

CHAPTER NEWS



SIOR Arkansas Chapter Spends a Day at the Races

In April, nine SIOR members of the Arkansas Chapter joined five prospective members and 20 others for a day at the races at Oaklawn Park Race Track in Hot Springs, Ark. The event started with a presentation on the reuse and revitalization of the city including Bathhouse Row, a set of eight bathhouses built between 1911 and 1923, which are a part of the Hot Springs National Park. Members watched avidly as Divine Interventio took the prize – the first Arkansas SIOR Classic trophy.

David Carpenter, SIOR; Jerry Halsey, SIOR; Stuart S. Mackey, SIOR, and Maury Mitchell, SIOR.



Dr. Kimberly Amirault-Ryan calls upon volunteers during the SIOR Canada Central Chapter Spring Summit to share a goal during the keynote speech.

SIOR Canada Central Chapter Springs to the Head of the Class

The SIOR Canada Central Chapter held its Spring Summit at Spectrum Square in Mississauga, Ontario, on April 26. Dr. Kimberly Amirault-Ryan, an internationally acclaimed performance consultant, delivered an inspiring presentation on reaching performance excellence as the keynote speaker. The sold-out,

invitation-only event attracted more than 100 attendees. Generously sponsored by HOOPP, the Spring Summit took place in Phase 1 of Spectrum Square, a five-story, 134,000 sq. ft. LEED gold office building in Mississauga. It was a great event that the Canada Central Chapter is proud to have produced.



Adam Roth, SIOR; David Oppedahl, and Mike Prost, President of AIRE.

Reserve Analyst Reviews the State of the Economy during SIOR Chicago Chapter Lunch

David Oppedahl of the Federal Reserve's Chicago office spoke to an audience of more than 250 people during a joint SIOR Chicago Chapter and AIRE luncheon in Rosemont, Ill., in May. Mr. Oppedahl drew a parallel between the fable of the tortoise and the hare and the economy with its fits and starts in a variety of key categories. The overall takeaway from his speech: while several key areas of concern exist, the economy will continue in the short term on an upward trend.

NFL Hall of Famer visits SIOR DFW/North Texas Chapter

Former NFL star Emmitt Smith of E. Smith Realty joined SIOR DFW North Texas Chapter and the North Texas CCIM chapter for lunch at the Brook Hollow Golf Club in June to discuss football and his successful career change to commercial real estate. The event drew a crowd of almost 200 between both associations.



Bruce Hecht, SIOR, on stage with former NFL player, Emmitt Smith.



Stuart Forbes, Pete Garrigan, John Brohamn, Antonio Papaleo.

SIOR Canada Central Chapter Tees Up for Summer

The SIOR Canada Central Chapter held its annual meeting and Annual Golf Classic on June 6 at Rattlesnake Point Golf Club in Milton, Ontario. The meeting successfully concluded with a new slate of directors. The golf classic was attended by over 210 golfers representing all sections of the industrial and office realtor community. The event provided a great showcase for sponsors and an amazing networking opportunity for all in attendance. At the dinner reception, outgoing Chapter President, Gil Gordon, SIOR, received an award recognizing his service over the last year.



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The SIOR European Regional Chapter (ERC) held the first SIOR International European Conference

The European Regional Chapter (ERC) held the first SIOR International European Conference at the London Marriott Hotel, Grosvenor Square from June 22-24. This event coincided with SIOR's 75th anniversary and was co-located with the Industrial Asset Management Council's (IAMC) Professional Forum to create a vibrant synergy between both events.

The conference was attended by more than 345 delegates from 20 different countries, including spouses and IAMC delegates. The conference also coincided with the historic UK EU "Brexit" referendum which took place on Thursday, June 23. The "Leave" result was revealed on Friday morning which made for interesting professional sessions and panel debates. The main keynote speaker, Martin Wolf, Deputy Editor and Chief Economics Commentator at the Financial Times, a



noted expert on European affairs, addressed the Opening General Session on Thursday afternoon when the general belief was that the UK would vote to "Remain." The Investor Panel Debate on Friday morning was especially interesting as panel members absorbed the consequences for the real estate industry of the UK's decision to leave the EU after over 40 years of membership.

The other keynote speaker was John Smart, Program Director, Facilities and Real Estate Offerings at IBM Analytics who gave an absorbing dissertation explaining the "Internet of Things." There were a number of other very well presented sessions and debates that were

well received along with two field trips to King's Cross and London Gateway.

On the social front, delegates enjoyed "dine-arounds" and other receptions, but the undoubted highlight was the Gala Evening at Her Majesty's Tower of London with a dedicated guided tour by Yeomans and a private viewing of the Crown Jewels. The night was topped off by a few late night drinks at The Loop bar and nightclub where delegates danced until the early hours! The Independent Brokers' Reception included a special guest from the cast of Downton Abbey, Allen Leech.





K.C. Conway of SunTrust Bank presents to attendees during a session of the Florida Chapter's biannual meeting.



Frazier Baker, SIOR; Terrence Patterson, and Jeb Fields, SIOR.

SIOR Florida Chapter Hosts Spring Meeting

In May, more than 100 SIOR members, sponsors, and prospective members flocked to the SIOR Florida Chapter spring meeting at the Alford Inn in Winter Park, Fla. The event started with a Board of Directors meeting followed by off-site activities including a boat cruise and tennis tournament. The day continued with the Chapter Meeting, followed by a cocktail reception and dinner. Speakers included KC Conway from Sun Trust Bank, Todd Jones from Real Advice, and Ed Hutchinson from Florida Department of Transportation. Sponsor roundtables and an Independent Brokers Group (IBG) meeting wrapped up the event.

SIOR Memphis Chapter Goes on Tour

In June, the SIOR Memphis chapter luncheon at the Halloran Centre for Performing Arts in downtown Memphis, Tenn., featured a presentation and discussion by Terence Patterson, the President and CEO of the Downtown Memphis Commission. Thirty-two SIOR members, prospective members, and guests enjoyed the luncheon, and several toured the facility afterwards.

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SIOR Georgia Chapter Fishes for Philanthropy

In May, the SIOR Georgia Chapter hosted its 15th annual networking Fishing & Golf Tournament at the Piedmont Driving Club in Atlanta. More than 100 SIOR members, prospective members, golf sponsors, and guests were paired together to achieve the maximum networking opportunity. "It is one of the most fun SIOR events of the year," said Rick Spiller, SIOR, this year's Golf Chair. The Mulligans raised \$500 for The Study Hall, an organization that offers educational after-school and summer camp programs for elementary school children. The day concluded with a lively reception where the winning teams were announced and stories were shared into the early evening.



SIOR Maryland/DC/Northern VA Chapter Hosts Annual Golf Outing

The 16th Annual SIOR Golf Outing of the SIOR Maryland/DC/Northern VA Chapter drew 101 golfers, including 13 SIOR members and prospective members, to Eagle's Nest at the Towson Golf & Country Club in Phoenix, Md. The event,

organized by the chapter golf committee chaired by Allan Riorda, SIOR, featured a lunch followed by a shotgun start, and ended with a reception and awards ceremony.



SIOR Maryland/DC/ Northern VA Chapter Invests in Education

The SIOR Maryland/District of Columbia/Northern Virginia Chapter held an educational program hosted by Hill Management Services in April in Hunt Valley, Md at the Executive Plaza Dining Hall. Thirteen SIOR members and 22 others attended the "Maryland Code of Ethics and Predatory Lending" course taught by Colin McGowan of The Frederick Academy of Real Estate, CDEi.



Sara Topelson and SIOR Global President Allen Gump, SIOR, pose for the camera during the SIOR Mexico – ULI networking reception.

SIOR Mexico Chapter Sizzles with Joint ULI Mexico Event

The SIOR Mexico Chapter teamed up with ULI Mexico in April for a 24-hour event in Queretaro, Mexico, to present insights on Mexico’s food and beverage, aerospace, and automotive industries. SIOR Global President, Allen Gump, SIOR, gave a brief background on SIOR and the success of the SIOR Mexico Chapter. Chapter President, Rafael McCadden, SIOR, moderated a panel discussion on logistics and production. Attendees finished the event with optional rounds of golf.

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SIOR Northern California Chapter Dines in Napa

Fifty-two SIOR members and guests of the SIOR Northern California Chapter enjoyed good company, delicious food, and excellent wine at the chapter's annual wine dinner in Napa, Calif. Before dinner, members gathered for a group photo to celebrate SIOR's 75th anniversary and the SIOR Diamond Tour with the Diamond Torch. Attendees had a great time soaking in the winery's ambiance and networking with SIOR colleagues. Members called it a wonderful event!



Stuart Skaug, SIOR; Steve Willhite, SIOR; Jina Bjelland; Bruce Wood, and Jonathon Bennett.

SIOR Oregon Chapter Makes the Most of Monthly Meetings

The SIOR Oregon Chapter met several times during the 2nd quarter for networking and education. In May, the chapter held an event at the offices of Lawyer's Title in Portland, Ore., debating about upcoming legislation during a session on "What's Coming from your Government?" In June, Dunn Carney hosted the chapter at Ruth's Chris, in Portland, Ore. where the Portland Development Commission introduced their plans for future development.

SIOR New Jersey Chapter Recognizes its Best

2015 was an amazing year for SIOR New Jersey members. The chapter proudly acknowledged the achievements of its top producers during an awards ceremony at Galloping Hill Park and Golf Course in Kenilworth, N.J. in March. Transactions were evaluated on size and dollar volume in several categories. Dollar volumes ranged from \$4,250,000 - \$820,000,000.

Largest Industrial Lease

Rob Kossar, SIOR, and David Knee, SIOR, JLL Americas; Carteret, NJ - 1,064,515 sq. ft.

Largest Industrial Sale

Tom Monahan, SIOR, CBRE, with 3,200,000 sq. ft.

Largest Office Sale

Rebecca Ting, SIOR, NAI Mertz; Cherry Hill, NJ - 86,000 sq. ft.

Largest Cooperative Transactions between SIORs in NJ

Michael Walters, SIOR, NAI James E. Hanson, and Tom Monahan, SIOR, CBRE; Newark, NJ - 352,000 sq. ft.

Largest Cooperative Transaction between SIORs, NJ & Out of State

Rob Kossar, SIOR, and David Knee, SIOR, JLL Americas, and Tom McCarthy, SIOR, JLL; Lewisville, TX - 799,640 sq. ft.

Largest Land Deal

Tom Monahan, SIOR, CBRE; Perth Amboy - 104 acres

Most Creative Transaction

Tom Vetter, SIOR, and Jeff DeMagistris, SIOR, NAI James E. Hanson; Carlstadt, NJ - 53,152 sq. ft.

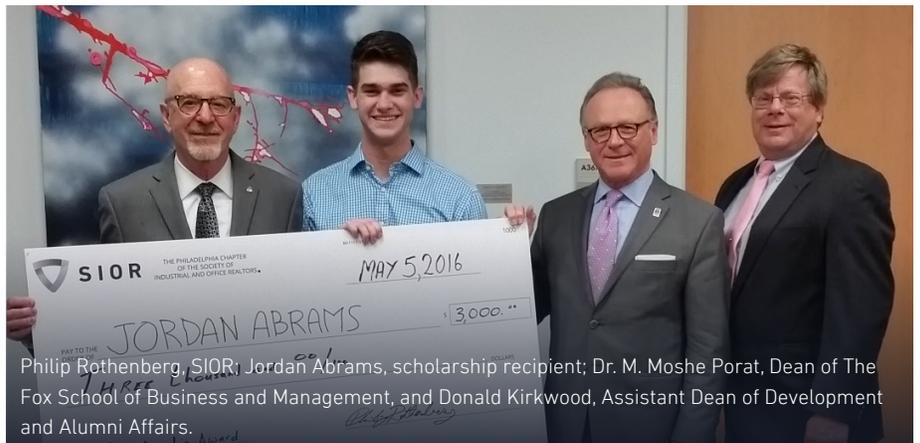


SIOR San Diego Chapter Hosts Event with Former NFL Referee

Nearly 60 guests and SIOR members of the SIOR San Diego Chapter gathered at 28 West in Rancho Santa Fe, Calif., for the chapter's May networking dinner meeting. The event featured special guest, Mike Carey, a retired National Football League official that once tied for most 'best referee' votes among NFL head coaches. He spoke about leadership in the face of conflict and his decision to leave the NFL.

SIOR Philadelphia Chapter Awards Temple University Student Prestigious Scholarship

In May, Co-Chair of the Philadelphia Chapter's scholarship committee, Philip Rothenberg, SIOR, proudly presented a \$3,000 scholarship to Jordan Abrams, on behalf of the SIOR Philadelphia Chapter and the SIOR Foundation. Abrams is a freshman at Temple University's Fox School of Business and Management who is majoring in Real Estate, from Lower Merion, Penn.



Philip Rothenberg, SIOR; Jordan Abrams, scholarship recipient; Dr. M. Moshe Porat, Dean of The Fox School of Business and Management, and Donald Kirkwood, Assistant Dean of Development and Alumni Affairs.



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SIOR Philadelphia Chapter Presents Office Property Summit

The SIOR Philadelphia Chapter hosted its 4th Annual Office Property Summit at the Chubb Hotel and Conference Center in Lafayette Hill, Penn., in May. One hundred guests, including 20 SIOR members, attended the program. Allen Gump, SIOR, SIOR Global President, offered opening remarks, followed by

presentations from Bill Hankowsky of Liberty Property Trust and Peter Linneman, Emeritus Professor of Real Estate at the Wharton School of the University of Pennsylvania. The event closed with golf and networking at the nearby ACE Club.



SIOR Washington Chapter Learns about Developments in Logistics

The SIOR Washington Chapter held a three-hour education session at Two Union Square followed by happy hour at Sullivan's Steakhouse in Seattle in May. Rob Nahigian, SIOR, presented "From Shanghai to Your Shelf: Logistics and Supply Chain Industrial Real Estate Decisions of the 21st Century." The successful event attracted more than 70 participants including SIOR members, prospective members, and others, at both the education session and the happy hour.



SIOR San Antonio/South Texas Chapter Visits the Alamo

The SIOR San Antonio/South Texas Chapter remembered the Alamo when it brought the SIOR 75 Diamond Tour Torch to the site of the famous battleground in June. Eight SIOR members met for lunch and sightseeing, capturing the torch at two of San Antonio's most well-known attractions: the Alamo and the River Walk.

John Colglazier, SR., SIOR; Terry Warth, SIOR; Rick Littleton, SIOR; Paul Fagan, SIOR; Steve Yndo, SIOR; Hank Pruitt, SIOR and Steve Garza, SIOR.

SIOR Western Missouri-Kansas Chapter Practices Speedy Sales Pitch

The SIOR Western Missouri Kansas Chapter held its rapid-fire Deal-Making Breakfast in April at Mission Hills Country Club in Mission Hills, Kan. Each of the 24 SIOR members in attendance had one minute to present property highlights to the crowd. Everyone enjoyed the energetic event.

SIOR Western Missouri Kansas Chapter Sets the Bar at Par

The SIOR Western Missouri Kansas Chapter held its June Golf & Dinner Event at the Mission Hills Country Club, Missions Hills, Kan., sponsored by ARCO Construction. Thirty guests competed in the event. John Stafford, SIOR; Jeff Kembel, SIOR; Todd Mendon, SIOR; Kelvin Heck, SIOR, and Nate Anderson, SIOR, formed the winning team. Each received a \$50 credit in the MHCC pro-shop. The chapter's newest SIOR designee, Susan Smith, SIOR, took home the Longest Drive and Closest to the Pin awards.

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