



CANADA CENTRAL HOSTS MAYORAL DEBATE

In late September, the SIOR Canada Central Chapter, in partnership with the NAIOP Greater Toronto Chapter, brought the city of Mississauga's mayoral frontrunners, Steve Mahoney and Bonnie Crombie, together for their first one-on-one debate event at the Living Arts Centre of Mississauga in Mississauga, ON. Nearly 15 members and 75 guests and local residents were eager to hear what the candidates had to say and more importantly, for the brokers in attendance, what each candidate thought about the big jump in development charges.



Pictured in back (left to right): Bonnie Crombie and Steve Mahoney. Front (left to right): David Ward of Morguard Investments, Matt Picken of Brookfield Financial, and Joe Almeida, SIOR.

CANADA EAST CHAPTER HOSTS AN EDUCATIONAL SEMINAR

In September, the SIOR Canada East Chapter hosted an educational seminar on Construction and Development: A Linear Process, with guest speaker, Don Ossey, SIOR. Seventy-five members and guests were able to participate in the seminar that was held at Le 1250 René Lévesque in Montreal, QC.



Members listening to Don Ossey, SIOR, present on the topic construction and development.



Angela West, SIOR, MCR, giving attendees an update from SIOR headquarters.

CAROLINAS CHAPTER HOSTS FALL CONFERENCE

The SIOR Carolinas Chapter held its two-day Fall Conference at the Belmond Charleston Place Hotel in Charleston, S.C., in early September. Governor Nikki Haley delivered opening remarks about bringing more jobs to South Carolina, and President-Elect Angela West, SIOR, MCR gave updates from SIOR headquarters in Washington D.C. Day one continued with an evening cruise around the harbor on The Carolina Girl Yacht. The last day of the conference included a five-person panel featuring North and South Carolina market forecasts, the chapter's second chapter meeting for the year, and a young professional reception followed by a networking session open to all attendees. Nearly 100 members and guests were able to enjoy the conference.

CHICAGO CHAPTER HOLDS ITS ANNUAL GOLF OUTING

In July, the SIOR Chicago Chapter hosted its annual golf outing at the Cantigny Golf Club in Wheaton, Ill. More than 120 members and guests were able to come out and enjoy a game of golf.



Pictured (left to right): Sean Henrick, SIOR, CCIM; Roy Splansky, SIOR; Jason West, SIOR, and Matt Goode, Venture One Real Estate.

COLORADO CHAPTER HOSTS ANNUAL GOLF TOURNAMENT

The SIOR Colorado Chapter held its annual golf tournament at The Ridge at Castle Pines, Castle Stone, Colo., to benefit the Children’s Hospital this past August. A total of \$26,000 was raised. Major contributors were Etkin Johnson Real Estate Partners and Majestic Realty Company, joined by many other Denver area developers, individual SIOR brokers, and commercial real estate-related businesses. Fifty-two members and guests were able to come out and enjoy a game of golf to raise money for a good cause.



Pictured (left to right): Bill Thompson, SIOR; Lindsey Linden, Children’s Hospital in Denver, and Steve Stansfield, SIOR, CCIM.

CONNECTICUT CHAPTERS HOSTS FALL QUARTERLY MEETING

The SIOR Connecticut Chapter hosted its fall quarterly meeting at the Scinto Auditorium in Shelton, Conn. In addition to a number of business items that were covered during the meeting, the chapter also held its election for new officers that will begin a two-year term.



Pictured (left to right): Jeff Ryer, SIOR, CCIM; Kristin Geenty, SIOR; Bruce Wettenstein, SIOR; Rob Scinto, R.D. Scinto Inc., and Frank Hird, SIOR.

EUROPEAN REGIONAL COUNCIL HOLDS LONDON LUNCHEON

In late September, the SIOR European Regional Council held a luncheon at the Ivy in London, United Kingdom. Dr. Angus McIntosh, FRICS, gave the 40 members and guests in attendance an economic update.



Pictured (left to right): Matthew Leguen de Lacroix, SIOR, FRICS; Angela West, SIOR, MCR; Frederic Schneider, SIOR, and Richard Hollander, SIOR, FRICS.



FLORIDA CHAPTER HOSTS IRON CHEF CHALLENGE

In late September, the SIOR Florida Chapter hosted an Iron Chef Challenge. Six members and six guests were able to take part in this challenge at the Epicurean Hotel in Tampa, Fla.



Pictured (Front row, left to right): Cindy Spivack, Business Coaching Gym; Jane Konigsberg, Infinity; Chef Rhino, MCC; MC Galloway, Gus Galloway Realty Inc., and Gus Galloway, Gus Galloway Realty Inc. (Back row): Rene Vivo, SIOR; Jeff Graham, SIOR; Rick Narkiewicz, Space Shifter; Melanie Jackson, Colliers International; Bill Vogel, Marketing Direction; Van Akin, SIOR, CCIM, and Fran Dann-Akin, Foxfire Realty.

GEORGIA CHAPTER HOSTS ANNUAL LEADERSHIP BREAKFAST

In late October, the SIOR Georgia Chapter hosted its Annual Leadership Breakfast at the Cobb Energy and Performing Arts Centre in Atlanta, Ga. During the breakfast, members got to meet the SIOR Georgia Chapter Scholarship recipient, Krista Tremblay, Goizueta Business School, Emory University. The SIOR Foundation and the SIOR Georgia Chapter were able to award her with a \$2,000 scholarship to help her to continue to pursue an MBA in Real Estate. Members and guests were also treated to remarks from keynote speaker Dr. Mark Becker, President of Georgia State University. There were over 500 members and guests who were able to attend the breakfast, including SIOR President-Elect Allen Gump, SIOR.



Pictured (left to right): Dr. Mark Becker, Georgia State University, and Dan Granot, SIOR.



Pictured (left to right): Krista Tremblay, Goizueta Business School at Emory University, and Allen Gump, SIOR.

34 Years of Experience in Leasing, Sales & Investments.



Soozie Jones Walker, CCIM, SIOR
Broker/President
(702) 316-4500
Soozi@CEVegas.com



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



GREAT LAKES REGION HOSTS REGIONAL NETWORKING EVENT

More than 75 SIOR members and sponsors from five chapters (SIOR Chicago Chapter, SIOR Wisconsin Chapter, SIOR Michigan Chapter, SIOR Indiana Kentucky Chapter, and Ohio Chapter) converged upon Grand Rapids, Mich., in late September for the 1st Annual Great Lakes Regional Networking Event. The gathering coincided with Art Prize and tours of several “Beer City” breweries, including Founders Brewing, Brewery Vivant, and Grand Rapids Brewing Co. Dinner was held at San Chez Tapas Bistro with the event concluding on the second day with individual market updates and an opportunity to discuss member haves/needs.



Members from the Great Lakes Region enjoying dinner and networking.

GREATER LOS ANGELES CHAPTER HOLDS ANNUAL GOLF TOURNAMENT

The SIOR Greater Los Angeles Chapter hosted its 44th Annual Golf Tournament at the Virginia Country Club in Long Beach, Calif. this past July. Thanks to a sold out event, 144 attendees total, the Chapter proudly donated \$20,000 to Sharefest, a local organization dedicated to bettering the Los Angeles community by creating an imprint of lasting positive change in youth through mentoring.



Pictured (left to right): John DeGrinis, SIOR; Chris Sheehan, SIOR; Chad Mayer, Sharefest Executive Director, and Frank Schulz III, SIOR.

INDIANA/KENTUCKY CHAPTER HOLDS SIOR/NAIOP GOLF OUTING

This past September the SIOR Indiana/Kentucky Chapter hosted its 2014 SIOR/NAIOP Golf Outing at the Country Club of Indianapolis in Indianapolis, Ind. Ninety attendees, including 26 members, were able to come out and enjoy a game of golf.



Pictured (left to right): David Liebman, SIOR, JD, LEED Green Associate; Bradford Kitchen, SIOR; Daniel Smolensky, SIOR; Diana Lee Tucker, CAE, and Doug Swain, Opus Indiana.



Pictured (left to right): Bart Book, SIOR; David Dumas, BND Commercial, LLC; Karl Behrens, SIOR, CCIM, and Jim Baker, SIOR, CCIM.



THANK YOU 2014 FALL CONFERENCE SPONSORS!



PROLOGIS®

PANATTONI®

Bank of America
Merrill Lynch



CenterPoint

TN Economic & Community Development

NADCO
National Association of Development Companies
Small business loans DELIVERED

DCT
INDUSTRIAL

FIRST
INDUSTRIAL
REALTY-TRUST

BECKNELL
INDUSTRIAL

The
Rockefeller
Group

DP DERMODY
PROPERTIES

DTZ
a UGL company

LP
T LIBERTY
PROPERTY
TRUST

INDUSTRIAL
INCOME TRUST™

Carroll County
ECONOMIC
DEVELOPMENT
CORPORATION

CCRE®

ARIZONA
COMMERCE
AUTHORITY

Chambers
Street™

GOT-RACKS
800-64-RACKS

MCDONALD

NATIONAL
ASSOCIATION of
REALTORS®

Official media sponsor:

GlobeSt.com
Real estate is our domain

INLAND EMPIRE AND ORANGE COUNTY CHAPTER HOLDS ANNUAL GOLF TOURNAMENT

In early September, the SIOR Inland Empire and Orange County Chapter came together for its annual golf tournament at Dove Canyon Country Club in Dove Canyon, Calif. Over 150 members and sponsors were able to enjoy a wonderful day of golf and networking. The tournament raised over \$1,500 for the Wounded Warriors Foundation.



Pictured (left to right): Nancy Schultz, Prologis; Rick John, SIOR; Lisa Reddy, Prologis, and Ken Andersen, SIOR, CCIM.

MARYLAND/ DISTRICT OF COLUMBIA/ NORTHERN VIRGINIA CHAPTER HOSTS EDUCATIONAL EVENT

The SIOR Maryland/District of Columbia/Northern Virginia Chapter held an educational program in September at the Constellation Room of the World Trade Center in Baltimore, Md. Forty-five registrants attended the course entitled “From Shanghai to Your Shelf: Logistics and Supply Chain, Real Estate Decisions of the 21st Century.” Keynote speakers were Robert J. Nahigian, SIOR, FRICS, CRE, MCR, and Joseph M. Greco, Director/Intermodal Trade Development for the Maryland Port Administration.



Pictured (left to right): Joseph Greco, Maryland Port Authority; Adam Nachlas, SIOR; Robert Nahigian, SIOR, FRICS, CRE, MCR; David Fritz, SIOR, CCIM; Chris Smith, SIOR, and Donovan Murray, Maryland Port Authority.

MÉXICO CHAPTER HOSTS IAMC EVENT

In October the SIOR México Chapter hosted the Industrial Asset Management Council (IAMC)’s first ever event in México at the Hotel Marriott in México City, México. Approximately 23 guests and IAMC members were able to hear two panel presentations: The Impact of México’s Tax Reform and Changes in FASB Lease Reporting Standards on Corporate Real Estate and The CRE Investment Question: México or Brazil?



Felix Tejada, SIOR, speaking to the audience at the first IAMC event in Mexico.

Mark S. Bounds Realty Partners, Inc.

**Commercial/Industrial Real Estate
Appraisals & Consulting
Asset & Property Management**

*Providing our clients with superior
service, honest advice and project
success since 1986*



**Serving
Mississippi
Since 1986**



Mark S. Bounds, CCIM, SIOR
601-955-1911
markbounds@msbrealty.com

Jackson, Mississippi



MINNESOTA CHAPTER GOES ON A BUS TOUR



This past July, 25 members and five sponsors from the SIOR Minnesota Chapter went on a bus tour, which allowed them to tour several new developments in Minneapolis CBD, including a Class A office and new residential developments. They were also treated to an update on the construction of a new headquarter building. The afternoon program ended with a reception at The Freehouse, a taproom/restaurant in one of United Properties developments, Loose Wiles Building in Minneapolis, Minn.

Pictured (left to right): Matt Delisle, Colliers International; Mike Koehler, SIOR; Aaron Barnard, SIOR, CCIM; Sonja Dusil, SIOR; Mike Honsa, Transwestern; Steve Chirhart, SIOR; Sydney Johnson, Cushman & Wakefield Northmarq; Eric Rapp, SIOR; Jim Damiani, SIOR, CCIM; Emily Nicol, CBRE; Phil Cattanaac, Opus Group; Bill Wardwell, SIOR; Nick Murnane, Opus Group; Duane Poppe SIOR, CCIM; Mike Salmen, SIOR, and Bob Revoir SIOR.

NEW ENGLAND CHAPTER HOLDS 15TH ANNUAL SCHOLARSHIP NIGHT

In late September, the SIOR New England Chapter awarded Timothy O'Brien, Colliers International, with the 2014 Robert W. Holmes SIOR Scholarship at the 15th Annual Scholarship Night. Forty-four members and guests were able to attend the event that was held at the Algonquin Club, in Boston, Mass.



Pictured (left to right): James Boudrot, SIOR, CCIM; Timothy O'Brien, Colliers International, and Allen Gump, SIOR.

NORTH TEXAS CHAPTER HOSTS SPONSOR APPRECIATION HAPPY HOUR

In August, approximately 75 members and guests of the SIOR North Texas Chapter came together to enjoy a sponsor appreciation happy hour at the Park Cities Hilton in Dallas, Texas to recognize its sponsors.



Pictured (left to right): Trey Fricke, SIOR; Terry Darrow, SIOR; Michael Swaldi, SIOR; Henry Billingsley, Billingsley Co., and Jim Struble, SIOR.

NORTHERN CALIFORNIA GOES TO A GIANTS GAME

In late September, approximately 90 guests and members of the SIOR Northern California Chapter came together and watched the San Francisco Giants take on the San Diego Padres. Nearly 110 guests and members attended the pre-game cocktail hour at MoMo's, sponsored by DCT Industrial.



Pictured (left to right): Tom Tyer, SIOR; Mark Triska, SIOR, and Bill Hillis, SIOR.

NORTHERN CALIFORNIA HOSTS LAKE TAHOE DINNER EVENT

At the end of July, the SIOR Northern California Chapter members and guests enjoyed an evening out at Edgewood in Tahoe, Nev. Long-time chapter sponsors, Ware Malcomb and CHASE, sponsored a fantastic pre-event putting contest with prizes totaling \$1,000. Captain George Dom, USN (Ret), Blue Angel Leadership presented, "The Power of Trust with Your Clients" to the group in attendance.



OREGON CHAPTER HOSTS SUMMER SPONSOR APPRECIATION EVENT

In August, the SIOR Oregon Chapter held its Summer Sponsor Appreciation Event at Tualatin Country Club in Tualatin, Ore. More than 20 members, guests, and sponsors, including Perlo Construction, Mackenzie Architects, Bank of America, ProLogis, and the Law Offices of Dunn Carney, were in attendance.



Members, guests and sponsors came together for the SIOR Oregon Chapter Summer Sponsor Appreciation Event.

Discover Industrial Leaders.



TOM MCCORMICK
SIOR, CCIM

BEN MCNAB
SIOR, CCIM

DAVE KELLY
CCIM

SKYLAR STEIN

JEFF BENDER
SIOR, CCIM

Discover Cincinnati • Northern Kentucky Expertise.

Recent Transactions

- Sold 600,000 SF in Erlanger, KY for \$25 million
- Leased 520,000 SF in Hebron, KY for \$7 million
- Leased 112,000 SF in West Chester, OH for \$4 million

**Cassidy
Turley**

www.cassidyturley.com/cincinnati

221 E 4th St., Suite 2600, Cincinnati, OH | 513.421.4884



PHILADELPHIA CHAPTER HOLDS THEIR 12TH ANNUAL INDUSTRIAL PROPERTY SUMMIT

The SIOR Philadelphia Chapter hosted its 12th Annual Industrial Property Summit at The Hershey Country Club near Harrisburg, Pa., this past September. There were nearly 105 real estate professionals at the event, including nearly 30 SIORs. Continental breakfast was served as professionals visited 23 sponsor exhibits that promoted various industrial properties and development projects. Thereafter, a representative from the Presenter Level Sponsors, Liberty Property Trust, Dermody Properties, and KTR Capital Partners discussed their current development projects throughout the region. Closing the event was a panel discussion covering current market trends, the economy, and the impact both have on current industrial development projects. During the luncheon, Joel Naroff (a state-wide renowned economist) discussed changes in the Federal Reserve and the impact that these changes could have upon the overall commercial real estate market.



Members and guests listening to opening remarks from Cathryn Coate, SIOR.

To have your chapter news featured in the next edition of *Professional Report*, e-mail SIOR Chapter Coordinator, Taylor Brown at tbrown@sior.com.

PHILADELPHIA CHAPTER HOLDS THEIR ANNUAL MEETING

The SIOR Philadelphia Chapter hosted its annual meeting in July to announce the newest officers and discuss the chapter's achievements over the past year. Twenty-five members were able to attend the meeting that took place at Creed's Seafood and Steak in King of Prussia, Pa.



Pictured (left to right): Linford Good, SIOR, CCIM; Cathryn Coate, SIOR, and Bill Boben, SIOR, CCIM.

YOU'RE ONLY AS GOOD AS THE COMPANY YOU KEEP.

CORFAC International Welcomes Citius Capital as its New Affiliate in Mexico.

25
Years



Miguel Cavazos, SIOR, CCIM
Chief Managing Partner & Co-Founder



Dario Villarreal, SIOR, CCIM
Managing Partner & Co-Founder

Antonio Cano, SIOR, Managing Partner
John Best, SIOR, Partner

Affiliation opportunities are available. Please call 703.532.6160 or email join@corfac.com.



www.citiuscapital.com



www.corfac.com

UPSTATE NEW YORK AND ISRAEL CHAPTER HOST INTER-CHAPTER MEETING

This past August members from Israel and Upstate New York were able to meet for lunch in one of Tel Aviv's four original sky scrapers. Stanley Finkelstein, SIOR, RECS, discussed with David Schiller, SIOR, how Tel Aviv has become a major center for business and operations for many Israeli and other major multinational companies over the past few years.



Pictured (left to right): Stanley Finkelstein, SIOR, REBC, and David Schiller, SIOR.

UPSTATE NEW YORK HELD ITS ANNUAL CHAPTER MEETING

The SIOR Upstate New York Chapter held its annual meeting at the Genesee Grande Hotel in Syracuse, N.Y., in May. The luncheon meeting drew 26 members, prospects, and guests, and the agenda included the election of Tom Mancuso, SIOR, as Secretary/Treasurer. Hodgson Russ, a prominent New York law firm sponsored the meeting. Sujata Yalamanchili, a partner with the firm and leader of the Real Estate and Finance Practice Group had full attention in her talk, "Everything you Always Wanted to Know about Real Estate Law... but Didn't Want to Pay a Lawyer to Find out!"



Pictured (left to right): David Schiller, SIOR; Sujatha Yalamanchili, Hodgson Russ; Carey Anderson, SIOR, and Kerry Mannion, SIOR.

VIRGINIA CHAPTER HOSTS FALL LUNCHEON

The SIOR Virginia Chapter held its Fall Luncheon program in mid-October at the Bon Secours Redskins Training facility, Richmond, Va. The speaker, John Levy, of John B. Levy and Company, a real estate investment banking firm, gave an overview of current trends in the lending world, followed by a business meeting. Twenty members were able to come out and enjoy the luncheon.

Pictured (left to right): Stephanie Sanker, SIOR, CCIM; Fred Plaisted, SIOR; Merrill Plaisted; Dawn Griggs, SIOR; Scott Douglas, SIOR; Mark Douglas, SIOR, CCIM, MCR.h, SLCR; John Proffillet, SIOR; Cliff Porter, SIOR, CCIM; Tom Turner, SIOR, CCIM; Byron Holmes, SIOR, CCIM; Scott Harrison, SIOR; Chip Louthan, SIOR, and Stevens Gentil, SIOR, CCIM.

