

## SIOR CONNECTICUT/WESTERN MASSACHUSETTS BUILDS HABITAT FOR HUMANITY HOME

Members from the SIOR Connecticut/Western Massachusetts Chapter rolled up their sleeves in July to build for Habitat for Humanity in Bridgeport, Conn. The four members assisting in the construction were delighted to have Erron Smith from CERC SiteFinder join them to donate his time and skill.



Pictured (left to right): Frank Hird, SIOR; Bruce Wettenstein, SIOR; Jeff Gage, SIOR, CCIM, MRICS; Erron Smith, CERC SiteFinder.

## SIOR CAROLINAS CHAPTER RECRUITS AT BALLPARK

The SIOR Carolinas Chapter hosted a recruiting event at the BB&T Ballpark in downtown Charlotte, N.C. The invite-only event at the ballpark hosted seven prospects and 11 members.



Pictured (left to right): Stephen Woodard, JLL; Charlie Swanson, SIOR; and Robert Brinkley, Womble Carlyle Sandridge & Rice.

## SIOR CANADA WEST CHAPTER HOSTS NETWORKING EVENT

The SIOR Canada West Chapter held its first Networking Day at the Calgary Petroleum Club in Calgary, Ontario, Canada. The event featured keynote speaker Mike Lipsey of the Lipsey Company and SIOR Past President, Angela West. The successful half-day event had 118 attendees and members with 22 sponsors and consisted of a networking lunch and an education component, wrapped up by a cocktail reception. The chapter also presented the Kids Cancer Foundation of Alberta with a check for \$2,500.



Pictured (left to right): Kevin Beaudry, SIOR; Angela West, SIOR, MCR; Jillian Miller, Kids Cancer Care Foundation of Alberta; Jim Bijou, SIOR; Mike Warner, SIOR.

## SIOR CHICAGO CHAPTER HOSTS ANNUAL GOLF OUTING

In July, the SIOR Chicago Chapter held their annual golf outing at the Cantigny Gold Club in Wheaton, Ill. One-hundred ten members and guests enjoyed beautiful weather on the course. Three lucky golfers also won iWatches at the event. The chapter thanks their Platinum Sponsors for making this a memorable event year after year.



Pictured (left to right): Craig Przygoda, Associated Bank; Roy Splansky, SIOR; Jim Paper, Associated Bank; Don Pescara, Griffin Capital.

## SIOR CHICAGO CHAPTER SUPPORTS LOCAL CHARITY FOR FIFTH YEAR

The SIOR Chicago Chapter raised a total of 21 \$500 Trunk Scholarships to support the Ada S. McKinley College-Bound Trunk Scholarship program for 2015. Students receiving the scholarships are selected based on a written essay describing how the scholarship would allow them to be suitably prepared to enter their first year of college. This is the fifth year the Chapter has supported this charitable initiative and this was the Chapter's largest donation to date, thanks to the various sponsors and generous out-of-pocket donations from members. Recipients were presented with their scholarships at McCrone Industries in Chicago, in July, with Derek Young from CBS Channel 2 serving as Master of Ceremonies.



Photo of recipients at the event where Trunk Scholarships were awarded.

## SIOR FLORIDA CHAPTER TOURS POLYTECHNIC UNIVERSITY

The SIOR Florida Chapter toured the Florida Polytechnic University in Lakeland, Fla. Gary Ralston of Saunders Ralston Dantzler Realty presented on the latest economic update for the I-4 Corridor. While learning about the building's unusual structure, 40 members and sponsors learned about the panels at the top of the building that move continuously with the movement of the sun to create constant shade.



Chapter members get a close look at the structural design of the north wing.

## SIOR DFW/NORTH TEXAS CHAPTER HOSTS ANNUAL SPONSOR APPRECIATION

The SIOR DFW/North Texas Chapter hosted its Annual Sponsor Appreciation Event in August at the Park City Hilton in Dallas, Texas. The evening event hosted 50 members and guests for appetizers and drinks.



Pictured (left to right): Stephen Cooper, SIOR, and Lathrum Pou, Lathrum Pou & Assoc.

## SIOR FLORIDA CHAPTER GOES KART RACING

SIOR Florida Chapter members, candidates, and sponsors enjoyed the thrill of European Indoor Kart Racing at the Auto-bahn Indoor Speedway in Jacksonville, Fla., where 15 members raced karts against each other.



Pictured (left to right): Traci Jenks, Cushman & Wakefield; Scott Henley, Newmark Grubb Knight Frank; Jeff Graham, SIOR; John Richardson, SIOR; and Lou Nutter, SIOR, CCIM.

## SIOR GREAT LAKES REGION HOSTS SECOND NETWORKING EVENT

In September, the SIOR Chicago, Indiana/Kentucky, Michigan, Ohio, and Wisconsin Chapters jointly held the 2<sup>nd</sup> SIOR Midwest Regional Event. One hundred twenty-five members, SIOR leadership and staff, and sponsors gathered in downtown Indianapolis for the two-day event. Attendees were treated to behind the scenes ground tours, including a stop at the "Yard of Bricks" in the Indianapolis Motor Speedway. A private dinner was held at the NCAA Hall of Champions with exclusive access to all the interactive exhibits and history of NCAA sports. The final day at the Lucas Oil Stadium included a working breakfast and morning briefing from the chapters about industry activities, followed by a private tour of the locker rooms, press box, and a field visit.



Attendees watch a Duke Realty presentation in the NCAA Hall of Champions.

## SIOR HOUSTON/GULF COAST CHAPTER HOLDS MONTHLY LUNCHEON

In September, the SIOR Houston/Gulf Coast Chapter held its monthly luncheon featuring speaker Patrick Jankowski of the Great Houston Partnership. Jankowski addressed the 100 members at the Houston Country Club in Houston, with an economic update on the Houston economy based on the effects of lower oil and gas prices. Jankowski advised that while near-term market outlooks were negative, the Houston economy could add 30,000 new jobs this year. Overall Jankowski finished on a positive note explaining that the short-term downturn would not have a major impact on Houston's economy. The luncheon also installed the new slate of chapter officers for 2016.



Pictured (left to right): Andrew Sowell, SIOR; Walker Barnett, SIOR; Jeff Lindberger, SIOR; Travis Land, SIOR; Keith Bilski, SIOR, CCIM; Dylan Schopper, SIOR, CCIM.

## SIOR INDIANA/KENTUCKY CHAPTER HOLDS JOINT GOLF OUTING

In September, the SIOR Indiana/Kentucky Chapter held its annual golf outing with the local NAIOP chapter and prospects. Eighteen members and sponsors enjoyed an afternoon of 18 holes at the Country Club of Indianapolis in Indianapolis, Ind. Attendees also enjoyed bourbon and bloody mary tasting stations as they made their way through the course.

Pictured (left to right): Karl Behrens, SIOR, CCIM; Mike Lubbers, SIOR; Matt Dickerson, SIOR, CCIM; and Chip Barnes, SIOR.



## SIOR INLAND EMPIRE AND ORANGE COUNTY CHAPTER HOSTS BBQ AND BEACH PARTY

The SIOR Inland Empire and Orange County Chapter hosted 50 members, sponsors, and prospective members on the beach at Emerald Bay in South Lake Tahoe, Calif. Everyone enjoyed fine wines and Hawaiian BBQ during a breezy September afternoon on the beach.



Front Row (left to right): Rick John, SIOR; Stephen Batcheller, Panattoni; Nolan Mead, CJ Light Associates; Samantha de la Paz, Colliers; Kevin McKenna, SIOR; David Nazaryk, Trammel Crow Company; Jeff Ruscigno, SIOR; Charles Crookall, SIOR; Bud Pharris, DCT Industrial; Mike McKenna, Shaw Development; and Jake LeBlanc, Panattoni.

Pictured Back Row (left to right): Eric Burney, SIOR; Robert Evans; Bo Smith, Innovive; Tom Myers, AIA, LEED AP, Commercial Architecture; Larry Null, SIOR; Graham Tingle, Fullmer Construction; Mike Wolfe, SIOR; Chuck Littell, CCIM, Colliers; Melinda Brown, California Central Valley EDC; Randy Mason, SIOR, CCIM; Ken Andersen, SIOR; Joey Sugar, SIOR; Tom Bak, Trammel Crow Company; Greg Merrill, Colliers; Patrick Remolacio, SIOR, CCIM; Mark Zorn, SIOR; and Jason Krotts, Real Estate Development Associates.

## SIOR IOWA-NEBRASKA CHAPTER HOSTS NETWORKING EVENT

The SIOR Iowa-Nebraska Chapter hosted a networking and social event in three locations: Omaha, Nebraska; Des Moines, Iowa; and Davenport, Iowa. About 50 members attended the three events in June to meet and greet prospective members, and introduce them to members.



# Graham & Co

## Gulf South

### Announcing New Regional Office



**Jeff Wilke, CCIM, SIOR, LEED AP**  
*Managing Partner*

- 11-year SIOR member
- Licensed broker in AL, LA and MS
- Vice President of SIOR LA/MS/AL/NWFL Chapter

Graham & Co was founded in 1978 and provides commercial real estate sales & leasing, tenant representation, management, development, appraisals and consulting.

13155 Shriners Blvd. • Suite D

Biloxi, MS 39532

TEL 256.694.1492

[jeffw@grahamcompany.com](mailto:jeffw@grahamcompany.com)

BIRMINGHAM | HUNTSVILLE | JACKSONVILLE | GULF COAST | GULF SOUTH

## YOUR INDIANA CONNECTION



### Lindley/Wessel Team

[www.LindleyWessel.com](http://www.LindleyWessel.com)

317 639 0471



Lindley • Wessel  
Your Indiana Connection

One American Square  
Suite 1300  
Indianapolis, IN 46282  
[www.dtz.com](http://www.dtz.com)

## SIOR LOUISIANA/MISSISSIPPI/ALABAMA/NW FLORIDA CHAPTER HOLDS SUMMER MEETING

The SIOR Louisiana/Mississippi/Alabama/NW Florida Chapter held its annual summer meeting at the Sandestin Golf and Beach Resort in Miramar Beach, Fla. The full day event was attended by 25 members and 11 guests who were treated to breakfast before a board meeting and open discussion. The afternoon featured a bocce ball tournament and beach activities and closed with a dinner at Ruth's Chris Steak House in Destin, Fla.



*Pictured (left to right): Nicole Davis Young; Mark Byers, SIOR; Thornton Hydinger; SIOR; and Jim Barse, SIOR, CCIM, participate in the bocce ball tournament.*

## SIOR MEMPHIS CHAPTER HOSTS LUNCHEON

In August, the SIOR Memphis Chapter hosted a special presentation on the history and development of the Bass Pro Shop, the "Pyramid," for its quarterly luncheon. Located on the banks of the Mississippi River in downtown Memphis, Tenn., the Bass Pro Shop was presented by the Yates Construction Company, a friend of the Chapter as well as developer and builder of the location to the 40 members in attendance. The store opened its doors in the spring of 2015.

*Yates Construction Project Director Alex Teague (standing) explains the scope of work involved in constructing Bass Pro from the former Pyramid. Yates Construction Director of Business Development, Roger Sigler (seated), assists in a Q&A with the membership.*

## SIOR MARYLAND/DISTRICT OF COLUMBIA/NORTHERN VIRGINIA CHAPTER HOLDS GOLF OUTING

In June, the SIOR Maryland/District of Columbia/Northern Virginia Chapter held its 15th Annual SIOR Golf Outing at the Towson Gold & Country Club in Phoenix, Md. Twenty members and 111 enthusiastic golfers came out for a day of golf and camaraderie. The participating sponsors, developers, guests, and members of the real estate community started the day with lunch, followed by a shot gun start. After time on the green, they attended a cocktail party and awards dinner. All raised funds from this event will benefit the SIOR Educational Fund.



*Pictured (left to right): Craig Hofmann, Hofmann & Associates; Richie Blue, SIOR; Danielle Schline, Prologis; and Max Roach, Lee & Associates.*



## SIOR MIDDLE AND EAST TENNESSEE CHAPTER HOLDS STATE OF THE MARKET

In July, the SIOR Middle and East Tennessee Chapter held a State of the Market event. Eighty attendees, including members of BOMA and CCIM Chattanooga Chapter members, convened at the Walden Club in Chattanooga, Tenn. The afternoon began with lunch and sponsor appreciation, followed by a panel discussion. The panelists were Charlie Bock of Launch Tennessee, Cal Evans of Synovus Bank, Mike Branden of ProLogis, Garry Rodgers of Chestnut Development, and John Barker Jr., SIOR, of Red Rock Development. Each panelist gave unique insight into their respective industries and provided a well-rounded view of the market. Following the panel, the attendees reconvened at Southside Social.



*Pictured (left to right): Russ Elliott, SIOR, CCIM; John Speropoulos, SIOR, CCIM; John Adams, SIOR, CCIM; Bryan Rudisill, SIOR, CCIM; Michael Green, SIOR, CCIM, MAI; Arnold Farmer, SIOR, CCIM; Hi Lewis, SIOR; Terry Smith, SIOR, CCIM; and Bobby Burns, SIOR, CCIM.*

## SIOR OHIO CHAPTER GOES SHOOTING

In September, the SIOR Ohio Chapter held its fall conference and shooting event. Forty members gathered at the Black Wing Shooting Center in Delaware, Ohio, to conduct chapter business and participate in shooting. The event featured a panel of developers and construction experts, and after lunch, members adjourned to shoot clay pigeons and machine gun rounds.



*Pictured: SIOR Ohio Chapter members gather for chapter business and shooting.*

## SIOR NORTHERN CALIFORNIA CHAPTER GOLFS IN NEVADA

The SIOR Northern California Chapter enjoyed the beautiful grounds of the Edgewood Tahoe Golf Course in Stateline, Nev. for its annual summer event. Stan Thomas, the executive vice president of the Reno/Sparks/Tahoe Economic Development Authority, spoke to the 68 members about the reasons companies relocate to Nevada and the incentives and impact of Tesla moving to Reno.



*Pictured (left to right): Matt Cologna, SIOR; Nancy Morse, SIOR, CCIM; Ken Reiff, SIOR; and Tom Tyer, SIOR.*

## SIOR OHIO CHAPTER HOSTS NORTHEASTERN OHIO EVENT

In September, the SIOR Ohio Chapter also held a Northeast Ohio Chapter Fall Event hosted at the Punch Bowl Social at the Holiday Lodge Room in Cleveland, where 20 members met for socializing.



*Pictured (left to right): Mac Biggar, SIOR, CCIM; Becky Groetsch, First American; Sandy Ham, First American; Geoff Coyle III, SIOR; Cheryl Bailis, First American; Russ Rogers, SIOR; Amy Whitacre, First American; Brian Lenahan, SIOR, JD; George Stevens, SIOR, CCIM; Brad Coven, SIOR; and Alex Russo, SIOR.*

Specializing in the Sale of Commercial Investment Property and the Sales and Leasing of Office, Industrial and Retail



**49 YEARS OF PERFORMANCE  
NOT PROMISES**

Bobbi Miracle  
CCIM, SIOR  
Senior Vice President  
Bobbi@CEVegas.com



Soozi Jones Walker  
CCIM, SIOR  
Broker/President  
Soozi@CEVegas.com



**(702) 316-4500**

7219 W. Sahara, Suite #100, Las Vegas, NV 89117



## SIOR PHILADELPHIA CHAPTER HOSTS INDUSTRIAL PROPERTY SUMMIT



In September, the SIOR Philadelphia Chapter hosted its 13th Annual Industrial Property Summit at The Hershey Country Club in Harrisburg, Pa. The event drew 25 members and 90 real estate professionals to

discuss business opportunities. Developers, landlords, and investors met with the region's best industrial real estate brokers and visited 32 sponsor exhibits promoting various industrial properties and development projects through the local market. A presenter from Goodman Birtcher North America and Commercial Development Company, Inc., discussed current development projects followed by a panel discussion, and closed with a discussion from Joel Naroff, a state-wide renowned economist, about changes in the Federal Reserve and its impact on the market.

*Pictured (left to right): Bill Boben, SIOR, addresses the crowd in the opening remarks of the 13th Annual Industrial Property Summit (photo credit: Paul V Photography).*

## SIOR SAN DIEGO CHAPTER DAY AT THE RACES

The SIOR San Diego Chapter held a day at the races at the Del Mar Race Track in Del Mar, Calif. The November afternoon event drew 60 members and guests to lunch and watched the race from the Native Diver Skybox.

## SIOR SAN DIEGO HOSTS ANNUAL WINE DINNER

The SIOR San Diego Chapter hosted a three course wine-paired dinner at the Cusp Restaurant in La Jolla, Calif. Sponsored by LBA Realty, 60 members and guests gathered in the Starling Room in Hotel La Jolla for an evening of good food and wine with time to network.

## SIOR SOUTHEAST REGION HOSTS REGIONAL CONVENTION

The SIOR Carolinas, Georgia, Memphis, Middle and East Tennessee, and Florida Chapters hosted their 2015 SIOR Southeastern Regional Convention in September at Omni Amelia Island Plantation Resort in Amelia Island, Fla. The three day event attracted 250 members, sponsors, speakers, SIOR staff, and guests. Attendees were treated to an opening night beach party with presentations by Chris Lee and Gerald Clerx and various networking events. Optional events for guests included golf, skeet shooting, tennis, fishing, and learning about local history from a local author. SIOR President Allen Gump, SIOR, CCIM, and SIOR Immediate Past President, Angela West, SIOR, MCR, attended the conference and conducted their annual chapter meeting. The convention closed with a charity challenge breakfast to benefit the *Wounded Warrior Project*.



*Attendees are treated to music at the opening night beach party.*