



Chicago
Chapter

Annual Report

+ 2013-2014 +

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Dan Ulbricht
Past President

Looking back at this past year and reflecting on the many accomplishments of our board, committees and members, it has been an honor and a privilege to lead such a remarkable organization.

No doubt our leaders are some of the most talented and dynamic people in our industry, and because of their hard work and dedication, the Chicago Chapter is truly “thriving.”

During our strategic planning session in early 2013, we set forth and established several goals and objectives with an underlying theme of ‘members matter.’ These goals included enhancing existing member engagement, providing invigorating/high-level educational programming, connecting local community and industry and instilling excellence through leadership while focusing on the future.

Let the results speak for themselves. 1) The board of directors is now shaped by 32% end users aligning the leadership of our chapter with the overall makeup of CoreNet Global membership. 2) Our monthly lunch programs have had record attendance and overall increased nearly 10%. 3) Membership of the chapter is at an all time high and continues to grow. We are proud to be one of the largest chapters in the world. 4) Communication continues to streamline information through various channels including this Annual Report, simplified website, regular e-blasts and social media. 5) Our learning committee pushes the boundaries with events hosted outside of Chicago while leveraging technology for distance learning. 6) Special events participation eclipsed years past all while providing even more events. 7) We continue to give back to the community through volunteer time as well as a monetary contribution of more than \$3500 to various charities. 8) Our Young Leaders make up 40% of the Board and continue to attract future leaders. 9) Of course, none of these accomplishments would be possible without the support of our sponsors.

It’s been fantastic to see the inherent effects that occur through involvement in the Chapter – CoreNet members, helping and working with other CoreNet members – and to hear about some of the measureable results that we have achieved by working together with the best in the business. Whether it’s finding that next career, providing service offerings that impact a corporation’s bottom line, or sharing best practices from peer to peer, CoreNet has been an amazing conduit for these outcomes. Involvement in the organization has helped to shape my career in many ways; I’ve learned so much professionally and personally gained several new friendships. With the new Board of Directors in place for 2014, I’m confident that the Chicago Chapter will continue to “thrive.”

Ann Mendelsohn
President

Welcome to 2014 CoreNet! I am thrilled to have been part of this organization for the past 9 years and I am honored to be selected as your chapter President for 2014.

I have always considered CoreNet as my second job as well as my second family. The relationships and opportunities that it has provided me over the years at the local, national and global level have been invaluable. The past 7 years on the board as chair of Membership, Secretary and President Elect has provided the tools to lead this organization. It is my fervent hope that I can pay back to CoreNet what I have gleaned from it. In the year to come, we will continue with the global mission of CoreNet: leadership, learning & career development.

The position of Membership Chair provided me with a platform that shaped the way that I look at the CoreNet community. It taught me that fulfilling the needs of the membership is the pinnacle to a successful chapter. It also taught me that not all members’ needs are the same.

In 2013, as President Elect, I participated in the annual Leadership Forum in CNG Global Headquarters in Atlanta with our CNG chapter leaders. The energy, enthusiasm and commitment that these chapter leaders possessed from around the world was inspirational. There have been several events, both local and national, which have truly inspired me: the inaugural 2013 REAL Awards and as well as the initial development of the Great Lake Regional Symposium, which is similar to the highly attended Eastern Symposium. On the national level, CNG offered the Leaders Edge Conference and the Women’s Conference which brought together some of the most senior level corporate real estate professionals, sharing best practices and lessons learned. Lastly, the focus on the End User roundtables was a tremendous success and one that will continue to grow in 2014.

CNG offers career professional development through the MCR / SLCR courses, continues to raise the profile and visibility of Corporate Real Estate as well as aligning the value of membership through the CNG communities. The opportunity to build relationships across many facets of corporate real estate is a key factor of CNG and the power of the network has worked for so many members over the course of their career.

We ARE the professional organization of choice for the midwest corporate real estate community and it is our goal to enhance your experience through chapter functions, pertinent learning experiences, access to relevant online topics and continue to provide you with best in class service. I am excited for 2014 and I hope that you are too!

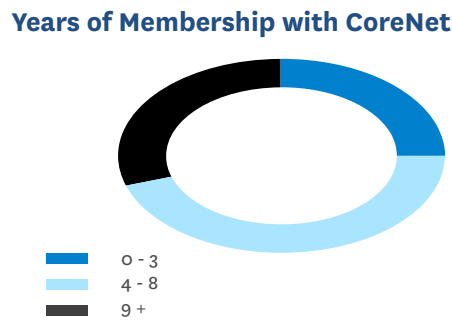
MISSION

To provide excellence in leadership, learning, best practices, and career development to corporate real estate professionals and value to our respective organizations.

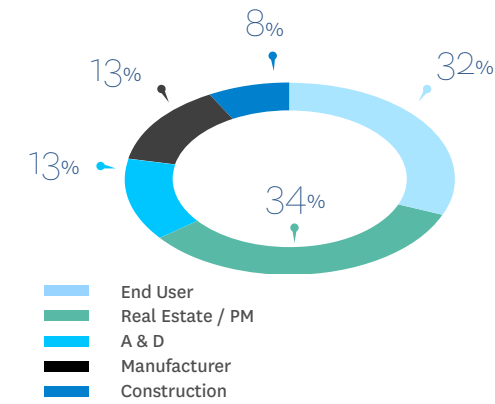
2014 Board of Directors

President	Ann Mendelsohn
President Elect	Neil Desai / Oracle America, Inc
Secretary	Martin Clarke / Northern Trust
Treasurer	Renae Bradshaw / Studley
Past President	Dan Ulbricht / Leopardo Companies, Inc
Chapter Counsel	Adam Meek / Brownfield Management Associates, LLC
Communications Chair	Diana Pisone / Ted Moudis Associates
Communications Co-Chair	Ali Stayer / DTZ
Community Reinvestment Chair	Jessup French / Allstate Insurance Companies
Community Reinvestment Co-Chair	Kelly Hackett / Cushman & Wakefield
Learning Chair	Keith Cade / Newmark Grubb Knight Frank
Learning Co-Chair	Janette Outlaw / OFS Brands
Membership Chair	Liz McCleary / ConopCo Project Management
Membership Co-Chair	Jonathan Bifro / Illinois Toolworks
Membership Co-Chair	Hannah McMinn / Mesirow Financial
Programs Chair	Margie Kurkowski / JLL
Programs Co-Chair	Jeri Moore
Programs Co-Chair	Tony Smaniotto / Colliers International
Special Events Chair	Jeannette Lenear / VOA
Special Events Co-Chair	Joel Zeid / Arthur J. Gallagher & Co
Sponsorship Chair	Lauren Bagull / Gunlocke
Sponsorship Co-Chair	Heather Fanelli / Henricksen
University Alliance	Bill Alexander / Harsco Corporation
Young Leaders Chair	Molly Ellingsen / VOA
Young Leaders Co-Chair	Jenna Bruce / REX Electric

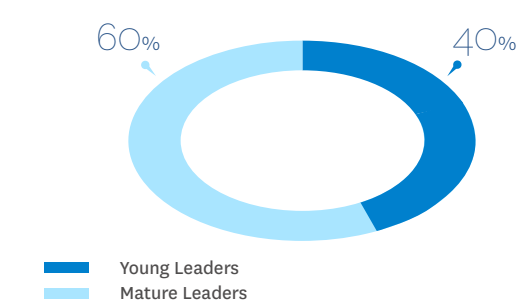
Breaking Down the Board



Corporate Make-Up of the Board



Age Make-Up of the Board



Global Reach of the Board:
Engagement, Learning & Programming

- As CoreNet Global’s membership is at an all-time high of over 8,500 members world-wide and Chicago has just reached the status of a Mega-Chapter (over 500 members), 2014 CNG hosted a Leadership Forum which was attended by representatives from the Chicago Chapter’s Executive Committee. Main take-aways for chapter best practices for success in the following areas:
- Elevate the status and value of corporate real estate professionals at the C-suite level
 - Expand the University Alliances program
 - Build engagement of young professionals

Development and Goals

- The 2014 Board of Directors met in January 2014 to reaffirm how we, as a chapter, will continue to Connect, Learn, Grow and Belong. The following goals, supported by various strategies, tactics & verifiable measurements will continue to lead us down a path which is connected to CoreNet Global as well as focused on the local membership.
- Increase engagement and enhance member experience
 - Provide stimulating and high level educational programming
 - Connect to local community, CoreNet Global and the industry at large
 - Exhibit leadership by instilling excellence and focusing on the future

Past Presidents Answer Questions:

What was it about CoreNet that made you feel impassioned to be part of the board?

It’s always been about how inclusive CNG is - I picked up on it the first luncheon I attended. This organization pretty much wrapped it’s arms around me from the beginning - it’s an organization that cares about and invests in its members. Chapter leaders (since 2005 when I started) have always been involved, with their finger on the pulse. Our board is proud of our accomplishments, but always looking to do things a little better than our predecessors and we bring everyone who is interested into the fold - as long as they’re willing to roll up their sleeves and do the heavy lifting too. This is very similar to my own company, it’s an approach I take with my teams when developing account strategies - it’s what I know, so I’m naturally drawn to it.

– Karla Simmons, Allsteel, 2010 - 2011

What has your experience with the global reach of CoreNet been?

Through CoreNet Global I have been privileged to connect my personal network with Young Leaders through senior leaders across North America and around the world.

– John Wichman, DTZ, 2012

What was it about CoreNet that made you feel impassioned to be part of the board?

The opportunity to work with many enthusiastic, skilled & engaged board members representing a cross section of the Chicago real estate community.

– Michelle Myer, Oracle, 2004–2005

STATEMENT

The rich fabric of membership is in part due to the diversity of its members. The mentor-mentee relationships are one of the hidden values.

Benefits & Costs of Membership

Within each corporate real estate role, certain other benefits will arise through active involvement. The list below highlights a few select benefits provided by membership in the Chicago Chapter

END USER
\$637 annually (if paid in January)

- Develop relationships with Corporate Real Estate End Users who face the same challenges you do
- Meet service providers and better understand industry offerings
- The Chicago Chapter holds quarterly and exclusive End User only roundtable forums, free to members, that allow End Users to discuss topics of the day amongst their peers. Participants include multinational corporations such as Aon, Allstate, AT&T, Mesirow Financial, Northern Trust, Oracle, and Walgreens to name a few.

SERVICE PROVIDER
\$779 annually (if paid in January)

- Develop relationships with Corporate Real Estate End Users and learn the challenges they face
- Develop partnerships with service providers in the market

YOUNG LEADER
YL End User \$211, YL Service Provider \$312, YL Economic Developer \$312 annually

- Develop relationships with fellow young leaders (aged 35 & under) who are at a similar point in their careers
- Develop your skill set and network to build your career

ECONOMIC DEVELOPMENT
\$779 annually (if paid in January)

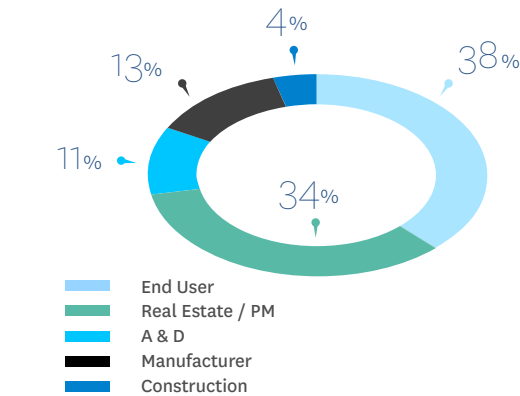
- Develop relationships with Corporate Real Estate End Users and service providers who are interested in expanding their portfolios
- Understand trends in the market

IN TRANSITION (50% discount from above note costs)

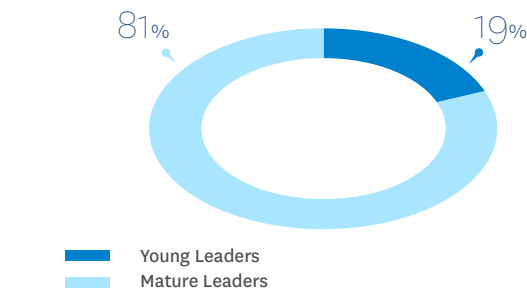
- Develop relationships with Corporate Real Estate End Users and Service Providers who may have exciting career opportunities
- Bolster your skill set and market understanding to make you more competitive

Breaking Down the Membership

Corporate Make-Up of the Chapter



Age Make-Up of the Chapter



Membership Appreciation

“CoreNet’s membership event was once again fantastic – the event is an entertaining and casual way to network with other CRE professionals while also learning more about the chapters, committees and special interest groups.”

– Paul Giannopoulos, Cresa Chicago

CoreNet Classic

“The CoreNet Golf Outing is a great time every year. It’s a low-pressure environment that people enjoy and provides a great opportunity to socialize and meet new people in Chicago’s real estate community... plus it’s one last chance to get on the golf course at the end of summer.”

– Nick Africano, Herman Miller

Holiday Party

“The CoreNet Holiday party is a wonderful event that allows you to reconnect with members and others after a hectic end of the year. It also helps kick off the new year with the opportunity to meet and network with new faces in Chicago real estate.”

Andrea Luburich,
Rasmussen, Inc. Chicago Office



Connectivity to Global

Another trio of successful events all followed this theme. In May, following the MCR classes which were hosted at the downtown Loyola campus, the Chicago Chapter Board of Directors hosted a happy hour & networking event at C-View.

The Chicago Chapter traveled to Milwaukee where Johnson Controls hosted MCR classes in downtown Milwaukee. The post-class time networking event included members from Northern Illinois and Southeast Wisconsin.

The Executive Committee hosted a happy hour after the Discovery Forum at Allstate.

Rosemont Event: Who’s your data?

IN ROSEMONT, IL

The 3 hour CEU which included valuable information was well attended. It was orchestrated to highlight the knowledge base of the guest speakers: Deborah Kuo with Exelon, Patricia Becker with JLL, Noah Shlaes Newmark Grubb Knight Frank who spoke about the latest concept of integrated workplace management systems (IWMS).

Guest speakers provided a presentation that was easy to understand and follow. The new foundations with the use of several different applications take all individually provided big data and crunch it, slice it, and dice along with your daily work and everyday living platforms into a format that is usable and user friendly.

Chapter Professionals who achieved their MCR & SLCR designation at the Las Vegas Summit

- MCR**
- Eileen O’Meats / Wells Fargo
 - Ed Eichler / Rockwell Collins
 - Kacie Bonjour / Wells Fargo
 - Marie Hockett / Diago
 - Mark Richards / Whirlpool Corporation
 - William Adjei / CBRE
 - Joseph Yozzi / DTZ

- SLCR**
- Charles Rickett / KPMG
 - Mirela Gabrovska / MBG Consulting



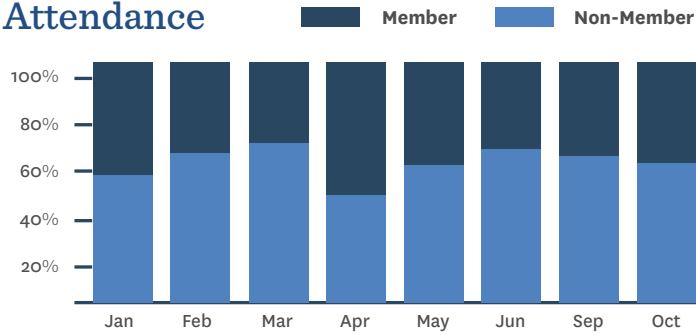
STATEMENT

It is the continued thought leadership that is brought to the selection of topics and speakers at the Executive Luncheon Series that makes this experience unique.

CEU

The Executive Luncheon Series provides the real estate professional the opportunity to earn continuing educational units while participating in fellowship and networking event.

Attendance



Subjects

- January 2013**
Economic Forecast
- February 2013**
The Next Economy: The Plan for Economic Growth and Jobs
- March 2013**
CRE Technology: The Good, The Bad & the Trendy
- April 2013**
GOOGLE: Workplace Strategies: and Maximizing Human Capital
- May 2013**
Lessons in Managing Change: An Interactive Workshop
- June 2013**
Microsoft Real Estate & Facilities: Global Service Integrator Model
- September 2013**
Tales from the Trenches: Around the World in 60 Minutes
- October 2013**
AWS: User Engagement: Throughout the Journey

Speakers

- Larry Barkley**
Barkley Advisory Group
- Dr. James Bohn, Ph.D**
Principal, ProAxlos
- David Craig, PhD**
Associate Principal, Workplace Strategy Leader, Cannon Design
- Simon Davis, SMD**
Business Integration Group
- Sidney Eli, Director, C&W**
Wellpoint
- Jim Hagy, JD**
Distinguished Adjunct Professor & Director of the Rooftops Project, New York Law School
- Phil Kirschner**
America’s Regional Lead, Smart Working Program, Credit Suisse
- Jim Laumann**
Director of Real Estate, Americas, Google, Inc.
- Scott Long**
Sr. Director of Operations, CBRE
- Rick Mattoon**
Federal Reserve Bank of Chicago
- Patrick McDonald**
Program Manager Global Infrastructure, Real Estate and Facilities, Microsoft
- Eric Olson**
Deputy Director, World Business Chicago
- William Strauss**
Federal Reserve Bank of Chicago
- Dennis Vicchiarelli**
Managing Director, World Business Chicago



PURPOSE

The Real Estate and Leadership (REAL) Awards gala is a vital program to advance CoreNet Global’s (CNG) mission to recognize and celebrate the accomplishments of our members.

The Chicago Chapter aligned award criteria with CNG’s ‘new’ awards to synchronize recognition of our local membership in the following categories:

- **CORPORATE REAL ESTATE EXECUTIVE OF THE YEAR**
- **YOUNG LEADER OF YEAR**
- **SERVICE PROVIDER OF THE YEAR**
- **UNIVERSITY ALLIANCE SCHOLARSHIP**

The REAL Awards honored industry leaders who were current Members of the CNG Chicago Chapter and the presentation of our University Alliance Scholarship. Candidates for the three awards were judged by elite CNG leaders from across the globe. Members and guests learned about each of the award winners criteria achievements that exemplify the mission and vision of the CNG Chicago Chapter.

Goal

The REAL Awards demonstrated social responsibility by reinvesting the talents and resources of the CNG Chicago Chapter into two outstanding causes: the Walter and Connie Payton Foundation and our own Chapter University Alliance Scholarship. We asked attendees to bring a toy to support the 2013 Holiday Toy Drive efforts and a portion of the proceeds raised benefited the CNG Chicago Chapter University Alliance scholarship for outstanding achievement of a current student in a local higher education program.



Committee

Lauren Bagull	Leann Dockins	Renata Pasmanik
Renae Bradshaw	Jennifer Dryden	Sheila Sipes
Beth Brouwer	Chris Glatz	Tony Smaniotto
Jenna Bruce	Reva Hunigan	Dan Ulbricht
Martin Clarke	Ann Mendelsohn	John Wichman - Chair
Neil Desai	Michelle Myer	

Recap

Over 200 members and guests walked the purple carpet and joined in recognizing corporate real estate professionals who inspire, transform and drive progress. Our first annual REAL Awards Gala in Chicago was held on November 14, 2013 at the Palmer House Empire Room.

End User of the Year: **Richard Wagner**



Richard Wagner’s leadership during his more than 30 years in the corporate real estate industry has taken on many forms, including many years as an active and involved CoreNet Global volunteer. He has most recently demonstrated leadership and innovation through partnering with other AT&T corporate functions, specifically HR and IT, to form a strong framework for integrated workplace strategy. This collaboration is well understood but often difficult to implement in reality without a highly effective and capable leader such as Richard.

Service Provider of the Year: **Pat Turnbull**



Pat Turnbull’s volume and significance of her involvement clearly shows a level of leadership and passion for the industry that cannot be faked. Pat leads her organization while staying “hands on” in the engagement and delivery to clients, staying engaged in the work on a routine basis, and as such, driving invention and innovation. Pat plays a leadership role in both sustainable design, and in leveraging workplace strategy to motivate employees and drive productivity.

Young Leader of the Year: **Tim Moran**



Balancing volunteer leadership with professional accomplishment is critical in the early stages of a professional’s career. Tim Moran has demonstrated leadership both in volunteer Chapter activities, as well as in his professional role at Gensler. An innovator at heart, Tim regularly identifies and leads new opportunities and initiatives to make contributions, delivers tangible results, and actively seeks opportunities to mentor others. Tim displays the qualities of a well-rounded leader, showing character beyond the boundaries of the CoreNet Global mission.





Scholarship Recipient 2014: **Kristin Fernandes**



The University Alliances committee’s goal was to provide the student population focusing on real estate of local universities access to premier corporate real estate networking and to host informational events to help students prepare for a career in corporate real estate. The University Alliances partnered with universities to host panel discussions of local professionals in all areas of real estate brokerage, facilities, law, project management and design. Another major role the University Alliances provided was a \$5,000 dollar scholarship to the applicant best suited based on financial need, academic excellence and achievement. This year’s winner was Kristin Fernandes from the University of Chicago’s Booth School of Business.

School Supply Drive



For several years the chapter has been a key contributor to the Walter and Connie Payton Foundation. The organization’s mission is to take an active role in helping those less fortunate find stability while providing positive opportunities needed to live their lives with dignity and pride. In 2013 at the September luncheon over 20 backpacks filled with school supplies were collected along with over \$250 in cash donations. Later in the year at the REAL Awards a donation was made on behalf of the chapter in the amount of \$1,700.

Food Packaging



Over 20 local CoreNet members gathered to volunteer over 60 man hours in support of the Greater Chicago Food Depository. Over the past 3 years our chapter has supported this great organization and packed over 2,100 boxes of food for local families in need. In 2013 in one day we packed almost 18,000 cans of food and 750 cases of mixed fruit. Just last year GCFD provided 150,000 meals a day and CoreNet Chicago will continue to support until the day that NO 1GOES HUNGRY. In addition to packaging food, the left overs from our monthly luncheons are donated to Inspiration Café. Approximately 90 meals a month (900 meals a year) are generated by our chapter’s donation.

Winter Meet & Greet



The first event of its kind, the Meet and Greet event proved to be a success with attendance over 50 people. The event’s purpose was to provide prospective members a chance to mingle with current members and understand the benefits of CoreNet Chicago. Hosted by the Young leaders and held at Quartino’s attendees enjoyed drinks, appetizers and brief presentations and messages from current board members.

Spring Mentorship Event



Pulled from a selection of “Crain’s Chicago 40 Under 40,” the Mentorship program focused on a forum discussion with the following distinguished professionals:

- Charles Duncan**
*Vice President,
O’Hare Hub United Continental Holdings Inc*
- Robert Nathan**
*CEO/Founder
Load Delivered Logistics*
- Al Goldstein**
President, Pangea Properties

They shared their knowledge and lessons learned with the future of the industry

Summer Charity Event



Each year the Young Leaders organize a charity event in the form of a trivia game. In 2013 the YL’s raised over \$1,000 dollars to the winning team’s choice of charities. The event was held at Joe’s on Weed and was attended by over 65 members and non members. The classic trivia of Chicago topics was a true meeting of the minds.



Sponsors are the backbone of the Chicago Chapter of CoreNet Global. It is because of their support that we can offer so many diverse opportunities, such as programs, events, learning sessions and more.

NEW! Diamond Level	\$10,000	Platinum Level	\$5,000
<ul style="list-style-type: none">REAL Awards table of ten (10)<ul style="list-style-type: none">A featured sponsor of one (1) table of ten (10) seats for the REAL Awards to be held at a premier location in Chicago. The evening offers a fantastic opportunity to showcase your firm and its representatives to the corporate and commercial real estate industry.One (1) Early Summit registration for 2014 Fall SummitFour (4) complimentary admissions to the 2014 golf outing (one, foursome) including: lunch & dinner, signage at a golf hole, general outing signage, option for company representative at hole, logo recognition on all event marketing materials and recognition at dinner; includes additional lunch and dinner for four.Two complimentary admissions at each downtown luncheon programProminent signage (with company logo) at each Chapter eventChapter webpage recognition (with company logo)Chapter newsletter recognition (with company logo)		<ul style="list-style-type: none">Two (2) complimentary admissions at each downtown luncheon program\$100.00 discount on education patron table salesFour (4) complimentary admissions to the 2014 Golf Outing, including: lunch & dinner, signage at a golf hole, general outing signage, option for company representative at hole, logo recognition on all event marketing materials and recognition at dinner; includes additional lunch and dinner for two.\$500 credit towards a new or existing CNG membership (credit either covers a young leader membership entirely OR acts as a discount against a service provider membership)50% discount on REAL Awards table of tenProminent signage (with company logo) at each Chapter eventChapter webpage recognition (with company logo)Chapter newsletter recognition (with company logo)	
Gold Level	\$3,000	Silver Level	\$1,500
<ul style="list-style-type: none">One (1) complimentary admission at each downtown luncheon program\$50.00 discount on education patron table salesTwo (2) complimentary admissions to the 2014 Golf Outing, including: lunch & dinner, general outing signage, logo recognition on all event marketing materials and recognition at dinner.25% discount on REAL Awards table of ten\$200 credit towards a new or existing CNG membershipProminent signage (with company logo) at each Chapter eventChapter webpage recognition (with company logo)Chapter newsletter recognition (with company logo)		<ul style="list-style-type: none">One (1) complimentary admission for each downtown luncheon program2014 Golf Outing signage and recognition, advanced golf registration opportunity, company name on all event marketing materialsDiscount towards table purchase at REAL AwardsChapter Webpage recognition (name only)Company name listing at each Chapter event	

SELECT OPTION A OR B

End User Sponsor

\$1,000

End User members are those individuals with real estate or real estate related responsibilities. They are focused on the workplace or infrastructure management for public, private or governmental organizations. This organization utilizes or leases real estate for its own needs, rather than for investment, sale, or development. (Call for details.)



PREMIER
END-USER SPONSOR

END-USER SPONSOR

PLATINUM SPONSORS

GOLD SPONSORS

SILVER SPONSORS

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Clark, Duncan & Morris

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HiTouch Business Services

Hoosier Energy

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KJWW Engineering

Knoll

NELSON

Office Concepts

Reed Construction

Sonoma Construction

The Indy Partnership

Tinley Park Economic Development

Ware Malcomb

Wight & Company

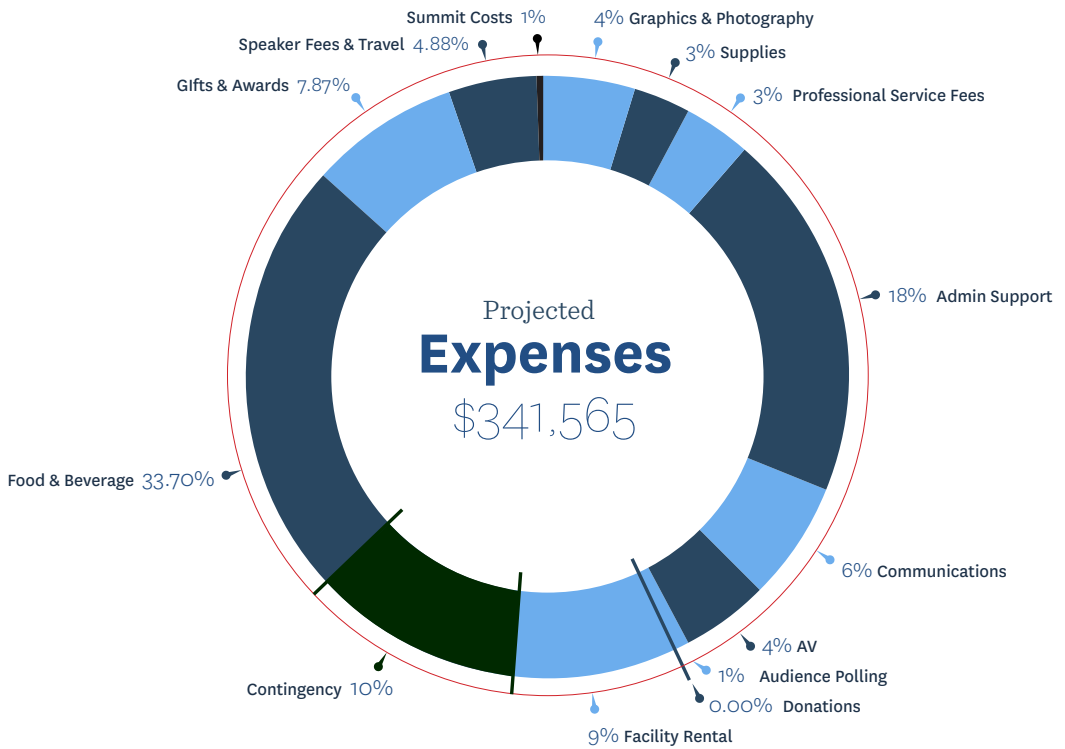
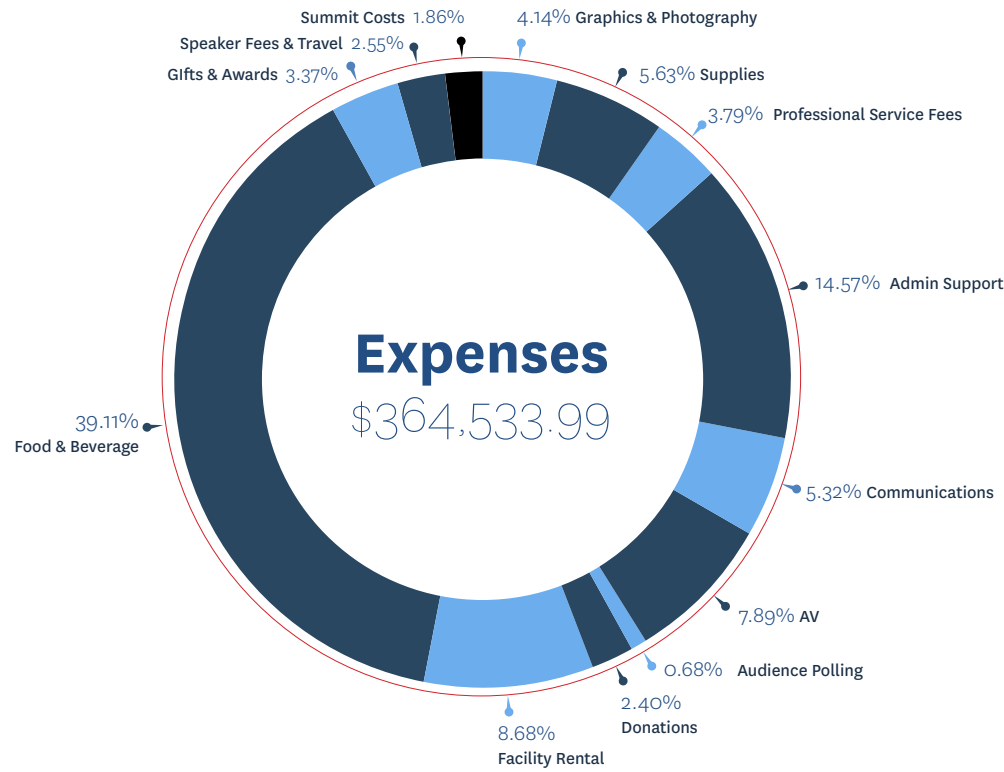
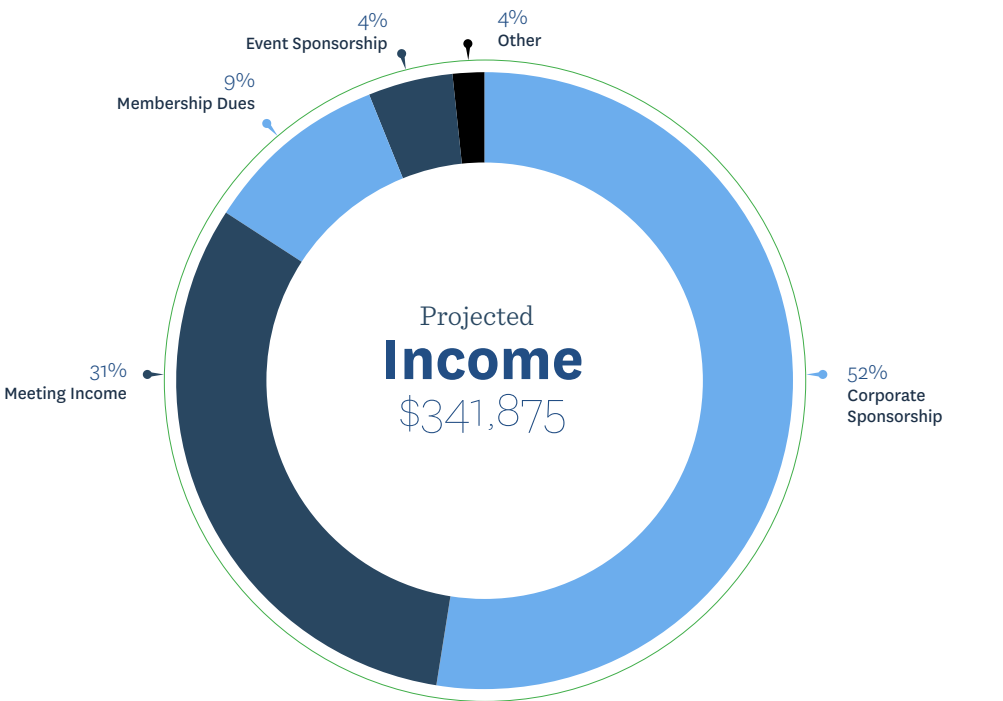
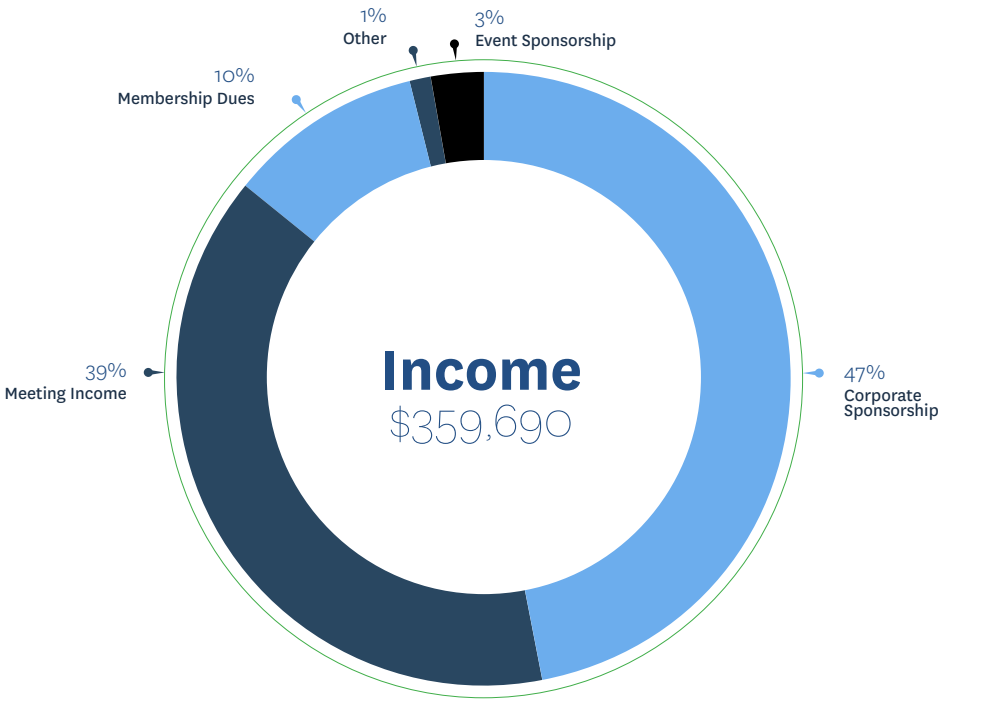
Sponsorship Appreciation Event

It's well worth attending (and one of the most well attended). The Sponsor Appreciation Event typically draws about 100 – 125 attendees, and it's a real mix from the industry. Sponsors, members and non-members attend as they see the value in the networking that takes place at the event. The more you get to know your industry peers (even competitors), the more you're entrenched in your network. We also tend to have a great venue, great food and of course, libations. We encourage everyone to attend.

2013 ▶

CoreNet Chicago is a financially vibrant chapter, focused on investing our funds to fulfill our value proposition to our members.

As the leading real estate organization in Chicago, the chapter provides many learning and networking opportunities. These programs are funded in part with local sponsorships of many leading organizations and include End User Roundtables, member-in-transition programs for professionals experiencing a career shift, and many professional development opportunities. Additionally, CoreNet Chicago gives back to our local community with time and financial support through our community reinvestment and scholarship programs. For 2013, CoreNet Chicago managed a balanced budget and utilized a modest amount of reserves to seed new events and programs in service to our members.



◀ 2014
projected

In Closing: *The Faces of CoreNet Chicago*



CoreNet Chicago

ATTN: Glatz Management Services
19244 S. Blackhawk Pkwy
Mokena, IL 60448
815.464.0105

Stay in touch:



Connect



Grow



Learn



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