



Building a Better Future

Donte Polimeni, Falkbuilt Marketing Manager, Falkbuilt Philadelphia

When choosing to open **Falkbuilt Philadelphia** in 2020, the decision for Branch Leader Peggy Kelly was simple – partnering with an innovative, seasoned manufacturer who is combining proven interior construction methods with next-gen tech to build ‘for the future’ work environments – a future for interior construction that’s not only better for people, but also better for the planet and who shares her vision for Sustainability, Diversity, Equity and Inclusion. With a focus on four-week lead times, innovation, great design, as well as sustainability and equity, the answer was clear and Falkbuilt Philadelphia was founded.



Falkbuilt has intentionally erected their main HQ offices in the middle of the factory floor, encouraging interaction between all “Falkers” and erasing any boundaries between office and factory employees. We are proud of this physical integration of employees if not only to promote a strong community of Falkers, but it also creates conversations, encourages brainstorming, and feeds innovation – a key component of our rapid success.

A key pillar for Falkbuilt and its foundation was to improve sustainability in the construction industry. About half the waste in North American landfills comes from construction sites. In conventional construction, trades cut materials to size on the jobsite and about 30% of the materials brought to site - including lumber and drywall - are thrown into construction

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Volunteer Spotlight

Brian Edmonds

Principal
Greenwood Commercial
Real Estate Group



Tell us a little about your role at Greenwood:
I lead the Philadelphia office of Greenwood CRE and am the firm broker for Pennsylvania, New Jersey, Delaware, and New York. I also serve as account manager for many of our local/regional corporate and institutional clients.

How did you get involved with CoreNet?
I go way back in our industry. During the first thirteen (13) years of my CRE career I was an End User heading up National Real Estate and Facilities for a Philadelphia based financial services firm. It was during that time that I was initially involved in the two organizations that merged to form CoreNet, IDRC and NACORE. My active involvement in CoreNet started about ten (10) years ago when my friend and fellow Penn State alum, Jerry O’Brien became Philadelphia Chapter President.

What do you like about CoreNet? There are some great people involved in CoreNet with whom I’ve developed long standing relationships with. Our current president, Lea Ann Molineux is one of them who I respect tremendously and am excited to support her Chapter leadership. Fundamentally, we are a networking group in CRE, which at the end of the day should lead to the establishment of significant business and personal relationships over time.

Is there advice you would give to someone new in your industry? Find a mentor, or mentors, in the CRE industry. While things are beginning to evolve, the commercial real estate industry is largely not taught in schools and is a “on the job training” profession.

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!



Executive Committee

Greater Philadelphia Chapter

President:

Lea Ann Molinuex • EVgo

Vice President/President-Elect:

John Bullen • Comcast

Treasurer:

Jay Joyce • Savills

Secretary:

Erin Costello • Cofco Office Furnishings

Past President:

David Kontra • CHOP

CoreNet Global

133 Peachtree Street, N.E., Suite 3000
Atlanta, GA 30303

Letter from the President

Dear CoreNet Members and Friends,

I hope you are all enjoying Spring as much as I am! At CoreNet, we have much to celebrate about Philadelphia's dynamic real estate market as we rebound from a Pandemic period that none of us will forget!

Amongst the tulips and daffodils in Rittenhouse Square, office workers are also popping back up for a new season, emerging as a sign of revival in Center City!

In Center City, Comcast has returned to office, and will no doubt set a wonderful tone for our CBD which has already been picking up utilization for months. And as we look West to see the sunset over the Schuylkill River, we see not only the life science real estate market that is unparalleled, but we see hope as the medical research in our city not only drives a strong economy here but saves lives globally. It will be memorable and joyful when our Chapter hosts the ERS in June with a special focus on the West Philadelphia Life Sciences marvel.

As a resident of Rittenhouse Square, I can assure you I'm doing my part to keep retail and restaurants booming! Our city is as vibrant as ever, like our industry, and events are back. I am delighted to report that we have an impressive lineup of Spring in-person opportunities that will keep you educated, connected, and having fun!

So far, the Chapter has enjoyed a roster of compelling events. The Supply Chain virtual education session brought together design, procurement, manufacturing, and end user representatives to take stock of the well-known supply chain and logistics challenges. It was noticeably clear from the discussion that, while we may now be managing the impacts to project schedules, when we are on the other side of this, there will be lessons learned and best practices refined for our industry. The Chapter also hosted a delightful end user dinner at Urban Farmer, where a guest speaker unpacked ESG and what it means in commercial real estate and to portfolio investors.

Of course, we are looking forward to the ERS, hosting in Philadelphia, this join and much more communication is to come. Details and registration information are found on the [ERS website](#).

Finally, mark your calendar for our Annual Golf Outing on July 25 at Philadelphia Cricket Club. The golf outing is one of our most popular events and is sure to sell out. Visit the [CoreNet Philadelphia website](#) to reserve your spot.



I look forward to seeing you all at these events to share a hug, elbow bumps, or friendly smile!

Best,

Lea Ann

President, CoreNet Global Philadelphia Chapter

Find Us on Social Media





As the host Chapter we will be hosting an End User Dinner, social events, guiding tours, and more! This is a unique and rare opportunity to connect with leaders and industry colleagues from far and wide, on our home turf. You will not want to miss the chance to network and continue your education. We are embarking on a transformative time in our industry and our city. As a chapter, I hope that you will all proudly represent our Chapter and our market and make our guests feel comfortable while they are in town and with a renewed appreciation for Philadelphia and all we have to offer!

Why Attend ERS?

- **End User Participation:** Discounted end user ticket pricing and highly selective registration parameters result in a high level of end user participation. The ERS attendance boasts approximately 50% end user member make up.
- **Emphasis on Professional Development:** The ERS is tightly focused on the theme selected by the Executive Committee and Learning Board, and is driven through a proven learning model that places a heavy emphasis on professional development.
- **Excellent Networking and Sponsorship Opportunities:** The ERS welcomes 400+ attendees – a larger critical mass than independent chapter events but small enough to facilitate interaction among participants.

- **University Partners & Environments:** ERS differentiates itself from the more traditional hotel setting and commercial event facilities by hosting our events at universities with highly regarded real estate programs and associated synergies. We are excited to return to a university environment in 2022 at Drexel University in Philadelphia.
- **Host Chapter Collaboration:** Cooperation and collaboration between the Host Committee, the ERS Executive Committee, and Learning Board makes each ERS unique in its perspective on a diverse range of topics effecting the current state of corporate real estate.

Register Here!

CORENET GLOBAL Philadelphia Chapter

NAIOP
COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION
GREATER PHILADELPHIA CHAPTER

JOIN US

CoreNet/NAIOP Annual Golf Outing
Monday, July 25, 2022
Philadelphia Cricket Club
Flourtown, PA

FOURSOME \$2,000 TWOSOME \$1,000 GOLF CLINIC \$300

Foursome & Twosome Tickets for either course (Wissahickon or Militia Hill) will be sold on a first come, first served basis.

TICKETS

PUTTING IT TOGETHER

2022 CORENET GLOBAL SUMMIT CHICAGO
NOVEMBER 1-3

Join us in Chicago this November for the CoreNet Global Summit | North America.

Stay relevant in the rapidly changing corporate real estate (CRE) profession. **The** CoreNet Global Summit is **THE** place for you to stay current on the latest trends and research while connecting with colleagues from all aspects of the profession.

Don't miss the must-attend (**and in person!**) event for CRE professionals. Check out all the [companies supporting this event](#).

**Early bird registration ends June 13th!
Register now and save!**

CoreNet Philadelphia Gives Back

The CoreNet Global Philadelphia Chapter's Community Reinvestment Committee organized an event on December 15th at Philabundance's Hunger Relief Center in South Philadelphia. This year was the chapter's eighth annual event supporting Philabundance, the region's largest hunger-relief organization.

Philabundance provides food to 90,000 individuals each week in the Delaware Valley. One in five people in the Philadelphia area faces hunger, of which 30 percent are children, and 16 percent are seniors.

CoreNet volunteers spent three hours packaging food products for distribution to neighborhood distribution programs and 350-member agencies including food pantries, shelters, and emergency kitchens in nine counties in Pennsylvania and New Jersey.



Surviving the Supply Chain Disruption



The CoreNet Philadelphia Virtual Supply Chain Event brought together design, procurement, manufacturing and end user representatives to take stock of our current supply chain and logistics challenges. It was very clear from the discussion that, while we may now be in a perfect storm of colliding project schedules and lead time issues, when these challenges are finally past us the impact of such a significant shift in priorities was going to reshape our supply chains and specification process. Two bright spots came out of this discussion. The first was a common agreement that transparency and a steering committee approach to addressing lead time issues was the best way to address the ripple effects that delays have on the entire team. The second was recognition that this current crisis has exposed some clear flaws in the way that we organize around a project and that we have the opportunity to take lessons learned and create a more resilient design and construction process from it.

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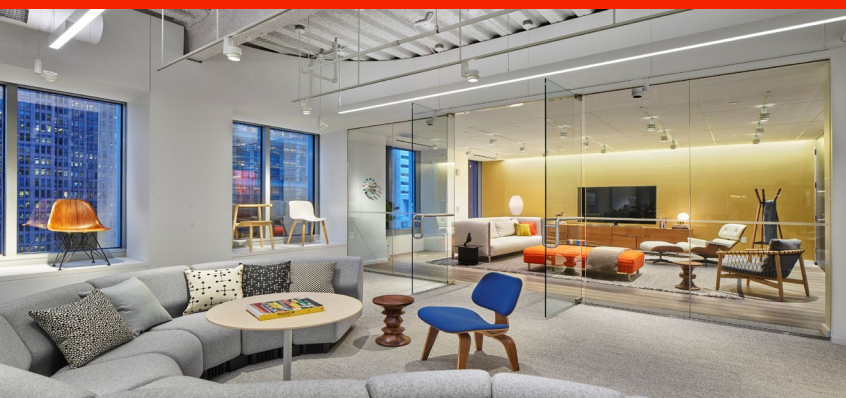


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Construction Group

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IA's PHILADELPHIA STUDIO

Celebrates 3 Years

Building a Better Future *continued from page 1*

bins that are hauled to the landfill. Falkbuilt avoids all of that by eliminating both waste onsite and emissions for haulage. Because their digital components are designed for disassembly, wall systems can be easily reconfigured onsite or recycled at the end of the lifecycle. In addition to avoiding the need for construction bins on job sites, Falkbuilt sends leftover 3D laminate for re-processing into garden hoses and actively searches for other waste diversion measures.

In continuing our desire for a more sustainable product and process, Falkbuilt's lean manufacturing processes reduce emissions. We have a compact 90,000 sq ft factory in Calgary and are building 30,000 sq ft micro factories in strategic locations around the world to reduce freight emissions and cost. With flat-packing digital components for shipping, freight is reduced by up to a third of other offsite construction manufacturers.

Falkbuilt procurement practices ensure new suppliers are extensively researched to fully understand their supply chains and sustainability practices. We use a number of local vendors for materials including

glass, aluminum, MDF, and graphics. The lifecycles of Falkbuilt's components are extended through their flexibility and durability and many of our components hold Environmental Product Declarations (EPDs) including our MDF, aluminum extrusions, and select powder coatings.

Over the course of 2021 we set several specific corporate sustainability goals – to further contribute to green building certifications such as LEED and WELL and sought every opportunity to improve our sustainability performance from practices in our workplace to products that arrive at yours.

We are committed every day to managing our impact on the planet because sustainability is at the core of everything we do. We are proud to implement this Falkbuilt brand into Philadelphia as we see the trend of construction and development extremely focused on sustainability and inclusiveness. Our brand is located at **Falkbuilt Philadelphia**, 1735 Market Street, Philadelphia PA 19103 and can be reached at (610) 233-4700. We are looking forward to building together a great community.

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.

DESIGN MATTERS

Image: The Westory, Washington, DC



ARCHITECTURE
ENGINEERING
INTERIOR DESIGN

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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!

June 13-14:
ERS, Drexel University

July 25:
CoreNet Philadelphia / NAIOP
Annual Golf Outing,
Philadelphia Cricket Club

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

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