



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 Recruitment

John Richardson, 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

Sponsorship

Lisa Bailey, SIOR

Scholarships and Grants

Christopher Thomson, SIOR

Melanie Jackson, SIOR, CCIM

Marketing

Christy Vogel | Marketing Direction

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!

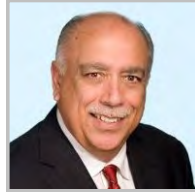
JR Steinbauer, SIOR

jrs@steinbauer.com

Shannon Monteleone

siorflorida@cfl.rr.com

President's Message



Dear Fellow SIOR's and Industry Friends,

I want to thank all of you for allowing me to be your President in 2018. It has been an honor serving all of what I consider, "my closest friends" this past year. We have been blessed that business has been great for all of us. As we head toward the end of the year and celebrating the holidays with our friends and families, we all need to stop and give thanks for all we have and be proud of our accomplishments, that without the people we have around us, would not have been possible.

I want to wish all of you the best for the remainder of 2018 and nothing but great health and prosperity in 2019.

Regards,

Elias Porras, SIOR | Past President 2018 - SIOR Florida Chapter



Dear Fellow SIOR Members & Sponsors,

I am very excited to be your chapter President in 2019. We have a great team of leaders on the board that are here for the membership at all times. Please feel free to contact Hobart Joost, Vice President; Brian Lightle, Secretary/Treasurer; or myself throughout the coming year.

We are all looking forward to working with this year's admissions chair, Ted Kongsberg. Please take a minute to think of brokers you work with that would be a good SIOR candidate and addition to our Florida chapter. Our sponsorship chair, Lisa Bailey, is finishing up our 2019 campaign, but if there is a company you think we should speak to that would provide a benefit to our membership, please send their information to Lisa or me.

Again, I look forward to working with all of you and seeing you at our Spring chapter meeting and our regional events!

All the best,

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

THIS ISSUE

President's Message..... 1

Upcoming Events.....2-3

Recap.....4

Member Info.....5



SAVE THE DATE!

SIOR FLORIDA CHAPTER SPRING CONFERENCE
March 7th & 8th | Gaylord Palms, Orlando

Full conference itinerary will be sent later this month!

**Check out www.siorfl.com for upcoming regional event information!
Email announcements will be sent for all events!**

SWC19

Washington, DC

April 10-13, 2019
Omni Shoreham | Washington, DC



Visit www.sior.com for full details - registration opens soon!



PREMIER SPONSER - \$1000

EIGHT COMPLIMENTARY REGISTRATIONS, LOGO ON PROMOTIONAL MATERIAL, SPONSOR SIGNAGE AT THE EVENT, LOGO ON ALL ATTENDEE NAME TAGS, LOGO PROJECTED ON WALL AT THE EVENT.



EVENT SPONSER - \$500

TWO COMPLIMENTARY REGISTRATIONS, LOGO ON PROMOTIONAL MATERIAL, SPONSOR SIGNAGE AT THE EVENT.

CHAMPAGNE SPONSER - \$1200

TWO COMPLIMENTARY REGISTRATIONS, LOGO ON PROMOTIONAL MATERIAL, LOGO PROJECTED ON WALL, LOGO ON ALL ATTENDEE NAME TAGS, LOGO PROJECTED ON WALL AT THE EVENT, LOGO ON DRINK/ICE LUGE



FESTIVE FROSTY - \$2000

TWO COMPLIMENTARY REGISTRATIONS, LOGO ON PROMOTIONAL MATERIAL, SPONSOR SIGNAGE AT THE EVENT, LOGO ON ALL ATTENDEE NAME TAGS, LOGO PROJECTED ON WALL AT THE EVENT, LOGO ON DRINK/ICE LUGE

BAR SPONSER - \$2500

EIGHT COMPLIMENTARY REGISTRATIONS, LOGO ON PROMOTIONAL MATERIAL, SPONSOR SIGNAGE AT THE EVENT, LOGO ON ALL ATTENDEE NAME TAGS, LOGO PROJECTED ON WALL AT THE EVENT, LOGO ON COCKTAIL NAPKINS TO BE SERVED WITH BEVERAGES, SPONSOR SIGNAGE ON ALL BARS

DEC 11 2018 | ORLANDO SCIENCE CENTER
5:30 - 8:00 PM

REGISTRATION FEE: \$50

* TICKET PRICE INCLUDES HORS D'OEUVRES, TWO DRINK TICKETS, AND ENTERTAINMENT.

* ADDITIONAL DRINK TICKETS MAY BE PURCHASED AT THE EVENT.

* INFORMATION REGARDING THE TOY DRIVE COMING SOON!

REGISTER ONLINE: [HTTPS://ASSOCIATIONDATABASE.COM/AWS/NAIOPCF/INPUT_FORM/DISPLAY_FORM_01_SHOW?FORM_NO=180&HOST=RETAIN](https://associationdatabase.com/aws/naiopcf/input_form/display_form_01_show?form_no=180&host=retain)



FALL CHAPTER CONFERENCE



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

Welcome New SIOR Florida Members (2018)



Sher Tolan, SIOR
Allied Commercial Real Estate



Chase Mayhugh, SIOR, CCIM
Mayhugh Realty, Inc.



Derek Bornhorst, SIOR, CCIM
Lee & Associates | Naples-Ft. Myers

If you have someone you would like to recommend for the SIOR designation, please send their information to our Admissions Chair, Ted Konigsberg, SIOR - ted@infinitycommercial.net

THANK YOU TO OUR 2018 CHAPTER SPONSORS!



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 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

REAL ESTATE

INTERNATIONAL TAX



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)

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

MEMBER OF THE YEAR - 2011

* Board of Directors (1998 - current)



**Urban Land
Institute**

* Board of Directors (2013 - current)

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

(305) 931-2225

www.BACPA.com

AICPA®

FICPA

Florida Institute of Certified Public Accountants