

CoreNet Global UK
MINUTES OF BOARD MEETING
held on Tuesday 27 September 2005 at 7 Soho Square

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
Neil Hildreth, member

Date: 4 October 2005

Action By

1. In Attendance

Susie Gray (SG – Chair), Robin Harris (RH), Kathy Tilney (KT), Jeremy Charles (JC), Andrew Carter (AC), and Alice Lewis (AML). With member Neil Hildreth, Hertz.

2. Apologies

Tim Caiger (TC), Richard Paver (RP), Chris Strong (CS), Nigel Grice (NG), Andrew Burt (AB).

3. Minutes of last meeting

The minutes of 16 August were approved.

4. Matters arising

As dealt with below, or a separate reminder to be provided by AML as necessary

AML

Real Property Guide: Because of volunteers' time constraints, it was proposed to collate existing material and re-distribute under CoreNet banner, predominantly aimed at non-experienced CRE executives. This could be reinforced by training courses (managed by Reading University, for example) or articles commissioned for appropriate professional publications, such as Company Secretaries, Accountants, Management Consultants, Personnel, etc – all to provide contacts, and SG to provide AC with additional information. Noted that IoD was undertaking a similar project, to which CoreNet and BCO could contribute. SG and RH were meeting with BCO, probably in November.

ALL
SG

Communication with Members: Protocols awaited from AB, following which all information would be cut-down to provide a two-sided document for use at the UK Summit, other events and possibly by the Benelux Chapter. Whilst it was intended to have a lengthy shelf life, allowance would be made for certain facts to be easily up-datable.

AB
KT

5. Richmond Events

SG reported that the Property Forum was to be resurrected and that CoreNet had been invited to support the event. Proposal to be circulated to Board for comments in time for inclusion of announcement in October e-Bulletin.

SG
AML

6. Finance

A draft five-year budget had been circulated, which it was felt included 'conservative' estimates for income and these would be increased. Whilst the c£200K reserve represented 'cashflow', it was agreed it should not be used up. The Dinner would therefore continue to be the main source of income, and the Summit would be budgeted to be breakeven.

AML

The UK Chapter's members' participation at the Madrid Summit had ensured its financial success and it was therefore important for the UK Board to be involved in the plans for the next European Summit.

SG

Global was underwriting development in Europe, but they would be made aware that without appropriate support, the UK Chapter might not endure.

2006 Dinner: Jeff Elie, Chair of CoreNet Global, would attend, but it was not known who from Global would be attending the Summit.

Research: Any projects supported or commissioned would be of 'local' benefit.

CDs: There was some doubt about the value and topicality of the existing catalogue of workshop material from Global Summits, but AC agreed to provide regular updates on what was available for potential use at UK events. AC

Education: It was noted that the UK MCR programme manager, the University of Reading, would continue to offer three modules from their MSc course, as long as the content fitted the Global criteria. Noted that the European EDP programme would be relaunched in February 2006 [post meeting note – this had now been postponed to 1-2 March] in London, and a marketing plan had been devised by Global. It was agreed that telemarketing was not appropriate, and SG, KT and possibly AC wished to meet with Christine MacKenzie and Melanie Hill to provide constructive input before this was set in stone. AML

Invitations & Newsletters: It was noted that AML was investigating if and when this service could be provided via Global. AML

PR: It was still not entirely clear what Tamesis' remit was, but a modest contingency had been budgeted for ad hoc UK Chapter-specific activity.

Directory: In future sponsorship would be sought to cover these costs. NG

Sponsorship: It was suggested that the promise of future membership could be used as a hook for accepting selected service provider applications without the need to introduce end-users. Agreed that sponsorship opportunities should be advertised to the whole membership at one time. Suggested that another fund-raising event should be included in the programme, for example, with a 'charitable' focus.

Web site: UK hit statistics were provided at the bottom of the minutes, and figures for the UK page on the Global site would be sought. The figures in the budget were for ongoing maintenance and did not take account of any redesign. To be discussed in detail at the next meeting. AML
KT

7. Events

SPROG - AC and RH to review with Andrew Procter the relationship with SPROG, on the basis it may no longer be beneficial to CoreNet to continue with the joint programme. AC/RH

Movers & Shakers – it was felt their approach was too aggressive and attracted mainly service providers.

EC Harris – It was noted that clarification was awaited from Global as to how the evaluation forms are used post-Summit. AC to provide an outline for a possible future event based on the EC Harris workshop at the Madrid Summit. AC

P2P – Whilst attendance at the second Defra event had been disappointing, the value of these groups was endorsed. JC to meet with Julian Lyon to develop a programme. Agreed to include non-members in these sessions. Output to be used for future UK summit programmes. JC

UK Summit – RH to provide JC with list of attendees to date, to identify those companies that were 'missing'. Noted that with the re-timing of the autumn Global Summit and the European Summit could influence the date of the next UK Summit. RH

TV Branch – Noted that there had been some criticism of the Thames Valley Property Forum title, which highlighted the need to fully consider the implications before agreeing to support external events in the future. JC to provide update on TV Branch programme. JC

See below for the events programme for the remainder of 2006.

8. Membership

Further to JC and AML's recent meeting, new regional officers had not yet been appointed. Suggested that Julian Lyon may be invited to get involved in this process. JC

9. Any other business

Charitable activities: Both KT and JC believed that an event with a charitable focus or providing free advice to charities would create good PR, eg a go-carting team endurance event across the branches, or a quiz, possibly utilizing the IoD TV link.

JC/KT

10. Next meeting – main topic Web Site

TBC - Tuesday 8 November, at 7 Soho Square. Thereafter, 20 December, tbc.

AML

5 Oct	Discussion forum	Working Space Harder, with OGC and DTI
20 Oct	Breakfast forum	Croissants at Reuters
23 – 26 Oct	Global Summit	Las Vegas
7 Nov	Technical forum	Successful CRE skills, Part II
Nov tbc	Thames Valley Branch forum	Tbc
10 Nov	Discovery Forum	London
17 Nov	UK Summit	Congress Centre, Gt Russell St, London WC1
21 - 25 Nov	Real Estate Law	University of Reading
28 Nov – 2 Dec	Planning & Environmental Management	UK MCR module, University of Reading
5 Dec	Social forum	Christmas Lunch RAC Club
13 Dec	Social forum	Figgy Pudding Lunch Leander Club

Web statistics: August – 380 hits; September 520 hits

Subject to adoption by Company Directors

Susie Gray
Chair