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**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

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

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

### Directors:

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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:

- 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](http://www.siorphila.com)

P: 610.238.9940  
F: 610.238.9959

# The Philadelphia Regional Chapter Society of Industrial and Office Realtors



## Getting Ahead in Commercial Real Estate

The two most recognized and respected designations in the "world" of commercial real estate are SIOR and CCIM.

SIOR stands for The Society of Industrial and Office Realtors. The Society started in 1941 as the SIR (Society of Industrial Realtors) in response to a request from the Federal Government to help find industrial sites for the second world war effort. The Office designation was added in the mid-eighties. The Society was designed to identify experienced commercial brokers in markets around the country so that a broker in one market could find reliable help in another market.

The designation is experienced based and required 7 years (now 5 years) experience as well as volume requirements for revenue dollars, numbers of deals and size/square footage. Because of these requirements the Society is often referred to as the "broker's broker" organization. The Society is also known for its strong educational programs for both office and industrial specialists. Educational courses as well as ethics courses are mandatory membership requirements.

The education, camaraderie and networking with other experienced brokers, now around the world, are all good reasons to pursue the designation. SIOs are usually in the top 10-15% of the brokers in any market. In Delaware we have 5 SIOR designees.

CCIM stands for Certified Commercial Investment Member, and it is a designation offered by the CIREI, Commercial Investment Real Estate Institute of the National Association of Realtors. It's emphasis is toward the "investment" side of commercial real estate. Brokers with the CCIM designation will often concentrate on representing or advising buyers or sellers of investment grade real estate; office buildings, industrial properties and retail properties such as shopping centers. In Delaware there are 22 CCIM designees.

The designation requires several (up to 6) separate courses of 3 to 6 days each, which cover different aspects of the business. Course work which teaches how to use real estate, financial calculators and computer software, market commercial real estate, evaluate the investment real estate and work within the commercial real estate community. Once the course work is completed the candidate is required to complete a paper, or project, which demonstrates the individual's personal, first hand experience in one or more actual transactions which substantiate the experience required to achieve the designation.

Both designations have a real value in the world of commercial real estate, one (SIOR) emphasizing the basic aspect of experience in day to day office or industrial brokerage, while the other (CCIM) leans toward those specializing in investment real estate. Both are valuable tools in the lives of successful commercial realtors.

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

### SIOR Member Spotlight:

**John L. Crampsie, SIOR**  
**Summit Management & Realty Company**



As one of the founding principals of Summit Management and Realty Company, John L. Crampsie, SIOR serves as Broker of Record. With over 20 years of experience in all facets of real estate, John has extensive knowledge of marketing, leasing, lease negotiations and disposition of assets. John handles all tenant relations and associated property management duties for Summit. He has also served as Executive Director for the largest commercial / industrial development firm in the Lehigh Valley.

### SIOR Featured Listing:



**18 South George St., York, PA 17401**

- Offices ranging from 160 SF to 8,468 SF
- Affordable occupancy cost
- Attractive interior finishes
- Located on the square in downtown York
- Located in the fast growing County of York
- Many utilities included in rental
- Connected to parking garage
- Located between Philadelphia, Harrisburg, & Baltimore

**For More Information Contact:**  
**Dave Bode, SIOR • (717) 854-5357**  
**Rock Commercial Real Estate, LLC**

# There's making big deals — and there's the real deal.

And it pays to know the difference. Like the day when your smallest client became your biggest client and entrusted you with finding its manufacturing plant a bigger home. Their trust in you is eclipsed only by your son's, who knows you'll be there in time to catch his first at bat. Because you know that's the biggest deal of all.

**SIORs know the value of good business.  
And the personal values that drive success —  
in commercial real estate and in life.**



*Expect more.*