

## AUSTIN/CENTRAL TEXAS CHAPTER HOSTS HAPPY HOUR

In February, the SIOR Austin/Central Texas Chapter hosted a happy hour at Cover 3 in Austin, Tex. Ten members met for drinks after the chapter's spring meeting, where the plans for the rest of the year were discussed.



*Pictured (left to right): Spencer Hayes, SIOR; Matt Levin, SIOR; Kristi Simmons, SIOR; Fred Placke, SIOR; Chris Perry, SIOR; and Scott Studzinski, Live Oak Gottesman.*

## CONNECTICUT/W. MASSACHUSETTS CHAPTER HOLDS QUARTERLY MEETING

In March, the SIOR Connecticut/Western Massachusetts Chapter held its first quarterly meeting for 2015 in The Study at Yale University. Prior to the meeting, 30 members and guests had an opportunity to tour 100 College Street in New Haven, Conn., hosted by the developer, Carter Winstanley. After conducting the chapter meeting, the attendees networked and then dined at the hotel's Heirloom Restaurant.



*Guests tour the 100 College St. property in New Haven, Conn.*

## COLORADO CHAPTER CHEERS ON HOCKEY TEAM

This past January, the SIOR Colorado Chapter kicked off the year with the Colorado Avalanche SIOR Colorado Hockey Night. After a dinner and networking, 50 members and guests watched the Colorado Avalanche win over the Ottawa Senators at the Pepsi Center in Denver, Colo. The evening continued with some post-game celebration and fun.



*Pictured (left to right): Nick Steitz, CBRE; Jeremy Kroner, CBRE; Tim Shay, Colliers International; Kyle McClure, CBRE; Craig Myles, SIOR; Cameron Flint, CBRE.*

## CHICAGO CHAPTER ANNOUNCES 2014 AWARD WINNERS

The SIOR Chicago Chapter presented the 13th Annual Chapter Awards in February. Forty members and 14 Platinum Sponsors completed 81 cooperative transactions, totaling \$688,475,832 in consideration and comprising 5,915,140 sq. feet. The program was revised to honor the Platinum Sponsors and members who completed transactions within the chapter or with a Platinum Sponsor. Joyce Sloan, SIOR, chaired the awards committee for her 13th year and recognized the members' and sponsors' outstanding achievements.



*Pictured (left to right): Back row: Sean Keeley, Keeley Construction, Inc.; Gregg Witt, SIOR; Ryan O'Leary, Duke Realty; Neal Driscoll, Liberty Property Trust; David Bercu, SIOR. Front Row: Joyce Sloan, SIOR; Roy Splansky, SIOR; Elise Couston, SIOR; Matt Grusecki, Northern Builders; Mike Sullivan of Peak Construction; and Jim Neswold, Prologis.*

## CHICAGO CHAPTER MEET AND GREET

The SIOR Chicago Chapter threw a “Meet and Greet” at Carlucci’s Restaurant in Rosemont, Ill. More than 60 members and guests enjoyed networking while viewing the first round of the NCAA tournament in March.



*Pictured (left to right): John Uremovic, Krusinski Construction Company; Roy Splansky, SIOR; and Jeff Krusinski, Krusinski Construction Company.*

## FLORIDA CHAPTER CHALLENGES MEMBERS’ TENNIS SKILLS

The SIOR Florida Chapter members and sponsors got competitive during the Marketing Direction Tennis Tournament in March. Held at The B Resort and Spa in Lake Buena Vista, Fla., 10 members and sponsors kicked off the Spring Chapter Meeting with friendly, athletic competition. Brad Stitchberry of KTR Capital Partners placed first with Stephen Rigl of Real Miami Commercial placing second.



*Pictured (left to right): Front Row: Danny Zelonker, SIOR; Van Akin, SIOR. Back row: Elias Porras, SIOR; Brad Stitchberry, KTR Capital Partners; Jeff Collins, SIOR; Mary Clare Codd, SIOR; Stephen Rigl, SIOR; and Tim Kilkelly, SIOR.*

## DFW/NORTH TEXAS CHAPTER HOLDS PANEL DISCUSSION

In February, the SIOR DFW/North Texas Chapter held a panel discussion, “Urban Core Development Update,” at Preston Commons, in Dallas. The 60 attending members began the evening with networking and then listened to four presentations on real estate development, growth and future trends in the Dallas-Fort Worth area. The presentations were given by: Mike Ablon of PegasusAblon, Kourtney Garrett of Downtown Dallas, INC., Scott Rohrman of 42 Real Estate, and John Zogg of Crescent Real Estate Equities.

## SIOR FLORIDA CHAPTER LAUNCHES NEW PROGRAM

The Florida Chapter created a challenge grant in 2014: the Florida State Commercial Development Competition. Multiple chapter sponsors engaged in industrial and office development were asked to submit their problems and opportunities for development in the State of Florida.

The chosen problem statement for the pilot year was: What specific site and building characteristics would maximize return and facilitate lease-up for the developing DCT Commerce Center Phase II in Miami, a multi-tenant planned industrial park?

The Master in Real Estate Development Program at Nova Southeastern University was selected and students operated as professional real estate consultants. Three teams were selected, with a \$7,500 award for the winning team and \$2,500 for second place.

The teams submitted their proposals orally and in a professional report form to representatives from DCT, the university, and the Chapter. The teams were judged on creativity, thoroughness, the quality of the presentation, sophistication of analytical methods, and the economic viability.

Ted Konigsberg said that this gave students a real world project and valuable professional networking opportunities while DCT received fresh, new ideas from the next generation of the industry.

The awards presentation took place on February 26 at Nova Southeastern University.

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## FLORIDA CHAPTER HOLDS ANNUAL SPRING MEETING

March heralded the SIOR Florida Chapter Spring Meeting at The B Resort and Spa in Lake Buena Vista, Fla. More than 100 members, sponsors, guests, and speakers convened for the two-day event. The first day started with competitive tennis; the second day, complete with panel and sponsored roundtable discussions, featured presentations on the Florida economy, life sciences and health care opportunities, office and industrial construction costs, and an update on Florida growth.



Florida Chapter members watch a presentation at the Chapter Spring meeting.

## GREATER LOS ANGELES CHAPTER BOWLS OVER COMPETITION

In January, the SIOR Greater Los Angeles Chapter hosted the inaugural Industrial Bowl-O-Rama at the historic Pico Bowl in Santa Monica, Calif. Over 60 members, corporate sponsors, and friends of SIOR teamed up for a night of competitive bowling and networking. The legendary Roy Munson, Big Ern McCracken, and “The Dude” joined in on the fun. The winning team, Team Donkey, is pictured.



Pictured (left to right): Barry Hill, SIOR; Ryan Dunlap, Industrial Income Trust; Adam Deierling, SIOR; Jeff Kernochan, SIOR; and Chris Sheehan, SIOR.

## LA/MS/AL/NWFL CHAPTER HOLDS WINTER MEETING



The SIOR LA/MS/AL/NWFL Chapter hosted its annual Winter Meeting in New Orleans, Louis., in early February. The event kicked off with an evening networking reception at Galvez Restaurant in the French Market, overlooking the

Mississippi River. The next morning, members convened at the Pan American Life Center for a chapter business meeting and a seminar on Synergistic Sales Skills by Robert Nahigian, SIOR, CRE, FRICS, MCR. The event closed with a meeting at the award winning Galatoire’s Restaurant on Bourbon Street.

Pictured: Rob Nahigian, SIOR, CRE, FRICS, MCR, presents a seminar to chapter members.

## MICHIGAN CHAPTER HOLDS EXCELLENCE AWARDS

In January the Michigan Chapter honored the accomplishments of its members with the Inaugural Excellence Awards. Sponsors, guests, and 90 members were treated to a dinner and award ceremony at the County Club of Lansing in Lansing, Mich. Two speakers headlined the event: Michigan Lt. Gov. Brian Calley and John R. Brick, PhD, CFA, of Brick & Assoc., Asset-Liability Management Consultants. Current chapter president Chris Nagorski, SIOR, along with Chip Hurley, SIOR, CCIM, and Ken Stockwell, SIOR, CCIM, celebrated the successes of the past year, including record attendance at events and the Midwest Regional Networking Event.



Guests enjoy the dinner at the Country Club of Lansing, Mich.

## NORTHERN CALIFORNIA HOSTS KICK-OFF MEETING

The SIOR Northern California Chapter held its Kick-Off Meeting at Levi's Stadium in Santa Clara, Calif. Ninety-five members, candidates, sponsors, and guests attended the event in February, which included a pre-event tour of the stadium. The evening featured a 2015 market outlook from a high-level commercial real estate panel, including Dan Letter, Sr. vice president investment officer at Prologis; Jay Bechtel, real estate manager at Google; Merredith Treaster, director at Hines; and Paul Paradis, Sr. managing director at Hines; with Garrick Brown, vice president of research at DTZ/Cassidy Turley as moderator.



*Attendees listen to the executive panel*

## OREGON CHAPTER HOSTS EDUCATION SEMINAR AND AWARDS SCHOLARSHIPS

The SIOR Oregon Chapter hosted an education seminar in February titled, "Buyer/Seller Due Dilligence and Understanding Debt and Financial Statements." Thirty members, candidates, and sponsors attended the seminar by SIOR instructor Rob Nahigian, SIOR, CRE, FRICS, MCR, at the University Club of Portland in Portland, Ore. Several representatives from Bank of America, a chapter sponsor, generated lively discussion on the understanding debt portion. The chapter also awarded two scholarships totaling \$6,000 (\$3,000 matched by SIOR Foundation) to students in the Portland State University Center for Real Estate Program, chosen by a four-person committee. The awards event drew nearly 100 people and over \$20,000 in awards were presented



*Pictured (left to right): Stan Kleweno, Transpacific Investments; Tony Reser, SIOR; Rob Nahigian, SIOR, CRE, FRICS, MCR; Steve Willhite, SIOR.*

## SAN DIEGO CHAPTER LEARNS THE ART OF NEGOTIATION



The SIOR San Diego Chapter hosted a dinner with speaker Leigh Steinberg, author of *The Art of Negotiation*, at Season's 52 in La Jolla, Calif. The February evening began with a meet and greet of the guest speaker followed by a seated dinner. More than 60 members, sponsors, and guests were in attendance. Mr. Steinberg talked about negotiation, the climb to the top of his career, and life.

*Pictured (Left Row): Marten Barry, SIOR; Melissa Scofield, CBRE; Dennis Hearst, SIOR, CCIM, MCR; Jay Arnett, SIOR; Duncan Dodd, SIOR. (Right Row): Tim Mills, SIOR, CCIM; Jeff Chasen, Voit Real Estate Services; David Temko, Wells Fargo; Josh Buchholz, NAI San Diego; and Chris High, Cushman & Wakefield.*



## ST. LOUIS CHAPTER PRESENTS METRO MARKET FORECAST

The SIOR St. Louis Chapter hosted its 2015 SIOR 31st Annual Metro Market Forecast in February. Hosted at the Ritz-Carlton in Clayton, Mo, 715 guests and members attended the chapter's forecast of office, industrial, and retail markets. SIOR President Angela West, SIOR, MCR, also attended.



*Pictured (left to right): John Shuff, Gershman Commercial Real Estate; Mike Carlson, SIOR, CCIM; Angela West, SIOR, MCR; Pat Reilly, SIOR; and Glenn Guenther, SIOR.*

## WISCONSIN CHAPTER REPRESENTED AT GOVERNOR'S CONFERENCE

In February, the SIOR Wisconsin Chapter attended the Governor's Conference for Wisconsin Economic Development Association (WEDA) at the Monona Terrace Community & Convention Center in Madison, Wis. More than 100 people attended this statewide event to support important legislation that will provision economic development through tax incentives, simplifying legal procedures, and shortening the approval process. Bob Gintoft, SIOR, EDFP, and Patrick Connor, SIOR, represented the chapter by meeting with legislators and WEDA members.



*Pictured (left to right): Bob Gintoft, SIOR, EDFP, and Patrick Connor, SIOR.*

## NORTHEAST CHAPTERS HOST SUCCESSFUL TRI-STATE CONFERENCE

In March, the SIOR Connecticut/Western Massachusetts, SIOR New Jersey, and SIOR NYC/Downstate Chapters jointly held the inaugural Tri-State Conference. Hosted at the Bank of America Headquarters Conference Center in New York City, New York, 110 members attended this all-day event complete with panels and networking, as well as Globe St. coverage and videotaped interviews.

SIOR President Angela West, SIOR, MCR, opened the event, and members listened to keynote speakers including Tim McGee, a top Bank of America economist, and various panelists on the current state of the financing market, workplace innovations and trends, and the changing landscape of office space use in the U.S. The day closed with a cocktail reception, during which a lucky attendee won a GoPro camera package.



*Members of th NYC/Downstate, CT/Mass., and N.J. Chapters listen to a presentation.*