



Chapter Kicks Off the New Year with a Bang

On January 31st the CoreNet Philadelphia Chapter held their annual Post Holiday Party at Corporate Facilities headquarters. More than 160 guests enjoyed music from the David Brody Trio, along with great food and drink while catching up with old acquaintances and forging new friendships. Special thanks to our raffle sponsors, Advanced AV, Spectrum – A Herman Miller Company, and CFI/Knoll, who donated valuable prizes, as well as Uber, who sponsored complimentary rides to and from the event. “Father” Jerry O’Brien gave a special thanks



*Tanya Ogden with Tandus Flooring,
Alex Bord with Comcast Cable, and
Yvonne Pellegrini with Tandus Flooring*



*Steve Cox with CFI, Mary Leyden with CFI, Larry Segal with CFI,
and Josh Smargiassi with Boomerang USA*

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LAS VEGAS 2013



#CNCLasVegas

CoreNet Global North American Summit

21-23 October 2013

Call for Proposals: Deadline is March 7, 2013

The purpose of the Call for Proposals is to provide an opportunity for you to submit ideas for innovative breakout sessions at the Global Summit. Featured breakout sessions will be comprised of leading edge content, interactive formats, and highly knowledgeable, engaging speakers. CoreNet Global members and the wider corporate real estate community are encouraged to submit a proposal for consideration by March 7, 2013. Click [here](#) for a listing of the Summit Tracks and details on how to submit a proposal.

Don't Miss These Events!

- Mar. 20: **PECO Economic Forecast Breakfast**
- Apr. 5: **Happy Hour/Phillies Home Opener**
- June 17-18: **Eastern Regional Symposium**
- July 18: **2nd Annual Summer White Party**
- Sept. 16: **CoreNet/NAIOP Golf Outing**

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

Letter from the President

Welcome to 2013 and what will hopefully be a great year for everyone. The stock market has come roaring back, and hopefully that will fuel employment growth throughout the region leading to a healthy real estate industry.

Thanks to all for their efforts in making 2012 a great year for the chapter. We put the chapter on solid financial footing. Membership remained steady at 140 members. Sponsorship grew with the support of both longtime supporters and some new firms. Our events were well attended with timely topics and of course we mixed in fun at our New Year and Summer parties. We have slimmed down our Board from 24 to 16 members. Our committees have remained the same; however we are now running most of the committees with one chair. This is an attempt to simplify and streamline our operations.

Highlights for 2013:

- Increase membership, in particular identify and recruit more end user members
- Revamped sponsorship program to include tangible benefits
- Hold about a dozen events – the usual mix of education, social, and networking
- The Eastern Regional Symposium returns to Philly at UPenn on June 17 and 18

I hope you were able to join us at our 2013 Post Holiday Party at CFI. It was a great way to start the year with more than 160 members and guests in attendance. If you weren't able to attend, we hope to see you at another event soon.

Much success in 2013 and thanks again for everyone's support!

Best regards,

Gerald O'Brien

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




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Chapter

NEWS

Winter 2013

Executive Committee Greater Philadelphia Chapter

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

Executive Vice President: **Gerry Guidice** • TD Bank

Secretary: **Irene Sosnowski** • CIGNA

Treasurer: **Janet Welsko** • Herman Miller

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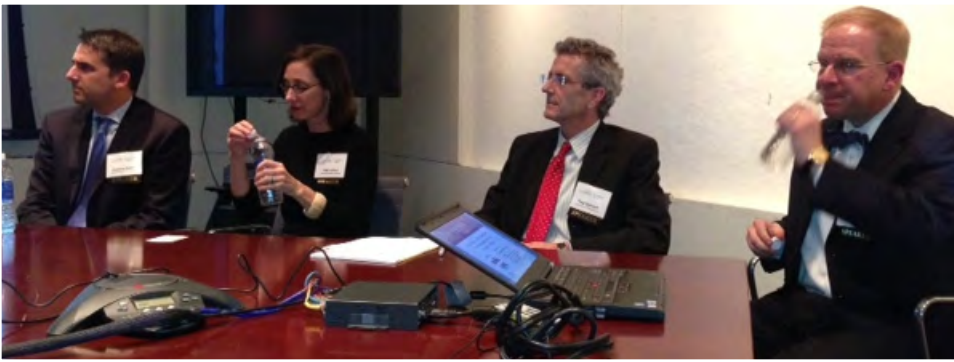
Attendees Get Insider Look at GlaxoSmithKline Relocation Strategy



On November 7, approximately 55 members and guests gathered at the Marketplace Design Center in Philadelphia for a look at GlaxoSmithKline's strategic decision to relocate outside Center City. Attendees heard from Nelson Morales, Global Design and Change Management with GlaxoSmithKline, Suki Reilly, CEO of MovePlan Group USA and John Campbell, Principal with Francis Cauffman as they discussed why the company decided to relocate, how they created a new workplace and the change impacts to their people.

Industry Experts Examine Philadelphia's Real Estate Issues

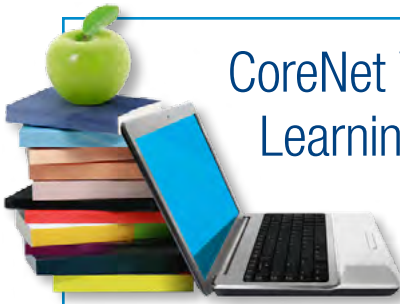
Chapter Members gathered on December 13 to take a look at current real estate issues within Philadelphia. The panel of experts was moderated by Dan Dolsen, Managing Director for CBRE's Healthcare Services Group and included the following panelists:



Paul Schnert with University of Pennsylvania;
Rita LaRue with Drexel Business Services;
Andrew Bush with Cooper University Hospital;
and **Jeffrey O'Neill** with University of Pennsylvania Health System.
They examined University Real Estate vs. Health Care Center Real Estate and discussed the challenges to universities and health care centers around rapid real estate expansion in Philadelphia. Following the presentation, attendees were invited to the nearby Wine Bar for complimentary hors d'oeuvres, cash bar and networking.



Attendees also helped to make children's holidays a little brighter by donating a toy. The toys collected were given to our 'Meds' panelists from Penn and Cooper Hospitals, who delivered them to sick children at their respective Pediatrics Departments.



CoreNet Virtual Learning Program

You are cordially invited to attend the CoreNet Global 2013 Winter Virtual Learning

Program. The Future of Design and Construction Efficiency – Use of Lean Principles in the Design, Engineering and Construction process, taking waste out of the delivery of Capital Projects. This session will present actual project case studies on BIM and IPD Delivery systems, how Lean and BIM were used to enable improved workflows across the integrated team as well as sharing of Owner Metrics on project successes.

Panelists:

John R. Patelski, P.E., LEED AP, Executive Vice President, Ghafari Associates

Robert Mauck, A.I.A., P.E., Vice President, Virtual Design & Construction, Ghafari Associates

Digby Christian, Regional Manager, Sutter Health – Facility Planning & Development

This webinar is produced and hosted by CoreNet Global's Young Leader SIG and Industrial/Manufacturing Knowledge Community. No Need to RSVP!

Event Details:

Date: February 27, 2013 • Time: 12:00pm

Call-in Toll Free Number: 1(866) 520-9093 (US)

Conference Code: 313 747 3491

Global Call-In Numbers: Click here to download

Interested in sharing your own expertise or ideas with 100+ other CoreNet members around the globe? Host your very own VLP. If interested, please contact Tricia Warrick for details

March 20th Educational Event: PECO Economic Forecast Breakfast

The past five years or so have been some of the most traumatic economic times our country has ever seen but 2012 proved to be the year where the “Light at the End of the Tunnel” became much brighter for the nation and particularly the greater Philadelphia region. Scores of new development in Center City, University City, North Broad and the Navy Yard continue to strengthen the region's core, while major developments at the refineries and ports as well as continued growth in the suburbs have made the outlying areas just as significant.

During the presentation our expert speakers will take a fresh look at our economy, real estate strategies, personal and business finance, and tell us what to expect in 2013 and beyond.

Speakers include:

- **Elizabeth Murphy**, VP of Governmental and External Affairs, PECO
- **Patricia Brennan**, President of Key Financial, Inc.
- **Sidney V. Smith, Jr.**, Managing Partner at Newmark Knight Frank Smith Mack
- **James Marple**, Senior Economist, TD Bank

When: Wednesday, March 20, 2013

Time: 7:30am – 10:00am

Where: PECO's Energy Hall (lower level), 2301 Market Street, Philadelphia, PA 19103

Fees: Member/\$30 and Non-Member/\$60

Registration: Click [here](#) for more information and to register



Save the Date for Phillies Home Opener

The Young Leaders committee would like to invite you to join them on Friday, April 5th for the Phillies Home Opener! The festivities will begin at 3pm with happy hour, followed by the game which begins at 4:05pm. This event is a great way to mix and mingle with peers while enjoying a fun night at the Skybox Lounge inside of Xfinity Live. You won't want to miss this event! More details coming soon, please check the [website](#) for updates.





The Greater Philadelphia chapter is pleased to welcome the 2013 Eastern Regional Symposium back to Philadelphia! The event is scheduled for June 17-18, 2013 at the University of Pennsylvania and will focus on the theme of “Resource Strategies for Resilient Corporate Real Estate Portfolios.” The educational sessions will focus on the new challenge to make cities and buildings resilient, sustainable, functional, vibrant, and attractive with ideas, tactics, and strategies to meet these challenges in a cost effective manner.



The ERS Planning Committee recently announced that Andrew Zolli, Executive Director and Curator of PopTech, will be the keynote speaker at the symposium’s Opening General Session, entitled “Resilience—Why Things Bounce Back.” Zolli is a big picture thinker at the intersection of trends, technology, strategy and innovation. His presentation will explore ‘resilience thinking’ and how it is starting to shape how urban planners in big cities think about updating antiquated infrastructure. His presentation also centers on how ‘resilience thinking’ can bolster people’s psychological and physiological capacity to deal with high-stress circumstances.

The 2013 Eastern Regional Symposium is a members-only event and 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, at cswanson@corenetglobal.org for more information.

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to the 2013 sponsors and outlined a list of must-attend events for 2013 including the Annual PECO Forecast Breakfast, Eastern Regional Symposium and White Party. The CoreNet Philadelphia events continue to attract the “Who’s Who” in Philadelphia commercial real estate and have become the premier events within the industry.



Nick Zammer with Aramark, Irene Sosnowski with CIGNA, and David Fahey with Binswanger



David Biondolillo with TD Bank, Laura Prickitt with Blackney Hayes Architects, Seth DeForest with CFI, and Tuong Huynh with L2 Partridge



Ed Piscopo with PECO, Chris Dyer with CBRE, and guest

"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

Jeanne Armstrong • Spectrum

James Egan • Newmark Grubb
Knight Frank

Sharen Leibowitz • TD Bank

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NEWS

Winter 2013

Thanks to Our Sponsors

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