
CHAPTER NEWS

SIOR Arizona Chapter Cheers on Diamondbacks and Rockies During Spring Training

Thirty members and 25 sponsors of the SIOR Arizona Chapter attended a spring-training game at Salt River Fields in Scottsdale, Ariz., on a beautiful day in March. Both the Arizona Diamondbacks and the Colorado Rockies hold their spring training at Salt River Fields, so choosing which team to root for proved difficult. Held in a pavilion overlooking the first-base line, the event set-up allowed members and sponsors to interact and have lunch without interfering with game-watching.



SIOR Austin/Central Texas Chapter Hits the Books

The SIOR Austin/Central Texas Chapter started the year off with an educational tour of the City of Austin's recently opened Central Library in downtown Austin, Texas, in January. The library, which took four years to build, spans 200,000 square feet across six floors and cost more than \$125 million to build! The library's manager, Erin Brookhart, gave a detailed tour to the 15 members in attendance, directing attention to areas such as the floor dedicated to children's books and a "petting zoo" for technology. After the tour, the chapter gathered for lunch to celebrate a great beginning to the new year.



Members prepare to hit the slopes for a day of skiing.

SIOR Canada Central Chapter Goes Skiing

The SIOR Canada Central Chapter's Annual Ski Day event welcomed 47 SIOR members, 36 guests, and 27 sponsors to the beautiful Blue Mountains in Ontario, Canada, for two days of networking and outdoor recreation in late January. The event kicked off with a sponsored reception at Kaytoo Restaurant and Bar, featuring all Canadian-inspired canapes. Attendees enjoyed excellent skiing conditions, after which they warmed up with an Après Ski in the club house. The chapter thanks its Ski Day Sponsors and Annual Sponsors alike for support in hosting such fantastic events!



SIOR Chicago Chapter President Daniel Smolensky, SIOR; Dave Conroy; John Heiderscheidt; and SIOR Chicago Chapter Treasurer Thomas Boyle, SIOR.

SIOR Chicago Chapter Talks Blockchain and Cryptocurrency

In February, more than 60 members and guests of the SIOR Chicago Chapter gathered at Gene and Georgetti's in Rosemont, Ill., for lunch and an informative program about two of today's hottest tech topics: blockchain and cryptocurrency. Dave Conroy (NAR) and John Heiderscheidt (MDI Access) connected these tech tools to the commercial real estate industry, providing ideas and suggestions for industrial and office brokers to implement blockchain and crypto into their business.



Jeff Deitrick, SIOR; SIOR Virginia Chapter President Byron Porter, SIOR; Scott Moore; Jim Hirt, SIOR Global, CEO; and Geoff Kasselmann, SIOR.

SIOR Virginia Chapter Talks Strategy and CRE Tech at Winter Conference

The SIOR Virginia Chapter's Winter Conference took place in January at the Williamsburg Lodge in Williamsburg, Va. The event, featuring speakers Scott Moore, ret. United States Navy SEAL Rear Admiral, and SIOR Global Immediate Past President Geoff Kasselmann, SIOR, drew more than 50 attendees, including 30 members, Mid-Atlantic Regional Director Jeff Deitrick, SIOR, and Jim Hirt, SIOR Global, CEO.

SIOR Chicago Chapter Announces 16th Annual Transaction Awards

The SIOR Chicago Chapter presented its 16th Annual Chapter Awards at Gene and Georgetti's in Rosemont, Ill., in March. More than 65 members and non-members attended the event.

The program honors the chapter's prestigious platinum sponsors and SIOR members who complete transactions within the chapter or with a platinum sponsor.

Joyce Slone, SIOR, created the awards to recognize those SIORs and sponsors for their outstanding achievement throughout the year, as well as commend those who are committed to helping other SIORs reach their goals. Joyce has chaired the committee since its inception. The following are the individual awards for achievement in 2017:

- **Largest Number of Transactions** – Justin Lerner, SIOR, with 17 transactions.
- **Largest Dollar Volume Transaction** – Industrial Build-to-Suit for Lease with a Platinum Sponsor: Jason West, SIOR, and Sean Henrick, SIOR, represented an e-Commerce client for the leasing of 2,437,000 square feet valued at \$150,000,000. Platinum sponsor, Clayco, was the contractor.
- **Largest Dollar Volume Transaction** – Industrial Build-to-Suit for Sale with a Platinum Sponsor: Frank Minik, SIOR, represented CTA for the 380,994 square foot build-to-suit valued at \$86,600,000 with platinum sponsor, CenterPoint Properties.
- **Largest Dollar Volume Transaction** – Industrial Spec Building for Lease with a Platinum Sponsor: Dan Leahy, SIOR, and Adam Roth, SIOR, represented platinum sponsor, CenterPoint Properties, for the leasing of a 751,622 square foot spec building valued at \$72,800,000.
- **Largest Dollar Volume Transaction** – Office for Lease: David Burden, SIOR, represented Peapod for the leasing of 53,000 square feet valued at \$32,000,000.
- **Largest Dollar Volume Transaction** – Industrial Building Lease: Jason West, SIOR, and Sean Henrick, SIOR, represented Amazon for the leasing of 438,150 square feet valued at \$19,629,170. Jim Estus, SIOR, represented the owner. Platinum sponsor, Krusinski Construction, handled the tenant improvements.
- **Largest Dollar Volume Transaction** – Industrial Building Sale with a Platinum Sponsor: Elise Couston, SIOR, and Adam Marshall, SIOR, represented platinum sponsor, IDI Logistics, for the sale of a 276,250 square foot building valued at \$23,510,000.



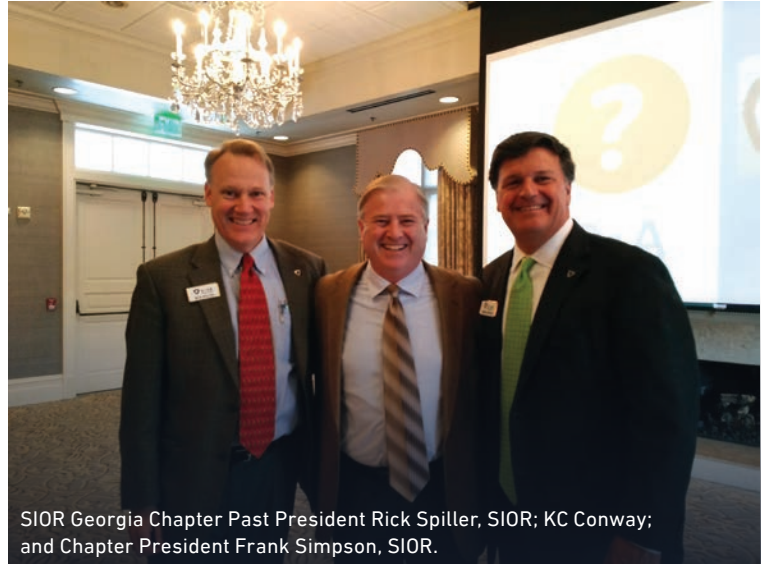
- **Largest Dollar Volume Transaction** – Redevelopment with a Platinum Sponsor: Dan Smolensky, SIOR, represented Elkay Plastics and Jeff Janda, SIOR, represented platinum sponsor, Prologis, for the sale of a 304,800 square foot building on 14.3 acres valued at \$14,325,000.
- **Largest Dollar Volume Transaction** – Industrial Investment Sale with a Platinum Sponsor: Jim Estus, SIOR, represented the owner in the sale of 787,499 square feet valued at \$47,250,000 to platinum sponsor, DCT Industrial, represented by Jason West, SIOR, and Sean Henrick, SIOR.
- **Largest Dollar Volume Transaction** – Industrial Investment Lease with a Platinum Sponsor: Mark Nelson, SIOR, represented Preferred Freezer. Platinum sponsor, Keeley Construction, built the 227,043 square foot build-to-suit investment valued at \$40,000,000.
- **Largest Dollar Volume Land Transaction with a Platinum Sponsor** – Josh Hearne, SIOR, represented platinum sponsor, Venture One, for the sale of 143 acres valued at \$6,229,080.
- **Most Transactions Completed by a Platinum Sponsor with Chicago SIOR Members** – Venture One with 18 transactions.



Bill Ehret, SIOR; Andy Martin, SIOR; and Darrin Boyd, SIOR.

SIOR Indiana-Kentucky Chapter Doesn't Putt Around at Topgolf Event

SIOR Indiana-Kentucky Chapter in March hosted a member event at Topgolf in Fishers, Ind. Despite spring break schedules and winter weather, 32 members took advantage of the opportunity to check out the Indys/Fishers area's newest sports attraction. As the chapter's first event of the year, members enjoyed networking and catching up while engaging in friendly competition to make sure their golf game hadn't rusted during the long winter.



SIOR Georgia Chapter Past President Rick Spiller, SIOR; KC Conway; and Chapter President Frank Simpson, SIOR.

SIOR Georgia Chapter Discusses Ports in the New Age of Real Estate

The SIOR Georgia Chapter hosted its first chapter meeting of 2018 in February at Ansley Golf Club in Atlanta. More than 65 SIOR members, chapter sponsors and guests gathered to hear KC Conway, CCIM Chief Economist, discuss the future of trade, logistics and ports. Conway spoke persuasively on the Southeast's competitive edge, as it has more ports than any other region of the United States.



(L-R): SIOR Florida Chapter President Elias Porrás, SIOR; Lynda Weatherman; and Brian Lightle, SIOR.

SIOR Florida Chapter Gathers for Spring Meeting in Winter Park

The SIOR Florida Chapter's annual spring meeting in Winter Park, Fla., drew 100 attendees including 70 members. Event highlights include Stephen Rigl, SIOR, winning the Marketing Direction Tennis Tournament; speaker Lynda Weatherman, President and CEO of EDC Florida's Space Coast speaking about opportunities; a Florida market overview from chapter members; and a developer panel featuring Brendon Dedekind (Prologis), Ed Mitchell (Duke Realty), Chris Segrest (Eastgroup Properties), and Todd Watson (DCT Industrial).



Michael Bracken with SIOR Inland Empire and Orange County Chapter President Larry Null, SIOR.

SIOR Inland Empire and Orange County Chapter Economic Forecast

In January, the SIOR Inland Empire and Orange County Chapter held its kick-off meeting at The Boardwalk, a new office project in Irvine, Calif., developed by chapter sponsor Trammell Crow Company. More than 50 attendees enjoyed a site tour of the newly completed office/lifestyle complex, followed by dinner and a discussion of 2018's economic forecast by Michael Bracken, Senior Economist, Development Management Group, Inc.



Dan Poulin, SIOR (center), argues a point to Mark Byers, SIOR (left), and Jennifer Lee, SIOR (right). Jeff Wilke, SIOR (center, back), surveys the crowd.

SIOR Louisiana, Mississippi, Alabama, and Northwest Florida Chapter Toasts to Spring

In February, the SIOR Louisiana, Mississippi, Alabama, and Northwest Florida Chapter gathered for business and fellowship at The Grand Bohemian Hotel in Mountain Brook, Ala. This year's winter meeting offered a day and a half of networking and education in a luxury setting just outside of Birmingham. The meeting's agenda opened with a tour of the Mercedes Benz manufacturing plant in Vance, Ala., and a welcome reception at the hotel. The next day brought a chapter business meeting and seminar on cryptocurrencies, then a closing dinner in downtown Birmingham.



SIOR Carolinas Chapter President Reid Davis, SIOR, presents Immediate Past President Hagood Morrison, SIOR, with an award for his service to the chapter.

SIOR Carolinas Chapter Examines Spring CRE Trends

The SIOR Carolinas Chapter hosted its Spring Meeting in February at the Ritz-Carlton Hotel in Charlotte, N.C. In addition to guests and speakers, member attendance surpassed 100 this year. The conference kicked off with presentations by Dr. Robert Benedict (Clemson University) and Alyson Craig (University of North Carolina – Charlotte), followed by a reception and dinner. The next morning, Edward Kluiters and Charles Mercer (Nelson Mullins), spoke on "Real Estate Incentives in the Carolinas." The conference concluded with a closed chapter meeting.



SIOR Mexico Chapter Tees Off at 1st Event of the Year

The SIOR Mexico Chapter hosted its first golf outing in early March at the Club de Golf "Los Encinos" in Lerma de Villada, Mexico. Fifteen prospective members and guests joined the seven members and special guest, SIOR Global President-Elect Robert Thornburgh, SIOR, for a morning of golf. The day finished with lunch and presentations by Ware Malcomb.



SIOR Memphis Chapter Hears about Convention Center Transformation

The SIOR Memphis Chapter kicked off 2018 with lunch at Chickasaw Country Club in Memphis, Tenn., in early February. Members, sponsors and guests enjoyed a presentation by Kevin Kane, President of the Memphis Convention & Visitors Bureau. Kane delivered news and updates regarding the \$175 million transformation of the Memphis Cook Convention Center. Renovations are scheduled for completion in September 2019, in time for the City's 200th anniversary.



SCORE! SIOR Greater Los Angeles and Inland Empire and Orange County Chapters watch raptly during the NCAA Tournament's kick-off.

SIOR Southern California Chapters Get in on March Madness

The SIOR Greater Los Angeles and Inland Empire and Orange County Chapters met for their annual joint-chapter networking event. More than 40 attendees enjoyed multiple NCAA basketball games and good food while networking on the upstairs patio at Shark's Cove in Manhattan Beach, Calif.



SIOR Inland Empire and Orange County Chapter Keeps Up on Regional Trends

The SIOR Inland Empire and Orange County Chapter held its annual Regional Market Update at the Pacific Club in Newport Beach, Calif. More than 40 attendees enjoyed dinner and detailed presentations on market fundamentals for both industrial and office in the region by Rick John, SIOR; Tom Pierik, SIOR; Michael Bouma, SIOR; and David Dowd (CBRE).



SIOR Middle and East Tennessee Chapter Hosts Instructor Blaine Strickland

The SIOR Middle and East Tennessee Chapter hosted instructor Blaine Strickland at the Knoxville Area Association of REALTORS® in Knoxville, Tenn., for two dynamic commercial courses in late February. Ten members joined 50 other commercial practitioners including several members from the CCIM East Tennessee Chapter. Blaine gave key takeaways for "Winning More Business with Effective Proposals" and "5 Powerful Influences that will Change Commercial Real Estate over the Next Decade."



Adam Robinson, SIOR, and Dennis Cruzan field questions from the crowd.

SIOR San Diego Chapter Holds 1st Annual Developer Dinner

Sixty-nine members and guests of the SIOR San Diego Chapter gathered at Cucina Enoteca in Del Mar, Calif., in March, for the chapter's 1st Annual Developer Dinner. Top developers from the area spoke on projects coming down the pipeline in 2019/2020, qualities they look for in a broker, their current state of mind on the industry, and what keeps them up at night. They shared their insights and opinions freely at this one-of-a-kind dinner.

SIOR Northern California Chapter Has Busy First Quarter

The SIOR Northern California Chapter began the year with its annual kick-off event, held in February at the Cal Memorial Stadium in Berkeley, Calif. Speakers looked at the year ahead, while 85 members and guests enjoyed the networking opportunity. In March, the chapter had a bus tour for the UC Berkeley Undergraduate Real Estate Club, and students got a first-hand look at properties in Oakland and San Francisco, including the famed Salesforce Tower. The views, the views, the views!!! Later that month, 60 members and guests enjoyed a scrumptious, four-course paired dinner at the Mondavi Vineyards in Napa, Calif.



Mark Triska, SIOR, and John Hans, SIOR, raise a glass to the glorious break from the rain at Mondavi Vineyards.



SIOR Philadelphia Chapter Holds Chapter Meeting

Fifteen members of the SIOR Philadelphia Chapter heard a regional forecast and snapshot of activity from Ruth Devenney, SIOR, and Bill Boben, SIOR, during the chapter meeting in February at the Greenfields Restaurant in Lancaster, Pa. After the meeting, Lin Good, SIOR, invited attendees to tour the adjacent S. Dale High Leadership Center.

SIOR Philadelphia Chapter Tours WeWork

In January, the SIOR Philadelphia Chapter hosted 20 members and their guests at the incredible WeWork space in Philadelphia. The Philadelphia center the chapter toured contains 55,000 square feet of beautifully designed collaborative space that offers countless amenities and opportunities for companies and their employees. WeWork operates centers in 65 cities worldwide.



Interior of WeWork facility.



SIOR Houston/Gulf Coast Chapter's officers pose: Membership Chair Greg Barra, SIOR; Treasurer Dylan Schopper, SIOR; Vice President Keith Bilski, SIOR; President Travis Land, SIOR; and Immediate Past President Jeff Lindenger, SIOR.

SIOR Houston/Gulf Coast Chapter Hosts Annual Dealmaker Event

This April, the SIOR Houston/Gulf Coast Chapter held its 5th Annual Dealmaker Event at the Lexus Field Club at Minute Maid Park in Houston, where 100 SIOR designees and sponsors watched the Houston Astros take on the Baltimore Orioles.

Attendees participated in batting practice, fielded balls with the team, and heard insights from the Astro's Director of Baseball Operations on the club's talent-recruitment strategy. The presentation of the world championship rings to the team, followed by Astros President Reid Ryan coming to the suite post-game to give a glimpse to gathered attendees, knocked the event out of the park.

"We are grateful to our members and sponsors that represent the best that the CRE community has to offer. SIOR strives to create occasions where we can get deals done," states Travis Land, SIOR Houston/Gulf Coast President. "Our annual dealmaker event provides an excellent opportunity for folks to connect, establish relationships and have a great time doing it."



SIOR Ohio Chapter President Brent Sears, SIOR, presents Shane Woloshan, SIOR, with the Past President Plaque.

SIOR Ohio Changes Plays with Football Hall of Fame Spring Meeting

The SIOR Ohio Chapter had the pleasure of welcoming SIOR Global President Del Markward, SIOR; Great Lakes Regional Director Chris Curtis, SIOR; and 35 members and guests to the chapter's spring meeting in March at the Pro Football Hall of Fame in Canton, Ohio. The day began with the chapter meeting, followed by a presentation from David Baker, President and Executive Director of the Pro Football Hall of Fame. Baker connected his experience with professional football with the attributes necessary for success personally and professionally. Baker also provided a glimpse into the future of the Hall of Fame, which will undergo an \$800 million renovation to become the first-ever sports and entertainment "Smart City."

After lunch, Bryce Custer, SIOR, with representatives of Stark County Ohio and the City of Canton's mayor's office, provided an overview of the positive impact that the oil and gas industry is having in Ohio, West Virginia and Pennsylvania. Following the meeting, participants had the opportunity to attend a "VIP" behind-the-scenes tour.



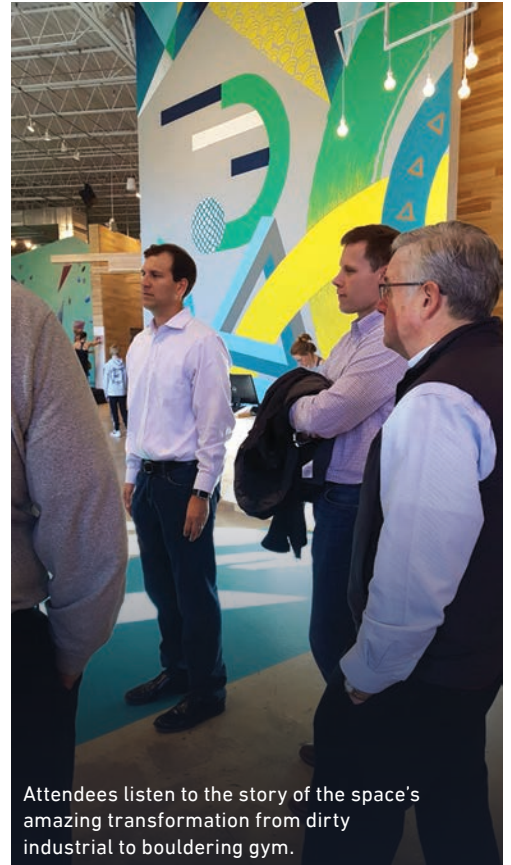
St. Louis Chapter President Hassan Jadali, SIOR, recaps the morning's presentations: Wow!

SIOR St. Louis Chapter's 34th Annual Metro Market Forecast Highlights Continued Progress in St. Louis

The SIOR St. Louis Chapter in February hosted its 34th Annual Metro Market Forecast at the Ritz-Carlton in St. Louis. Attendance hit an all-time high, with more than 800 members and fellow industry professionals gathering to hear perspectives on the current office and industrial landscape from top industry veterans with in-depth experience in the St. Louis real estate market, including Jim Loft, SIOR; Ed Lampitt, SIOR; and Jim Rosen. SIOR Global President Del Markward, SIOR, provided perspectives on the national and international market.

SIOR Canada East Chapter Takes to the Slopes

In February, the SIOR Canada East Chapter threw its annual two-day Ski Day event at Mont-Tremblant Ski Resort in Quebec, Canada. More than 100 brokers and commercial real estate professionals joined seven members in skiing and networking.



Attendees listen to the story of the space's amazing transformation from dirty industrial to bouldering gym.

SIOR Minnesota Chapter Climbs Boulders at Young Professional Event

The SIOR Minnesota Chapter hosted an event for young professionals in late March at the Minneapolis Bouldering Project in Minneapolis. The project was both a perfect example of an SIOR referral to Chris Garcia, SIOR, as well as an adaptive reuse of an industrial space into entertainment space. Nine members and five prospective members attended this event.