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WE WANT YOUR INPUT!

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

Let us know!

Elias Porras

Elias.Porras@colliers.com

Shannon Monteleone

siorflorida@cfl.rr.com

President's Message



Dear Fellow SIOR's and Industry Friends,

Looks like 2018 has started off with a bang and looks to be a strong year for commercial real estate all over our State. On behalf of our Board of Directors and Sponsors, we are looking forward to an event-full 2018. Our upcoming Florida Chapter meeting March 8th & 9th at The Alford Inn in Orlando, will provide a venue for great networking, educational speakers and a great time for our Chapter and friends. We have already scheduled our second Chapter meeting to be held at The Diplomat Resort in Hollywood, Florida, for September 13th & 14th. We hope to see all of you there as well.

During the year we expect to achieve 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. Some of these initiatives include organizing social events throughout Florida to engage in the benefits of networking with fellow SIOR's and our valued sponsors. We want to increase our efforts to recruit valued speakers for future events which will include both seasoned SIOR's and professionals in varying industries.

Our Chapter will also focus on our Young Professional initiative during 2018. So please, look for updates regarding this and make every effort to attend and show your support for those aspiring to pursue the SIOR designation.

Please don't hesitate to contact me or any of our board members with any comments questions or concerns. Look forward to an exciting and prosperous 2018!

Regards,

Elias Porras, SIOR | President 2018 - SIOR Florida Chapter

**PLEASE MAKE SURE YOU ARE USING THE CORRECT SIOR LOGO
ON ALL OF YOUR MARKETING MATERIALS!**



SIOR
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CONTACT SIORFLORIDA@CFL.RR.COM TO HAVE THE FILES SENT TO YOU!

FLORIDA EVENTS

SIOR FLORIDA CHAPTER SPRING CONFERENCE

March 8th & 9th, 2018 at The Alfond Inn, Winter Park



HOTEL ROOM BLOCK ENDS ON WEDNESDAY, FEBRUARY 14TH!

Phone reservations can be made by calling 407-998-8090 - room block Society of Industrial & Office Realtors. Online reservations can be made at www.thealfondinn.com - room block SIOR2018.

Thursday, March 8th

11:00AM-1:00PM Marketing Direction Tennis Tournament
 12:00-2:00PM BOD & Ambassadors Meeting
 3:00PM Registration Opens
 4:00PM Lynda Weatherman, President & CEO/Space Coast EDC
 5:00PM Chapter Sponsor Presentations
 6:00PM Cocktail Reception & Dinner

Friday, March 9th

7:30AM Breakfast & Networking
 8:30AM Chapter Meeting
 9:00-11:00AM Speaker Presentations - details TBA
 11:15AM IBG Meeting
 Meeting concludes

REGISTER NOW!

SOUTH FLORIDA LUNCH & NETWORKING

February 22nd from 12:30-2:00PM | The Grill on the Alley, 19501 Biscayne Blvd, Aventura 33180

Please join your fellow SIOR Florida members for a project update on Eastview Commerce Center, followed by lunch and networking.

Sponsored by:  PANATTONI®

REGISTER NOW!

CENTRAL FLORIDA DEVELOPERS UPDATE

Join us on May 23rd in Orlando for a developer's update, lunch & networking!
Details coming soon!

SIOR FLORIDA CHAPTER FALL CONFERENCE

September 13-14, 2018
 The Diplomat Beach Resort, Hollywood Beach
Mark your calendar now!

SWC18

Austin, Texas



APRIL 11-14, 2018

FAIRMONT AUSTIN HOTEL

Registration is now open! [Click here to learn more!](#)

SIOR EUROPEAN CONFERENCE
 Warsaw, Poland
 June 27-29, 2018

2018

WARSAW
City of Chopin

[Click here to learn more!](#)



SIOR Florida Chapter Members,

A quick reminder that the March issue Southeast Real Estate Business will be distributed at the SIOR Spring Convention in April this year. As our partnership continues to grow, I wanted to **extend a sizable discount to any Florida chapter member** that would like to specifically advertise an asset he/she has for sale or lease.

A **quarter page ad in the publication** is typically \$2,250 in full color, for this March SIOR special however that rate **is reduced to \$995 in full color**. My team here at Southeast Real Estate Business can even help you create the ad at no additional cost.

This ad will run in the March print edition of Southeast Real Estate Business distributed at the SIOR conference as well as to our regional circulation of Southeast based developers, owners, investors, end users and more.

This same issue will also be created into a **digital edition** and **sent out to our 20k+ E-newsletter subscribers**. Your ad will of course be inside and is included in your \$995 price.

I hope some of you (or your asset owners) will be able to take advantage of this huge discount afforded to you as a FL chapter members. Please call me with any questions, we will **close the issue on FEB 13th** and all ads will need to be completed no later than the 18th.

Best,
 Ryan Nixon, Associate Publisher
 France Media, Inc.
 P: 404-832-8262 | Ryan@francemediainc.com



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](#).

SIOR FL Good News 2018

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 April 30, 2018. Please limit one Good News item per quarter.

[Click here 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.

2Q - 4Q 2017 TRANSACTIONS

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

South Florida:

Steven Medwin, SIOR, CCIM
 Newmark Knight Frank
 Nicholas Wigoda, SIOR
 Newmark Knight Frank
 \$30M Industrial Lease of 342,750 SF
 Medley, FL

Brian Smith, SIOR
 JLL
 George Pino, SIOR, RPA
 State Street Realty
 \$1.2M Industrial Lease of 22,788 SF
 Miami, FL

Luis Marquez, SIOR
 Casal Group
 Matthew Bittel, SIOR
 Cushman & Wakefield
 \$1.9M Industrial Lease of 42,879 SF
 Miami, FL

George Pino, SIOR, RPA
 State Street Realty
 Michael Davis, SIOR
 Colliers International
 \$7.4M Industrial Lease of 85,344 SF
 Miami, FL

Brian Smith, SIOR
 JLL
 George Pino, SIOR, RPA
 State Street Realty
 Frank Trelles, SIOR
 State Street Realty
 \$2.8M Industrial Lease of 55,707 SF
 Miami, FL

George Pino, SIOR, RPA
 State Street Realty
 Frank Trelles, SIOR
 State Street Realty
 \$1.5M Industrial Lease of 29,760 SF
 Miami, FL
 \$4.1M Industrial Sale of 25,998 SF
 Miami, FL
 \$2.6M Industrial Sale of 17,000 SF
 Miami, FL

Stuart Gordon, SIOR
 Cushman & Wakefield
 Matthew Bittel, SIOR
 Cushman & Wakefield
 Pedro Garcia, SIOR
 Binswanger-Gateway Partnership
 \$1M Office Lease of 9,900 SF
 Medley, FL

Christopher Thomson, SIOR
 Cushman & Wakefield
 Jason Sundook, SIOR
 NAI Merin Hunter Codman
 \$2.8M Land Sale of 17 Acres
 Palm Beach Gardens, FL

George Pino, SIOR, RPA
 State Street Realty
 \$1.5M Industrial Lease of 31,252 SF
 Miami, FL

\$2.1M Industrial Lease of 94,000 SF
 Miami, FL

Daniel Zelonker, SIOR, CCIM
 RealMiami Commercial Real Estate
 \$5.8M Office Lease of 16,256 SF
 Coral Gables, FL

Neil Merin, SIOR, CCIM
 NAI Merin Hunter Codman
 \$12M Sale of 737,000 SF
 Vero Beach, FL
 \$62.3M Office Sale of 245,673 SF
 Palm Beach Gardens, FL
 \$7.6M Office Sale of 66,000 SF
 West Palm Beach, FL

Pedro Garcia, SIOR
 Binswanger-Gateway Partnership
 \$18M Office Sale of 119,008 SF
 Medley, FL

Alexander Bernaldo, SIOR
 Americas Commercial Real Estate
 \$2.1M Industrial Lease of 15,468 SF
 Miami, FL
 \$1.3M Industrial Lease of 29,145 SF
 Miami, FL
 \$1.4M Industrial Lease of 30,000 SF
 Miami, FL
 \$1M Industrial Lease of 26,667 SF
 Miami, FL
 \$1.6M Industrial Lease of 34,060 SF
 Miami, FL

Central Florida:

Austin Caruso, SIOR, MBA
 Realty Capital Advisors
 Moses Salcido, SIOR
 Foundry Commercial
 \$5.5M Land Sale of 60 Acres
 Orlando, FL

Lisa Bailey, SIOR
 Avison Young
 Matthew Bittel, SIOR
 Cushman & Wakefield
 \$1.3M Office Lease 12,000 SF
 Orlando, FL

Jim Steinbauer, SIOR
 Steinbauer Associates
 Alexander Bernaldo, SIOR
 Americas Commercial Real Estate
 \$1.8M Industrial Lease of 70,000 SF
 Lakeland, FL

Daniel Drotos, SIOR, CCIM, MSRE
 Drotos Ryals Group
 \$1M Land Sale of 5 Acres
 Gainesville, FL
 \$1.25M Office Sale of 10,000 SF
 Gainesville, FL
 \$4.4M Office Lease of 22,000 SF
 Gainesville, FL
 \$1.5M Land Sale of 2 Acres
 Gainesville, FL

Lisa Abberger, SIOR, AICP
 Hauger-Bunch
 \$14.5M Land Sale of 104 Acres
 Lakeland, FL

Tampa/Fort Myers:

William Gonnering, SIOR, CCIM
 Investment Properties Corp.
 Christine McManus, SIOR, CCIM
 Investment Properties Corp.
 \$1.3M Industrial Sale of 12,250 SF
 Naples, FL
 \$1.4M Industrial Sale of 14,385 SF
 Fort Myers, FL
 1.2M Industrial Sale of 8,938 SF
 Naples, FL

Continued on following page...



In The News

Christine McManus, SIOR, CCIM
Investment Properties Corp.
\$2.3M Industrial Sale of 9,000 SF
Naples, FL
\$2.3M Industrial Sale of 30,532 SF
Bonita Springs, FL

Outside Florida:

Stuart Gordon, SIOR
Cushman & Wakefield
Robert Thornburgh, SIOR, CCIM, CPM
Kidder Mathews
\$2.2M Industrial Lease of 54,264 SF
Los Angeles, CA

George Pino, SIOR, RPA
State Street Realty
Mike Spencer, SIOR
Lee & Associates - Columbus
\$1.8M Industrial Lease of 70,995 SF
Columbus, OH

George Pino, SIOR, RPA
State Street Realty
Frank Trelles, SIOR
State Street Realty
\$2.7M Industrial Lease of 47,000SF
Long Island, NY



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THANK YOU TO OUR 2018 CHAPTER SPONSORS!



**We are wrapping up our 2018 Chapter
Sponsorship Program!
Thank you to the companies that
have already committed!**

Sponsorship benefits include:

- Entrance into our Spring and Fall Statewide Conferences, as well as numerous regional meetings. These conferences provide exposure to 187 SIORs in Florida that handle the majority of the institutional transactions in Florida.
- Your company's logo will appear: on our website with contact information, on banners to be displayed at our Spring & Fall Conferences, on all electronic event invitations, in the Chapter newsletter, and on Chapter meeting surveys.
- The opportunity to attend statewide networking luncheons.
- Speaking time and a marketing table at the Spring and Fall Statewide Conferences, which provide you with the opportunity to discuss the attributes of your company to our members.

**If you would like more information on sponsorship, please contact
Ted Konigsberg at ted@infinitycommercial.net | 786-556-8988**

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* Board of Directors (2013 - current)

One Turnberry Place
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