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Chapter launches scholarship

The CoreNet Global Michigan Chapter is launching a \$2,000 scholarship program this fall for students pursuing studies in real-estate-related subjects. The scholarship will be open to students who enrolled in a full-time undergraduate or graduate course of study and are at least a sophomore, at a Michigan four-year college or university. Applicants will be required to write a short essay on a topic related to sustainability. The application will be available on our web site soon. Questions can be directed to Marilyn Nix, Grand Sakwa Properties, at mnix@grandsakwa.com.

Oct. 11 learning event Real estate deals' impact on financial statements

Learn how real estate transactions impact financial performance measures used by senior management, financial institutions, investors and shareholders at the Michigan Chapter's Oct. 11 Chapter Learning event, "Real Estate Transactions' Impact on Corporate Financial Statements," at the VisTaTech Center in Livonia. Presented by

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President's Message



John Erb

Over the summer, I had the opportunity to travel throughout Michigan and several nearby states. Besides a little rest and relaxation, I also had some time for some reflection. Throughout my journeys, it is clear to me that our neighboring states do not share our economic ills.

In June I headed out east and passed through Cleveland, Pittsburgh, and Philadelphia. All showed signs of growth, development, and vibrancy. It's no secret that those same words are not often associated with Michigan. It wasn't long ago that the story was different for these cities as well.

None of our neighboring states compare to Michigan in terms of beauty, recreational opportunities and natural resources. Michigan's Great Lakes provide abundant water, transportation means and international borders. You have to ask yourself, with all Michigan has to offer, why would a company choose to locate a manufacturing facility in Indiana or a neighboring state? Is it government incentives/or lack thereof? Is it long project approval times? Is it right-to-work issues? The questions are endless.

As real estate professionals, we are in many respects the gatekeeper for Michigan. We are on the front lines trying to convince our client or company to come to Michigan. What tools or opportunities do we need to be successful in Michigan? CoreNet Global is offering many exciting programs to provide the tools and hopefully answer some of these questions.

One company expanding in Michigan is Google. Please join us Sept. 13 as Matthew Neagle explains to us what brought Google to town, and what they will be working on. Our session on Nov. 8 focuses on a new "supergroup" called "One D: Transforming Regional Detroit," which unites six Detroit area groups in the quest to revitalize the region. These sessions and each monthly session will help fill your toolboxes with educational and networking opportunities. Oh yeah, we'll have some fun, too, with our popular building tours and social events.

COMING EVENTS:

Google • Sept. 13 • Fairlane Club • Dearborn

Federal Reserve Bank Tour • Oct. 17 • Detroit

MEDC & One D • Nov. 8 • VisTaTech • Livonia

Holiday Social • Dec. 13 • Maggiano's • Troy

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Golf outing raises \$30,000+ for Boys Hope Girls Hope

Comerica and CoreNet Global Michigan Chapter hosted another hugely successful golf outing benefiting Boys Hope Girls Hope on Monday, July 16.

The weather was perfect; Oakhurst Golf Course was beautiful and a capacity crowd of 132 golfers helped to make this the most successful golf outing ever.

At the end of the day, a check for \$30,455.89 was presented to Boys Hope Girls Hope – \$4,000.00 more than previous years – to help the nonprofit continue its outstanding work helping at-risk youngsters in the Detroit area. Boys Hope Girls Hope is in the process of opening another home to make a difference in the lives of more children, and CoreNet Global Michigan Chapter and Comerica are proud to be part of those efforts.



Comerica team: Martha DenBaas, Mark Fleming, Dave DenBaas and John Beran

Corporations supporting the outing included IBM; Comerica, Inc.; C.B. Richard Ellis; Jones Lang LaSalle; ABM Facility Services; ADT Security Services; Cityscape Architects, Inc.; Cornerstone Building Group; DHL; DTE, Dunn & Bradstreet; EKS EUKO Designs/Signs; Greektown Casinos; Herman Miller; Hewlett-Packard; Industrial Electric; Iron Mountain; Knoll; Midnight Golf; Office Depot; Omni Facility Services; PMV Technologies; Ricoh; RSP Architects, Ltd.; Standard Register; Steelcase, Inc.; Wolf Envelope Company and WorkSquared.

In addition to the funds donated to Boys Hope Girls Hope, \$5,000 was contributed to the Michigan Chapter's Learning Partnership Program of CoreNet Michigan, allowing the chapter to bring nationally known speakers and programs to the local members.



David DenBaas, CoreNet Michigan golf chair, presents \$30,455.89 check to Boys Hope Girls Hope Director Mary Walker



First-place team from Greektown Casino: Darwin Bacham, Donnell White, Brian White and A.J.

CoreNet Ambassador Program takes off

The Michigan Chapter Ambassador Program has assigned ambassadors to 30 new members since the program was reinstated last fall. Beginning with our September meeting, chapter ambassadors will have nametag ribbons, identifying them as ambassadors. We encourage all new members as well as guests to seek them out to find out more about the chapter, the symposiums or our membership.

Beginning in September, we will also have nametag ribbons for our new members. So if you spot a new member, go up and introduce yourself and make them feel welcome in our chapter!

The objective of the ambassador program is to more quickly assimilate new members into chapter participation by matching them with current, active members.

The program's benefits include:

- Providing new members the opportunity to capitalize on the benefits of active participation more quickly
- Creating a collaborative environment between members to enhance best practices within the organization

- Increasing participation in chapter and summit meetings
- Strengthen opportunities for networking

So far 17 established members of the chapter have become

ambassadors, including: Joanne Sisson, Kathy Banicki, Marilyn Nix, Steve Opper, Tom Smith, Fred Rifiat, John LaTessa, Mark Woods, Tim Kay, John Spearin, Debby Homic Hoge, John Erb, Mark Adams, Lee Utke, Michael Benham, Tony Dellicolli and Jamie Dingerman. Thank you all!

The role does not involve a great deal of time commitment. It does, however, provide new members with immediate exposure to the advantages our organization offers.

If you would like to become an ambassador or would like additional information, please contact Marilyn Nix, ambassador program chair at mnix@grandsakwa.com.

Save the date!
Jan. 10, 2008

**CoreNet Global
Michigan Economic Forecast
Speaker: Robert J. Kleine,
Michigan Treasurer**

**Inn at St. John's • Plymouth
joint with BOMA, CREW,
IFMA & SMPS**

Oct. 11

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top-rated CoreNet Global faculty member Todd Anderson, senior managing director of CB Richard Ellis' Global Corporate Services group, this course illustrates the importance of understanding a CFO's view of corporate real estate within the framework of financial reporting.

We've come a long way, baby!

On Sept. 13, 1922, Alfred P. Sloan, Jr., vice president of General Motors Corporation, sent a memo to the general managers, operating officers and directors advisory staff sections stating the condition of the corporation's real estate was a "very deplorable state of affairs." Among these, instances were found where GM occupied real estate that it did not own, and did own real estate but was unaware of it. Some taxes were paid on unowned property, while other taxes were in default. Mr. Sloan writes, "... the situation has been found to be anything but what it ought to be."

So, by way of that 1922 memo, two procedures were implemented: (1) before any property is purchased on behalf of the corporation, the papers shall be submitted to the real estate section advisory staff for approval, and (2) all sidetrack agreements with railroads in Detroit or New York must be submitted to the legal department before execution.

That must have gotten the corporation's attention, because in 1928, General Motors' executive committee decided a real estate group be established, owned and controlled by GM and called Argonaut Realty Corporation. However, Mr. Sloan (now president) wrote in the 1928 procedure manual, "It should be distinctly understood that it is not the purpose, in the formation of Argonaut Realty Corporation, to put GM into the real estate business. The fact that the corporation must own real estate and that it can be handled better in a separate organization - all things of the same kind in the same place - justifies the move. On the other hand, recognizing trends that may exist, it provides an effective agent to perform a service for the corporation's dealers and distributors where it is the desirable and constructive thing to do."

Well, Mr. Sloan, it's almost 80 years later and look where we are! Now known as General Motors Worldwide Real Estate, our mission is to support the corporation and business units in achieving their objectives, reducing structural costs and building community partnerships through effective real estate and economic development strategies. Today, GM Worldwide Real Estate has 47 employees located in 7 states and 9 countries. Together with our strategic alliance partners, our portfolio manages 406 million square feet, consisting of 359.9 million owned and 46.5 million leased in 56 countries and 735 cities globally.

Aside from acquisition and disposition of real estate, WRE provides other services to the corporation with easements and right-of-ways, entitlement and incentive negotiations with governmental units, redevelopment of sites and manages approximately 3,500 residential employee relocations globally. In addition, GM's commitment to economic development is a pillar of our corporate social responsibility and reflects our commitment toward improving the quality of life of GM communities.

We came from meager beginnings, in which the term "real estate" was limited to sales rooms, garages and service stations, and the only goal was to "straighten out the status of the corporation's real estate." Some of this may sound familiar to you, but with the influence of strategic alliance partners and the CoreNet Global organization, the corporate real estate industry is no longer in the shadows of the company, but a necessity to the organization's successes and even survival.

Mr. Sloan would be proud of all of us!

New member

Bill Madias, Omni Contract Services

Bill Madias, a new member of CoreNet Global Michigan, works for Omni Contract Services as vice president/director of operations. Omni Contract Services is a division of Omni Facility Services, which provides all types of "housekeeping" services and specialty services such as masonry repair, caulking, painting and parking deck remediation. Bill is currently working with Omni's Canadian Partner, Omni Facilities of Canada, to promote and expand Omni business on a global basis.

Bill has more than 30 years of experience in the facility services industry with special focus on environmental services, including background in hazardous waste transportation, asbestos abatement and special coatings applications. He first became interested in this service-oriented business through his father. Bill is a graduate of Eastern Michigan University, receiving a bachelor of science degree.

Bill joined CoreNet Global because of the high level of professionalism, emphasis on education and opportunities to network with other real estate professionals. He is excited to be a member and has taken on the responsibility of handling programs for the Michigan Chapter. Bill is married has two children and two grand children and resides in Plymouth. He is an avid golfer and reader and enjoys spending time at his cottage on Lake Michigan. Please welcome Bill to CoreNet Global Michigan Chapter.

New Michigan Chapter annual sponsorship program

Coming in September • Watch your mail for information!

For details, contact

Susan McDaniel – 313.442.1437 or smcdaniel@walbridge.com

Joanne Sisson – 586.834.3489 or jsisson@palmermoving.com

New Members

Jeff Bohn, *Business Development, Haworth, Inc.*

Robert Bowen, *Senior Project Manager, Turner Construction Co.*

Paul Brown, *Account Executive, Tandus*

Joel Burgess, *Vice President of Economic Development, Whittaker Associates*

Paula Edwards, *Site Lead, Herman Miller, Inc.*

Audrey Harvey, *Vice President Corporate Services, Blue Cross/Blue Shield of Michigan*

Leigh Howe, *Partner, Applied Marketing Services*

Daniel Hunter, *Division Manager, Oakland County Planning & Economic Development*

Ronald Gantner, *Senior Vice President, Jones Lang LaSalle*

Brian Kammaraad, *student*

Francis Kayden, *Portfolio Manager, The Dow Chemical Company*

David Kiwior, *Executive Vice President of Sales, Navigating Business Space*

Michael Lehmann, *Director Business Development, Johnson Controls, Inc.*

Bill Madias, *Senior VP/Director of Operations, Omni Contract Services*

Richard Maynard, *Manager of Special Projects Division, Turner Construction Co.*

Jim Meredith, *Principal, Gensler*

John Plotnik, *Vice President, Southwest Michigan First*

Joanie Reid, *Director, Work Place Knowledge Center*

Benjamin Smith, *Transaction Manager, Plante & Moran CRESA*

George Stathakis, *President, Stathakis*

James Turissini, *Vice President Business Development, Skanska Building, Inc.*

Timothy Walden, *Manager, Kahn Global Services, Inc.*

Upcoming events

Google • Sept. 13 • 11am – 1 pm

Learn how office design impacts Google's collaborative culture in Googler Matthew Neagle's virtual tour presentation of the company's Ann Arbor, Mich., and Mountain View, Calif., offices. Neagle will also discuss Google's AdWords program, to be managed from the Ann Arbor office. Held at Dearborn's Fairlane Club, the program includes lunch.

Sponsor: Steelcase

Federal Reserve Bank Tour • Oct. 17 • 11am – 1pm

Learn about and tour Detroit's Federal Reserve Bank branch, the first federal building designed and built incorporating all new security standards adopted as a result of 9/11.

Sponsor: tbd

2007-08 program schedule

DATE	TOPIC	LOCATION	TIME	SPONSOR
Sept. 13	Google - Matthew Neagle, Google	Fairlane Club, Dearborn	11 am - 1 pm	Steelcase
Oct. 11	Real estate transactions' impact on corporate financial statements (Chapter Learning session)	VisTaTech Center, Livonia	8 am - 4 pm	General Motors
Oct. 17	Federal Reserve Bank Tour - John Wisniewski	Detroit	11 am - 1 pm	tbd
Nov. 8	MEDC and One D – Jeff Mason, MEDC, and Richard Blouse, Detroit Regional Chamber	VisTaTech Center, Livonia	11 am - 1 pm	tbd
Nov. 15	Navigating real estate and facility needs at record speeds (Chapter Learning session)	VisTaTech Center, Livonia	8 am - noon	DTE
Dec. 13	Holiday social	Maggiano's, Troy	11 am - 2 pm	Omni Contract Services
Jan. 10	2008 Economic Forecast, joint meeting w/ BOMA, CREW, IFMA & SMPS – Robert Kleine, Michigan State Treasurer	Inn at St. John's, Plymouth	11 am - 2 pm	tbd

To register, contact Paula Arwady at paarwady@comcast.net or 248.377.0833 (fax) • www.corenetglobal.org/chapters/michigan