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Saul Ewing Arnstein & Lehr LLP

## WE WANT YOUR INPUT!

Do you know a great SIOR candidate, sponsor or presenter we should be speaking to?

### Let us know!

Elias Porras

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Shannon Monteleone

siorflorida@cfl.rr.com

## President's Message



Dear Fellow SIOR's and Industry Friends,

On behalf of our Board of Directors and sponsors, we are looking forward to our upcoming Florida Chapter Conference at The Diplomat Beach Resort in Hollywood, FL on September 13<sup>th</sup> & 14<sup>th</sup>. We are planning some offsite activities like golf and fishing on Friday after the conference ends, so please mark the activity you are interested in when registering. Shannon sent out the 1<sup>st</sup> Invitation with a link to register that included room reservation details. If you did not receive it, let us know and we will resend to you, or you can go to our Chapter website (<http://www.siorfl.com>), click on Meeting Calendar and a link to register for the Florida Chapter Fall Conference is there. This meeting will be well attended, so please register and book your hotel early so you won't miss out. Make it a family weekend at the beach as the hotel has extended their SIOR rate to include the weekend. We are expecting a sell out! We hope to see all of you there.

As I stated earlier this year, we are engaged in a number of initiatives that will help to further our brand, benefit our membership and enhance the value and prestige of calling ourselves SIOR's. We have also done some fun things to promote SIOR so far this year like the Autobahn Indoor Speedway event in Jacksonville where SIOR's got to test their skills on a go-cart track. Thank you to Scott Rogers for making this event a tremendous success by providing a networking opportunity for our Jacksonville SIOR's and one of our chapter sponsors, Matt Hubert with Becknell Industrial.

We also had a great turnout for our event in Orlando where 6 major developers came together to talk about their projects, markets and vision for the immediate future. This event was attended by close to 60 people and a big shout out goes to Tim Perry, Lisa Bailey and Jared Bonshire for putting this together. We will continue to have regional events this year, so look for email invitations and check the website (<http://www.siorfl.com>) periodically for dates and times in your area. As an SIOR, you are always welcome to attend any of these events around the State.

In closing I just want to say that we have a great group of SIORs who have volunteered to be on your Board. They put in their precious time to give us all the opportunity to attend conferences and social events to help benefit all of us in our industry. Please reach out to them with suggestions for meetings, speakers and possible new members - we all welcome your suggestions.

We also want to thank our sponsors for their continued support as they are instrumental in strengthening our Chapter events, our conferences and making it easier for us to do business with them. Please don't hesitate to contact me or any of our board members with any comments, questions or concerns.

Have a great and safe summer!

Regards,

Elias Porras, SIOR | President 2018 - SIOR Florida Chapter

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## FLORIDA EVENTS

### SIOR FLORIDA CHAPTER FALL CONFERENCE September 13th & 14th | The Diplomat Beach Resort, Hollywood



*Thursday, September 13th*  
12:00-2:00PM BOD & Ambassadors Meeting  
3:00PM Registration Opens  
4:00PM First Session  
5:00PM Chapter Sponsor Presentations  
6:00PM Cocktail Reception & Dinner

*Friday, September 14th*  
7:30AM Breakfast & Networking  
8:30AM Chapter Meeting  
9:00AM Second Session  
10:00AM Third Session  
*Conference closes*  
11:15AM IBG Meeting  
Optional golf & fishing events\*  
Optional dinner\*\*

Please make sure to book your room no later than Tuesday, August 21st by calling 855-689-2911 or go to <https://book.passkey.com/go/SIORFC>. Use group block code SIOR for a rate of \$289 per night. The block rate is good for 2 days prior and 2 days after our conference.

**REGISTER NOW!**

\*Final headcount will determine if these events take place and cost per person. \*\*Individuals attending this optional dinner will be responsible for the cost of their meal.

### LUNCH & LEARN: OFFICE & INDUSTRIAL DESIGN AND THE ENGINEERING BEHIND THE PROJECT

Wednesday, June 27th | 11:30AM - 1:30PM

Urban Center One, 4830 W Kennedy Blvd., 1st Floor Conference Room, Tampa

#### Our Panel:

**Roger Archabal, PE** | Principal/Vice President | Langan Engineering & Environmental Services  
**Michael Carr, PE** | Senior Project Manager | Langan Engineering & Environmental Services  
**Leith Oatman, RID, LEED AP** | Senior VP Corporate & Urban Design Market | Gresham, Smith and Partners  
**Michael Schackne, PG** | Senior Project Manager | Langan Engineering & Environmental Services  
**Maghann Watson** | Business Development | ArcoMurray  
**Moderator: Ed Miller**, Colliers International

Sponsored by:



GRESHAM  
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ENGINEERING & ENVIRONMENTAL SERVICES

**REGISTER NOW!**



## SPRING CHAPTER CONFERENCE



[Click here to view all the photos from the conference.](#)

## CENTRAL FLORIDA DEVELOPERS UPDATE



[Click here to view all the photos from the lunch.](#)

## AUTOBAHN SPEEDWAY JACKSONVILLE



[Click here to view all the photos from the event.](#)

## Welcome New SIOR Florida Members (2018)



**Salvatore Bonsignore, SIOR, CCIM**  
Colliers International



**Trey Carswell, SIOR**  
AvisonYoung



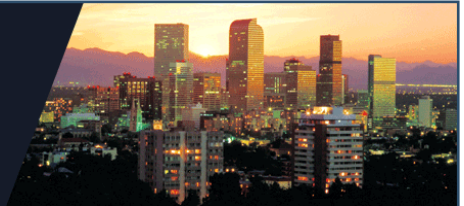
**Nick DeVito, SIOR**  
Ian Black Real Estate



**Robert Isola, SIOR, CCIM**  
Cite Partners

## FWC18

Denver, Colorado



Join us at the 2018 SIOR Fall World Conference, October 11-13, at the Sheraton Downtown Denver, in Denver, Colorado! This will be the *not-to-be-missed* real estate event of the fall!

[Click here](#) to register now!

The Strength of SIOR



SIORs and clients share their reasons for trusting the SIOR name. [Click here](#) to view the video.

## THANK YOU TO OUR 2018 CHAPTER SPONSORS!





## 1Q 2018 TRANSACTIONS

(over \$1,000,000 transaction value)

### South Florida:

George Pino, SIOR, RPA  
 Frank Trelles, SIOR  
 State Street Realty  
 \$1.75M Industrial Lease of 37,333 SF  
 Miami, FL  
 \$5.4M Industrial Lease of 109,075 SF  
 Hialeah Gardens, FL  
 \$3.6M Industrial Lease of 87,351 SF  
 Miami, FL  
 \$1M Industrial Lease of 20,970 SF  
 Miami, FL  
 \$5.2M Industrial Lease of 63,000 SF  
 Long Island, NY  
 \$5.4M Industrial Lease of 109,075 SF  
 Miami, FL  
 George Pino, SIOR, RPA  
 Frank Trelles, SIOR  
 State Street Realty  
 Mike Spencer, SIOR  
 Lee & Associates-Columbus  
 \$2M Industrial Lease of 84,916 SF  
 Columbus, OH  
 Neil Merin, SIOR, CCIM  
 NAI Merin Hunter Codman  
 \$64.5M Office Sale of 245,000 SF  
 North Palm Beach, FL  
 \$54.5M Office Sale of 241,000 SF  
 Boca Raton, FL  
 \$19M Office Sale of 81,000 SF  
 Palm Beach Gardens, FL  
 \$22.5M Office Sale of 185,000 SF  
 West Palm Beach, FL  
 Alexander Bernaldo, SIOR  
 Americas Commercial Real Estate  
 \$5.8M Industrial Sale of 74,600 SF  
 Medley, FL  
 \$2.9M Industrial Lease of 60,800 SF  
 Miami, FL  
 \$24.9M Industrial Lease of 15,840 SF  
 Miami, FL  
 \$1.3M Industrial Lease of 31,475 SF  
 Miami, FL  
 \$6.5M Industrial Lease of 106,651 SF  
 Miami, FL

Joe Pelayo, SIOR, CCIM, CIPS  
 Total Real Estate Consultants  
 \$4.8M Industrial Sale of 43,398 SF  
 Coral Springs, FL

Ted Konigsberg, SIOR  
 Infinity Commercial Real Estate  
 \$5.1M Office Sale of 48,861 SF  
 Miami Gardens, FL  
 \$1.7M Industrial Sale of 9,800 SF  
 Miami, FL

George Pino, SIOR, RPA  
 State Street Realty  
 \$1.1M Industrial Lease of 140,700 SF  
 Miami, FL  
 \$1.1 Industrial Lease of 21,576 SF  
 Miami, FL

Jason Sundook, SIOR  
 NAI Merin Hunter Codman  
 \$22.5M Office Sale of 185,000 SF  
 West Palm Beach, FL  
 \$1.5M Land Sale of 2 Acres  
 Boynton Beach, FL

### Tampa/Naples:

Robert Dikman, SIOR, ALC, CCIM, CRB  
 The Dikman Company  
 \$3M Industrial Sale of 38,900 SF  
 Tampa, FL  
 \$1.7M Industrial Sale of 24,860 SF  
 Tampa, FL  
 \$1M Office Sale of 12,000 SF  
 Palm Harbor, FL

### Gainesville:

Daniel Drotos, SIOR, CCIM, MSRE  
 Drotos Ryals Group  
 \$1.1M Land Sale of 2 Acres  
 Gainesville, FL  
 \$4.5M Redevelopment Sale of 16,000 SF  
 Gainesville, FL

### Orlando:

Robert Dikman, SIOR, ALC, CCIM, CRB  
 The Dikman Company  
 \$6.8M Industrial Lease of 22,500 SF  
 Orlando, FL  
 \$8.5M Industrial Sale of 22,500 SF  
 Orlando, FL

**We're making things easier for our members! We heard that you prefer to send your M2M transactions to ONE place instead of sending to SIOR National and Florida.**

**The Florida Chapter has partnered with SIOR National so you can now send your transactions to SIOR National only and they will be picked up by SIOR Florida.**

**For all future AdviSIOR newsletters, we ask that you please submit all member to member transactions to SIOR National through this link [HERE](#).**

## Important Notice

All parties submitting materials for publication to SIOR, agree that the materials submitted are the property of SIOR and will not be returned; and you agree that SIOR, its assigns and subscribers, have been granted non-exclusive right to the use and/or reproduce the materials in any manner and for any purpose. Our agreement is made in Florida, and controlled by Florida Law. All materials submitted for the publication must contain reference to at least one individual who holds the SIOR designation.

Materials which contain information that is of vital interest to the Commercial Real Estate Industry are not required to make reference to SIOR individuals; subject to the discretion of the Editor.

**Want to see your transactions here? We do too! Please submit all transactions to SIOR National going forward. Deadline for all materials is the end of the last week of the last month in each quarter.**

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MEMBER OF THE YEAR - 2011

\* Board of Directors (1998 - current)

**ULI** Urban Land  
Institute

\* Board of Directors (2013 - current)

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