



Big Turnout for CoreNet/NAIOP Annual Golf Outing

On Monday September 10th the Philadelphia Chapter of CoreNet Global once again partnered with our friends at NAIOP for its annual golf outing. This year's event was held at the Green Valley Country Club in Lafayette Hill, PA where 112 golfers tested their skills on a gorgeous fall day and in the end all were winners.

The Green Valley greens crew and staff did an amazing job of keeping the course in great shape and the on course refreshments ice cold. Rumor has it that the last foursome, you know who you are, emptied out the beverage cart on their way to an eagle on the 18th.

After golf all were treated to drinks and a buffet dinner, as well as the award ceremony and raffle. Special thanks to our raffle prizes donated by Valley Forge Casino, Green Valley, UBER, Bala Engineering, and Kershner Office Furniture



and who can forget the club cleaning services from Servpro. Congratulations to the foursome winners as well as all of the prize hole winners. A special thank you to the over 20 sponsors that helped make this event possible. Lastly this

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Greater Philadelphia Chapter Announces 2013 Sponsorship Program

We are delighted to announce the 2013 Sponsorship Program, which begins January 1 and runs through December 31, 2013. It is structured to provide our Chapter Sponsors better value and recognition throughout the year.

There are four levels of sponsorship: Diamond, Gold, Silver and Bronze. The number of benefits increases as you move up in each level. Some of the benefits include: Free memberships, admission to exclusive events, free attendance at monthly programs, and more! Click [here](#) for more information or contact [Carolyn Swanson](#) with questions. The deadline to sign up is December 28, 2012 so don't delay!



Don't Miss These Events!

- Oct. 25: **Young Leader Program**
- Nov. 7: **Educational Program**
- Jan. 31: **Post Holiday Party**
- Mar. 20: **PECO Economic Forecast Breakfast**
- June 17-18: **Eastern Regional Symposium**

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

Letter from the President

Wow....here we are again, already into the last quarter of 2012. As the leaves get ready to turn (and my broken leg is almost healed), it's a great time to reflect on our recent accomplishments, and look to 2013. One area where we seek improvement is our number of end user members. Please make an effort to identify and bring out clients or colleagues to any of our events. Most of us likely started in CoreNet, because somebody invited us to a program or social event, and we found a comfortable place to interact and learn.

Our 2013 sponsorship program has been revamped and will be in full force from now until the end of the year. Visit the [website](#) to view the 2013 sponsor benefits or contact [Lisa Westerfield](#) who is enthusiastically leading this effort. In partnership with NAIOP, we had a very successful golf outing on a gorgeous mid-September day. Upcoming events include a Young Leaders educational event on October 25 at 5:30pm at Penn - all are welcome (even if you are over 30). On November 7 at 5 pm we have an educational event at the Market Place Design Center. On the horizon, is our post-holiday bash on January 31st at CFI in Philadelphia and we are pleased to announce that the 2013 Eastern Regional Symposium will be returning to Philadelphia! This year's event will be held June 17-18 at the University of Pennsylvania. Registration is now opened for end user members. Click [here](#) for more information or contact Philadelphia@corenetglobal.org.

Everybody have a successful Fall and I hope to see you at an event soon!

Best regards,



Gerald O'Brien

Vice President, Real Estate, Comcast Cable Communications
President, Greater Philadelphia Chapter, CoreNet Global



Executive Committee Greater Philadelphia Chapter

President: **Jerry O'Brien** • Comcast Cable

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Summer Events Have Overwhelming Chapter Support

Summer White Party



Kayce Blanford; Stacie Ciancarelli, and Judy Ginieczki all with KlingStubbins.

Thanks to all who made it to the July 26th White Party at Waterworks. WOW... what a superb, first class event! There were approximately 130 attendees, which is off the charts. A big, loud WELL DONE to our Special Events Committee Chairs – Kim Williams and Ed Piscopo for their vision and execution of the event, along with Carolyn Swanson our Chapter Administrator. Thanks as well to our generous event sponsors:

- Newmark Knight Frank Smith Mack
- Herman Miller/Spectrum
- The Sullivan Company
- KlingStubbins
- CFI – The Knoll Source

Hopefully this will be an annual event that brings everybody out to enjoy the beautiful setting and fun dress. There was great energy in



Willis Elliman with Newmark Grubb Knight Frank; Irene Sosnowski with CIGNA; and Bob Clements with Newmark Grubb Knight Frank.

the crowd as I think people enjoyed getting out to network in what is normally the dead of summer. The energy went into overdrive when the storm arrived – adding a very exciting and unexpected twist to the festivities. The move to the inside bar area certainly demonstrated what a close knit group we have and the resiliency to not let a good party be deterred by a ‘little’ storm. Click [here](#) to view the event slideshow

Campbell Soup Company: Reinventing its Headquarters Partnering for a Stronger Community



The July 12 educational program, hosted by the Campbell Soup Company in Camden, NJ, was organized by the CoreNet Global Greater Philadelphia Chapter and included participation from both the Mid-Atlantic and New Jersey Chapters. The event brought in more than 100 registrants and was divided into four program segments including the Camden turn around; the process to transform the headquarters; Campbell's long history of working with the City and continued commitment to the area; and a tour of the headquarters. The event was capped off with networking in the Campbell Café. We would like to thank the Campbell Company along with all of the individuals who gave their time to help organize and participate in the event. If you would like to read more about the event, click [here](#) for the full recap.



2013 Eastern Regional Symposium Returns to Philadelphia



The Greater Philadelphia chapter is pleased to announce that the [2013 Eastern Regional Symposium](#) has been scheduled for June 17-18, 2013 at the University of Pennsylvania! The program will explore issues important to those in corporate real estate. The 2013 event offers something for everyone... there will be several tours around Philadelphia, great educational sessions, fun social events and more. This event is brought to you by the following CoreNet Global Chapters: Philadelphia; New Jersey; Connecticut/Westchester; Long Island; Mid-Atlantic; New England; and New York City.

Sponsorship Opportunities are Available! Please contact [Carolyn Swanson](#), ERS Administrator, for more information.

The Eastern Regional Symposium is a members-only event.

University Real Estate Educational Seminar

Join the Young Leaders of CoreNet's Greater Philadelphia Chapter on October 25th for a look at current real estate issues facing the university community. Moderator Peter Larkin, Executive Vice President and national leader of CBRE's Public Institutions and Education Solution Team, will be joined by expert panelists from the real estate departments at several prominent area universities including Paul Sehnert with the University of Pennsylvania and Rita LaRue, MS, CASP with Drexel Business Services at Drexel University. Following the presentation, you are invited to the City Tap House for complimentary hors d'oeuvres, cash bar and networking.

When: Thursday, October 25, 2012

Time: 5:30 - 7:30pm

Where: University of Pennsylvania
Real Estate Department
The Left Bank Apartments (lower level),
3101 Walnut St., Philadelphia, PA 19104

Fee: Member/\$10, Non-Member/ \$20

Registration: Click [here](#) to register

Special thanks to
our event sponsors:



Shifting Work Strategies at GlaxoSmithKline

This presentation will take a close look at GlaxoSmithKline's strategic decision to relocate outside Center City. Attendees will hear from Nelson Morales, Global Design and Change Management with GlaxoSmithKline and John Campbell, Principal with Francis Cauffman as they discuss why the company decided to relocate, how they created a new workplace and the change impacts to their people. Light refreshments will be served.

When: November 7, 2012

Time: 5:00 - 8:00pm

Where: Marketplace Design Center
24th and Market Street,
Philadelphia, PA

Cost: \$35/Members and \$70/
Non-Members

Registration: Click [here](#) to register

event would not be the success it is without the support of the volunteers from CoreNet and NAIOP. Click [here](#) to view pictures from the event.

MARK YOUR CALENDARS... We hope to see you all again next year, Monday September 16, 2013 at Green Valley Country Club, for another fun day of golf, networking and fun!



CoreNet/NAIOP Annual Golf Outing Sponsors



Congratulations to Our Raffle Winners!

Valley Forge Casino Weekend Getaway –
Lino DiMartino, EMCOR Services/Fluidics

Golf foursome at Green Valley –
Joan Scott, D2 Solutions

Golf foursome at Green Valley –
Marc Policarpo, Binswanger

Task chair – **David Fahey, Binswanger**

UBER Gift Certificate –
Kevin Cook, Turner Construction

UBER Gift Certificate –
Yvonne Pellegrini, Tandus Flooring

Bala Engineering Golf Shirts –
Lisa Westerfield, Structure Tone



Save the Date!

Greater Philadelphia's Post Holiday Party

Toast the New Year with friends and colleagues at the CoreNet Global Greater Philadelphia's Post Holiday Party! Plan to join us on the evening of January 31st at the CFI headquarters in Philadelphia. Event details are still in the works, but you won't want to miss out on the festivities! Check the [website](#) for more information coming soon.

"Tell Us Your Story"

Opportunity to feature you,
your team or your company.

We are looking for articles focused on what's relevant in today's corporate real estate landscape. Article topics can focus on industry best practices, current trends, technology, etc. Articles may be published in an upcoming issue of the CoreNet Philadelphia Chapter newsletter. If you would like to draft an article or have an idea for a good topic, please [let us](#) know!

Welcome New Members

Lisa Baxter • Dollar General

David Beal • Hart Corporation

Deanna Betancourth • BlackRock

Russell Clayton • Johnson & Johnson

Erin Costello • Cofco Office Furnishings

Benjamin Humphreys • BlackRock

Kevin Humphreys • ARAMARK

Michael McCurdy • Jones Lang LaSalle

George Nutty • Knoll

Laura Prickitt • Blackney Hayes Architects



NEWS

Fall 2012

Thanks to Our Sponsors

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Bronze:

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The Harman Group

PPL

Stradley Ronon