

A MESSAGE FROM THE PRESIDENT



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

Dear SIORs,

The start of 2018 has already unleashed a flurry of CRE disruption and activity within the industry. We have seen a major listing service close its doors and new startups launch. We've seen Artificial Intelligence start to enhance our industry in new and exciting ways, and we are witnessing an explosion of e-commerce and automated warehousing space. SIOR has been at the forefront of it all as we continue to be leaders in the industry - in consulting, deal production and action.

These are just the beginning of the disruption and impacts we will continue to see in the industry. The CRE business is ever-changing. SIOR is committed to staying in front of these changes to assist our members as we grow and service our clients. In this issue of SIOR Report you will read about impacts on manufacturing, and our cover story about the reuse of the retail store which details how to think creatively to make the most of resources available to you.

As President I look forward to meeting our members at the chapter meetings and events. So far I have visited five chapters with 11 more scheduled over the next couple of months. 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.

I sincerely hope you enjoy this edition of the *SIOR Report* and I look forward to seeing you in Austin, Texas, for our Spring World Conference in April, and again at our International Conference in Warsaw, Poland in June.

Sincerely,

A handwritten signature in blue ink, appearing to read "Del Markward". The signature is fluid and cursive.

Del Markward, SIOR
SIOR President