

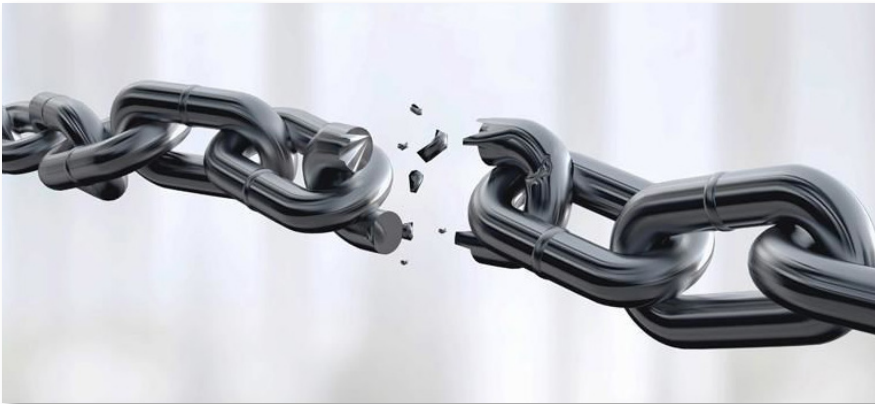


Supply Chain Disruption



By: Erin Costello
COFCO
Senior Account Executive

What a year it has been! Remember the good old days when we thought it would just be “two weeks” before we returned to business as usual? That was back when we thought nothing could ever be worse than March of 2020. And now, as 2021 winds down, we’re experiencing catastrophic supply chain disruption while not yet fully recovered from a global pandemic, with natural disasters and various national crises smattered into the mix. The severity of our currently reality leaves most of us wishing for that day back in March of 2020 when we thought things would just “go back to normal.”



Supply chain disruption has hit industries at different points in time, in many different ways, but it doesn’t seem to be leaving any industry unaffected. Several factors out of business leaders’ control, from short staffing to the inability to receive product from overseas, are contributing to this crisis and its effect on our industry has been particularly significant. At the forefront of the struggles are major profit loss and ballooning backlogs; however, I think the one thing being overlooked is the massive amount of time and effort our teams are dedicating to creativity, with very little immediate gain. It leaves us to wonder what long-term effect this will have on our teams.

The need to pivot became essential in 2020. We had to alter how we worked and think differently about designing where people worked. And now, as all signs point to a resurgence into the office, we must now be excessively conscious of what we design. The inability to procure our standard products means we must find alternate solutions to satisfy client demand, which extends the design process.

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Volunteer Spotlight

Catherine Swift
Sennett, Esq.

Partner -
Jackson Cross



Volunteer Position:

CoreNet Philly Board, Education Committee

Tell us a little about your role at Jackson

Cross: I am a licensed attorney and real estate broker and a partner at Jackson Cross Partners. Together with Lou Battagliese, I head up our Advisory Services Group. We have a cross functional team of attorneys, paralegals, accountants, and lease administrators that provide portfolio services for some of the largest companies around the globe. It is interesting to see how companies use their real estate data to run their business- it drives lots of decisions!

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Welcome New Members

Robert Brockman • Saint-Gobain

Timothy Burton • PCA

James Camp • IA Interior Architects

Tommy Choi • Greenwood CRE

Sean Edwards • Rittenhouse
Communications Group LLC

Eric John Enriquez • Megaworld Corporation

Renee Gervasi • Herman Miller

Christopher
Hartsfield • Amtrak

Corey Katzmann • Davis Construction

Jenna Marcolina • Vanguard Group, Inc

Trish Harrington
Michell • LF Driscoll
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Ray Milora • Cisco

George Neble • CrowdComfort

Rob Porter • King Energy

Membership

What Can CoreNet Mean for YOU?!!

The Greater Philadelphia Chapter is an essential forum to bring peer colleagues together from all real estate functions... from end users to service providers and economic developers. Being a member helps to create lasting, value-added relationships in a casual environment. We urge you to consider this opportunity to enhance your professional well-being through Connecting, Growing, Learning and Belonging! Join or renew your membership today!

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TIME TO RENEW? ▶



Executive Committee

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Letter from the President

Dear Fellow Chapter Members,

It was a busy summer for the Philadelphia Chapter as there were multiple opportunities to get together and network in well over a year. Our Summer Social was held on a perfect summer evening at Drexel Square in Schuylkill Yards, where everyone enjoyed the opportunity to mingle around the elliptical lawn. There was a tremendous turnout for our annual golf outing, back again at Philadelphia Cricket Club after a one year hiatus due to the pandemic. Congratulations to all those who participated! There was also the Co-Working Crawl hosted by the Young Leaders and University Relations committees where participants learned about some of the best co-working spaces in Philadelphia provided by Hana, Convene, and Bond Collective.

Event activity picks up again in September starting with an End User Dinner featuring Joey Fay of Quatrefoil Consulting as guest speaker. Our Community Reinvestment committee continues its long-term partnership with Philadelphia Outward Bound School in October by participating in Building Adventure 2021, where board members Gary Marx, Lea Ann Molineux, Audrey Fedele-Hartwell, and David Niles will repel from the 29th floor of Commerce Square to raise money for a great cause. October also brings our first ever Fall Social (at least I think it's the first ever!) to be held at the Philadelphia Navy Yard on October 27th. Additional events being planned include our next Coffee Break program sponsored by Spectrum and an in-person event focusing on the rapidly growing Life Sciences industry. More to come!

As I communicated previously, the Philadelphia Chapter will require all participants to be vaccinated to attend in-person events through the end of 2021 so please take that into consideration when registering. We continue to monitor guidelines provided by the CDC and local authorities and will communicate any further changes closer to events.

I'd also like to welcome three recent additions to our Board of Directors: Laura Miller from Brandywine Realty Trust, Peggy Kelly from Spectrum, and Diane Botson from Vanguard. I'm also pleased to announce John Bullen from Comcast has been elected Vice President/President-Elect and will serve on both the Board and Executive Committee. A key strength of our Chapter has always been the quality of our Board of Directors and these individuals will build upon that as we close out the year and enter what promises to be a dynamic 2022.

I can't express enough appreciation to our members and sponsors for continuing to support CoreNet in what has been a challenging period in our industry. We seem to take two steps forward and one step back but there's doubt we're going in the right direction as we battle through the pandemic. I encourage you to take advantage of all the resources within CoreNet Global to get the most of your affiliation with CoreNet.

And you know this is coming, we're on LinkedIn, Twitter, and Instagram so please give follow us to stay connected with the Philadelphia Chapter!

Regards,



A handwritten signature in black ink, appearing to read "David Kontra".

David Kontra, Children's Hospital of Philadelphia
President, CoreNet Global Philadelphia Chapter

Find Us on Social Media



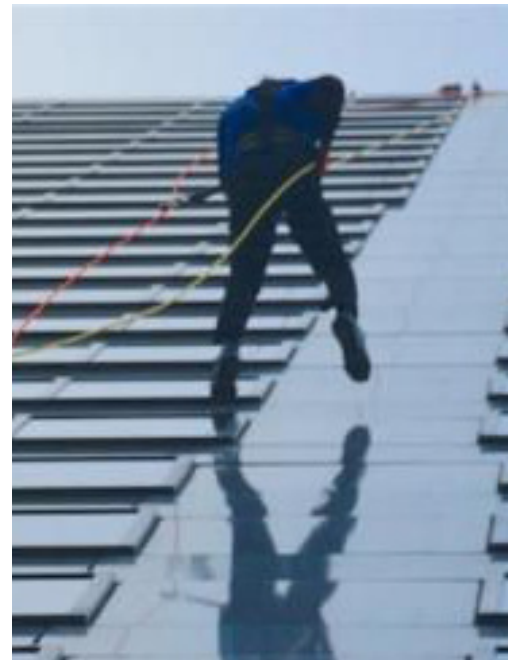
Philadelphia Outward Bound School Building Adventure

Test your mettle (and have a blast) rappelling down the 315-foot wall of One Commerce Square in Center City Philadelphia, all while supporting the Outward Bound experience to build character, inspire leadership and self-reliance, and encourage purposeful service for Philadelphia students.

CoreNet Global's Philadelphia Chapter will once again enter a team in the Building Adventure event to raise funds for the Philadelphia Outward Bound School and send a team of rappellers to participate in this year's rappel. We are seeking CoreNet members to join our team. No experience is needed. Physical and technical training not necessary.

Contact [Gary Marx](#) for questions and more information.

Please help us support Philadelphia Outward Bound School by making a contribution to the CoreNet team and sharing [our page](#). Every dollar we raise will advance Philadelphia Outward Bound School's great cause!



CoreNet Philly Fall Social

Don't miss your chance to enjoy the outdoors before winter is upon us. Join CoreNet Philadelphia for food, music, and networking at the 1st Annual Fall Social with PIDC at the Navy Yard.

Highlight your company at the Fall Social.

[View our event sponsorship opportunities here.](#)

COVID-19 Vaccination Required for Attendance



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ERS Virtual Recap

Like most organizations over the past 15 months, CoreNet had to call an audible on 2021's Eastern Regional Symposium, but the virtual version of everyone's favorite CoreNet event was a hit! We kicked off the day with the Young Leaders Forum, and followed that up with three General Sessions focusing on the City, Corporate, and Individuals perspectives of this year's theme: Reframe The Future. Some highlights included Drexel University President John Fry's keynote remarks, as well as moderated networking sessions to conclude the event. We can't wait to be back in person for the 2022 ERS at Drexel University in Philadelphia on June 13th-14th!

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Co-working Crawl Recap

This August our Young Leaders hosted a Philadelphia Co-Working Crawl! The group started with a tour at Hana by Industrious at 1818 Market Street, then walked over to Convene at 30 S.17th, and ended with terrace views at Bond Collective at 1617 JFK. Blvd.

Each space was kind enough to talk us through what each space offered; which ranged from traditional co-working spaces, build-to-suit opportunities, and event spaces for corporate meetings and events with a broad range of amenities.



Summer Social Recap

Thanks to everyone who attended this year's Summer Social at Drexel Square. It's safe to say that CoreNet Philadelphia's first in-person event was a huge success. Great venue, perfect weather, good food and drinks, and most of all – the company of all our industry peers appreciating what Philadelphia has to offer.

As always, a special thanks to our sponsors and members for making this possible. We look forward to more opportunities to reconnect and reengage. Stay tuned for updates on this year's (first ever) Fall Social...



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CoreNet/NAIOP Annual Golf Outing Recap

The 2021 CoreNet Philadelphia/NAIOP Golf Outing took place on July 26 at The Philadelphia Cricket Club with over 200 members and guests in attendance. Participants enjoyed an amazing day of golf on this beautiful course which included multiple skills contests, a golf clinic, and awards reception. Thank you to everyone that supported the outing.

Congratulations to our 2021 Golf Outing Winners!

Wissahickon Course

- 1st place Kyle Dolby
- 2nd place Dan Weinman
- 3rd place Nelson Martinez

Militia Hill Course

- 1st place Tim Kelly, Paul Rambo, Tim Conrey, Lewis Tonon
- 2nd place Jeff Miller, Zach Miller, John Piascik
- 3rd place Brian Stevens, Pat Reily, Christopher D'Erasmus, Jeffrey Engel

Closest to the Pin

- Wissahickon Nelson Martinez
- Militia Hill (Men) Rich Miedwig
- Militia Hill (Women) Kristin Worrell

A special thank you to our event sponsors

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Supply Chain Disruption *continued from page 1*

This, in tandem with labor shortages and other lingering effects of the pandemic, means that we are all working much longer and harder with less resources and less to show for it. The term burnout has been tossed around a lot in the past two years, but it's a real concern as unprecedented challenges, the most recent being supply chain disruption, continue to arise.

The best we can do as we navigate with these ever-evolving challenges is to continue to exercise creativity and the

willingness to pivot. The phrase "the only constant is change" has never been truer than it is right now. As we approach 2022, we should remain optimistic for stability, but should also accept the fact that "the new normal," might always include disruption and unexpected challenges. Equipping our teams with the right tools to handle those challenges, both personally and professionally, will be key to our industry's future success.

Volunteer Spotlight *continued from page 1*

How did you get involved with CoreNet? I became a member of CoreNet shortly after getting my broker's license in 2003. Coming from a legal background, I wanted to develop a network in the real estate industry and CoreNet was a great local resource for meeting people and connecting across different groups in real estate.

What do you like about CoreNet? I have enjoyed being on the Education Committee this year and helping to plan some of the events for the members. Over the years I attended many of the regional and national conferences and always came away with a new connection for business. And...have made many personal as well as business friends along the way.

Is there advice you would give to someone new in your industry? I recently had a call with someone who was asked: What is something that you would tell your younger self? We both laughed and said...network, network, network! It does not matter how you do it (LinkedIn, attending meetings, conferences, etc.). Just keep expanding your network of people and you will be amazed how many problems can be solved when you have someone to call! It is hard when you are younger and have a lot going on to take the time to connect with people, but it will be worth it down the road. Play the long game and network.

Call for Volunteers!



CoreNet Philadelphia is looking for eager volunteers! There are many ways to get involved such as helping a **committee**, presenting or organizing a webinar, writing an article for the newsletter, and more. Please **let us know** if you are interested!

NOTE: You must be a CoreNet member to volunteer for a committee.





Diversity & Inclusion Certificate Program

The CoreNet Global Diversity & Inclusion Certificate Program covers a broad range of diversity and inclusion topics through a series of seven webinar recordings. CoreNet Global is committed to doing all we can, using our collective power, to eliminate discrimination and promote equality in the workplace. Discrimination in any form – including due to race, skin color, national origin, gender, gender expression, sexual orientation, disability, religion, or age – must be erased in the places we live and work. [Click here](#) to learn more.

Don't Miss These Events!

October 22:
Philadelphia Outward Bound School Building Adventure

October 27:
Fall Social, Philadelphia Navy Yard

November 7-9:
Global Summit, Seattle

Visit the [events section](#) of the chapter website for more information and to register.

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