

A MESSAGE FROM THE PRESIDENT



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

Dear SIORs,

This has been a remarkable year for commercial real estate and for the SIORs that serve the industry. We have seen record industrial and office growth in the U.S., Europe, and Asia, keeping everyone quite busy. The relationships we have with our development and associate partners has never been more robust and prosperous, and we project 2019 will be another strong year.

As I close out my very fast year as your president, I cannot help but notice the quality of the SIOR brokers shining throughout the industry. In every city that is visited, there is a real and palpable sense that SIORs are leading the pack in the largest and most impactful transactions for our clients. We are sought out for our expertise, consulting capabilities, and often our ethical guidance in a dynamic and sometimes murky business.

SIOR has made some significant strides this year.

- We are at our all-time high in membership and our international growth is steadily gaining pace.
- We launched the Member Associate program, designed to provide future industry leaders with the knowledge and tools that have made SIORs the best in commercial real estate. SIOR Member Associates benefit from professional development, early career resources, networking, and a personal SIOR Mentor from within the chapter.
- We have formed tighter bonds with other affiliates, namely CCIM, RLI, IREM, and CRE to reach out to high school and

college students to introduce them early to our great industry.

- We have significantly expanded our sponsor and developer relationships which benefits both sides of the deal structure.

SIOR continues to expand our education platform and increase the number of instructors meeting the needs of a growing pool of talent. We have already had two amazing conferences in Chicago and Austin, and I am looking forward to a great time in Denver in a few weeks. Our International group put on a first-class European Regional Conference in Warsaw, and between the food, culture, education, and speakers, it was one that I'll never forget.

Lastly, if I've learned anything the last seven years on the Board, it is that we have an amazingly dedicated group of Board members, leadership, and staff who are all aligned to make SIOR the premium real estate Society, leading the industrial and office community. I want to give special thanks to all those members that have steered me through the last many years including Allen Gump, Geoff Kasselmann, and all the other board members. I look forward to everyone supporting a great next president in Robert Thornburgh. SIOR is strong and getting stronger, and in great hands moving forward.

Sincerely,

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

Del Markward, SIOR
SIOR President