



Chapter Officers:

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

Vice President
John A. Van Buskirk, 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:

- June 20 - SIOR / TriState / CCIM Golf Outing
Location: Plymouth Country Club
- Sept 22 - 3rd Annual Eastern PA Property Summit - Location: Reading Country Club
- October - Annual Business Meeting - Date & 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



Society of Industrial and Office Realtors Education Foundation (SIOREF)

The Society of Industrial Realtors was originally created so that individual professional practitioners of commercial real estate could find, or offer, assistance for clients with needs in other markets. It was the original concept of franchising commercial real estate services to be able to get help in a foreign marketplace. Before there was The Office Network, ONCOR International, Colliers or NAI, there was a single professional real estate broker in Philadelphia who needed help in Chicago. To make sure that they would get competent, professional help in other markets, a handful of good commercial brokers in Philadelphia developed the concept of outlining criteria to define who was a "good" commercial practitioner. Years in the business, the

number of completed deals, dollar volume of transactions and transaction revenues were all ways of measuring. The Society was established just about 54 years ago.

In the ensuing years the Society has expanded to include "office" brokers, education programs were created, individuals learned the finer points of the business and an organization of truly professional and capable individuals grew to over 2,000 SIORs in the United States, Canada, Mexico, South America, United Kingdom, Europe and the far east. A strong, international family of commercial practitioners helping each other around the world, is still in a growth mode.

As these individuals grew in their own markets, becoming even better, more successful real estate brokers, the Society looked for ways that they could help their members grow and spread the professional development in the real estate community. In 1962, the Society of Industrial and Office Realtors established a foundation whose primary purpose was to be EDUCATION. The Society of Industrial and Office Realtor Education Foundation (SIOREF), or Ed Fund as it is referred to, is made up of the best SIOR members around the world who serve as Trustees of the Foundation. The SIOREF is challenged to promote, sponsor and support education research initiatives that advance professionalism in the commercial real estate industry. SIOREF:

- supports continuing education for commercial real estate professionals,
- provides forums for experienced practitioners to share ideas and expand their knowledge,
- works to increase professionalism among commercial real estate practitioners and to promote a better understanding of the industry by the general public.

Currently there are approximately 55 Trustees on the Foundation.

There is an assortment of outlets for the Foundation expenditures:

- the annual retainer for Economist, James F. Smith, PhD,
- expenses associated with SIOR education courses,
- scholarships for members of SIOR or other designated students in a Chapter's community,
- grants for projects initiated by other industry organizations,
- research studies,
- programs such as the Annual Review and Forecast and Ethics and Professional Standards,
- publications and articles for Professional Reports, Industrial Real Estate and Marketing Office Leasing.

Annually, there is a fund raising effort centered around the SIOREF Phonathon where Trustees gather for a day in a central location and spend the day on the phone soliciting donations from the SIOR general membership. When you get that call in the late fall, please respond with your most generous donation possible.

- **Pete Davisson, SIOR, CCIM, Partner, Jackson Cross Partners, LLC**

SIOR Member Spotlight:

J. Francis Mahoney, SIOR
Cushman & Wakefield, Inc.

Mr. Mahoney has been a member of SIOR since 1985. He has served as President of the Philadelphia Chapter of the Society of Industrial Realtors (SIOR) and as Vice Chairman of the Philadelphia Board of Realtors.

At Cushman & Wakefield, Mr. Mahoney is the Director of the Industrial Real Estate Department and has held that position since he joined the firm in 1990. His responsibilities include sales and leasing a wide spectrum of land and buildings as well as consulting and advisory services. Mr. Mahoney is a graduate of the University of Pennsylvania and has represented clients such as Ford Motor Company, General Motors, Kraft, Procter & Gamble and AT&T.



SIOR Featured Listing:



One Phico Drive, Mechanicsburg, PA

- 2,500 - 150,000 SF Available
- Four Story Atrium with Marble Lobby
- Gorgeous Campus Environment
- First Class Finishes
- Located off I-81 Mechanicsburg (Rt. 114)

For More Information Contact:
Thomas Posavec, SIOR • (717) 731-1990
Landmark Commercial Realty, Inc.