:30 pm

Join fellow CoreNet Michigan members and guests at the 2006 Holiday Social on Dec. 14. This event - a cocktail party from 3 - 5:30 p.m. - will offer a relaxed atmosphere for catching up with old friends and associates. Scheduled for the Detroit Athletic Club in Detroit, the price includes two cocktails, appetizers, dessert and valet parking. The chapter is still seeking sponsors for this outstanding event, which is being subsidized by CoreNet Global Michigan Chapter.

2006-07 program schedule

DATE	TOPIC	LOCATION	TIME	SPONSOR
Oct. 11	Lease restructuring - Bruce Rutherford, Jones Lang LaSalle (Chapter Learning event)	Steelcase Education Ctr., Grand Rapids	11 am - 2 pm	Steelcase
Oct. 12	Lease restructuring - Bruce Rutherford	VisTaTech, Schoolcraft College, Livonia	11 am - 2 pm	Jones Lang LaSalle
Nov. 9	The Palace of Auburn Hills	Ersa Club, Palace	11 am - 2 pm	Rossetti, DTE
Nov. 30	Strategy alignment - Bob Osgood, VOA Associates (Chapter Learning event)	tbd	8 am - noon	IBM
Dec. 14	Holiday Social	Detroit Athletic Club	3 - 5:30 pm	tbd
Jan. 11	Economic Forecast	Centerpoint Marriott, Pontiac	11 am - 2 pm	Testing Engineers & Consultants
Feb. 8	Chapter Learning Session (topic tbd)	tbd	tbd	

To register, contact Paula Arwady at paarwady@comcast.net or 248.377.0833 (fax)