



Chapter Officers:

President

Deborah L. Reimer, SIOR, CCIM
Reimer Real Estate Inc.
Phone: 484-224-3038

Vice President

John A. VanBuskirk, SIOR
NAI Commercial Industrial Realty
Phone: 717-761-5070

Secretary

Amy L. Hawley, SIOR
NAI Hawley Realty, Inc.
Phone: 610-398-4000

Treasurer

Philip Rothenberg, SIOR
NAI Mertz Corporation
Phone: 856-234-9600

Immediate Past President

Michael R. Capobianco, SIOR
Markward Group
Phone: 215-997-1900

Directors:

Linford L. Good, SIOR

High Associates
Phone: 717-293-4551

Richard S. Gorodesky, SIOR

Colliers L & A
Phone: 215-925-4000

Del C. Markward, SIOR

Markward Group
Phone: 610-770-3600

Peter P. Liebert IV, SIOR

Colliers L & A
Phone: 610-940-0120

Jeffrey R. Seligsohn, SIOR

Seligsohn Soens Hess Co
Phone: 215-893-3000

Upcoming Events:

- March 31 - Speaker Topic: "A Bold New Strategy: From Incubation to Cultivation" - Location: Philadelphia Country Club
- April 14 - SIOR Spring Convention - Location: Boca Raton, FL
- May 12 - Joint Meeting with the New Jersey Chapter - Location: TBD

**555 E. North Lane
Suite 6125
Conshohocken, PA 19428**

www.siorphila.com

**P: 610.238.9940
F: 610.238.9959**

The Philadelphia Regional Chapter Society of Industrial and Office Realtors

Message From The President:



SIOR...It Makes A Difference!

The Society of Industrial and Office REALTORS (SIOR) is the leading professional commercial and industrial real estate association. With more than 2,800 members in 480 cities throughout 20 countries, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

Corporate real estate executives, commercial real estate brokers and agents, lenders, developers, and other real estate professionals recognize the SIOR designation as representing the most experienced and capable practitioners in their respective markets.

SIOR has certified a high majority of its members with the prestigious SIOR designation, acknowledging the highest level of achievement based upon production, education, and business ethics. With the rigorous standards and levels of achievement needed to acquire the SIOR designation, only two percent of all commercial real estate professionals have met the requirements. The achievement of this elite designation indicates an outstanding commitment to excellence.

The greatest achievement and measure of continued success for most brokers is the volume criteria requirement. In order to achieve the designation, brokers must show repeated high levels of both dollar volume and number of transactions in the previous three out of four years. This is a distinguishing feature and unique to the SIOR designation. This requirement alone assures clients that the SIOR designee is an experienced, active, successful professional.

SIOR designees are more than brokers. They provide their clients with proven expertise, the power of an international network of equally qualified professionals, access to the latest information and technology and a reputation for integrity.

After achieving the SIOR designation as an Industrial Specialist, I served as committee chairs and in various officer capacities. It is an honor and a privilege to serve this year as the President of the Philadelphia Regional Chapter. I highly encourage any broker in the industrial and commercial real estate field to work hard toward achieving the coveted SIOR designation. Attaining the designation and being involved with SIOR has been, without question, for me, one of the most rewarding benefits of working in real estate and has made a significant difference in my professional career.

- Deborah L. Reimer, SIOR, CCIM, *President*

SIOR Member Spotlight:

Mike Capobianco, SIOR Markward Group



As immediate past president of SIOR in 2004, Mike Capobianco led the Philadelphia Chapter to its strongest financial position in years. As a result, SIOR will be able to do a great deal more to reach out and grow in 2005 and future years.

Mike is an Associate Broker with Markward Group and is actively involved in all areas of the business, including exclusive landlord and tenant representation, build-to-suit analysis, and sales and lease negotiations. He holds a B.S. degree from the Wharton School of the University of Pennsylvania where he graduated with honors.

SIOR Featured Listing:



York Business Center (Bldg. B), York, PA

- 100,000 - 730,000 SF
- 20' - 32' Clear Height
- 50' x 60' Column Spacing
- New Laser Flat Floor
- Fixtured Docks (1:10,000 SF)
- Ample Trailer Parking
- NS Rail Service Available
- Excellent Access to Rt. 30 & I-83

**For More Information Contact:
John Van Buskirk, SIOR • (717) 761-5070 ext. 131
Industrial Properties Group at NAI/CIR**