
CHAPTER NEWS



L to R: Robin Boylan, SIOR, and Steve Smith, SIOR.

SIOR Carolinas Chapter holds SIOR Recruitment Event in Greenville, SC

Twenty people attended a recruitment event at The Roost in Greenville, S.C. in March. The event aimed to bring greater awareness of SIOR's reputation as market leaders with the highest ethical standards. Active SIOR designees composed half of the attendees with the other half made up of Candidate members and prospective members. Designees offered advice and information on the designation requirements and application process, as well as a connection to contact for guidance during the process.



L to R: Scholarship recipients: Francesca Michel, Brendan Moore, Abigail Murphy, and Aly Michaud.

SIOR Connecticut Western Massachusetts Chapter Awards University of Connecticut Scholarships

The SIOR Connecticut Western Massachusetts Chapter awarded a total of \$11,000 in scholarships to four students from the University of Connecticut's School of Business. Funding for the scholarships comes from the chapter-sponsored Samuel F. Pierson and Carl F. Traub scholarships with matching funds provided by the SIOR Foundation.



SIOR Greater Los Angeles Chapter hosts Bowl-a-Rama

The SIOR Greater Los Angeles Chapter kicked off 2016 in January with its 2nd Annual Bowl-a-Rama. Ten teams of SIOR members and sponsors descended at Bowlero Mar Vista in Los Angeles. In a heated tournament, Office Depot, led by Chapter Vice President Aleks Trifunovic, SIOR, edged out last year's winner, Team Donkey, for first place.



SIOR Chicago Chapter 14th Annual Chapter Awards winners gather for a group photo after the ceremony.

SIOR Chicago Chapter Announces Winners of 14th Annual Chapter Awards

In March, the SIOR Chicago Chapter held its 14th Annual Chapter Awards ceremony at Gibson's Bar and Steakhouse in Rosemont, Ill. Joyce Slone, SIOR, designed the awards to honor the organization's prestigious Platinum Sponsors and SIOR members who complete transactions within the Chicago Chapter or with a Platinum Sponsor. In 2015 the chapter recorded 119 cooperative transactions from 49 members and 12 Platinum Sponsors totaling \$652,218,311, comprising 20,875,155 square feet as well as 125 acres of land.

Largest Number of transactions

Ron Behm, SIOR, and David Bercu, SIOR, of Colliers International both with 19 transactions.

Largest Dollar Volume Industrial Building for lease

Ron Behm, SIOR, and Jim Estus, SIOR of Colliers International for IAC leasing 130,980 square feet at \$38,000,000 to Sky Chefs and was built by Platinum Sponsor, Krusinski Construction.

Largest Dollar Volume Industrial Build-to-Suit for Lease with Two Platinum Sponsors

Jason West, SIOR, and Sean Henrick, SIOR, of Cushman & Wakefield, and Denise Weinmann, SIOR, of RGV Commercial, represented the developer, Platinum Sponsor Venture One, and the contractor, Platinum Sponsor Clayco, for the 978,120 square foot lease valued at \$45,410,998 for the tenant, 3M.

Largest Dollar Volume Transaction, Industrial Build-to-Suit for Lease with One Platinum Sponsor

Adam Roth, SIOR, and Dan Leahy, SIOR, of NAI Hiffman represented Platinum Sponsor CenterPoint Properties for the 1,388,690 sq. ft. build-to-suit at \$67,057,174.

Largest Dollar Volume Transaction, Investment Sale with One Platinum Sponsor

George Cibula, SIOR, of Darwin Realty, represented Platinum Sponsor Venture One in the 14 building portfolio sale consisting of 804,745 sq. ft. totaling \$44,000,000.

Honorable Mention

Jim Estus, SIOR, and David Kahnweiler, SIOR, of Colliers International represented Platinum Sponsor Prologis in the purchase of two buildings totaling 686,336 sq. ft. valued at \$41,000,000.

Largest Dollar Volume Transaction, Redevelopment with One Platinum Sponsor

Larry Much, SIOR, of NAI Hiffman represented Platinum Sponsor DCT Industrial for a long term lease of an undisclosed tenant consisting of 189,987 sq. ft.

Honorable Mention

Chris Lydon, SIOR, of Cushman & Wakefield, who represented Liberty Property Trust for a redevelopment project totaling 235,781 sq. ft. at \$38,700,000.

Largest Dollar Volume Transaction, Redevelopment with Two Platinum Sponsors

Platinum Sponsor, Venture One, brought a 277,562 sq. ft. building; Platinum Sponsor, Keeley Construction, redeveloped the building. Sally Macoicz, SIOR, and Larry Goldwasser, SIOR, of Cushman & Wakefield represented the redeveloped building for lease and the sale to Heitman for \$30,280,000.

Largest Dollar Volume Land Transaction with One Platinum Sponsor

Vern Schultz, SIOR, and Mike Senner, SIOR, of Colliers International represented Platinum Sponsor, Prologis for the 41.39 acre sale at \$17,080,000.

Most Transactions Completed by a Platinum Sponsor with Chicago SIOR Members

Prologis with 40 transactions, totaling \$165,527,496 with 25 members.

Honorable Mention

Venture One with 30 transactions totaling \$156,857,916 with 15 members.



L to R: Chapter President, Frank Hird, SIOR; Northeast Regional Director, Dennis Hennessy, SIOR; Chapter Treasurer, Kristin Geenty, SIOR, and Chapter Vice President Jeff Ryer, SIOR.

SIOR Connecticut Western Massachusetts Chapter Springs into Action

The chapter held its spring quarterly meeting at Il Palio in Shelton, Conn. in March. More than 40 SIOR members, guests, and sponsors attended the regular business meeting. Northeast Regional Director, Dennis Hennessy, SIOR, gave brief remarks about SIOR initiatives. After dinner, Tim Breda, Goedecke & Company, spoke about capital markets and recent lending trends. The event was sponsored by R.D. Scinto, Inc.



Tom Burton, SIOR, SIOR Minn. Chapter President-Elect, and attendees look on as Bill Wardwell, SIOR, SIOR Minn. Chapter President, welcomes SIOR President Allen Gump, SIOR.

SIOR President Visits SIOR Minnesota Chapter

In early March, the SIOR Minnesota Chapter welcomed SIOR Global President, Allen Gump, SIOR, as guest speaker to its cocktail hour at BLVD Kitchen and Bar in Minnetonka, Minn. More than 40 attendees gathered to network and inform prospective members about SIOR. Allen gave a brief update on plans to celebrate SIOR's 75th anniversary, including the new logo, the Spring World Conference in San Diego and the Fall World Conference in New York. Also during the event, the chapter awarded Drew Rafshol (St. Cloud State University), Jonathan Packer (St. Cloud State University), Jackson Becker (University of St. Thomas), and Nicholas Nielsen (University of St. Thomas) each a \$1500 scholarship.

SIOR Oregon Chapter Co-Hosts Night of Excellence

The SIOR Oregon Chapter joined with NAIOP Oregon Chapter and CAB Oregon & Southwest Washington to present the 2016 Night of Excellence in Commercial Real Estate Awards early this past March at the Portland Art Museum. The event honored the local commercial real estate industry's great achievements in 2015. Mike Nye, SIOR, took home the prestigious Bill Naito Award and Industrial Broker of the Year Award went to Brad Fletcher, SIOR. Buzz Ellis, SIOR, placed as runner-up in the Office category.

Ernest Rady Shares His Insight With SIOR San Diego Chapter

The SIOR San Diego Chapter held its January dinner meeting at Morgan Run Golf Course, in Rancho Santa Fe, Calif., with special guest, Ernest Rady, a well-known philanthropist. He and his family have provided generous support to Rady's Children's Hospital, Rady's School of Management at UCSD and many other programs and buildings throughout San Diego. Rady's inspirational and humble explanation of how he got where he is and what's next enthralled the seventy attendees including 37 members, 21 sponsors, and nine guests. Among his words of wisdom on how to succeed, Rady shared a simple lesson he lives by: 'Everyone deserves to be greeted with a smile.'



SIOR San Diego's Night at the Rink

Forty SIOR members and sponsors watched as the San Diego Gulls took on the San Antonio Rampage during a hockey game at Valley View Casino Center in March. Prior to the game, attendees networked with fellow SIOR members and sponsors during a happy hour sponsored by Bank of America Merrill Lynch in the center's exclusive, members-only Stella Artois Lounge.

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SIOR Northern California Chapter Kicks Off 2016 with Insights from Panel on Costs, Commutes, and the Future

Fifty-six members and 40 guests of the SIOR Northern California Chapter gathered for a dinner meeting at the Four Seasons Palo Alto in February to kick off the year. Panel moderator, Luis Belmonte, Seven Hills Properties, kept the momentum going with color commentary. Panelists included Michael Johnston, Menlo Equities; Hanns Lee, Irvine Company; Dan Letter, Prologis; and Jordan Schnitzer, Harsch Investment Properties.



L to R: Mark Triska, SIOR, SIOR Northern California Chapter President; Luis Belmonte, moderator, and Jeff Weil, SIOR.



L to R: Stuart Skaug, SIOR, SIOR Oregon Chapter Vice President; Steve Willhite, SIOR, SIOR Oregon Chapter President; Jeff Johnson, SIOR, SIOR Northwest Regional Director, and Jon Jeffreys, SIOR.

SIOR Oregon Chapter Learns at Lunch

SIOR Oregon Chapter hosted a Lunch and Learn at the CBRE Offices in Portland, Ore., at the beginning of April. Members came from Portland, Salem, and Bend, Ore., and even as far away as Washington to enjoy an informative session over a delicious lunch. The twenty-eight attendees listened raptly as speakers presented on Landlord/Tenant Perspectives Office Overview, Industrial Market Update, Industrial Market – The Future, “The Year of Boom!” and a Central Oregon Update.

SIOR Virginia Chapter Hosts Winter Conference

In early February, the SIOR Virginia Chapter hosted its winter meeting over two days in Williamsburg, Va., at the Williamsburg Lodge. The event kicked off with an evening cocktail reception at the home of SIOR Virginia Chapter President, Dawn Marie Griggs, SIOR, and continued the following day with a program of interesting speakers and topics as well as the chapter business meeting. More than 50 SIOR members, sponsors, and guests turned out for the morning’s informative talks. A huge success, the event made *Inside Business* with quotes from speakers Russ Held of the Virginia Port and Joe Hines of the Timmons Group.

