



# Florida Chapter News

Volume 3, Issue 1

1st Quarter, 2011



## Message from the President

Michael K. Silver, SIOR

The First Quarter of 2011 ended with a great deal of excitement and encouragement. The 2011 Spring Chapter Meeting in Celebration, Florida – at the exquisite Bohemian Hotel Celebration – March 10-11, 2011, was as spectacular success. Eighty SIORs from around the state attended this event, kicked off by a wonderful Cocktail Reception and dinner at the Columbia Restaurant Thursday evening (Photo Gallery on Page 9).

On Friday, Alan C. Sheppard, Jr, of GreenbergTraurig Orlando - the keynote speaker – kicked off the General Session by addressing a number of vital issues that could impact on the Commercial Real estate industry in Florida. Immediately following the General Session, the Event Sponsors conducted a series of Roundtable Sessions – each about 15 minutes – to provide an opportunity for SIOR members and Sponsors to interact with each other. John F. Coleman, Senior Vice President of EastGroup Properties said, “I thought the Roundtable structure worked fantastic, and was very interactive for both sides of the table. I would be in favor of it in the future and look forward to growing our relationship in SIOR.” For a complete list of sponsors of this event, see Page 6.

[Note: There will not be a Fall Chapter Meeting in Florida, as it will take place in September during the SE Regional Conference in Charleston, SC]. **See Page 4 for details about the SE Regional Conference.**

### 2012 SIOR Partner Program

The 2012 “Partner Program” was also formally introduced during the Spring Chapter Business meeting (see Page 10 for details). This program is currently in process of final approval and will be presented to SIOR Members this summer, with sales to begin in September. The program provides sponsor benefits that will go into effect January, 2012.

### SIOR Press Releases

I would like to encourage SIOR members to take advantage of a “NEW” section in the Newsletter which highlights “deals” that SIOR members have made in the State of Florida. Please visit Pages 2 and 3 for details about deals that were submitted for publication in the 1st quarter newsletter. This is a great opportunity for you to share details about your deals. Please take advantage of it and send your brief notices for publication in the 2nd quarter newsletter: Deadline: **Friday, June 24, 2011.**

### 2011 Chapter Dues

As of March 15, 2011, twenty-four SIOR members had not yet paid their Florida Chapter dues. 2011 Dues were payable by January 1, 2011. It's very easy to do. Simply visit the SIOR web site ([www.siorfl.com](http://www.siorfl.com)); click on the “Pay Your Dues” button; and enter the password, “**siorpaypal**.” The password must be all lower case. You worked hard to earn the designation. Don't risk losing it by not paying your chapter dues. □

### 2011 OFFICERS:

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SIOR

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James J. Steinbauer  
SIOR

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SIOR, CCIM

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### A LOOK AHEAD - UPCOMING 2011 SIOR EVENTS

- May 5-7, 2011 - Spring World Conference - Scottsdale, AZ
- Sept. 15-18, 2011 - SE Regional Conference - Charleston, SC
- Oct. 20-22, 2011 - Fall World Conference - Chicago, IL

**NEW !!!!!  
DO YOUR OWN  
NEWS RELEASES**

We are interested in a "NEW" Newsletter Feature that would allow Four different Florida Real Estate Markets to be highlighted each quarter. Following are the Four Market groups:

**Northeast Florida  
Central Florida  
Southeast Florida  
Tampa Bay**

SIORs are asked to send News Releases featuring your "deals" that involve ONLY the individuals who are involved in the transaction; and who have earned the SIOR designation. Names of those who are Non-SIORs will not be published. List only the essentials of the deal (Sale or Lease/Square footage/ Lease rate/Sale Price/Seller/Buyer, etc. (NOTE: The "deal" does not have to be in Florida; but preference will be given to those that are located in Florida).

Send your News Releases to:  
**[siorflorida@comcast.net](mailto:siorflorida@comcast.net)**

**SOUTHEAST**

Lease: Office Space  
Lessee: Citadel Medical Enterprises  
6111 Broken Sound Pkwy - Boca  
Lessor: Atrium at Broken Sound  
Sq. ft: 3,650 sf  
Salesperson: **Bob Schneiderman, SIOR**

Lease: Office Space  
Lessee: G4 Secure Solutions (USA)  
11360 N. Jog Road - Palm Bch Gdns  
Lessor: Mirasol Town Center  
Sq. ft: 3,292 sf  
Salesperson: **Bob Schneiderman, SIOR**

Lease: Industrial Space  
Lessee: K1 Speed  
2950 Stirling Rd. - Hollywood  
Lessor: 2950 Stirling Rd LLC  
Sq. ft: 75,809sf  
Lease Value: \$2.4 M  
Salesperson: **Michael Silver, SIOR**



**FLORIDA CHAPTER  
2011 OFFICERS**



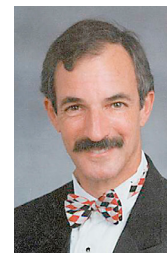
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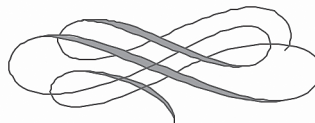
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**DISCLAIMER**

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*News Release materials may be sent to SIOR Florida Chapter, P. O. Box 667682, Pompano Beach, FL 33066*

## SOUTHEAST

(continued from Page 2)

Lease: Industrial Space  
Lessee: ACE Global Distribution  
10505 NW 112th Avenue  
Medley, FL  
Lessor: FDG Flagler Station 111 LLC  
Sq. ft: 57,853 sf  
Lease Value: \$1.2 M  
Salesperson: **Michael Silver, SIOR**

Lease: Office Space  
Lessee: FLA Water Mgt District  
2101/2301 Centrepark Blvd. - WPB  
Lessor: Centrepark Office Park West  
Sq. ft: 3,882 sf  
Salesperson: **Barbara LeBrun, SIOR**

Lease: Office Space  
Lessee: First International Title, Inc.  
1801 Centrepark - WPB  
Lessor: Centrepark East Holdings  
Sq. ft: 2,224 sf  
Salesperson: **Barbara LeBrun, SIOR**

## NORTHEAST

Sale: Office Building  
Buyer: North Florida medical Svcs.  
11945 San Jose Blvd., Jacksonville  
Seller: Cormorant Park Prof. Center  
Sq. ft: 23,945 sf  
Sale Price: \$4,325,000  
Entry Date: 7/5/2010  
Salesperson: **Hobart Joost, Jr., SIOR**

Lessee: Signature Offset  
10751 Alsta Drive Bldg 400, Jax  
Lessor: Group IV Jaxport, LLC  
Sq. ft: 33,807 sf  
Lease Value: \$1,255,592  
Entry Date: 7/5/2010  
Salesperson: **Hobart Joost, Jr., SIOR**

Lease: Retail space  
Lessee: Tulsa Welding School  
1750 Southside Blvd., Jacksonville  
Lessor: Jack Caruso  
Sq. ft: 29,750 sf  
Lease Value: \$2,123,083  
Entry Date: 5/11/2010  
Salesperson: **Hobart Joost, Jr., SIOR**



May 5-7, 2011  
Spring World Conference  
Westin Kierland Resort  
Scottsdale, AZ

September 15-18, 2011  
Southeast Regional Conference  
Charleston Place  
Charleston, SC

October 20-22, 2011  
Fall World Conference  
Hyatt Regency Chicago  
Chicago, IL

May 10-12, 2012  
Spring World Conference  
Loews Miami Beach Hotel  
Miami Beach, FL

[Note: If you are interested in volunteering to serve on the "Host" committee for this event, please contact Michael Silver at 305.527.3612]



## WELCOME NEW MEMBERS

Tom Heller,  
MBA, CCIM, GC, SIOR  
Heller USA Industrial and  
Commercial Realtors  
750 E Sample Road  
Suite 226  
Pompano Beach, FL 33064  
954.942.0003

David Schopp, SIOR  
Sharpe Project Developments  
1212 S. Andrews Ave. #203  
Fort Lauderdale, FL 33316  
954.832.9095



February 24, 2011 - SIOR Lunch at The Anacapri  
Coral Gables, Florida - Sponsor: TotalBank

# 2ND SIOR SOUTHEASTERN REGIONAL CONVENTION

CAROLINAS

TENNESSEE

GEORGIA

FLORIDA



September 15th -18th, 2011

**CHARLESTON PLACE**  
205 Meeting Street  
Charleston, SC



## ***ABOUT THE EVENT:***

SIOR is excited to host the second southeastern regional convention. We hope you will join us and hundreds of SIOR's for invaluable networking and educational opportunities, a soon-to-be announced guest speaker and of course, lots of fun in a beautiful setting. Don't miss out on this chance to become a sponsor! **See you in Charleston!**

## ***ABOUT THE VENUE:***

Positioned at the very heart of Charleston, within walking distance of the historic centre and all the major attractions, Charleston Place is renowned as Charleston's finest hotel. It is a standard bearer of Orient-Express style. Its first class meeting and conference facilities are complemented by 'The Club', a private concierge level located on the top two floors. Leisure activities include relaxing by the rooftop pool, dining in the award-winning Charleston Grill and browsing the exclusive boutiques both at the hotel and in the shopping streets nearby.

*see reverse for sponsorship information*

CAROLINAS  
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TENNESSEE  
William Barden, SIOR  
901.767.3129

GEORGIA  
Sims Doughtie  
404.942-2002

FLORIDA  
Michael Silver  
305.779.3124



## MEMBER NEWS

### BRENNER REAL ESTATE GROUP REPORTS TWO LAND SALES IN PLANTATION, FLORIDA

Plantation, FL - Scott Brenner, CCIM, SIOR, RPA, President of Brenner Real Estate Group was involved in the following sales:

**Xenia Management Corporation** purchased five acres of vacant land located on the north side of West Sunrise Blvd between University Drive and Pine Island Road, Plantation. Brenner represented the seller, Pine Island Commons, LLC. The property will be used for a new 60,000 square foot build-to-suit building to be used as a GSA Social Security facility. Sale price of the property was \$3,500,000.

**Federation Holdings II, LLC** sold 6.6 acres of vacant land located at the northeast corner of NW 11th Place and NW 66th Avenue in Plantation. The buyer was the City of Plantation. The property is intended for the expansion of the city's adjacent waste water treatment plant. The transaction is valued at \$2,475,000.

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### HAUGER-BUNCH, INC. REPORTS LAND SALE IN MULBERRY, FLORIDA

Lakeland, FL - *Hauger-Bunch, Inc.* recently leased 56 acres of land in Mulberry, Florida, to *Martin Marietta Materials, LLC*, for a period of 15 years. The previous owner of the property was Bone Valley Service Company. Martin Marietta Materials is the nation's second largest producer of construction aggregates used primarily for construction of highways and other infrastructure projects, in certain green initiatives, including flue gas desulphurization, and in the domestic commercial and residential construction industries. Martin Marietta's Aggregates Business' network of more than 285 quarries, distribution yards and plants spans coast to coast through 27 states, Canada, the Bahamas and the Caribbean Islands. David Bunch, SIOR of Lakeland based Hauger-Bunch, Inc. represented the Seller and was the only Broker involved in the transaction.

### SIOR Membership Requirements

#### SIOR Designation Active Membership

The SIOR designation is a personal achievement for those individuals who are highly qualified commercial real estate practitioners with a strong transactional history in brokerage, fee-based services, or executive management. The SIOR designation is granted in one of six specialist categories:

- Advisory Services Specialist*
- Executive Specialist*
- Industrial Specialist*
- Industrial & Office Dual Specialist*
- Office Specialist*
- Sales Management Specialist*

#### Associate Status Company membership

Organizations with a vital interest in corporate real estate services and industrial or office development comprise SIOR's Associate membership. Qualified individuals from the Associate member organization represent that organization in the affairs of SIOR.

Associate status is granted in one of four categories:

- Corporate Associate*
- Developer Associate*
- Educator Associate*
- General Associate*

#### Retired Status

Those who held the SIOR designation may qualify for Retired status.



## 2011 Spring Chapter Meeting Sponsors

### Gold Sponsors



### Silver Sponsors



### Bronze Sponsors



GE  
Real Estate



imagination at work



## IMPORTANT NOTICE

\* All parties submitting materials for publication to SIOR, agree that the materials submitted are the property of SIOR and will not be returned; and you agree that SIOR, its assigns and subscribers, have been granted non exclusive right to use and/or reproduce the materials in any manner and for any purpose. Our agreement is made in Florida, and controlled by Florida Law.

\* All materials submitted for publication must contain reference to at least one individual who holds the SIOR designation.

\* Materials which contain information that is of vital interest to the Commercial Real Estate Industry are not required to make reference to SIOR individuals; subject to the discretion of the Editor.

\* Deadline for all materials is the "end of the last week, of the last month in each quarter."



### MAILING ADDRESS:

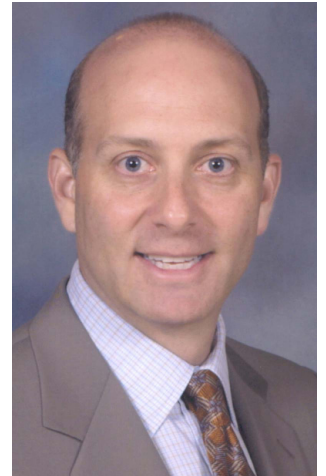
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## NAI GLOBAL NAMES BOB SCHNEIDERMAN, SIOR OF NAI/MERIN HUNTER CODMAN TO CIRCLE OF EXCELLENCE

**Princeton, NJ** — NAI Global has named **Bob Schneiderman, SIOR**, a Principal of NAI/Merin Hunter Codman in Florida, to the NAI Global Elite, a group comprised of the organization's top performers and top producers. Schneiderman qualified for the Circle of Excellence, the top honor recognizing individuals with 10 years or more a Top Producer of Top Performer. He also qualified a Top Producer at the Elite level based on production in 2010.

NAI Global is the world's premier network of commercial real estate firms and one of the largest real estate service providers worldwide. Based in Princeton, New Jersey, NAI Global manages a network of 5,0000 professionals and 350 offices in 55 countries. NAI professionals complete over \$45 billion in transactions annually.

NAI Merin Hunter Codman is the largest commercial real estate brokerage firm in Palm Beach County, Florida with over two decades' experience advising on strategic acquisitions, dispositions, tenant representation, leasing and comprehensive property management. The firm advises on all commercial property sectors from office and industrial to retail, multifamily and land. NAI/Merin Hunter Codman has among its client base some of the nation's most prestigious institutional and private investors and through the NAI global network, can facilitate property transactions around the nation and the world, serving as a single point of contact for counsel and execution. NAI/Merin Hunter Codman is headquartered in West Palm Beach with regional offices in Boca Raton, Palm Beach and Palm Beach Gardens. □

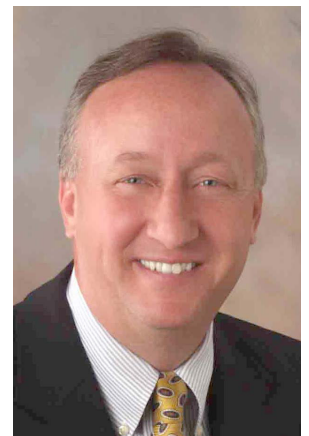


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## NAI REALVEST PRINCIPAL ROBERT BLACKWELL, SIOR ACHIEVES ELITE STATUS WITH NAI GLOBAL

**Orlando, FL** — **Robert Blackwell, SIOR**, principal at NAI Realvest has achieved the coveted Elite Status with NAI Global. The award is given to NAI brokers who have closed a high level of commercial real estate transaction assigned among the 325 offices in the NAI Global worldwide system.

Patrick Mahoney, president of NAI Realvest, said on of the transactions Blackwell closed was also one of the largest industrial lease deals in Central Florida last year. Blackwell represented the tenant Pelliconi Group in a lease of an 87,000 square foot warehouse/manufacturing facility at Orlando Central Park South, where the landlord is Duke Realty. Pelliconi, based in Bologna, Italy, is the largest bottle cap manufacturer in the world. Rick Leighton with NAI Global in Princeton, New Jersey, assigned the deal to Blackwell when Pelliconi identified Orlando as a potential location for its first U.S. cap manufacturing facility. □



**VISIT THE SIOR FLORIDA CHAPTER WEB SITE:  
<http://www.siorfl.com>**

January 5, 2011

## Industrial/office group set for Tallahassee lobbying mission

### Joining industry's collaborative aim

BY YUDISLAIDY FERNANDEZ

The National Association of Industrial and Office Properties' South Florida chapter has an ambitious to-do list for 2011 that focuses on getting members more involved and maintaining a strong voice on legislative matters affecting its industry.

Michael Silver, new president of NAIOP in South Florida, is taking on the reins, representing 355 members in Miami-Dade, Broward and Palm Beach counties.

One of his goals is to get the members, including developers, owners and other professionals in office, industrial and mixed-use real estate, more involved in the association's 20-plus committees, as it takes teamwork to put events and programs together.

One of NAIOP's biggest annual happenings is a bus tour held in both Miami-Dade and Broward.

A committee works throughout the year to put together the tours, in which participants see and visit about 40 office and commercial properties.

"They walk through some of the properties, where owners get to talk about that property specifically and they get to learn more about each individual property," said Mr. Silver, who is a first vice president of industrial brokerage services at CB Richard Ellis.

He has been involved with the association for several decades, he said, chairing numerous committees and sitting on its board of directors.

Another NAIOP committee organizes the collegiate challenge, a competition the association started this year.

The sponsor, commercial realty firm Flagler, challenged the University of Miami and Nova Southeastern University to cre-



Photo by Maxine Uddan

Michael Silver seeks to have all realty associations stand together on their Florida legislative efforts.

ate a development plan for an eight-block site in downtown Miami.

Nova won the competition and its success motivated the association to organize it again for 2011, he said, with other colleges such as Florida International University possibly joining.

A major reason members attend meetings and events is to network, Mr. Silver said, which amidst a challenging commercial market has become key for some to get deals done.

The association organizes monthly meetings with real estate expert guest speakers, educational sessions and after-hour socials perfect for networking.

"The relationships you build with members lead to building

more business out on the field," he said.

On the legislative front, NAIOP is taking a trip to Tallahassee Jan. 10-11 to lobby on issues affecting the commercial development community in South Florida.

Among main issues the association plans to focus on this legislative session are promoting funding for transportation infrastructure, growth management and streamlining sales tax on Internet purchases.

Transportation topics on the association's radar include the re-authorization of the Federal Transportation Act, Florida High Speed Rail and a proposed federal transportation infrastructure bank.

In the area of growth man-

agement, the association is to discuss the court ruling on SB360, the Community Renewal Act; the future of the Department of Community Affairs, and mobility fees.

It hopes to encourage Florida to join the compact to collect sales tax on Internet purchases, discuss the competitive disadvantage of bricks & mortar retailers as well as the growth of Internet sales, and the state's budget deficit.

A second visit is planned to Washington, DC, in February.

This is going to be a busy year for Mr. Silver, as he's also serving as Florida president of the Society of Industrial and Office Realtors, an international group serving commercial brokerage professionals.

He hopes his leadership in these two influential realty organizations can help increase collaboration among local real estate groups to develop a stronger voice.

An example of how the real estate industry benefited from forming a united front was seen in 2010 in its opposition to Amendment 4, a proposal on the Nov. 2 ballot that would have allowed voters to rule on changes to a community's comprehensive land use plan. The amendment was defeated.

"When there are major issues, all the associations huddle up and see what we can do about it," Mr. Silver said. "But since Amendment 4 was such a huge issue, it solidified this coalition."

This year, many local real estate groups are taking collaboration one step further.

Organizations such as NAIOP, the Commercial Industrial Association of South Florida, Miami Association of Realtors, the local chapter of the Certified Commercial Investment Member or CCIM, and the Commercial Real Estate Women are uniting not only to support issues affecting the industry but to better service members.

Since many realty professionals are members of multiple associations, Mr. Silver said, a master calendar has been created that all members will be able to access, listing events and meetings for each organization to avoid overlapping and keep all members informed of what each group is organizing.

Continuing to stand together in legislative efforts is a top priority.

"On legislative issues, if there is something one organization feels affects all associations," Mr. Silver explained, "we will be able to discuss it among all the organizations and see how they want to react to it."

## FLORIDA CHAPTER SCENES FROM CELEBRATION, FLORIDA



Top Left: 2011 Chapter Business Meeting  
Top Right: Dinner at Columbia Restaurant  
Ctr Left: Dinner at Columbia Restaurant  
Ctr Right: Dinner at the Columbia  
Bottom Left: Dinner at the Columbia  
Bottom Right: 2011 Board of Directors meeting (l to r: John Dohm, Van Akin, Michael Silver, Moses Salcido, Jim Steinbauer, Bob Dikman, Jeff Greaham)



**At 22 years and counting - the longest-running brokerage team in South Florida. SIOR recognizes three of the top producers at Cushman & Wakefield of Florida.**



**Christopher J. Metzger, SIOR, Executive Director, Industrial Brokerage**  
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Christopher J. Metzger is a graduate from Florida Atlantic University and started the Ft. Lauderdale industrial and land department with C&W in 1983. Mr. Metzger is an active member of SIOR and a founding member of the Tri-County's Top Industrial Broker's "Hitter's Group". He is a two time recipient of the prestigious "Deal of the Year Award", he has also received "Top Ten Industrial Producer", "1983 Rookie of the Year" and "2004 Industrial Broker of the Year" awards.

Mr. Metzger's client representation includes a prestigious mix of agency and tenant representation including American Standard, Coca-Cola, CSX Realty, Datacom, Frito-Lay, Harris Corporation, ITT, Kraft General Foods, Pepsico, ProLogis, Prudential Property Company, Sears, Sensormatic Electronics Corporation, Shell Oil Company, Sony Corporation, Trammell Crow Company and Whirlpool Corporation.



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Richard F. Etner, Jr. joined C&W in 1988. Mr. Etner is a graduate from Barry University and worked with IBM Corporation for 10 years prior to joining C&W. He is a member of SIOR and C&W's GSCS group specializing in logistics management. He has been the recipient of numerous awards such as "Rookie of the Year", "Deal of the Year", "Top 100 National Broker Achievement" and "Top Industrial Broker of Florida". He specializes in the leasing and sales of industrial buildings, sales and development planning for vacant land and build-to-suits for his clients.

Mr. Etner has represented a wide array of clients in both agency and tenant representation including Bristol Group, Chemical Bank, Coca Cola Bottling Company, Federal Express, Formica Corporation, GE Supply, KTR Capital Partners, ProLogis, Prudential and Unaflex Corporation amongst other top rated firms.



**Sky Groden, SIOR, Senior Director, Industrial Brokerage**  
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Mr. Groden has been active in the South Florida Industrial leasing and sales market for more than 10 years and has been involved in transactions totaling over \$800 million and over 10 million square feet. Mr. Groden has an established relationship with the brokerage, ownership, and investor community, and vast market knowledge of the Miami-Dade, Broward, and Palm Beach County industrial properties and land, as well as a proficiency in tenant tracking and the development process. 2007 was another banner year for him and his partners, as they were the Top Producers in the Broward and Palm Beach offices, and also received the 2007 NAIOP South Florida Industrial Brokerage Team of the Year, for the second year in a row. The team combined for over \$500 million in lease and sales volume of industrial properties and land over the past two years.

Mr. Groden clients include ProLogis, KTR Capital Partners, Duke Realty Corp., Principal, BSN, Larson Juhl, Hertz, Panera Bread, Vital Pharmaceuticals, and RREEF.

**Cushman & Wakefield of Florida, Inc. \* 800 Corporate Drive, Suite 700 \* Fort Lauderdale, FL 33334**  
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*Specializing in Tenant/Purchaser Representation; Landlord/Seller Representation; Build-to-Suit Construction; Land Brokerage; Full Service Corporate Real Estate Advisory; serving Broward through Indian River Counties*

# INTRODUCING THE 2012 SIOR *PARTNER PROGRAM*

THE PERFECT **SIZE**  
THE PERFECT **SHAPE**  
THE PERFECT **PRICE**

2012 SIOR  
PARTNER PROGRAM



## THE CROWN JEWELS OF SPONSORSHIP OPPORTUNITIES

Finally, size, shape and price come together in our 2012 SIOR Corporate Sponsorship program. We've spent time shining every facet before bringing it to you. Now with every thing in place, you can pick the gem that fits you best.

## DOING BEAUTIFUL THINGS WITH ANY BUDGET

Like any significant purchase, we understand that budgeting and planning is important to our members. The sponsorship opportunities offered through the SIOR Program are care fully structured to fit a range of budgets and, best of all, you can make one decision and know that your SIOR involvement is secured for an entire year.

2012 SIOR

PARTNER PROGRAM

FLORIDA CHAPTER



SIOR Florida Chapter invites you to participate in our new Partner Program

## SOME OF THE BENEFITS OF THE *PARTNER PROGRAM*

- \* Top billing in all published chapter documents; and a special banner, displayed at all SIOR events when possible.
- \* Your Company logo posted on the SIOR Web site. [Note: This represents 365 days a year recognition 24/7].
- \* Primary sponsorship recognition at 2012 Chapter statewide meetings.
- \* Your Company logo displayed on all 2012 local meeting notices.
- \* Your Company acknowledged in all 2012 SIOR publications.
- \* Complimentary Advertising in all SIOR quarterly newsletter publications.
- \* Special display tables at SIOR meetings for company marketing and collateral materials.

Interested in learning more about the program? Call Michael Silver at: 305.527.3612. The Program will "officially" be available in September.