

A MESSAGE FROM THE PRESIDENT



Del Markward, SIOR
2018 SIOR President
Markward Group,
Allentown, PA

Dear SIORs,

We've been hearing and talking a lot about the Last Mile distribution and logistics, especially Amazon HQ2 over the past few months, so I'm excited to introduce this issue of SIOR Report, featuring a cover story on how the last mile is impacting the warehousing and delivery world. SIORs are always at the forefront of information and activity in the industry, and this topic is no exception. This "new" dynamic has been pushed particularly by Amazon, and its creativity in the swiftness of transport. Suddenly, old, multistory, and infill buildings have a potentially resurrected life to fulfill the need for speed in deliveries.

One of the things I love about being an SIOR is the direct connection I have to so many fellow experts in a variety of areas. It goes beyond logistics and warehousing. SIOR members have a variety of backgrounds and specialties that make them unique and brilliant – and as an SIOR, you can tap into their expertise and collaborate. That's why this issue also includes such interesting topics as an update on how the marijuana industry is impacting CRE, or how onshoring is coming back in vogue. I hope you appreciate the insights as much as I have.

As President, I have been inspired by meeting and learning from our members at the chapter meetings and events. This past March, I had the opportunity to meet our dedicated international and prospective members at MIPIM in France, where more than 24,000 commercial real estate users, investors, and brokers from more than 90 countries gathered. SIOR had a joint exhibit booth with CCIM and hosted a

reception for 50 members and guests on the "Lady in Blue" yacht, provided gratis by NAI Global. Our global momentum was palpable. We experienced excitement from numerous prospective SIORs and are already seeing an uptick in international applications.

In addition to all of my chapter visits and conferences in the Americas, I am excited to head over to Warsaw from June 27-29 for the SIOR International European Conference at the Sofitel Hotel Warsaw. The European Chapter is working hard to produce its second successful conference, which will be an excellent opportunity for SIOR members from around the globe to network, learn, and do business together. Bring your family, clients, and friends to experience the depth of our global markets and the opportunities they can provide for your business!

It is great to see the pride in the designation and the camaraderie amongst the members. SIOR is truly a designation of the highest performing and most professional people in any industry. It is rewarding to hear the developers, clients, and investors speak so highly of their respect for our organization and their interactions with our members. I look forward to continuing to grow the SIOR brand, and seeing you in Warsaw and at your next chapter event.

Sincerely,

A handwritten signature in blue ink, appearing to read "Del Markward".

Del Markward, SIOR
SIOR President