

FOUNDATION PRESIDENT'S LETTER



Chris Curtis, SIOR
2020 SIOR Foundation
President



Dear SIOR Members and Friends,

The SIOR Foundation continues to lead the charge of educating, enhancing, and expanding the commercial real estate industry. Our initiatives and programs are designed to not only educate today's practitioners, but to create a diverse and knowledgeable workforce for tomorrow. One program we are proud to support is the REEX Summer Program. For the past two years, the Foundation, in partnership with SIOR Global, has supported this exciting initiative designed to introduce scholars to the amazing intersection between commercial real estate, business, engineering, technology, and entrepreneurship. Scholars participated in experiential learning activities through both hands-on instruction, case studies, and virtual site visits.

Several SIORs and Foundation trustees participated in the program under the direction of Dustin Jones, head of the Baker Program in Real Estate at Cornell University. SIOR Global president, Mark Duclos, SIOR, introduced the students to SIOR and the great opportunities that commercial real estate can offer them.

Adrian Arriaga, SIOR, and Bill Ginder, SIOR, jointly presented their thoughts on the industry to the students and discussed their experiences in commercial real estate.

The program finished up with competitive capstone projects that challenged the students to identify and develop industry enterprise ideas designed to make meaningful change in the world. Ted Konigsberg, SIOR, and Matthew Leguen de LaCroix, SIOR, were judges for the Cornell University student presentations. According to Matthew, "The students were impressive; generally good, confident and coherent speakers, well-rehearsed, and at ease with the topic and the Q&A." Ted concurred, saying "The students did a great job, and were creative. The program is sure to bring youth to our industry."

I had the privilege of judging the quarter finals winning teams from Cornell University, MIT, and the University of Miami. The projects that the teen scholars presented were outstanding! I truly believe many of these students could begin working with commercial real estate firms. Our industry will be in good

2020 REEX SUMMER PROGRAM

SIOR and the SIOR Foundation were proud sponsors of the 2020 REEX Summer Program, which took place July 6-17. The program, a collaborative effort between Real Estate Executive Council (REEC) and LEADership, Education and Development (LEAD), provided high school students with exposure to the commercial real estate industry, as well as the fundamentals of business, engineering, technology, and entrepreneurship.

Students had the opportunity to engage with top academic faculty and professionals in the industry at Baker Program for Real Estate (Cornell University), Center for Real Estate (Massachusetts Institute of Technology), and Herbert Business School (University of Miami). The virtual program this year still gave them the opportunity to collaborate, pitch their presentations, attend virtual site visits, learn, and network. Here's what a few students had to say:

"[I learned] how much goes into designing and formulating a plan for a building. You really have to understand what the community is like, what the people want, what was there before, and what is there now." - Winston Wardlaw

"There was so much valuable information coming at me that I wanted to retain, that I don't know if I'll ever get again...I think it is my future career plan and I'm so in love with the idea of creating communities and doing good. To be able to use a vehicle of wealth creation to help close the gap between African American and White families, which we know at the crux of that disparity is real estate." - Jalen Hunter

hands and has an exciting future with these students leading the charge.

In these unprecedented times, the SIOR Foundation remains committed to supporting initiatives like the REEX Summer Program, as well as bringing top notch educational opportunities to SIOR members. We are proud to be the sponsor of the opening session of SIOR's CREate 360 Conference, bringing former President and Chief Executive Officer of the Ford Motor Company, Alan Mulally to the virtual stage! If you have not already registered for CREate 360, make sure to do as soon as possible at www.sior.com/create360!

Even though we will not be able to meet in person this year, there will be several opportunities for you to offer your support to the SIOR Foundation. We will be holding a virtual Giveaway of a \$5,000 travel voucher that can be used as soon as we are all able to spread our wings. The drawing, sponsored by David L. Schiller, SIOR, Buffalo CRE Team, Cushman & Wakefield/Pyramid Brokerage Company of Buffalo, will be held this fall. To get tickets, go to www.sior.com/2020giveaway.

I thank you all in advance for your continued support and know that the SIOR Foundation will be here through it all to continue to educate, enhance, and expand the commercial real estate industry for a better and brighter tomorrow.

Blessings to each and every one of you!

For more information about the SIOR Foundation and its programs, please visit our website at www.siorfoundation.org or contact Corrine Nowak, Foundation Director at cnowak@sior.com

Sincerely,



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