



## 2019 OFFICERS & BOARD OF DIRECTORS

### President

J. R. Steinbauer, SIOR

### Immediate Past President

Elias Porras, SIOR

### Vice President

Hobart Joost, Jr., SIOR

### Secretary/Treasurer

Brian Lightle, SIOR, CCIM

### Admissions

Ted Konigsberg, SIOR

### Membership Retention

John Richardson, SIOR

### Scholarships and Grants

Christopher Thomson, SIOR

Melanie Jackson, SIOR, CCIM

### Sponsorship

Lisa Bailey, SIOR

### IBG Chair

Edward Redlich, SIOR

### Regional Directors

Timothy Kilkelly, SIOR

Mary Clare Codd, SIOR

Michael Moss, SIOR

Lawrence Hartung, Jr., SIOR, CCIM

Jason L. Sundook, SIOR

Jared Bonshire, SIOR

Lisa Bailey, SIOR

Michael Silver, SIOR

### Advisory Council

Michael Silver, SIOR

Bob Dikman, SIOR, CCIM

### Legal Advisor

Louis Archambault, Esq.

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!

JR Steinbauer, SIOR

jrs@steinbauer.com

Shannon Monteleone

siorflorida@cfl.rr.com

## President's Message



### THIS ISSUE

President's Message.....	1
Upcoming Events.....	2
Recap.....	3
Member Info.....	4-5

Dear Fellow SIOR Members & Sponsors,

Summer is approaching and the first half of this year has gone by very quickly. Our markets remain active and so are our members!

In March, we held our statewide chapter meeting at the Gaylord Palms in Orlando. The meeting was attended by over 100 members, guests, and most importantly, our chapter sponsors. The night before the conference, our sponsors and board enjoyed a fantastic dinner at Disney Springs. In addition to a great lineup of meeting sessions and a nice reminder of how to be a leader by Sergeant Major Chandler, there was great networking and camaraderie during the cocktail reception and dinner. We all left with a great sense of pride in our chapter along with a better understanding of the office market in Florida.

We held our Collegiate Challenge last month at the University of Florida. The UF real estate students gave phenomenal presentations, taking a current project in Palm Beach and presenting its highest and best use. After seeing their presentations and learning where many of them have already secured jobs after graduation, we all felt like the commercial real estate industry's future is in good hands.

We had over 50 members attend the SIOR Spring World Conference in Washington, D.C., and enjoyed great networking with our members from around the globe. Our chapter sponsored a student from FIU and one from FSU, who gained a better understanding of the CRE market and of SIOR.

We would like to welcome the following 2019 new members: Perry Ruda, SIOR | Nationwide RE; Christian Harden, SIOR | NAI Hallmark; Michael Feuerman, SIOR, Esq., CCIM | Berger Commercial Realty; Lisa Ross, SIOR | Avison Young; Matt Sultenfuss, SIOR | Avocat Group LLC; Robert Smith, SIOR | CBRE; Juawana Colbert | Pasco EDC; Josiah Biddle | McNulty Group.

I look forward to seeing you all soon at the upcoming regional events!

All the best,

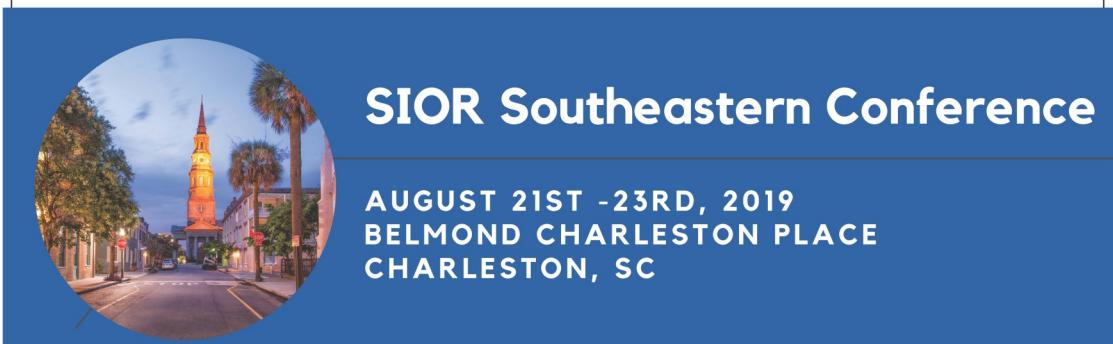
J. R. Steinbauer, Jr., SIOR | President 2019 - SIOR Florida Chapter

## SAVE THE DATE!

Thursday, July 18th | Happy Hour in Tampa! | *Details coming soon!*  
 Thursday, September 19th | Tampa Developers Update | *Details coming soon!*

**Check out [www.siorf1.com](http://www.siorf1.com) for updated regional event information!**

**Email announcements will be sent for all events!**



### Wednesday, August 21

#### Early Bird Optional Event

Inshore Fishing  
7:00AM - 11:00AM

#### Registration

8:30AM - 5:30PM

#### Opening Networking Lunch sponsored by



#### Opening General Session

with keynote speaker Bob Chapman  
*The Privilege of Leadership: The Courage to Care*  
1:00PM - 2:30PM

#### Market Forecast Panel Discussion

2:45PM - 4:00PM

#### Southeast Regional Economic Forecast

with Ted Jones  
4:15pm - 5:15PM

#### Opening Night Reception & Dinner Sponsoed by



7:00PM - 10:00PM

### Thursday, August 22

#### Registration

8:30AM - 10:30AM

#### Breakfast Speaker Program

with Paul Redmond  
*Generational Theory and Future of the Workplace*  
8:30AM - 10:00AM

#### Plantation Tour

9:00AM - 1:00PM

#### Platinum Roundtables



10:00AM - 10:45AM



#### Chapter Meetings

11:00AM - 12:00PM

#### Networking Lunch

12:00PM - 12:45PM

#### Optional Events

Osprey cruise and skeet shooting  
1:00PM - 5:00PM  
*Charleston Culinary Experience*  
2:30PM - 5:00PM

#### Closing Evening Reception

Sponsored by

6:30PM - 9:30PM

### Friday, August 23

#### Closing Chapter Charity Event & Breakfast

with Ron Young  
Charity is Dee Norton  
Sponsored by



9:00AM - 11:00AM

This a tentative agenda that is subject to change

**Go to [www.siorseregional.com](http://www.siorseregional.com) to register!**

## SPRING CHAPTER CONFERENCE



## COLLEGIATE CHALLENGE AT UNIVERSITY OF FLORIDA



1st Place Team



2nd Place Team



1st Place Team with project sponsor -  
 McCraney Property Company



SIOR Members with David Ling & Tim Becker



Challenge Judges

## Welcome New SIOR Florida Members (2019)



**Lisa Ross, SIOR**  
Avison Young  
Industrial Specialist



**Michael Feuerman, SIOR, Esq., CCIM**  
Berger Commercial Realty  
Office Specialist



**Perry Ruda, SIOR**  
Nationwide RE  
Industrial Specialist



**Christian Harden, SIOR**  
NAI Hallmark  
Office Specialist



**Robert Smith, SIOR**  
CBRE  
Industrial Specialist



**Juwana Colbert**  
Pasco EDC  
Associate Member



**Marty Busekrus, SIOR, CCIM**  
Ciminelli Real Estate Services  
Industrial Specialist



**Guy Preston**  
Colliers International  
Industrial Specialist



**Matt Sultenfuss, SIOR**  
Avocat Group LLC  
Industrial & Office Specialist

If you have someone you would like to recommend for the SIOR designation, please send their information to our Admissions Chair, Ted Konigsberg, SIOR at [ted@infinitycommercial.net](mailto:ted@infinitycommercial.net)

## THANK YOU TO OUR 2019 CHAPTER SPONSORS!

**ARCO**  
MURRAY

**AVISON**  
**YOUNG**

**BECKNELL**  
INDUSTRIAL

BRENNAN  
INVESTMENT  
GROUP

**WILL BRIDGE**

**C+G**  
corporate interiors & industrial

**Colliers**  
INTERNATIONAL

**CUSHMAN &**  
WAKEFIELD

**Duke**  
REALTY

**EAST GROUP**  
PROPERTIES

**EDWARDS**  
Construction Services Inc.  
General Contractor - Construction Manager - Design Builder

**GOT-RACK.COM**  
800-64-RACKS

**GLP**

**MARCOBAY**  
CONSTRUCTION

**KEATING**  
RESOURCES

**LPT** LIBERTY  
PROPERTY  
TRUST

**HOLLYWOOD**  
FLORIDA'S  
COMMUNITY REDEVELOPMENT AGENCY

**PROLOGIS**®

**McDONALD**

**WEBB**  
FLORIDA CROWN DEVELOPMENT CORP.  
WEBB INTERNATIONAL INC.

**SAUL EWING**  
ARNSTEIN  
& LEHR LLP

**WARE MALCOMB**  
ARCHITECTURE | PLANNING | INTERIORS  
BRANDING | CIVIL ENGINEERING



### SIOR FL Good News

#### 2019

Receive a promotion? Earn an award or a new designation? Appointed to a Board? Conquer some other exciting achievement? We want to hear about it! Give us the details of your Good News and we'll share it in the next SIOR AdviSIOR newsletter! Good News deadline for the next newsletter is January 31, 2019. Please limit one Good News item per quarter.

Email [siorflorida@cfl.rr.com](mailto:siorflorida@cfl.rr.com) to submit your news!

### 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.

[www.mysior.com](http://www.mysior.com)



**SIOR**

FLORIDA  
CHAPTER



# BRODY & ASSOCIATES

CERTIFIED PUBLIC ACCOUNTANTS

Exceeding Expectations™



- Complex Real Estate Funds & Structures
- Tax Minimization Planning & Strategies
- IRC Section 1031 (Like-Kind Exchanges)
- Cost Segregation Studies
- Asset Protection
- Peer Reviewed CPA Firm (Highest Passing Standard)



MEMBER OF THE YEAR - 2011

\* Board of Directors (1998 - current)

One Turnberry Place  
19495 Biscayne Boulevard  
Suite 850  
Aventura, FL 33180



\* Board of Directors (2013 - current)

(305) 931-2225

[www.BACPA.com](http://www.BACPA.com)



Florida Institute of Certified Public Accountants