

## Message from the Chair



I write to you at the end of one of the most exciting years in our association's history.

Structurally, we completed the process of incorporating our Chapter into CoreNet Global to provide a larger and more unified global organization. Our most visible achievement has been to expand our membership by 23 percent – from 611 to 747 members – and increase the percentage of end-user members to 40 percent. It's a wonderful result, but it is a small step in broadening the membership to establish ourselves as one of the most powerful and influential real estate organizations in New York, and the voice of the occupier.

Part of our membership growth is a result of renewed focus on delivering membership value and engagement through events that are both timely and relevant. The Programs and Workshops committees have worked tirelessly to produce approximately 30 learning events, ranging from private tours and panel discussions to presentations

by notable keynote speakers, such as Erskine Bowles. These events provide outstanding educational opportunities at every level, helping our members become more proficient in today's marketplace.

We never lose sight of the need to provide quality networking, career and business development opportunities, and this year they included a fabulous New Year's party at Top of the Rock; our memorable annual dinner at the Museum of Natural History, with over 700 attendees, capped by a message from Mayor Bloomberg; and a fun-filled summer golf outing in Westchester. These special events provided opportunities for members to come together to build upon existing relationships and establish new ones.

As always, our sponsors played a significant role in enabling our chapter to invest in the future. Their support allows us to provide programs and events and develop new initiatives, including collecting and analyzing data on our membership to sharpen and focus our messaging, recruitment and advocacy (which is very much a CoreNet Global initiative); the development of our social media app; and the establishment of a senior

CRE advisory board, which will focus on the needs of our most high-level CRE executives.

Many CoreNet members played an integral role in the advancement of the chapter in 2012, including committee members, sponsors, and members of the board. But your collective involvement is the reason for our successes.

I have greatly enjoyed serving as your chairman this year. It has been a genuine privilege to have had a front-row seat from which to see the enthusiasm and the commitment that all of you demonstrate. I am very proud of our accomplishments and even more excited by the direction in which our organization is heading, and the leadership that the incoming board will provide in the year ahead.

Wishing you and your loved ones a successful, joyful 2013!

Cheers,  
Marcus Rayner, Chairman  
CoreNet Global New York Chapter  
mrayner@cresa.com • 212-758-3132

## EXPERT'S CORNER

## OUR VISION:

The thought leader forum and resource for Corporate Real Estate professionals in New York City.

## OUR MISSION:

Advancing innovation and professional development in Corporate Real Estate.

## ARTICLE SUBMISSION

If you are a CoreNet Global NYC member interested in submitting an article for the Expert's Corner on a timely corporate real estate industry issue, contact Alexandra Goggin at [agoggin@centurycarpet.net](mailto:agoggin@centurycarpet.net).

## Benchmarking – How does your building stack up?

If your commercial building was one of the more than 2,000 that participated in New York City's energy benchmarking for 2011, then you're well aware of your building's ENERGY STAR® score by now. Now that the 2011 energy data has been publicly posted, so are the owners of buildings similar to yours.

### So how does your building's energy performance stack up?

If your building isn't performing as well as you had hoped, or as well as similar buildings, the Con Edison Green Team can help you navigate the process and take the next step toward better building performance. While benchmarking helps you understand the current state of your building's performance, an energy audit can help you identify and prioritize opportunities for substantial energy and operational savings.

If you commission a Level 3 energy audit through Con Edison's Commercial & Industrial (C&I) Energy Efficiency Program, you could save up to 50% (or up to \$67,000). The Con Edison Green Team also provides rebates, incentives and technical expertise to help its C&I customers implement energy efficiency solutions and install energy efficient equipment upgrades. Through the C&I Equipment Rebate Program, for example, you could save significantly on high



efficiency gas and electric equipment including lighting and lighting controls, HVAC systems, boilers/furnaces, motors and variable frequency drives.

If you are planning more complex projects such as upgrading a chiller and/or refrigeration system, industrial processes or compressed air systems, Con Edison's Custom Program may make more sense for you. Custom incentives are provided for cost-effective, energy-efficient technologies not included in the Equipment Rebate Program. The Custom Program focuses on total energy savings per project rather than rebates for specific equipment upgrades.

Energy efficiency upgrades can help improve

*Continues on page 4*

## Citi Field Tour Hits It Out of the Park



left to right: Geraldine Szabo, J.P. Morgan Chase, and event co-chair; Kevin Gerson, Level 3, and event co-chair; and Brian Schwagerl.



This past fall, CoreNet members and guests gathered for a behind-the-scenes tour of Citi Field to learn about the sustainable aspects of the stadium. Tom Festa, vice president of technology at Citi Field, discussed the stadium's 11,000-square-foot green roof, waterless plumbing and energy saving initiatives. Robin Grey, senior vice president of Strategic Asset Management at Level 3 (the communications services provider for Citi Field), followed with insights into the changes her firm has recently made to help reduce the stadium's waste and energy costs. Rounding out the conversation, Milagro Suarez, office administrator for the NRDC, discussed sustainable spaces in New York and elsewhere, and the opportunity to partner with like-minded landlords to meet their sustainability goals in leased spaces. The event concluded with members cheering on R.A. Dickey as he achieved his 20th win of the season.

## Young Leaders Build Relationships at Speed Networking Event



from left to right: Josh Glick, Blackstone; Allen Nichols, Microsoft; Julia Simet, Gensler; Ray Lawrence, Evenson Best; Ken Rapp, CBRE; Kevin Gerson, Level 3 Communications; and Eric Wagner, VVA Project Managers & Consultants.

Manhattan's Gansevoort Hotel was abuzz in October when more than 50 Young Leaders gathered for a fast-paced evening of speed networking. Seasoned corporate real estate professionals shared their insights and experiences with members, who then assembled in small groups for speed networking. Lively conversations continued during the cocktail mixer that followed.

## Distinguished Speaker Erskine Bowles Provides Views into America's Debt Crisis



Jeff Weidenborner, JCI; Mark Chung, TD Bank; Christopher Marzo, Total Relocation Services



Marcus Rayner, Cresa, Lou Nowikas, Hearst; Erskine Bowles



Lou D'Avanzo, Cushman & Wakefield; Gregg Weisser, The Moinian Group



Erskine Bowles



Kent Holliday, Cresa; Eric Thomas, Cresa



Jane Smith, Spacesmith, LLP; Debra Cole, Perkins + Will; Victoria Protheroe, VP Consultants



Kathy Winkler, Prudential Financial; Dale Schlather, Cushman & Wakefield

When it comes to the tough fiscal choices America faces, Erskine Bowles – former co-chair of the National Commission on Fiscal Responsibility and Reform (more popularly known as the Simpson-Bowles Commission), and former chief of staff to President Bill Clinton – has more than a few qualified insights to share. At CoreNet's Distinguished Speaker Program, held at Manhattan's Grand Hyatt on September 19th, Mr. Bowles addressed more than 150 real estate executives, observing that the country is experiencing the most serious economic crisis in history and comparing deficits to a cancer that can destroy the nation from within. Yet, Americans should not despair, he contends, expressing confidence that, "If we fix the debt, the future of our country could not be brighter." Mr. Bowles' commission recommends cutting \$4 trillion in debt (at a minimum) over the next decade, a doable goal if both political parties will work together, he says.



Dale Schlather, Cushman & Wakefield; Lou Nowikas, Hearst; Barry Alton, Jeffries; Erskine Bowles, Mindy Williams-McElearney, WorkSpaces LLC; Marus Rayner, Cresa



Lee Kosmac, Newmark Grubb Knight Frank; Chris Lindberg, JCI

# Accolades and Applause at Annual Volunteer Appreciation Reception

**W**hen it comes to volunteerism, CoreNet's New York members certainly know a thing or two. In October, the chapter celebrated the many volunteer contributions of our members at our annual Volunteer Appreciation Event held at Hearst Tower. Over 50 attendees enjoyed a fun-filled evening, which paid tribute to members who have volunteered to support the organization's many initiatives during the past year.



Lucy Carter, Ted Moudis Associates; Meredith Essery, WB Wood; Alexandra Goggin, The New York Century Group

Star Awards, which recognize outstanding volunteer efforts on behalf of CoreNet, were given to the following chapter members:

- Administration – Kristine Scotto, Consolidated Carpet Programs –Anissa Sabawala, HOK
- Workshops – Special Interest Group - Alison Kwiatkowski, AECOM
- Special Interest Group – Young Leaders – Amanda Carroll, Gensler
- Special Interest Group – Women – Debra Cole, Perkins + Will
- Sponsorship – Sarah Corcoran, TEK Architects
- Special Events – Dinner/Holiday Party – Linda Neely, Knoll
- Special Events – Golf – Gus Field, Cushman & Wakefield
- Membership – Jane Greenblatt, JG Property Portfolio Services
- Communities – Sustainability – Sarah Currie, VVA Project Managers & Consultants
- Communities – Strategic & Portfolio Planning – Christine Barber, Gensler



Photo (left to right): Lou Nowikas, Hearst Corporation and president of CoreNet Global NYC; Debra Cole, Perkins+Will; Kristine Scotto, Consolidated Carpet; Pay Wu, Deloitte Services LLP and CoreNet Global NYC vice president; Marcus Rayner, Cresa, and chairman of CoreNet Global NYC; Sarah Currie, VVA Project Managers & Consultants; Christine Barber, Gensler; Sarah Corcoran, TEK Architects; Amanda Carroll, Gensler; and Alison Kwiatkowski, AECOM.

Special thanks for outstanding service were also extended to Joseph Brancato, Gensler; Shelly Bloch, Skadden Arps; Gayle Meredith, Cassidy Turley; and Nancy Ni, The Berman Group.

## Board Members & LEADERSHIP TEAM FOR 2013

- Chair**  
Lou Nowikas, *Hearst Corporation*
- President**  
Pay Wu, *Deloitte Services LP*
- Vice President**  
Lou D'Avanzo, *Cushman & Wakefield*
- Treasurer**  
Saeid Garebaglow, *Morgan Stanley*
- Secretary**  
Lauren Nanna, *VVA Project Managers and Consultants*
- Programs**
- Workshops and Programs**  
Cindy Quan, *Goldman Sachs*
- Sponsorship**  
Ted Moudis, *Ted Moudis Associates*
- Special Interest Groups (End-User, Young Leaders, Women)**
- Special Events**  
Mindy Williams-McElearney, *Workspaces LLC*
- Communities**  
Barry Alton, *Jefferies & Co., Inc*
- Membership**  
Lee Kosmac, *Newmark Grubb Knight Frank*
- Counsel**  
Howard Peskoe, *Herrick, Feinstein LLP*
- Advisory Board**
- Marcus Rayner, *Cresa*
- Kathy Winkler, *Prudential Financial*
- Dale Schlather, *Cushman & Wakefield*
- Gina Rizzo, *Herman Miller, Inc.*
- Paul Darrah, *Bridgewater Associates, Inc.*
- Gregg Weisser, *The Moinian Group*

# Congratulations to our 2013 Elected Officers

- Chair - Lou Nowikas, *Senior Director Corporate Real Estate & Facility Planning, Hearst Corporation*
- President - Pay Wu, *Strategy & Planning Leader, Real Estate Services, Deloitte Services*
- Vice President - Lou D'Avanzo, *Vice Chairman, Cushman & Wakefield, Inc.*
- Secretary - Lauren Nanna, *Senior Associate, VVA, LLC*
- Treasurer - Saeid Garebaglow, *Vice President, Morgan Stanley*

The transition to the new officers is now effective.

Special thanks and recognition to our outgoing chair, Marcus Rayner, who, as an officer and committee chair over a number of years, has made a significant impact on our chapter. Among his most important successes is the phenomenal growth of our chapter in 2012 to 750 members.

# Insights Into Cornell University's Planned NYC Tech Campus

Cornell University's planned NYC Tech campus, being built on Roosevelt Island, certainly ranks as one of the city's most exciting real estate developments in years. In November, Kyu Jung Whang, Cornell's vice president of facilities, and Karen Backus, president of K. Backus and Associates, delivered a riveting overview of the multi-decade project to over 125 CoreNet NYC members and guests, highlighting Cornell's master plan and design for its new tech campus.

At the presentation's outset, Ms. Backus explained that it was only after an intense, one-year, global competition that Cornell, in partnership with Technion-Israel Institute of Technology, was selected by the city in December 2011 to develop a world-class engi-

neering school for graduate students. Cornell will serve as the owner/developer of the campus, whereas Technion's role will be to partner with the university in the Technion-Cornell Innovation Institute.

faculty, staff, graduate students and post-doctoral candidates – will be developed by third parties and will be completed concurrently with Cornell's first academic building. The aesthetics of the campus have played a major role in its planned development. "We want to create a campus people will go to," said Mr. Whang, noting that Cornell wanted to ensure that the campus related to both Manhattan and Queens and was pleasing to view from all directions.

As a university committed to sustainability, Cornell is planning for a "net zero" campus, that is one whose energy needs will be filled onsite. Solar power will provide a main source of electricity, and geo-thermal and tidal power are expected to be employed as well. According to Mr. Whang, Cornell recognizes

the significance of global warming and has considered the ramifications of potential environmental challenges. Even before Hurricane Sandy, the university studied the 100-year flood plain and set the campus elevation 19 feet above sea level. However, the superstorm has encouraged Cornell to take an even more conservative approach. Now the elevation will be set to approximately 20 feet, and mechanical equipment once destined for the basement will be moved to higher locations in each structure.

It is anticipated that Cornell's new campus will result in innovations, high-tech entrepreneurship, increased jobs, and additional tech development in western Queens. "This campus will be transformative for New York City," said Mr. Whang. CoreNet's members, who were encouraged by Mr. Whang to contribute innovative ideas for the development, couldn't agree more.



The far-reaching applied science and engineering campus, which is scheduled for completion in June 2037, will include many phases. The first, scheduled for completion in June 2017, potentially includes four buildings, totaling approximately 300,000 square feet, the first of which will be an academic research facility. It is anticipated that the three additional buildings – a corporate co-location building, an executive education center with a 210-room hotel, and a residential building for



# An Insider's Look Into 7 and 4 World Trade Center

Reflecting on the anniversary observances of 9/11, CoreNet members gathered in September in the marketing center of Silverstein Properties at 7 World Trade Center to learn about the rebuilding of the massive WTC complex, one of the most multi-faceted urban renewal projects in American history. Participants viewed



building models, renderings and animations of the project before touring 7 and 4 World Trade Center. The tour was led by Jeremy Moss, senior vice president of leasing at Silverstein Properties, and Eric Friedman, director of facilities Development at WilmerHale, a tenant that moved its offices to 7 World Trade Center in July.

## EXPERT'S CORNER (Continued.)

*Continues from page 1*

your company's bottom line by reducing energy usage and maintenance costs while increasing operating efficiencies. Cash incentives from the C&I Energy Efficiency Program can reduce the cost of your capital investment. The program also offers C&I customers access to its Market Partners, a network consisting of pre-approved and specially trained energy efficiency contractors, distributors and other energy professionals who will help you get your project done right.

For more information about the C&I Energy Efficiency Program, contact the Con Edison Green Team at 1-877-797-6347 or visit [www.conEd.com/energysavings](http://www.conEd.com/energysavings). The Con Edison Green Team has an energy efficiency program available for almost everyone. To learn which program is right for you, call the Green Team at 1-877-860-6118 or visit [www.conEd.com/greenteam](http://www.conEd.com/greenteam).

## OUR APOLOGIES TO LANCE HAYNES, MACE GROUP

Lance was mistakenly misidentified in the last news letter. We apologize for the error.



Lance Haynes, Mace Group; Conrad McMillan, Certified Moving Storage Co, LLC, Mindy Williams-McElearnay, WorkSpaces LLC

# Warm Welcome to New Members

Acevedo	Akil	Goldman Sachs & Co.
Bittel	Cindy	RCx Building Diagnostics
Carbonara	Joseph	Business Relocation Services
Chomiak	Damien	Johnston Controls
Coluni	John	Kaplan
Coppotelli-Daly	Christina	Mancini Duffy
Counihan	Jane	The Mohawk Group
De Santis	Scott	Herman Miller, Inc
Erba	Mark	Interface
Francini	Sara	Studios Architecture
Gentilesco	Nicholas	Studley
Grullon	Lily	Skadden Arps
Johnson	Patrick	Swiss Post Solutions
Keegan	Daniel	Skadden, Arps,
Lovejoy	Meredith	HLW International
O'Moore	Marshall	Studley
Paluskiewicz	Amira	American Express
Rampersad	Jovani	The Moinian Group
Salzman	Kenneth	Lee & Associates NYC
Sci	Michael	TD Bank
Shaw	Beth	Carlton Architecture
Silberman	Guillermo	WP Carey
Tramontano	Naomi	Steelcase
Williams	Whitnee	Cassidy Turley
Yerdelenli	Damla	Jones Lang LaSalle

## New Job? Promotion?



Contact Alexandra Goggin at [agoggin@centurycarpet.net](mailto:agoggin@centurycarpet.net) for Members in the News submissions.

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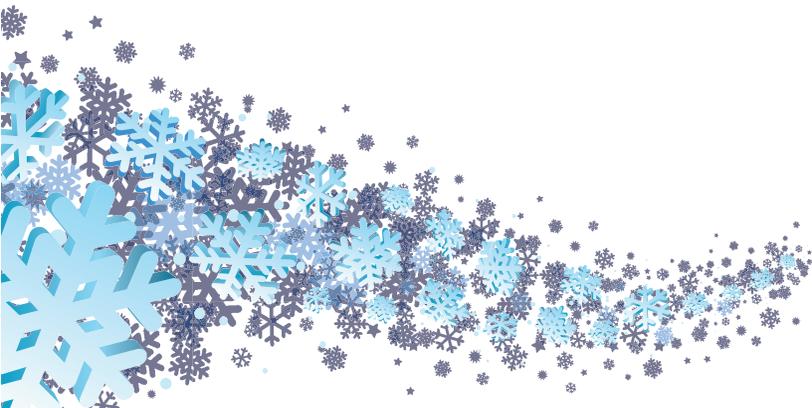
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**Your Invitation to Become a Member of CoreNet Global**  
CoreNet Global is the premier organization for corporate real estate and workplace executives and their service providers. Noted for its leadership and innovation, the NYC Chapter is the largest and most active chapter, offering outstanding learning opportunities through a rich schedule of programs and events designed to enhance our members' professional knowledge and skills. Log onto [www.corenetglobalnyc.org](http://www.corenetglobalnyc.org) and click on membership for in-depth information about member benefits and a membership application.

**ARTICLE SUBMISSIONS**  
If you are a New York CoreNet Global Inc. member interested in submitting an announcement or an article on timely real estate industry issues, please contact Alexandra Goggin at [agoggin@centurycarpet.net](mailto:agoggin@centurycarpet.net)



**From Chapter news to upcoming events...**  
Profiles of leading corporate real estate professionals to program registration...Reviewing our past event photo gallery to information on how to become a member or volunteer... For everything you want and need to know about the New York City Chapter... **LOG ON TO [www.corenetglobalnyc.org](http://www.corenetglobalnyc.org)**

**COMMUNICATIONS COMMITTEE**  
Alexandra Goggin, The New York Century Group  
NEWSLETTER CHAIR  
Kendall Sowers, Regus  
PR AND MARKETING CHAIR

**STAY TUNED FOR DETAILS ON FUTURE EVENTS:**

Jan 16	Women's SIG Fall Program: 5:30 - 8:00 PM	Lessons Learned - Life on the Front Lines of CRES, Skadden Aarps, NY
Jan 29	8:00am to 6:30pm	Senior Corporate Real Estate Seminar, Hearst, NY

**Save The Dates for Upcoming Events!**

