

CoreNet Global UK
MINUTES OF BOARD MEETING
held on Tuesday 13 December 2005 at Henley on Thames

Susie Gray	Land Securities Trillium	President
Richard Paver	BP	Deputy President
Tim Caiger	Oracle Corp	Past President
Chris Strong	Citigroup	VP Finance
Kathy Tilney	Tilney Shane	VP Communications
Andrew Carter	EC Harris	VP Learning
Jeremy Charles	Strutt & Parker	VP Membership
Robin Harris	Como Group	VP Programmes
Nigel Grice	Drivers Jonas	VP Sponsorship
Andrew Burt	Disney	Regional Representative

Copy David Turner, company director
 Sebastian Royle, Instant Offices

Date: 29 December 2005

Action By

1. In Attendance

Susie Gray (SG – Chair), Robin Harris (RH), Jeremy Charles (JC), Nigel Grice (NG), Tim Caiger (TC), and Alice Lewis (AML). With Sebastian Royle (SR) of Instant Offices in the role of ‘non-executive’.

2. Apologies

Chris Strong (CS), Kathy Tilney (KT), Andrew Carter (AC), Richard Paver (RP), Andrew Burt (AB).

3. Minutes of last meeting

The minutes of 8 November were approved.

4. Matters arising

Individual reminders had been sent to Board members prior to the 8 November meeting. All to provide updates.

ALL

Remaining matters were dealt with below:

Research initiative:

NG was speaking to Ginny Gibson rather than Nick French regarding holding interviews to obtain new material and editing existing material, which would be published as a series of crib-sheets, for members and non-members (eg, without a CRE team or not RE experienced), with associated workshops.

NG

An article would be prepared (in ‘English’, non-jargon) for placement in professional journals, such as Accountancy Age and educational newsletters.

The challenge was to identify the best way to disseminate the material, eg via CBI, IoD, Chambers of Commerce, CoreNet Knowledge Centre, etc. NG to speak to non-property contacts to establish what groups they belonged to. SG had spoken with Company Secretaries association. It was thought Tamesis could coordinate, maybe under the auspices of Global’s ‘growth strategy’, ie global companies getting started in the UK or its UK membership drive. SR to contact Think London. RH to contact IoD, and all to consider other outlets, such as RDAs.

NG

SG

SR

RH, ALL

5. Finance

It was noted with thanks for the efforts of the Summit Committee that approx £16K surplus had been made, which would be allocated as seed money for the 2006 UK Summit on 16 November (to be chaired by Richard Grass of Donaldsons).

Noted that the letter accompanying the Aims & Benefits document included the end of 2004 figures.

The 2006-2010 budget had been updated to include increased surplus amounts in order to preserve

- reserves and would be circulated once it had been approved by CS [now attached]. AML
- A surplus of approx £20K was anticipated following the 2006 Awards Dinner.
- Agreed to write to Summit sponsors to secure repeat sponsorship, including taster of theme (wider community, holistic approach to workplace, non-RE disciplines, integrated services). NG/AML
6. Research/Learning
- Equal Partners 3 - AC's update to be circulated with the minutes. AML
7. Membership
- It was noted that, for a variety of reasons, there had been a net loss in 2005 and that December renewals were very slow.
- Retention in the south east was fine, but it was agreed a strong individual needed to be identified in the regions to head-up activities, or perhaps take advantage of local RDAs, BIFM and BCO – All to provide suggestions and contact details to JC. ALL
- Noted that Oracle and Microsoft were participating in a study of transport issues in the Thames Valley.
- Noted that Ireland members were now formally included in the UK Chapter.
- Agreed that consistency and quality remained the prime focus, and that any growth in numbers in the UK would be 'organic'. The policy of requesting new service provider applicants to introduce a new end-user would continue.
8. Events
- Noted that 200+ delegates had attended the November UK Summit and that only five tables were left for the Awards Dinner.
- Arrangements were being finalised for a visit to BP's new building on 31 January or 1 February and a joint meeting with the Young Entrepreneurs in Property on 23 February. [Programme for 2006 attached.] AML
- EDP – agreed that to avoid conflicts and frustrations it was important that Global provided information on who was being approached for sponsorship. AML
- Peer to Peer – Julian Lyon had provided an outline programme (small group discussions in London and regions) and it was hoped this would now commence. SG
9. Any other business
- Succession – SG and AML would meet separately with RP as he had not been able to attend the Board meeting. All officers to let SG know if they wished to continue for a further term. ALL
- Global Summits – SG was interested in attending Beijing, and JC in Philadelphia. It was hoped that RP would be attending the Leadership Forum in February (but SG may attend instead). RP
- Real Estate Board – AML to obtain details about this US organisation, that provided good publications (eg on monopolies and mergers), to establish if some sort of joint venture was appropriate. AML
10. Next meeting
- TBC AML

Web statistics: November – 251 hits

Subject to adoption by Company Directors

Susie Gray
Chair