
CHAPTER NEWS



SIOR Canada Central Chapter Holds Toronto-Area Premier Golf Event

The 2017 SIOR Canada Central Chapter Golf Classic, held in June at Rattlesnake Point Golf Club in Milton, Ontario, was a sold-out affair with 280 golfers - twice the number of golfers in 2016. Attendees enjoyed unique food stations, specialty drinks, and a buffet dinner, followed by a prize drawing.

The Wounded Warriors Charity was honored at the event with an on-course betting hole to raise funds. Total proceeds for the charity donated by both SIOR and generous guests amounted to CAD \$6,900.

SIOR Carolinas Chapter Meeting brings Energy to Members

On May 24 the SIOR Carolinas Chapter held a networking event in Raleigh, N.C. with 20 Research Triangle area members in attendance. Conversation focused on ways to become more active and on recruitment of new members during the coming year. Chapter President, Hagood Morrison, SIOR, attended and gave everyone a summary of SIOR Global activities and words of encouragement and support. The many great ideas generated included a fall recruitment event with every local SIOR inviting a prospective member to attend as a guest.



SIOR Chicago Chapter and AIRE discuss the 'M' Word

At the joint SIOR/AIRE luncheon in late May, Mark Nelson, SIOR, programs chair for the SIOR Chicago Chapter, prepared the 192 attendees for the conversation: "We're speaking today about the 'M' word," - manufacturing. The event featured a panel discussion addressing the current state and the future disruption of

the manufacturing industry in Chicago. Dennis Vicchiarelli of World Business Chicago, Haven Allen of mHUB, and Amelia Gandara of GE Fuse each gave a presentation on how their companies are involved with the manufacturing and innovation communities in Chicago.

SIOR DFW North Texas Chapter Gets into Supply Chain Logistics at the Star

The DFW / North Texas Chapter heard from a panel of experts on the Dallas/Fort Worth area supply chain during a meeting in early May held at the Star, the Dallas Cowboys' headquarters located in Frisco, Texas. The panelists walked the 51 attendees through the current state of the nation on the movement of freight through rail, inter-modal, over the road, and parcel. Among the panelists were representatives from the Port of Houston, BNSF Railway, the Transporter Inc., UPS, and Transplace.

SIOR DFW North Texas Chapter Makes some Friendly Wagers

Seventeen members of the DFW/North Texas Chapter attended the chapter's track-side event at Lone Star Park in Grand Prairie, Texas in June. The intimate size provided the perfect opportunity for members to get to know each other better while enjoying the races.

SIOR European Regional Chapter hosts Frankfurt Fete for SIOR Global President

SIOR Global President, Geoff Kassleman, SIOR, LEED AP, made his second of three European stops in Frankfurt, Germany. Sponsored by Project Four, Kassleman gave a presentation on the changing tide of the Commercial Real Estate sector. The 10 attendees paid rapt attention as Kasselman highlighted the speed of change.



SIOR Global President presents on the future of commercial real estate to SIORs and guests at SCSi.

SIOR Global President enjoys Dublin's Fair City with SIOR European Regional Chapter

SIOR Global President, Geoff Kasselman, SIOR, LEED AP, and SIOR European Regional Chapter President, Renata Osiecka, SIOR, MRICS, were joined by fellow members and guests at the HQ of the Society of Chartered Surveyors Ireland (SCSI) in Dublin, Ireland, in late June. Kasselman presented his thought-provoking insights into the future of commercial real estate to an audience of more than 40 people.

Following the event, James Mulhall, SIOR, BSc., MScSI, MRICS; Iain Finnegan, SIOR, FSCSI, FRICS; and Paul McDowell, SIOR, FRICS, FSCSI, hosted a traditional Irish evening at the famous Dohenny & Nesbitts pub.

SIOR Florida Chapter Smashes its Summer Meeting

More than 60 members, along with 16 sponsors, and two prospective members from 26 cities, converged upon the Alford Inn in Winter Park, Fla., for the SIOR Florida Chapter meeting in May. The two-day event kicked off with the Marketing Direction tennis tournament with 12 participants playing in "round-robin" doubles format. Competitors earned points for each win, resulting in a tie between sponsor Chris Segrest, East Group Properties, and Kevin Postal, SIOR.

Presentations for the conference included Tara L. Tedrow, Lowndes, Drosdick, Doster, Kantor & Reed, P.A., and Bruce Knox, Knox Medical, speaking on the impact of medical marijuana on CRE. Louis Archambault, Arnstein & Lehr LLP, associate member, spoke to the members about protecting their commission, and Elisa Webb Hill of XYZ University spoke about multi-generational team members in the workplace. The conference concluded with a meeting with the Independent Brokers Group.



Competitors pose before the Marketing Direction tennis tournament begins.



Drew Addison, SIOR; Scott Ross, Laine Kenan, Jason Porter, Rick Spiller, SIOR, and Brandon Smith.

SIOR Georgia Chapter Putts Around

In May, the SIOR Georgia Chapter hosted its 16th annual Fishing and Golf Tournament at the Piedmont Driving Club in Atlanta. Members, prospective members, golf sponsors, and guests were paired together in both events so that maximum networking would be achieved throughout the day. All attendees received both an SIOR logo golf shirt and hat. The sold-out event concluded with a lively cocktail reception where the winning teams were announced and stories about "the one that got away" and "if I had just made that putt" continued into the early evening. The 2017 Golf Committee Chair, Drew Addison, SIOR, and Chapter President, Rick Spiller, SIOR, presented this year's winning golf team with their awards. Ray Gideon caught the most fish and Brent Weitnauer, SIOR, caught the largest fish.

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SIOR European Regional Chapter Holds Talk with SIOR Global President in Madrid

On the final part of his June European tour, SIOR Global President, Geoff Kasselmann, SIOR, repeated his presentation in Madrid, Spain. CBRE Madrid hosted a tapas and champagne reception for the event at their central city offices. Rumors about Kasselmann's timely, relevant presentation increased planned audience attendance to 15.

SIOR New England Chapter Joins NAIOP in Mid-Year Review

The SIOR New England Chapter held its annual Mid-Year Boston Real Estate Review in June at Boston's Hyatt Regency. An expert panel consisting of Andrea DiSimone, CBRE; Evan Gallagher, Colliers International; Sue Hawkes, The Collaborative Companies; Ben Heller, JLL, and Ed Maher, Newmark Grubb Knight Frank gave their insights into the status of the various real estate sectors to an audience of more than 300 people.



Mike Racine, Greg Healy, Chris Caton

Industry Trends Are the Topic of Discussion at SIOR Greater Los Angeles Chapter May Dinner

In early May, 75 members and sponsors gathered for the Annual Spring Dinner and Forecast, sponsored by Prologis. Held at Spear Steak and Seafood House in Los Angeles, the evening featured guest speakers Chris Caton of Prologis, Greg Healy of Colliers International, and Mike Racine of Hackman Capital. E-commerce and last mile delivery, development trends, and general economic trends were the main points of discussion.

"I think it was a very engaging discussion," Chapter Vice-President, Aleks Trifunovic, SIOR, shared. "Everyone walked away learning something, whether it was Greg's views on how we need to look at space not by square feet, but by cubic feet, or Chris saying the stock market and the bond market are giving us two very different messages right now."

SIOR Inland Empire & Orange County Chapter Hosts Annual Awards Night

At the beginning of May, the SIOR Inland Empire and Orange County Chapter hosted its annual 'Largest Transaction and Keith Wilson Memorial Scholarship Awards' event at The Pacific Club in Newport Beach, Calif. More than 38 participants attended. Rick John, SIOR, and Chapter Vice- President, Kevin McKenna, SIOR, emceed.

The chapter presented the following awards:

Scholarships: \$3,000 Ralph Corcino, CSU-Fullerton, and \$3,000, Serge Maalouf, Cal Poly-Pomona

Largest Industrial Sale: \$79,000,040 Rick John, SIOR

Largest Industrial Lease: \$18,000,000 Clyde Stauff, SIOR

Largest Office Sale: \$44,300,000 Tom Pierik, SIOR

Largest Investment Sale: \$32,035,776 Kevin McKenna, SIOR

Largest Land Sale: \$38,000,000 Clyde Stauff, SIOR

Prevolv and Venture Mortgage Talk Furniture and CRE Lending Trends to SIOR Minnesota Chapter

In April, 41 attendees heard Venture Mortgage discuss lending trends in commercial real estate during a tour of Prevolv's new Minneapolis/St. Paul showroom. A special thanks to Kip Dunkelberger with Venture Mortgage for the great content, and Scott Gilbertson with Prevolv for hosting and bartending the event.



William Hugron, SIOR.



Kevin McKenna, SIOR, Clyde Stauff, SIOR and Rick John, SIOR.



Kevin McKenna, SIOR and Rick John, SIOR.



Ralph Corcino CSU Fullerton, Michael Vernick, SIOR and Serge Maalouf, Cal Poly - Pomona.



Kevin McKenna, SIOR, Thomas Pierik, SIOR and Rick John, SIOR.

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SIOR Minnesota Chapter Discovers Shakopee's Valley Park Industrial Developments

More than 25 members attended a discussion and tour of Opus' Valley Park Business Center III located in Shakopee, Minn., in May. Following the discussion and tour, discussion moved to the future of industrial projects in the southwest metropolitan area. The event concluded with a happy hour at Badger Hill Brewery.

SIOR Minnesota Chapter Tours Suburban Mixed-Use Community

The SIOR Minnesota Chapter's June meeting at Colliers International in Minnetonka, Minn., discussed a project that covered what was formerly the largest superfund site in Minnesota. Inland Development Partners' Tom Shaver explained how the Twin Cities Army Ammunition Plant in Arden Hills, Minn., will transform 427 acres of suburban property into a master-planned, mixed-use community and recreational destination for the region to an audience of 35 members and guests.



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Spence Daw; Joe Nolan, SIOR; Jonathan Green, and Matt Wilson, SIOR.

SIOR Maryland, District of Columbia, Northern Virginia Chapter Holds 17th Annual Golf Outing

The SIOR Maryland/District of Columbia/Northern Virginia Chapter held its 17th Annual SIOR Golf Outing this past June at Eagle's Nest Country Club in Phoenix, Md. Eighty-four golfers, including 13 members and prospective members, came out to enjoy a day of golf and camaraderie. Other participants included sponsors, developers, members of the real estate industry, and guests. Allan Riorda, SIOR, Golf Committee Chair, organized the outing which featured a boxed lunch followed by a shot gun start and closed with a cocktail party and an awards dinner.

"The SIOR MD/DC/NVA Chapter is proud to host its annual golf outing. We had a great turnout. A huge thank you goes out to the sponsors who helped make our golf tournament an exciting and successful event. It is one of the top golf outings offered in the area meant to bring people in the real estate industry together to enjoy an afternoon of networking and a challenging course," stated Riorda. A portion of the funds raised from this event will benefit the SIOR Foundation.



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Matt Goode, Jeff Hoffman, SIOR, Brad LaRue and Dave Merrick

SIOR Wisconsin Chapter - CCIM Golf Outing Generates \$4,000 for Charity

The SIOR Wisconsin Chapter enjoyed a great turnout at the June annual joint golf outing. More than 100 players teed off at the Legend at Merrill Hills in Waukesha, Wis. Thanks to all who attended and contributed to the charities and scholarship fund. The event raised \$3,000 for the Ken Braden Scholarship fund and \$1,000 for three Real Estate Alliance for Charity (REACH) initiatives.

Ken Braden served as president of both the SIOR Wisconsin Chapter and the Wisconsin CCIM Chapter. The Commercial Association of Realtors-Wisconsin (CARW) and these chapters plan to establish a Ken Braden Memorial Fund to honor his work promoting commercial real estate education



Melanie Blakeney and Dan Wilkinson SIOR

MAAR Presents SIOR Memphis Chapter Past President with Original Charter

Melanie Blakeney, EVP/CEO of the Memphis Area Association of Realtors (MAAR) recently presented the original framed charter of the SIOR Memphis Chapter to Dan Wilkinson, SIOR, CRE, FRICS, long-time member of MAAR and SIOR Global President in 1992 as well as Past President of the Memphis Chapter.



The chapter golf tournament is always a blast and Wente is one of the favorite courses. John Greer, Carrie Robertson, Nancy Morse, SIOR, Mike Lloyd, SIOR.

Winery and Golf Course Venues Are Favorites for the SIOR Northern California Chapter

The SIOR Northern California held its annual wine dinner in March at the Mondavi Vineyards in Napa, Calif. More than 100 members and guests turned out for the networking reception followed by a three-course pairing dinner. The scenery and sunset only enhanced the event.

In May, the chapter held its golf tournament at the Course at Wente Vineyards. The event provided 90 members, sponsors, and industry friends with access to the best in real estate networking, followed by a dinner and awards presentation led by the chapter's Board of Directors.



Jeb Fields, SIOR; Marcus Dufour; Tim Griffis; Josh Thornton; Taurus Wright, and Jack Wahrman, SIOR

SIOR Memphis Chapter Distills Trends at Chapter Special Events

The SIOR Memphis Chapter hosted 53 members, guests, and prospective members during a reception in June at Old Dominick Distillery. The Old Dominick Distillery sits in a beautifully renovated historic building that serves as an excellent event venue in thriving Downtown Memphis. Everyone enjoyed mingling, sipping, and touring the distillery as well as a brief presentation from guest speakers from the Mississippi Development Authority, Tennessee Valley Authority, and Entergy.



Debbie Schulte, SIOR, and Kathy Woodward, SIOR

SIOR Western Missouri Kansas Chapter Does Royal Recruiting

The SIOR Western Missouri-Kansas Chapter invited members and prospective members to enjoy the royal treatment at a late May game featuring the Kansas City Royals. Seven members networked with 12 prospective members while watching the game.

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