



Chapter Officers:

President

John A. Van Buskirk, SIOR
NAI / CIR
Phone: 717-761-5070

Vice President

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

Secretary

William B. Elliman, SIOR
GVA Smith Mack
Phone: 302-655-0600

Treasurer

Richard F. Smith, SIOR
Evergreen Property Advisors
Phone: 215-369-1810

Immediate Past President

Deborah L. Reimer, SIOR, CCIM
Reimer Real Estate Inc.
Phone: 610-866-9000

Directors:

Michael R. Capobianco, SIOR
Markward Group
Phone: 610-770-3600

Linford L. Good, SIOR
High Associates
Phone: 717-293-4551

Richard S. Gorodesky, SIOR
Colliers L & A
Phone: 215-925-4600

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

Peter P. Liebert IV, SIOR
Colliers L & A
Phone: 610-940-0120

Del C. Markward, SIOR
Markward Group
Phone: 610-770-3600

Upcoming Events:

- March 2: GE / SIOR Sales Training
Location: Philadelphia, PA
- April 20 - 23: SIOR Spring Convention
Location: La Qunita, CA
- April 24 - 26: CoreNet Exhibit
Location: Philadelphia, PA

**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



A Message From The President

2005 was another outstanding year for the Philadelphia Chapter of SIOR. I'm pleased to say that the chapter's financial health is excellent, due in no small part to the stewardship contributions of Deb Reimer (President 2005), her predecessors, and the Board of Directors as a whole. The chapter established a scholarship program with the Wharton Business School, increased sponsorship levels, added new members, and witnessed the appointment of a former Philadelphia Chapter President (Mike Capobianco) to a 2 Year post as Regional Director for the Mid-Atlantic Region.

As we enter 2006, our challenge is to continue to build on that foundation by increasing the visibility of the organization to the business community in the Philadelphia / Eastern PA Region, enhancing the overall benefits of membership at the chapter level, and accelerating the recruitment of new members. To that end, the Board has voted to increase program spending for the coming year. Some of the highlights include:

- | | |
|------------------------------------|---|
| Scholarship | The commitment to the Wharton Scholarship was renewed, and an additional scholarship will be offered to a Penn State University student. |
| Advertising & Promotion | The current monthly program with NJPA Real Estate Journal will be continued. Additional promotional opportunities are under review as well. |
| CoreNet Global | The chapter is co-funding and staffing an Exhibit in concert with SIOR National at CoreNet's Annual Convention, to be held at the Philadelphia Convention Center in April, 2006. CoreNet is widely acknowledged as the world's premier association for corporate real estate and related professionals. |
| Brand Promotion | All chapter members will be receiving a complimentary "Member Kit" including SIOR branded merchandise and prepared promotional pieces. |

The financial commitment to these and other expanded programs has been made possible by the continued, generous support of our sponsors. Major sponsors (2005) contributing over \$1,000 were (alphabetically):

Berks Economic Partnership	Mericle Commercial Real Estate Services
Brasler Properties	NAI / CIR
Catellus	Opus East, L.L.C.
DP Partners	Penn's Northeast
First Industrial Realty Trust, Inc.	ProLogis
Higgins Development Partners	SIOREF
J.G. Petrucci Co., Inc.	SK Realty Corp
Liberty Property Trust	USAA Real Estate Company
Markward Group	Verus Partners

2006 has the potential to be another good year for the chapter, but you can make it great. *Attend an extra chapter or national event this year... Thank the sponsors for their assistance... Promote the SIOR designation to your customers and clients... Suggest ways that the chapter can help you in your practice... Recruit a new member... And above all, continue to demonstrate the high standard of excellence and ethics in your daily life and practice which so clearly set us apart.*

Finally, to those of you who are thinking of pursuing the SIOR designation, TAKE THE FIRST STEP by reaching out. SIOR is an organization absolutely worth your time and effort. Become a part of something great!

John Van Buskirk, SIOR
2006 Philadelphia Chapter President

SIOR Member Spotlight:

Gregory J. West, SIOR Colliers L&A

Greg joined Colliers L&A in 2002 and is responsible for the management and operations of the Office Division. He remains active in exclusively representing several major corporations and businesses handling their Real Estate issues.

Some of the clients he has served include Provident Mutual Life Insurance, HQ Global Workplaces, TNS Intersearch, Manulife Financial, Pennoni Associates, Ranger Aerospace, Waste Management, Cigna, Service Group Ins. (SGI), Amtrak, Conrail, Kraft Foods, Smithkline, Sunoco, Inc., Towers Perrin, Cypress Communications, Aflac, Canadian Consulate, and Colonial Life Insurance Co.



SIOR Featured Listing:



1084 International Place, Aiken, SC

- 314,000 SF Building on 50 Acres
- 18,192 SF of Modern Space
- Built in 1997
- Steel Columns Spaced 40' x 66'
- Compressed Air, Air Lines Throughout
- Ceiling Heights to 26'
- Metal Panel Walls
- All Utilities

For More Information Contact:
David Barber • (404) 892-4100
Binswanger