

## 2010/11 Board of Directors

*President*

**Jamie Dingeman**

CB Richard Ellis

*Executive Vice President*

**Bill Madias**

VHM Enterprise

*Secretary*

**Margaret St. Andre**

The Auto Club Group

*Treasurer*

**Ron Moran**

Ghafari Associates

*Vice President – Programs*

**Bob Bowen**

Turner Construction

*Vice President – Membership*

**David Eby**

Microsoft Corporation

*Vice president – Education*

**Kyle Hauberg**

Dkyema

*Vice President - Communication*

**Kathy Banicki**

Testing Engineers & Consultants

*Vice President – Sponsorships*

**Alan Okon**

Nudell Architects

*Vice President–Western Operations*

**Chuck King**

CKX Realty Ventures

*Immediate Past President*

**Debra Homic-Hoge**

General Motors, LLC

## Advisory Board

**David Arwady**

CB Richard Ellis

**Dan Dolsen**

CB Richard Ellis

**Jerry Neff**

CaREOR LLC

**Fred Rifat**

Harley Ellis Devereaux

**Joanne Sisson**

Palmer Commercial Services

**Arthur Steuer**

Ford Land (retired)

## Chapter Administrator

**Paula Arwady**

paarwady@comcast.net

V: 248.318.2588/F:248.377.0833

4840 North Adams Road - #150

Rochester, MI 48306

## PRESIDENT'S MESSAGE

These are hopeful times for all of us in Michigan. Summer is upon us and small signs have surfaced that our economic slide may soon be slowing.



Jamie Dingeman

The US Department of Labor released its latest stats on State Unemployment Rates and Michigan no longer holds the title of highest unemployment. That dubious distinction now belongs to the State of Nevada. The University of Michigan's Institute for Research on Labor, Employment and the Economy released its RSQE Michigan Forecast in May (<http://www.irlee.umich.edu/clmr/?page=outlook>) which states, "The economy flips from job losses to job gains at the beginning of 2011." Comerica's Michigan Economic Brief from April states that, "the state's economy should continue to

recover in the years ahead, producing gains in per capita income comparable to the nation." Finally, CBRE Econometric Advisors recently released its Summer 2010 office and industrial market briefs. Although the industrial report predicts continued declines in that sector, office employment is projected to grow into 2011. Collectively these reports indicate that we have better economic days in the near future. Lets hope that they are spot on, and the trend picks up momentum into 2011 and beyond!

On May 19<sup>th</sup> our Chapter held a Charity Casino Cruise on the Ovation Yacht. We navigated the Detroit River to absolutely spectacular weather, delightful fare, and great company. Everyone that I spoke with had a wonderful time and many left the boat with auction items, including signed sports memorabilia and nights on the town. Thanks so much to all of you that helped coordinate this wonderful event. If you missed the cruise, planning has already started for 2011 so please join us next year.

On July 12<sup>th</sup> we will be holding our annual golf outing with Comerica at beautiful Indianwood Golf and Country Club in Lake Orion. The charity beneficiary will again be Boys Hope Girls Hope. Foursomes are still available and this outing is always great fun for a great cause. We have also posted a schedule of future programs and education events for your review. These are excellent opportunities to network and learn, and we encourage you to attend! Additionally, many of us have discovered that the best way to maximize the CoreNet experience is to volunteer for a committee. We have openings and would love to see some new faces helping behind the scenes.

*Continued on page 4*

### COMING EVENTS:

**Golf Outing • Indianwood Country Club, Lake Orion • 7/12/10 9am**

**CoreNet Education Session • Masco Corporation, Taylor • 9/30/10**

### INSIDE:

#### *Sponsor Profile*

CB Richard Ellis ..... 2

#### *Member Profile*

Donna Inch ..... 3

Alternative Energy ..... 5

## Sponsor Profile

### CB Richard Ellis

By: Jamie Dingeman



CB Richard Ellis Group, Inc. (NYSE:CBG), a *Fortune* 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2009 revenue). The company has approximately 29,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 400 offices (excluding affiliates) worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking;

appraisal and valuation; development services; investment management; and research and consulting. CBRE has been named a *BusinessWeek* 50 "best in class" company for three years in a row. In 2009 CBRE generated over \$4 billion in revenue "

From a local perspective, CBRE's Metro Detroit office (located in Southfield, MI) is comprised of approximately 500 total employees, including 44 brokerage advisors. Professionals in the Metro Detroit office provide CBRE's full range of services for their clients.

#### History

The firm that is now CB Richard Ellis traces its roots to San Francisco in 1906. By the 1940s, that firm, which later became known as CB Commercial, grew to become one of the largest commercial real estate services companies in the western United States. In the 1960s and '70s,

the company went public and expanded both its service portfolio and geographic coverage to become a full-service provider with a growing presence throughout the United States.

The next major milestone occurred in 1989 when employees and others acquired the company's operations to form CB Commercial. Throughout the 1990s, CB Commercial moved aggressively to accelerate growth and cultivate global capabilities to meet client demands. The company acquired leading firms in investment management (Westmark Realty Advisors—now CB Richard Ellis Investors, 1995), mortgage banking (L.J. Melody & Company, 1996) and property and corporate facilities management, as well as capital markets and investment management (Koll Real Estate Services, 1997).

*Continued on page 5*

## Charity Casino Cruise Night

By: Alan Okon

On May 19, 2010 our CoreNet chapter held its annual charity benefit event. This year's event was quite different from past years. The benefit was held on the stunning, 3 level Ovation cruise ship, with a casino night theme. The cruise was a three-hour journey along the Detroit River. The Detroit Riverfront Conservancy benefited from this year's charity event. It was a beautiful warm sunny evening filled with delicious food and cocktails. The gambling included craps, roulette and blackjack tables. Live entertainment filled the top floor of the cruise, where guests could enjoy the sights of the riverfront. On the first level of the yacht, guests redeemed their casino tickets for chances to win one of many prizes including an overnight stay at a local hotel, rounds of golf, Tiger tickets, a signed Lion's football and other great give-aways. A special thank you goes out to all of the event sponsors and the hard work from the committee members. Plans are already beginning for next year's charity event. We hope to make next year as big of a success as this year's event was. If you are interested in joining the committee, contact Alan Okon at 248 -324-8800.



## Member Profile

### Donna Inch, Chairman and CEO, Ford Land



Donna Inch

Donna Inch is chairman and CEO of Ford Motor Land Development Corporation (Ford Land), the real estate arm and wholly owned subsidiary of Ford Motor Company.

Appointed to this position in January 2010, Inch has global responsibility for real estate, construction, facility services, and energy management for Ford Motor Company. Ford's real estate portfolio consists of manufacturing, research and development, distribution and office properties in more than 44 countries.

Inch previously served as finance director, Ford Customer Service Division, where she was responsible for financial analysis, budgeting, forecasting, long-range business planning and internal control, as well as, financial and operational responsibility for Global Warranty Administration. Inch joined Ford in 1978 as an industrial relations analyst. She has held a series of finance and management positions in Ford Customer Service Division, Marketing and Sales, Product Development, Powertrain and other automotive operations, including: manager, worldwide revenue; manager, North American pricing; and North American Marketing and Sales controller.

Born in Kansas City, Mo., Inch holds a bachelors and masters degree in business administration from Eastern Michigan University. She is the Finance Recruiting Champion for Ohio and Michigan State Universities and four southeastern Michigan schools (University of Michigan-Dearborn, Eastern Michigan University, Wayne State University, and Detroit Mercy College). Inch also serves as a member of the Eastern Michigan University College of Business Finance Advisory Board. She is actively involved in Ford's Employee Resource Groups, serving as the champion of Women in Finance and as a member of the Professional Women's Network executive board. Inch was recognized as one of the top women in finance in the November 2009 Treasury and Risk magazine.

She is married with two children and lives in Dearborn, Michigan. 🇺🇸

## CoreNet Comerica Golf Outing

### It's Golf Time!!!

By: Joanne Sisson



There is still time to register your team for the 2010 CoreNet/Comerica Golf outing, scheduled for July 12 at beautiful Indianwood Golf Course in Lake Orion - the course recently named to host the 2012 Senior Open.

This outing has raised more than \$100,000.00 for Boys Hope Girls Hope over the last few years, and is poised increase that amount this year.

Boys Hope Girls Hope, a national nonprofit was founded 25 years ago in Detroit to help at-risk children. Their mission is to break the cycle of poverty by helping academically capable and motivated children meet their full potential by providing them with a quality education through college.

Most of the children who join BHGH come from families overwhelmed by poverty for generations, living in neighborhoods plagued by abandoned homes and where gunfire is as common as children's laughter. *Continued on page 3*



## CORENET GLOBAL Michigan Chapter 2010/11 Annual Sponsors

### PALLADIUM

General Motors  
Omni  
Plante & Moran CRESA

### SILVER

B&L Landscaping  
CB Richard Ellis  
Dart Development  
Herman Miller  
Jones Lang LaSalle  
Title Source  
Turner Construction

### BRASS

Ghafari Associates  
Grubb & Ellis  
Nudell Architects  
Stathakis, Inc.

2010/2011 Sponsorship opportunities are now available

Contact Alan Okon: 248.324.8800 or aokon@jhn.com

## CoreNet Comerica Golf Outing Continued

Most homes have only one parent, or perhaps none – a grandmother, aunt or family friend may be raising the children.

It is not an overstatement to say that without the opportunities offered by BHGH, these children would be mired in poverty, at risk for dropping out of school, for a life of unemployment or underemployment – and for some, involvement in criminal activity. They know no other life and literally cannot imagine a world – or a future -- outside of their immediate surroundings. The goal of Boys Hope Girls Hope is to open children's eyes to their true potential – to give them a chance to dream -- and, most importantly, the resources they need to realize those dreams.

Children from all ethnic and religious backgrounds join the organization as early as age 10. Knowing that education is the key to success, BHGH makes sure the children have a first- rate middle school and high school education. And they underscore the importance of learning by calling all their children "scholars."

But education alone is not enough – the scholars have so many personal and family issues and need a range of support services to overcome those obstacles. Boys Hope Girls Hope differs from other organizations helping children because it serves the whole child with support tailored to individual needs. It offers not just scholarships, not just housing – but an all-encompassing, safe, loving environment that fosters personal development and leads to lifelong success. In addition to academic scholarships, all the children of Boys Hope Girls Hope benefit from psychological, medical and tutorial services; a strong program focus on developing a personal value system and a true commitment to their communities; and financial and emotional support through college. BHGH encourages scholars to set challenging goals for themselves and uses proven tactics to help them reach those goals.

The Boys Hope Girls Hope program works. Since 1991, 100 percent of their U.S. graduates have gone on to

college. Significantly, their college retention rate is 89–94 percent annually, compared to the national average of 66 percent. When you realize that saving one at-risk child saves society an estimated \$2.1 million and that each year of secondary education a child completes reduces the probability of public welfare dependence in adulthood by 35 percent – then the value of this program is clear.

Today BHGH supports 26 at-risk children -- 18 in grades 6-12 and eight in college. And by the fall they will be serving at least eight more.

To really understand the difference Boys Hope Girls Hope makes, consider two teenagers, Brittany and Brandon -- twins from highly unstable backgrounds. No mother or father was involved in their lives. Really, the only family they had, prior to joining BHGH in their early teens, was each other. Both were intelligent and hard working, but over time they took different paths. Despite the organization's best efforts, Brandon dropped out of BHGH, in part to search for his father. He moved down south to be with his dad, but with no diploma, he had few options and was just drifting. One night he gathered in a park with some other teenagers, a fight began, someone had a gun. Brandon, realizing the situation had grown dangerous, turned to leave. He was shot in the back and paralyzed from the neck down.

Brittany, who had graduated from BHGH and gone on to college, left school for a year to take care of her brother. Boys Hope Girls Hope was with both of them every step of the way. This past fall, a year after the shooting, Brandon died. In January Brittany returned to school and is on track to graduate in a couple of years. Brandon and Brittany -- two children of promise. For one, the difficult world he came from reclaimed him. For the other, the future is bright, thanks to her own determination, a fine education and the loving support of her Boys Hope Girls Hope family

Funding from the CoreNet/Comerica Annual Golf Outing helps the scholars of Boys Hope Girls Hope, including Brittany, with their educational expenses – helping all of them achieve their dreams. 🙏



## Alternative Energy & Energy Efficiency: Co- Tenants in Commercial Real Estate

By: **Paul Savage, CEO Nextek Power Systems, Inc.**

Detroit, MI - Building operators investigating on-site power generation – or Distributed Generation (DG) - quickly discover that energy efficiency measures need to come first for the economics to work. Imagine putting up solar panels only to use the precious output to operate inefficient incandescent light bulbs: it just doesn't make sense.

This logic is what's driving a new concept in power distribution and integration that is embodied in a growing family of products that take advantage of installing direct current (DC) microgrids in buildings. The benefit of putting DC circuits in buildings is simple to grasp on the one hand, but has astonishing implications on the other. It's a strategy that is improving the efficiency of building operation 24/7, while providing an additional boost to renewable DG and battery storage - and there are examples right here in Michigan.

Automation Alley's headquarters in Troy was the first site in the state to tie their solar PV to a grid-connected DC lighting system and battery back-up in 2006. That system was invented by Nextek Power Systems, Inc., a tenant at the NextEnergy Center in Detroit's TechTown, only a few blocks away from where Henry Ford became the largest automobile

manufacturer in the world at the Piquette Street plant. Since the Automation Alley installation, Nextek has teamed up with building products and services leaders Armstrong World Industries, Johnson Controls, OSRAM Sylvania, and WAVE to found the EMerge Alliance, a non-profit organization that promotes DC power standards in commercial buildings across North America with an eye on setting global DC power standards in the future.

A nominee for the 2010 World Technology Award for Energy, Nextek's technology exploits the natural characteristics of DC power as the currency for sources and loads. Solar PV panels produce it, batteries store it, and everything electronic uses it, and yet most of the power systems in the world only accommodate it, through the use of the ubiquitous power converter that loses energy as heat. Nextek Power Systems Direct Coupling® power products are optimized around DC power so as to avoid unnecessary conversions between the AC we buy from the utility and on site power buildings are more and more often producing.

This effort resonates with Dearborn's Ford Land, the global operator of Ford Motor Company's property portfolio. In their current renovation of the Michigan Assembly Plant (M.A.P.) in Wayne, Armstrong's DC FlexZone™ ceiling product in the entrance lobby is actually conducting DC power from Nextek's power server to LED lighting technology from OSRAM Sylvania. Maintenance costs for the LED fixtures is expected be lower, due to the longer life of the light source and the low voltage drivers that power them.

Another industrial giant, Milwaukee-based Johnson Controls

Incorporated (JCI) who installed the innovative ceiling system in their headquarters last month, shares this enthusiasm. "We liked the idea so much, we joined the club," states JCI Building Services President Bruce Graham, referring to his role as a Founding Governing Member of the EMerge Alliance. JCI's manufacturing and services business spans automotive, battery storage, HVAC, and of course controls. "DC microgrids fit our agenda in so many ways, becoming an early adopter just made sense," Graham said. Johnson Controls has been a leader in efficiency, building optimization and comfort for decades.

Ford Land and EMerge Alliance members Nextek, Armstrong, OSRAM and JCI are creating awareness around new technologies in markets long dominated by offerings without much differentiation. Despite the sluggish real estate market, over 60 organizations have joined the EMerge Alliance since its founding two years ago which is evidence that this integrated approach to power management, energy efficiency, energy storage and renewable power use in commercial buildings has taken solid root. 🧐

### CONTACT:

Nextek Power Systems

**Paul Savage** (313) 887-1321  
[paul.savage@nextekpower.com](mailto:paul.savage@nextekpower.com)

Johnson Controls, Inc.

**Bruce Graham** (630) 990-3646  
[bruce.graham@jci.com](mailto:bruce.graham@jci.com)

EMerge Alliance

**Kevin Schader** (925) 275-6672  
[kschader@inventures.com](mailto:kschader@inventures.com)



## Sponsor Profile

### CB Richard Ellis

*Continued from page 2*

After a successful public offering in 1996, CB Commercial achieved significant global expansion with the 1998 acquisition of REI Limited. REI Limited, which traces its roots to London in 1773, was the holding company for all Richard Ellis operations outside of the United Kingdom.

Just after the REI Limited acquisition, in July 1998, CBRE announced the acquisition of London-based Hillier Parker May & Rowden, one of the top property services firms operating in the United Kingdom. With this

development, CBRE became the first real estate services firm with a platform to deliver integrated real estate services—through one commonly owned, commonly managed company—across the world's major business capitals.

In July 2003, the company's global leadership position was solidified as CBRE and Insignia Financial Group were brought together. Operating globally as CBRE, the firm leads the industry with a pre-eminent leadership position in virtually all of the world's key business centers.

In June 2004, CBRE completed a successful initial public offering and began trading its Class A Common Stock on the New York Stock

Exchange. In 2005, CBRE was first recognized as a Fortune 1000 company, and in 2006 it was added to the S&P 500.

In late 2006, CBRE merged with Trammell Crow Company to create a real estate services firm with unprecedented scale, scope and service offerings. The combination of these two market-leading firms leverages the complementary strengths and skills of the two organizations, enhancing the depth, breadth and quality of services CBRE offers to its clients. CBRE now possesses the most comprehensive service offering, broadest geographic reach, sharpest market intelligence and brightest talent in the industry. 🇺🇸

## Palmer Moving Hits the Century Mark

**By: Joanne Sisson**

The year was 1910, Robert Palmer operated his own business delivering milk to the homes of Detroiters with a horse and wagon. In order to supplement the milk delivery business he began advertising "Palmer Cartage" and



1910

offered to move large pieces of furniture with his horse and wagon. Soon after the dry ice chest was removed from the wagon, he was out of the milk delivery business, and Palmer

Cartage became

Palmer Moving. Over the next 40 years Palmer operated the company from the basement of his home which was quite busy given the five children that were also being raised in the house.

By early 1950, four of the children had entered the business. The company's first warehouse was purchased on Gratiot Avenue near Van Dyke, and Palmer Moving became an agent for North American Van Lines. Robert Palmer Jr. took over from his father, today Robert's son, Jeff Palmer, is the current President. Palmer Moving (palmermoving.com) is a market leader in the relocation of domestic household goods, international household goods, household furniture warehousing, office furniture

warehousing, office moving, exhibit transportation, and the transportation of high value products.

The Palmer Moving family of companies includes Palmer Logistic Services, Palmer Installations, and A+ Installations. Palmer Moving owns and operates over 800,000 square feet of warehouse space in Metro Detroit and manages over 10,000 relocations annually. On a daily basis Palmer has an average of 225 individuals handling household relocations, office relocations, and furniture installations, utilizing its fleet of over 100 vehicles.

Specific to office relocations, Palmer Moving has handled some of the largest office relocations in Metro Detroit over the past few decades. They were the exclusive mover in

handling Chrysler Corporation's move into their World Headquarters/Technology Center; Palmer also was the exclusive provider of moving services to General Motors for their move into the Renaissance Center. Palmer handles all sizes of office



1923

relocation and installation business as well as providing asset management services. Palmer Moving is a member of Office Movers Alliance (omaww.com). This international alliance includes 23 of the nation's largest office moving companies and international members serving 200 key cities in 10 countries.

*Continued on page 6*

## Palmer Moving **Continued**

When asked to summarize why Palmer has been successful over the past 100 years; Jeff Palmer stated, "First it is about our employees. They are a group of people who understand all aspects of the moving industry, bring tremendous enthusiasm to their job, and have an unrelenting commitment for delivering quality service to our customers. Secondly, are the values in which our organization conducts its business, having integrity in all aspects of what we do and ensuring that we are treating our fellow employees, our business partners, and our customers as we would want



2010

to be treated."

The company's quality statement is simple, "To provide relocation services that people would choose to use again". The energy,

hard work, and expertise involved in achieving that simple goal is what sets Palmer apart and what has created enjoyment and prosperity during the first 100 years in business. 🇺🇸

## President's Message

*Continued from page 1*

I look forward to leading CoreNet Michigan during my term as President while keeping the CoreNet mission in mind, "Connecting and providing value to you and your company in the entire network and supply chain of the corporate real estate industry – from end users and occupiers to service providers and economic developers." 🇺🇸

## CoreNet Summer Social at the Roostertail **Photo Board**



## 2010 Program Schedule

DATE	TOPIC	LOCATION	TIME	SPONSOR
Jul 12	CoreNet/Comerica Golf Outing	Indianwood Country Club, Lake Orion	9 am - 6 pm	Various
Sep 9	"Vision for Detroit Public Schools", Speaker: Kevin White, Director of Procurement for Capital Improvements - Detroit Public Schools	TBD	TBD	TBD
Sep 30	CoreNet Education Session	Masco Corporation, Taylor	TBD	TBD
Oct 14	"Alternative Energy", Speaker: Jim Liedel, Energy Manager – Oakland University	Oakland Room, Oakland University, Rochester	TBD	TBD
Nov TBD	Microsoft Technology Center/Chapter Meeting New Member – Sponsorship Event	Microsoft Technology Center, Southfield	TBD	TBD

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

## Thank You 2010/2011 Michigan Chapter Sponsors !

