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Upcoming Events:

- Sept 22 - 3rd Annual Eastern PA Property Summit - Location: Reading Country Club

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The Philadelphia Regional Chapter Society of Industrial and Office Realtors



LAND: A Precious Commodity

Our supply of land is limited. We have to be careful how we use it and we must use it wisely. Developers need to be practical in their approach and NIMBY's (Not In My Back Yard) need to be logical as we seek to bring land to its best use and make full use of the resources we have available. Whether it's an office building, a quarry, a commercial retail center or a big box warehouse, there are certain places these structures should exist. As real estate professionals, brokers, developers, and investors, we need to be cognizant of the other people who share this world with us as we pursue real estate ventures. On the other hand, those people who believe land should stay green and in its primitive state need to comprehend that may not be in the best interest of all parties. In some projects in which I have been involved, I try to jump out of the box and look at the project as an outsider. Regardless of whether people like the project or not, it made sense for the land and we pursued it vigorously and with a very sincere focus. One was a green field quarry. Although it was 250 acres of farmland, there was so much rock even the County Planning Commission believed the quarry was the best use and supported the project. Additionally, the daily water usage for the quarry is equivalent to 28 houses. A herd of 300 cows would use twice that amount with very little recharging of the water back into the ground. The quarry will recharge about 50% of the water.

Another example is everybody's favorite, Wal-Mart. In a small community just south of Harrisburg - Dillsburg, the local developer in that community has a current subdivision plan for a Wal-Mart and possibly a Lowe's Home Improvement Center. He has taken great pains to try to blend the land parcel into the community at large. The difficulty that they have is that many people do not want to see a Wal-Mart. And for no good reason. It's just the name -Wal-Mart! It's going to be big, cost people their jobs, cost businesses their income or a variety of other excuses. However, these people seem to forget the other parts of capitalism that they enjoy but those parts do not seem to bother them. They are very selective in choosing one part of a capitalistic world in which they live to pick on. Perhaps this is not the right approach.

The developer has gone to great lengths to put walking trails into the area for the residents, have put in great efforts for architectural controls to make it Class A (all brick), and they have also gone to great lengths to get community input. But then, you get the people who want to say "no" regardless of the development, capital, and job opportunities the project creates for the community.

With just these two examples, it's obvious that some people don't want development. So there are two sides to the story, there are the growth people and the non-growth people. Our responsibility as brokers, as REALTORS, and as developers is to look for the happy medium while we educate both parties.

- William Gladstone, CCIM, SIOR, NAI/Commerical-Industrial Realty Company

SIOR Member Spotlight:

Jack Shepley, SIOR
Industrial Properties Group
at NAI/CIR

Jack Shepley, SIOR joined NAI/CIR in July 1988, and founded Industrial Properties Group with John Van Buskirk in 1996.



Jack's areas of concentration include Large Scale Investments and Entrepreneurial Real Estate with a specific focus on warehouse, distribution and logistics properties. Jack is an active member and past board member of the SIOR Philadelphia Chapter, serves as Director of NAI Logistics Group (Mid-Atlantic Region), is a member and past chair of CIR's Industrial Committee, and is a member of CIR's Investment Committee. In addition, Jack maintains active membership in the Council of Supply Chain Management Professionals, Warehousing Education & Research Council, and the Harrisburg, Pennsylvania and National Associations of Realtors.

SIOR Featured Listing:



10901 Decatur Road, Philadelphia, PA

- 25,300 SF Industrial Facility
- Situated on 2.34 Acres
- 5,146 +/- SF Office
- 20,000 SF Pre-Approved Expansion Capability
- 4 Tailgate, 1Drive-In Door
- 18'8" - 19'4" Ceiling Height
- 40' x 25' Column Spacing
- 100% Wet Sprinkler System

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