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Upcoming Events:

- April 20 - 23: SIOR Spring Convention
Location: La Qunita, CA

555 E. North Lane
Suite 6125
Conshohocken, PA 19428

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The Philadelphia Regional Chapter Society of Industrial and Office Realtors



SIOR Awards Scholarship

The Philadelphia Chapter of the Society of Industrial and Office Realtors (SIOR) in concert with the chapter's national Society of Industrial and Office Realtors Educational Foundation (SIOREF), has named Daniel Kline of the Wharton School at the University of Pennsylvania as its recipient of the 2004 Scholarship Award in the amount of \$6,000. SIOR National President Kevin Crowley with Iowa Realty Commercial in Iowa and Diana Lee, SIOR

Membership Relations Director for the United States, recently visited the local chapter to congratulate Mr. Kline. Philadelphia SIOR Chapter President Deborah Reimer and Scholarship Committee Chairman Michael Capobianco were also on hand for the presentation.

The SIOR Scholarship Program is co-sponsored each year between SIOREF and each local chapter that participates. Philadelphia had often underwritten the program itself when, a few years ago, the Education Fund decided to bolster the award with its 50% share toward any of the 42 SIOR Chapters nationwide who wanted to participate.

Daniel was chosen through a process that included a request for application, an essay letter about the student's interest in the real estate field and a formal interview with chapter leaders. Daniel was one of two final applicants that were interviewed this summer in New York (Manhattan) where both finalists worked summer jobs at major investment banking firms.

This award represents the heart and soul of SIOR's most important tenet, which is to help educate and enhance professionals in and for the commercial real estate industry at the highest level.

Daniel, a student at Wharton's Samuel Zell and Robert Lurie Real Estate Center, was very appreciative of the award. After thanking everyone at the Philadelphia chapter of SIOR for their time and consideration he said, "This scholarship will help pay for my education in real estate and I am extremely grateful for the opportunity SIOR has given me."

- **Michael Capobianco, SIOR, Markward Group**



(pictured left to right: Kevin Crowley, Diana Lee, Michael Capobianco, Daniel Kline, Deborah Reimer)

SIOR Member Spotlight:

Bill Gladstone, SIOR **NAI / CIR**

Bill Gladstone, CCIM, SIOR has been active in commercial and industrial real estate since 1987 and has been among the top five agents at NAI/CIR for the last nine years.

His continued success is a direct result of the value added services he provides to all transactions, regardless of size. Each property entrusted to his group of five receives a customized marketing program to provide top of the mind awareness to prospects and brokers. These specialized programs can considerably reduce the time a property spends on the market.



SIOR Featured Listing:



2655 Brodhead Road, Bethlehem, PA

- Up to 99,000 s/f available for lease
- High cube space
- ESFR sprinkler system
- Numerous truck dock doors
- Wide column spacing
- Easy highway access
- Near Routes 22 & 33
- Competitive Lease Terms

For More Information Contact:
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