

Message from the Chair



It is hard to believe that 2011 is coming to a close. It seems only yesterday that over 230 chapter members gathered together at Top of the Rock to celebrate the new year and catch up with colleagues.

There have been so many memorable events since January. In March, our chapter held its 20th Annual Dinner at the Museum of Modern Art – a sold-out event with nearly 600 corporate real estate executives and industry professionals. One of the most outstanding aspects of the evening was recognition of the many members and industry professionals who have contributed to the organization's growth, making our chapter the premier learning organization for corporate real estate and workplace executives in New York City. This is not really surprising when you consider that the chapter produces nearly 50 educational and networking events annually to support the professional growth of its members and to elevate the importance of corporate real

estate within companies and organizations worldwide.

The annual Golf Outing at Old Oaks and Century Country Clubs in July was also a terrific opportunity for members to leave their offices behind and come together for a fun-filled day on the greens. The evening's cocktail reception and dinner provided members with the chance to strengthen relationships and connect with some new faces, too. A large portion of the event's proceeds, \$20,000, was given to The "GO" Project, a non-profit organization that helps shape the futures of low-income New York City public school children by providing critical academic, social and emotional support, starting in the early elementary years.

Of course, there were numerous other programs and workshops throughout the year – far too many to mention here – each of them providing outstanding opportunities to learn and share.

It has been a great privilege to serve as your chairperson this year, and I would like to thank my fellow board members and the many

dedicated volunteers who have contributed their time and talents to the organization, making it second to none for corporate real estate professionals in New York City. I also would like to heartily thank our sponsors for their generous contributions and continued commitment. As I pass the baton to the new leadership and move into my role as a senior advisor, I feel confident that the foundation built by CoreNet Global NYC will ensure many more years of growth and success.

Although it's impossible to forecast what 2012 holds in store for New York City's real estate market, many positive signs suggest the coming year will be eventful and invigorating. These include continuing progress at such major development sites as the World Trade Center, Hudson Yards and Atlantic Yards, the low interest-rate environment, and increased leasing activity. Whatever comes our way, CoreNet Global NYC is ready as always to help its members navigate the changes and seize advantage of the opportunities.

Kathy Winkler, 2011 Chair
CoreNet Global NYC

EXPERT'S CORNER

OUR VISION:

- To be "the knowledge resource" of the industry by providing educational programming, access to research and facilitating peer-to-peer connections.
- To foster innovation, collaboration, standardization and best practices in order to empower members with tools and opportunities essential for improvement.
- To raise awareness and importance of CREs within companies and organizations worldwide.

OUR MISSION:

To be the preeminent corporate real estate association by promoting the advancement of the industry and the expertise and value of its members and be recognized as the voice of the corporate real estate industry.

The Guts of a FASB Lease Accounting Changes

By Jason Aster, Vice President – KBA Lease Services

Accounting isn't the most exciting part of the commercial real estate industry, but you need to pay attention to this.

There's already a lot of talk in the industry about several proposed changes to the generally accepted accounting principles (GAAP), which were announced recently by the Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB). On July 21, 2011, the FASB and IASB (collectively called "the Boards") announced that they will re-expose to public comment the lease accounting proposal containing their revisions and tentative decisions thus far. The Boards are now indicating that the new exposure draft will not be reissued until sometime during the first half of 2012. That leaves us not much time to review and comment on them. The changes likely won't be enacted until 2015, but they will have to be considered immediately, because most entities that follow GAAP report on a three-year, comparative basis.

In short, the Boards are trying to eliminate a "form over substance" distinction in GAAP, regarding typical, non-financing "operating" leases. The Boards would consider all leases, including operating leases, to be financially equivalent to purchasing the right to use an asset and financing it. This proposal has led to confusion, and potential for under-reporting in financial statements.

Below is a brief overview of some of the proposed changes:

'Other-Than-Finance' Leases Not Considered

Originally, the Boards tentatively agree to recognize the fact that not all leases are entered into as a financing vehicle for an asset purchase. Accordingly, they established two forms of leasing: "finance leases" and "other-than-finance" leases. The latter, while not completely devoid of some financing element, recognizes that the primary purpose of the lease is to create economic flexibility—such as to mitigate the risk of ownership and/or outsource significant activities principally related to maintenance and administration of an asset. But, after much deliberation, the boards reverted back to a single accounting approach for all leasing transactions. This current approach, which is the same as the approach originally provided for in the Exposure Draft ("ED"), requires lessees to:

1. Initially recognize a liability to make lease payments and a right-of-use asset, both measured at the present value of the lease payments.
2. Subsequently measure the liability to make lease payments using the effective interest method.

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ARTICLE SUBMISSION

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



Young Leaders High Line Walking Architectural Tour

On October 4th, a group of our chapter's Young Leaders enjoyed a behind-the-scenes look at the High Line with Peter Mullan, vice president for planning and design at Friends of the High Line. Mr. Mullen provided extensive information about the history, design and future plans for this incredible park.

The High Line was originally home to railroad tracks that connected New York City to the freight lines spanning the United States. The city decided to raise the tracks for the safety of pedestrians. After the rail industry declined, the vacant tracks were slated for demolition. But a group of neighborhood residents, recognizing the tremendous potential of the tracks, formed Friends of the High Line in 1999. Thus began a 15-year struggle to raise funds and create a design that would preserve this landmark and create an inviting public space.



Young Leaders Committee Members and event attendees

The project broke ground in 2006, and the first section of the park opened to the public in June 2008, with the latest section opening in June 2011.

A high level of detail went into planning the space, according to Mr. Mullen. For example, landscape designers took New York's four-season climate into account, so the High

Line will have plants which are in season year-round.

Another impressive feature of the High Line is its permanent and rotating art installations. The Young Leaders viewed SARAH SZE's STILL LIFE WITH LANDSCAPE (MODEL FOR A HABITAT), a display of habitats for birds, insects and butterflies that will be in place until June 2012.

The High Line also hosts various cultural events, including garden tours, stargazing and high-end chef's dinners.

Two new hotels have recently opened in the High Line neighborhood and have added to the crowds that meander along the public walkways. There are no immediate plans to expand the High Line, but Friends of the High Line continues its work to raise funds to improve the area, and position it for possible further development.

CoreNet Global NYC - (Neighborhood Tour)

Panel Explores Neighborhood Transformations From Big Scale Developments

The New York City Chapter of CoreNet Global held an evening panel discussion on September 22 entitled: "Neighborhood Transformations Through Large-Scale Developments."

The event focused on Related's Hudson Yards and Brookfield Properties' Manhattan West, and also touched upon other neighborhoods undergoing redevelopment as a result of major projects such as Atlantic Yards, the Highline, Seward Park, and the Life Sciences development along the East River and in Lower Manhattan. In addition, the conversation looked at some of New York's historic and most transformative redevelopment projects, including Grand Central, Times Square, Battery Park City and MetroTech in Brooklyn, to see which lessons from those projects could be applied today.

The evening's distinguished panel of experts included Seth Pinsky, president of New York City Economic Development Corp. (NYEDC); Jay Cross, president of Related Hudson Yards; and Veronica Hackett, senior vice president of development for Brookfield Office Properties. The discussion was moderated by James Stuckey, divisional dean at NYU's Schack Institute of Real Estate, who served as NYEDC president under Mayor Koch.

"Real estate's job is to understand what society needs," Stuckey said as he introduced the panelists. "A good developer sees where society is going."

Attendees heard about various issues the panel members have addressed in redevelopment projects, such as community relations, developing around existing infrastructure, financing in the current economy, calculating rents, and attracting tenants.

The chapter's Programs Committee Chair and Co-Chair, Pay Wu and Rachel Casanova, organized the event.



(l to r) Rachel Casanova, Programs Committee Co-Chair; and Jay Cross, president of Related Hudson Yards



Veronica Hackett, senior vice president of development for Brookfield Office Properties



Seth Pinsky, president of New York City Economic Development Corp.



(l to r) Kathy Winkler, Chapter Chair; Howard Piskoe, Counsel; Lucy Carter, Special Events Committee Chair

Renew Your Membership Through 2012

Don't forget! Go to www.corenetglobal.org/DuesBilling/ today to renew your membership through 2012.

As you know, we've switched from an anniversary date to a calendar year membership. This means your CoreNet Global membership will expire on December 31, 2011. Renewing now means your membership will continue to provide value through December 31, 2012. Plus, you can opt to pay for 2013 dues at the same time and receive a \$100 USD-equivalent credit toward any 2012 CoreNet Global program. Log in at www.corenetglobal.org/DuesBilling/ to see your pre-calculated dues bill for 2012.

Questions? Please don't hesitate to contact a staff representative at 1-800-726-8111 or email us at membership@corenetglobal.org.

Members in the news



Mindy Williams, has become a principal of WorkSpaces LLC, a growing office and home office furniture dealership known for its team approach to client service. Mindy, former director of client relations at IA Interior

Architects for the past four years, will build upon her existing relationships within the end-user and brokerage communities to build up WorkSpaces' NYC office. The firm also has offices in Washington, DC and Baltimore.



Gregg Weisser, has been appointed executive managing director and director of leasing for The Moinian Group, one of the nation's largest and most active owners and developers of office, residential and hotel property. In

his new position, Gregg will coordinate all commercial and retail leasing efforts within the Group's office portfolio, including 20 high-profile assets in New York, Los Angeles, Dallas and Chicago. Previously, he served as a vice president and real estate director at JP Morgan Chase Bank.

Kenny Rodriguez has been named director of strategy & planning within the Global Real Estate & Workplace Enablement department of American Express Business Services. Kenny works collaboratively with global business units to ensure a coordinated and systematic approach for translating business strategies into end-to-end real estate solutions. He merges business intelligence, physical capacity, people utilization and real estate principles to support the needs of the business while mitigating operational and financial risk.

New Job? Promotion?

Contact Alexandra Goggin at agoggin@centurycarpet.net for Members in the News submissions.



Warm Welcome to New Members

Michael Tom	Abiuso Adams	Verus Construction Services	Alexandra Goggin	The New York Century Group
Frank Andrew	Alvarado Anderson	Johnson Controls	Jeff Green	Cushman & Wakefield
Lisa Kelly	Anseldo Bacon	Mace North America Limited	Michelle Greenberg	Moritt Hock & Hamroff LLP.
James Barnes	Anderson	EnergyWatch, Inc.	Michael Gresty	Sustainability Roundtable, Inc.
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Andrew Boliek	Bacon	TPG Architecture, LLP	Sarah Gudernatch	Cassidy Turley
Clara Borrero	Barnes	Business Asset Installation and Liquidation	Janet Haber	ADCO Electrical Corp.
Susan Boyle	Bender	Marsh & McLennan Companies, Inc (HQ)	Robert Hendrick	Amazon.com
Lee Brathwaite	Boliek	Realogy Corporation	T.J. Hochanadel	Jones Lang LaSalle
Andrew Braver	Borrero	Gensler	Kathleen Hoolahan	Arenson Office Furnishings
Barbara Bullock	Boyle	HLW	Sam Horne	Davidson Kempner Capital Management
Joseph Cabrera	Brathwaite	Citigroup	Wolfgang Huebschle	Bavarian U.S. Offices for Economic Development, LL
Jessica Carney	Braver	Cushman & Wakefield		Macro Consultants, LLC
Antonina Caruso	Bullock	KeyBank	Rebecca Humphrey	WB Wood
Rachel Casanova	Cabrera	Cushman & Wakefield, Inc (HQ)	Silvia Jackson-Proes	New York Grant Company
Christopher Chan	Carney	Enstoa, Inc.	Ann Kayman	HOK
Tae Chang	Caruso	Holt Construction	Robert Kellogg	Sentry Centers
Susan Chapman	Casanova	Perkins+Will	Christopher Kelly	KLG Advisors
Marc Chiapperino	Chan	Citigroup	Doane Kelly	Grubb & Ellis
David Chin	Chang	CitiGroup	Gerard Kiley	Colliers International
Themba Chirambo	Chapman	American Express	David Kim	Citigroup
Aditi Choudhary	Chiapperino	VVA, LLC	Edward Kolman	Cushman & Wakefield
Anmol Chowdhry	Chin	Shearman & Sterling, LLP	Elisa Konik	Corning, Inc (HQ)
Nadine Cino	Chirambo		Sue Koval	Tishman Speyer
Doris Coleman	Choudhary	Omnicom Group	Gary Kravetz	Regus
Laura Colon	Chowdhry	Citigroup	James Law	Plannet Group / Ael
Pegi Croucher	Cino	Tyga-Box Systems Inc.	Mary Leggio	Tishman Speyer
Kaneez Darbar	Coleman	Hoffmann-La Roche Inc.	Ilana Lewis	Jones Lang LaSalle
John DeBell	Colon	Turner Construction Co	Amit Liebersohn	Herman Miller Inc.
Michael DeLisio	Croucher	Allied World Assurance Company	Lisa Loop	Citigroup
Annemarie DiCola	Darbar	Dauphin	Fred Madonna	Pfizer, Inc
Tom Donatelli	DeBell	WorkSpaces LLC	Lisa Martin	Macquarie Group
Christopher Doody	DeLisio	James E. Fitzgerald, Inc.	Ray Mays	Project Risk Analytics LLC
Lisa Downing	DiCola	Trepp, LLC	Salvatore Mazzeo	CB Richard Ellis
Eric Duchon	Donatelli	Pfizer, Inc (HQ)	Beth Moore	CB Richard Ellis
Dana Esposito	Doody	Kohlberg Kravis Roberts & Co	Patrick Murphy	Teknion
Jeffrey Evert	Downing	Connections Real Estate	Dennis Murphy	Xerox Corporation
Christine Favara	Duchon	Cushman & Wakefield	David Nappi	Kimball Office
Marco Fei	Esposito	WB Wood	Simone Nespinet	The Switzer Group
Brian Fennelly	Evert	American Express	Ryan O'Connor	Citigroup
Craig Fitzpatrick	Favara	Advantage Title Agency	Besarta Osmani	Donnelly Mechanical
John Freel	Fei	In Transition	Frank Pagano	SAIC
Robert Friedel	Fennelly	Colliers International	Diana Pangestu	Pfizer Inc.
Alexandra Friedman	Fitzpatrick	Fitzpatrick Real Estate Advisory Services LLC	Sara Parent	Jones Lang LaSalle (HQ)
Jaime Fuertes	Freel	Deloitte Tax LLP	Pritesh Patel	Corning, Inc (HQ)
Joann Galpin	Friedman	Barclays Capital	Lisa Pilling	Steelcase, Inc (HQ)
Charles Gerace	Fuertes	Citigroup	Valerie Poggioli	HOK, Inc
	Galpin	Corning Incorporated	Thomas Polucci	KLG Advisors
	Gerace	Jones Lang LaSalle	Jose Ramirez	Kimball Office
			Brian Raynor	

Kevin Suki	Reed Reilly	Thomson Reuters
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Tara Mitchell	Roscoe	Ideal Interiors
Brian	Rosen	Callison Architects
Brian	Rothschild	Envirochrome Interiors
Steven	Rothschild	UGL Services (HQ)
Sam	Rotter	Jones Lang LaSalle
Carlos	Rouse	Project Risk Analytics LLC
Joseph	Ruiz	Weil Gotshal & Manges LLP
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Kimberly	Ryan	Cushman & Wakefield, Inc
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Taylor	Schecterson	HiTouch Rentacrate
Annabel	Scheinman	Newmark Knight Frank (HQ)
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Ira	Schroeder	HOK
Wayne	Schuman	Studley, Inc.
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Maureen	Waters	Interior Move Consultants
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Claire	Whitehill Griffin	Jones Lang LaSalle
Darryl	Williams	HOK
George	Wilson	Citigroup
Jennifer	Wood	Lexington Corporate Properties Trust
David	Woodbury	a + i Architecture P.C.
Christine	Wyckoff	Sodexo, Inc
Arthur	Yu	Regus
Jessica	Yubas	Citigroup
Arthur	Zagorsky	RD Rice Construction, Inc.
Molly	Zinzi	Tarter Krinsky & Drogin LLP
Jordan	Zmijewski	Google (HQ)
		Mannington Commercial

EXPERT’S CORNER (Continued.)

Continues from page 1 — Expert Coner
The guts of a FASB Lease Accounting Changes

3. Amortize the right-of-use asset on a systematic basis that reflects the pattern of consumption of the expected future economic benefits.

Because the liability will need to be amortized over the lease term—like a mortgage loan—the annual interest expense is front-loaded. This requires lessees to report higher lease expenses in the earlier lease years.

Market Conditions To Determine ‘Significant Incentive’

The Boards recognize the near impossibility, administratively, of determining when it is “more likely than not” that an option will be exercised. The revised definition now reads:

“The lease term is the **non-cancellable period for which the lessee has contracted with the lessor** to lease the underlying asset, **together with any options to extend or terminate the lease when there is a significant economic incentive for an entity to exercise an option to extend the lease, or for an entity not to exercise an option to terminate the lease.**”

Therefore, at initial measurement and/or subsequent re-measurement, the determination of whether a “significant economic incentive” exists will include, among other factors, the economics of the option compared to current market conditions—as well as whether significant commercially advantageous terms exist.

Reassessment

Reassessment of the lease term would only occur when there is a substantial change in relevant factors that would impact whether a lessee would have, or no longer have, a “significant economic incentive” to exercise any options to extend or terminate the lease. A lessee should take contract-based, asset-based, and entity-based factors into consideration



when reassessing whether a “significant economic incentive” exists. These factors—when coupled with the tentative suggestion that in making this determination lessees should **not** consider changes in market rates after lease commencement—seems to suggest that the Boards are leaning toward a more subjective form of decision-making process. In other words, they may be relying on external forces—as well as internal business decisions—as opposed to a more objective approach whereby a “significant economic incentive” is measured by market forces and current pricing models (somewhat like valuing an “in the money” option).

In any event, this tentative modification to the ED would require a re-measurement of the asset/liability/income/expense in the first reporting period occurring after the “significant economic incentive” becomes apparent—notwithstanding that the lease required notice date has not yet arrived.

Separating Lease And Non-Lease Components

The Boards’ more definitive stance now dictates that an entity will have to identify, and separately account for, the lease and non-lease contract components. Lessees are instructed

to allocate payments as follows: if the purchase price of each component is observable, payments should be allocated on the basis of the relative purchase price of each distinct component. However, if purchase prices are not observable, all payments required by the contract should be accounted for as a lease.

The Boards have noted that—in consideration of the relevance of guidance in other projects such as revenue recognition—application guidance on how a lessee should determine what would constitute an observable price shall be provided.

When To Start: Inception Vs. Commencement

At what point should an entity begin measuring lease assets and liabilities? The Boards have tentatively proposed that both lessee and lessor should recognize assets and liabilities (and derecognize any corresponding assets and liabilities) using a discount rate calculated at the date of lease **commencement**. The lessee should use the discount rate the lessor charges the lessee—or the lessee should apply its own incremental borrowing rate.

Furthermore, the Boards aim to capture **Initial Direct Costs** (those costs directly attributable to negotiating and arranging a lease, that would not have been incurred but for the lease transaction) by requiring lessees to capitalize such costs. In other words, lessees would have to add them to the carrying amount of the leased asset.

Lessees with leases which, at the date of commencement, have a maximum possible term of 12 months or less (including the option to renew), need not recognize the lease asset or liability. The Boards have tentatively decided that these short-term lease payments should be recognized in profit or loss, on a straight-line basis over the lease term.

“Building Smarter” Workshop, Fundamentals & Benefits of BIM Technology



Insightful and Engaging Look at BIM Technology at “Building Smarter” Workshop

The Workshop committee held a well-received and informative workshop on BIM Technology on November 2nd at Gibson, Dunn & Crutcher LLP. Architects, engineers, interior designers, contractors and facility

managers attended the workshop, where Carl Galioto of HOK and Arash Yaghoubi of Structure Tone provided an in-depth look and case study presentation on the value of operating in a BIM environment. Members learned how the implementation and advanced use of Building Information Modeling (BIM) and emerging Integrated Project Delivery (IPD) methods help deliver projects better and faster than ever.

Sustainability for a Global Real Estate Portfolio

Sustainability and Strategy & Portfolio Planning Communities Teamed Up for Premier Joint Event

On November 3rd, the SPP and Sustainability communities joined forces to create a facilitated discussion among corporate real estate executives who are focused on the issues surrounding portfolio strategy and the development of sustainable initiatives, which are of paramount importance to the way corporations will operate in the 21st century and beyond. Speakers included corporate real estate executives from Deutsche Bank, Johnson Controls Inc., Siemens Industry, CA Technologies and AVON Products. The event



was a great success and we look forward to the events the two communities are planning for the near future.



(l to r) Chris Staal ,Thomason Reuters : Allen Nichols, Microsoft at the Atlanta Fall Summit receiving their MCR's



(l to r) Lisa Westerfield, Lee Kosmac, Debra Cole, Lauren Nanna , Mindy Williams at the rooftop bar of the W Hotel while attending the Atlanta Fall Summit

Global Summit Explores Social Dynamics

CoreNet Global's summit, held November 6-8 in Atlanta, focused on the theme of “Social Dynamics: Connectivity, Creativity + Relationships.” During the event, commercial real estate executives from around the country and the world discussed how global change is driving increased connectedness and interdependencies across cultures and continents, significantly impacting individuals, corporations and the CRE industry as a whole.

One of the highlights of the summit was “The Salute” event, an evening of decadent desserts and networking, during which graduates of the MCR and SLCR programs were recognized for their achievements.



(l to r) Marcus Rayner, Chapter President; Jim King at the Atlanta Fall summit



(l to r) Kevin Frankenberger, Marsh & McLennan and Lee Kosmac

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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 ONTO www.corenetglobalnyc.org**



ARTICLE SUBMISSIONS

If you are a CoreNet Global NYC Chapter member interested in submitting an announcement or an article on timely real estate industry issues, please contact Alexandra Goggin at agoggin@centurycarpet.net.

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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 and click on membership for in-depth information about member benefits and a membership application.