

## **U. S. ARMY “ARMS” PROGRAM RECEIVES INTERNATIONAL CORPORATE REAL ESTATE AWARD**

Atlanta, Georgia – At the Oct 12 – 15, Corporate Real Estate Network (CoreNet) Global conference, the U. S Army Armament Retooling and Manufacturing Support Initiative (ARMS) received the award for Innovations by New Players in Corporate Real Estate. This award recognizes innovative practices and ideas that have been developed and applied by new entrants into the corporate real estate industry. It recognizes how new entrants are using the web, new technologies and leading-edge processes to create and deliver value to respond to the needs and expectations of stakeholders in the New Economy such as better information, more efficient markets and new and faster solutions.

The U. S. ARMS Initiative has been a model for defense conversion since legislative support was granted in 1992. The Program involves ten Army Ammunition plants and under public-private partnerships, commercial contractors use idle Government facilities and assets in return for rent or services. Goals of the Program included reducing the cost of ownership of the facilities and maintaining facility defense capability while enhancing the affected communities' economic and social well being.

The ARMS Program has had innovative practices in the area of contracting, incentives, community partnerships, and marketing. “We are pleased to accept this award,” said Doug Borgeson, Contracting Officer for the ARMS Program. “ARMS is a very successful program and we are grateful for receiving recognition from an international organization such as CoreNet.”

CoreNet Global is the world's premier association for corporate real estate and related professionals. As a global learning organization, it is the industry thought and opinion leader. CoreNet Global is the only group that convenes the entire industry. CoreNet Global's membership base totals 7,500 corporate real estate executives, service providers and economic developers; it provides programs and services to meet the business needs of members' companies and the career needs of individual members. More information about CoreNet Global is available at [www.corenetglobal.org](http://www.corenetglobal.org).

The national marketing of the ARMS Program is managed by Operation Enterprise. It is a national cooperative program that collaborates with the ten U.S. Army ammunition plants to market the facility capabilities to both national and international markets. The combined resources of the ten facilities equal over 100,000 acres, 17 million square feet of buildings, and 400 miles of rail access and storage capacity. Under the ARMS Program, incentives are offered to businesses to use these diverse Government facilities that include complete infrastructure, utilities, land, buildings and equipment at very flexible and reasonable terms.

More information on the ARMS Program and Operation Enterprise may be obtained through the web site ([www.openterprise.com](http://www.openterprise.com)), or by contacting Mr. Sid Saunders, of Pendulum Management Company at [ssaunders@pendulumsite.com](mailto:ssaunders@pendulumsite.com), telephone 800-797- 7483. Pendulum Management Company is the contract manager of Operation Enterprise.