



## Message from the President

James J. Steinbauer, SIOR

It is hard to believe that two months have gone by since I assumed the Presidency of the State of Florida Chapter of SIOR. I would like to personally thank all the SIOR Florida members for the privilege and honor of acting as your President in 2012.

We are planning a Spring chapter meeting - again - at the Bohemian Celebration Hotel in Orlando March 15-16, 2012. Our sponsors and members experienced outstanding roundtable discussions during the 2011 chapter meeting - and, we hope to repeat this feature in 2012.

The SIOR Florida Chapter newsletter is more comprehensive which includes news about different Florida Real Estate markets and news releases concerning deals done throughout the State by Florida SIORs. In addition, the SIOR newsletter offers advertising for SIOR members, sponsors, and companies in which to promote their services to the members (SEE PAGES 10 & 11 FOR FORMS).

We are also planning to launch an "all-new" 2012 SIOR Florida Chapter Partner Program in 2012 (More details to follow).

### Challenges for the Florida SIOR's for 2012

1. Attend your local SIOR Meetings and learn what your fellow SIORs are doing right and what you might be doing wrong. If you learn from the best you will be the best.
2. Volunteer to be an SIOR activist and serve on a Florida Chapter Committee. Call the Committee Chairman or a Chapter Officer and ask them how you can help us be the best Chapter in 2012.
3. Commit to becoming an Officer of the Florida SIOR Chapter and directly influence the future of our own strategic plan. Let your Nominating Committee know that you want to become a SIOR activist leader within our Chapter and diligently pursue leadership.
4. Attend all National Meetings. National Meetings have some of the finest educational sessions. Learn from your peers in other parts of this country and this world and find out what they are doing right and how you can better your business.
5. To invite at least one applicant, candidate or prospect to join SIOR in 2012.

###

### 2012 OFFICERS:

#### PRESIDENT

James J. Steinbauer  
SIOR

#### VICE PRESIDENT

Moses L. Salcido  
SIOR

#### SECY/TREASURER

Van H. Akin, SIOR  
CCIM

#### PAST PRESIDENT

Michael K. Silver  
SIOR

#### ADMISSIONS CHAIR

Edward J. Redlich  
SIOR, CCIM

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SIOR Florida Chapter  
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Pompano Beach, FL  
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## A LOOK AHEAD - UPCOMING SIOR EVENTS

March 15-16, 2012 - Spring Chapter Meeting - Celebration, FL  
May 10-12, 2012 - Spring World Conference - Loews Miami Beach

**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, Central, Southeast and 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 - see Page 10 for proper form).

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

**SOUTHEAST**

Lease: Office  
Landlord: Arbern Investors IV LP  
Tenant: Client First Settlement  
Funding, LLC  
Location: 301 Yamato Road  
Boca Raton, FL  
Lease Term: -  
Lease Value: \$6,700,000  
Sq. ft: 49,720 sf  
Occupancy Date: 2/2012  
Salespersons:  
**Jason Carros, SIOR**  
Stoltz Realty Co. of Florida  
Boca Raton, Florida  
561.998.3311



**2012 FLORIDA  
CHAPTER OFFICERS**



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**DISCLAIMER**

SIOR Florida Chapter, Inc., the editor, webmaster, or printer of this newsletter are not responsible for false or misleading information, nor for typographical errors or omissions; and reserve the right to refuse and/or edit all materials submitted for publication.

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

## **THE DIKMAN COMPANY LAUNCHES NEW WEBSITE AND SOCIAL MEDIA INITIATIVES**

Tampa, FL - The Dikman Company announced that it has launched its new company website, [www.dikman.com](http://www.dikman.com), which offers a combination of traditional commercial real estate tools with innovative, new social media technologies.

"When we set out to revise our website, we made a commitment to include all the latest and greatest in social media technologies," stated The Dikman Company's Chairman & CEO Robert Dikman, ALC, CRB, CCIM, SIOR. "Statistics show that close to 90% of all consumers go on-line before making a purchase. We wanted to be able to give our clients and customers as much information as possible to help them make the right commercial real estate decisions."

The new [dikman.com](http://dikman.com) website features virtual tours, video interviews, property searches, and links to interactive social media sites including: Facebook, You Tube, LinkedIn, and Twitter.

"Our goal with the new website was to provide our clients and customers with the most current and up to date commercial real estate news and resources," explained The Dikman Company's Vice President Ben Dikman. "Utilizing social media outlets and embracing the latest technologies allows us to do so."

The Dikman Company is a Commercial;Industrial Real Estate Services firm that has been providing clients throughout Florida with a full range of commercial real estate services since 1983. Commercial real estate services include: sales, leasing, property management, tenant representation, investment counseling, and asset analysis.

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## **NEW TECHNICAL INSTITUTE COMES TO PALM BEACH COUNTY**

West Palm Beach, FL - NAI/Merin Hunter Codman, South Florida's leading commercial real estate firm, announced that it represented ITT Educational Services, Inc. (NYSE: ESI) in securing a flagship location for the firms' first ITT Technical Institute in Palm Beach County. ITT Technical Institute, which provides technology-oriented degree programs, has created a 20,750 square foot campus within a three-building office park in West Palm Beach. The college is believed to be the first institution in Palm Beach County dedicated solely to high technology with the ability to award up to Bachelor of Science degrees in that field. The new college is its 11th location in the state and expands ITT Technical Institutes' national presence to 132 locations in 37 states. The new Palm Beach County college is centrally located at 1756 N. Congress Avenue, less than one-half mile from I-95 just south of Okeechobee Boulevard.

"Palm Beach County has increasingly sought to attract more technology businesses," said Jason Sundook, a Principal with NAI/Merin Hunter Codman, "so it's only natural that the County is likewise a good fit for an institute of higher learning that is focused on the same." Sundook represented ITT Education Services in the lease transaction.

Classes at ITT began in September with the fall academic quarter. The colleges' five schools of study - the School of Information Technology School of Electronics Technology, School of Drafting and Design, School of Business, and Breckinridge School of Nursing - include programs that teach skills and knowledge that can be used to pursue careers in the global, technology-driven business environment. The ITT Technical Institute is accredited by the Accrediting Council for Independent Colleges and Schools (ACICS) to award Associate of Science and Bachelor of Science degrees.

The new college lease brings the occupancy of the West Palm Beach office park, which totals 62,000 square feet at 1756, 1760 and 1764 N. Congress Avenue, to over 95 percent. The property has experienced a huge spike in occupancy aided by both the ITT Institute lease as well as concerted leasing efforts by NAI professional Barbara LeBrun, SIOR

## STERLING TRANSPORTATION, INC. EXPANDS ITS WAREHOUSE IN DORAL

Miami, FL - Sterling Transportation, Inc., based in California, has leased 28,500 square feet of warehouse space in Doral, Florida. The warehouse is located at 8201` NW 56th Street, Doral, Florida 33166. The property consists of a freestanding building on 1.55 acres; twenty-one loading docks and a ramp. It is close to major highways and minutes from Miami International Airport.

The landlord, Peter T. Austen Trustee, was represented by ComReal Miami's Stephen H. Smith, SIOR, Edward Redlich, SIOR, CCIM and Edison Vasquez. "This property was originally designed for transportation companies. There were several companies interested in the property; its features and location makes it a desirable property. It's a great fit for Sterling Transportation." commented Edison Vasquez. The tenant, Sterling Transportation, was represented by Mimi Chao, SIOR, DiGiacomo Group.

The Industrial sector of Airport West/Doral is experiencing a great increase in sales and leasing of properties. According to CoStar, the vacancy rate for warehouses in this area currently stands at 8.4%, about 2% less than the national average. Being close to Miami International Airport and major expressways along with its newer buildings, makes the Airport West Dade/Doral market attractive for numerous transportation companies.

## CONVERGENT TRADES UP TO HIGH END BOCA BUILDING

West Palm Beach, FL - NAI/Merin Hunter Codman, Inc., South Florida's leading commercial real estate services firm, announced that it has leased more than 21,000 square feet of office space at 951 Yamato in Boca Raton to Convergent Revenue Cycle Management, Inc., the industry leader in healthcare patient access and revenue cycle management. Convergent will occupy the majority of a floor of the signature 951 Yamato building, which is located in Boca Raton's business hub on Yamato Road. High-end addresses in Boca are among the greatest in demand in Palm Beach County with more than 200,000 square feet leased at such properties in the last year. In that market, a recent trend has been for tenants to move from older buildings to newer buildings to capitalize on the moderating rents available in the market. The Convergent lease parallels this trend, with the company having moved from an older Class-B building to the Class-A building.

Convergent is taking 21,376 square feet, which will house 100+ employees that provide healthcare-focused legal expertise, advanced technology, and superior claims management services to its clients. Convergent will occupy the second floor of the south wing of 951 Yamato, which is comprised of three, two-story buildings. The healthcare patient access and revenue cycle management company expects to occupy its space in January 2012 after being built out to their specifications. They join tenants such as WCS Lending, which leased the full first floor of the same building last year.



## STEINBAUER NAMED 2012 PRESIDENT FOR SIOR FLORIDA CHAPTER

Lakeland, FL - The Lakeland Association of Realtors has issued the following announcement:

"Congratulations to our own Jim Steinbauer who was recently installed as the 2012 President of the Florida Chapter of the Society of Industrial and Office Realtors® (SIOR). Besides serving as the 2012 President of SIOR, Jim is a member of LAR's Board of Directors and manages the Lakeland Office of Steinbauer Associates. The firm was established in 1981 and has offices located in Lakeland and Miami.

The Society of Industrial and Office Realtors® is the leading global professional commercial and industrial real estate association. Founded in 1941 (in response to the U. S. War Departments' request for assistance to locate industrial facilities), SIOR has more than 3,000 members in more than 580 cities in 28 countries. SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

SIOR has certified more than 2,700 of its members with the prestigious SIOR designation, a professional symbol of the highest level of achievement, knowledge, production, and ethics in the real estate industry. Real Estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders and other real estate professionals as the most capable and experienced brokerage practitioners in any market. SIOR designees can hold the following specialty designations: industrial, office, sales manager, executive manager, or advisory service." □

## SOUTHEAST

Sale: Industrial  
Seller: Banco Popular North America

Property: 5.06 acres  
Buyer: VF 101 Road, LLC  
Location: 11800 NW 101st Rd.  
Medley, FL

Lease Term: -  
Lease Value: \$1,275,000  
Sq. ft Price: \$5.70sf  
Occupancy Date: 11/15/2011  
Salespersons:

**Pedro Garcia, SIOR**

Lease: Office  
Landlord: TA Continental Plaza, LLC  
Tenant: Tube City tms, LLC  
Location: Continental Plaza  
Coconut Grove, FL

Lease Term: -  
Lease Value: -  
Sq. ft: 1,500 sf  
Occupancy Date: 12/2011  
Salespersons:

**Pedro Garcia, SIOR**

**Jose L. Juncadella, SIOR**

Tenant's Business: Metals trading desk  
Serving Latin America/Caribbean

Lease: Industrial  
Landlord: MMM Northwest 37, LLC  
Tenant: Bertram Yacht, Inc.  
Location: Bertram Yacht Mfg.

Lease Term: -  
Lease Value: -  
Sq. ft: 110,250 sf  
Occupancy Date: 10/2011

Salespersons:

**Pedro Garcia, SIOR**

Lease: Industrial  
Landlord: FDG Flagler Station I  
Tenant: Crowley Logistics, Inc.  
Location: Flagler Station Bldg 24

Lease Term: -  
Lease Value: -  
Sq. ft: 123,448 sf  
Occupancy Date: 1st qtr - 2012

Salespersons:

**Start T. Gordon, SIOR**

## TAMPA BAY

### Ferguson Enterprises, Inc. Signs New Lease in East Tampa

Tampa, FL - The Dikman Company announced that Ferguson Enterprises, Inc. has signed a lease on a 9,070 sq. ft. warehouse at 420 Ware Boulevard in Tampa for five years. **Bob Dikman, ALC, CCIM, CRB, SIOR**, Chairman and CEO of The Dikman Company, represented the lessor, Mountain Park Gardens, Inc., in the transaction **Greg Andretta, SIOR** of Andretta Properties represented the tenant.

## SOUTHEAST

Lease: Industrial  
Landlord: Flagler Dev. Company  
Tenant: Conchita Foods, Inc.  
Location: Flagler Station RB 4  
10051 NW 99th Avenue  
Miami

Lease Term: -  
Lease Value: -  
Sq. ft: 59,000 sf  
Occupancy Date: 1st qtr - 2012

Salespersons:

**Start T. Gordon, SIOR**

Lease: Industrial on Rail  
Landlord: Augie Enterprises  
Tenant: 243 Realty Miami LLC  
an affiliate of Abington Square Part.  
Location: 3333 NW 116th Street  
Miami

Sale Date: Closed Dec. 16, 2011  
Sale Price: \$5,700,000  
Sq. ft: 165,000 sf  
Salespersons:

**Danny Zelonker, SIOR, CCIM**  
**David Spillers, SIOR**

## TAMPA BAY

### Diana Acrylics, Inc. Renews Lease in Mark 60

Tampa, FL - The Dikman Company announced that Diana Acrylics, Inc. has renewed its 7,500 sq. ft. lease at 2604 Tampa East Boulevard in East Tampa for two additional years. **Bob Dikman, ALC, CCIM, CRB, SIOR**, Chairman and CEO of The Dikman Company, represented the lessor, Mark 60 TW LLC, in the transaction.

## SOUTHEAST

Sale: Industrial  
Landlord: Commerce Center of  
Coral Springs  
Tenant: Tremblay Properties, LLC  
Location: Commerce Center of CS  
4150 NW 120th Avenue  
Coral Springs, FL

Sale Price: \$3,000,000  
Sq. ft: 46,226 sf  
Occupancy Date: Dec. 15, 2011

Salespersons:

**Les Byron, SIOR**

## WELCOME NEW MEMBERS

**Juan Vega, SIOR**  
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**Susan Ruby, SIOR**  
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sruby@cep advisors.com



Society of Industrial and Office REALTORS®

# FLORIDA CHAPTER Spring Chapter Meeting



**Bohemian Hotel Celebration, Florida**  
700 Bloom Street | Celebration, FL 34747  
Tel: 407.566.6000 | Toll-free Reservations:  
**888.249.4007**  
[info@celebrationhotel.com](mailto:info@celebrationhotel.com)

**BOHEMIAN HOTEL**  
CELEBRATION

AUTOGRAPH COLLECTION™

**SAVE  
THE  
DATE:**  
**March 15-16, 2012**

**THURSDAY, MARCH 15, 2012**

**Check in - Anytime during the day. If your room is not ready, you may store your items at Concierge until your room is ready.**

**6:30 PM - 7:30 PM**                      **COCKTAIL RECEPTION (Columbia Restaurant)**  
**7:30 PM - 9:30 PM**                      **DINNER (Columbia Restaurant - 649 Front Street)**

**FRIDAY, MARCH 16, 2012**

**7:00 AM - 8:00 AM**                      **BREAKFAST (Bohemian Hotel - Aviary Room)**  
**8:15 AM - 9:15 AM**                      **GENERAL SESSION**  
   **Guest Speaker: TBA**  
**9:15 AM**                                      **BREAK**  
**9:30 AM - 10:30 AM**                      **DEVELOPER ROUNDTABLE**  
**10:45 AM**                                      **BREAK**  
**11:00 AM - 12:00 AM**                      **BUSINESS MEETING (SIOR MEMBERS ONLY)**



**SPONSORSHIPS  
AVAILABLE - CALL  
954-397-5335**

## OBITUARY: MARSHALL PHILPITT, SIOR

Marshall Philpitt, SIOR, World War II Hero - B-25 Bomber Pilot, went to be with the Lord on Wednesday, November 9, 2011, at the age of 89, while a resident of Morningside House in Leesburg, Virginia.

A native of Miami, Florida, Mr. Philpitt was born on February 6, 1922, where he lived until his move to northern Virginia to be closer to his family in 2002.

A graduate of Miami Senior High School and later attending the University of Florida, Marshall, in 1942 proudly entered the military to serve his country by joining the United States Air Force where he served for 25 years. In 1943, he married the love of his life, Dorothy (Dot) Grant before his deployment to the Pacific.

During WW II, he was a B-25 bomber pilot, flying over 50 combat missions in the Pacific theatre of the war. His plane went down three times during combat missions; while the last time his plane was brought down, he survived the waters of the Pacific Ocean for over 22 hours before being rescued.

Lieutenant Colonel Philpitt was decorated with the United States Air Force Air Medal with Clusters of Oak for his meritorious service. He was a retired Lieutenant Colonel in the United States Air Force Reserves.

After the war, Mr. Philpitt came back to Miami where he became President and CEO of Philpitt's Music Company in downtown Miami from 1945 to 1980. For 60 years, three generations of the Philpitt name continued in the music business of selling all kinds of musical instruments, sheet music, organs and pianos, in spite of the fact that Marshall could not play the piano.

Mr. Philpitt was a respected member of the business community who will be remembered for his integrity, enthusiasm and the kindness he showed to all with whom he came in contact.

Mr. Philpitt was also a member of the Society of Industrial and Office Realtors® (SIOR). He was a commercial real estate broker from 1981-2002 with various realty companies in Miami. He served as President of the Miami Rotary Club and was an active member for over 50 years. Marshall was also a member of the Scottish Rite Masons and was a past Foreman of the Miami-Dade County Grand Jury. He loved to play golf.

Marshall and his wife Dorothy (Dot) loved and served the Lord Jesus Christ and were members of Riverside Baptist Church in downtown Miami, where Marshall served as a deacon and a Sunday School teacher for over 25 years until 1974.

Mr. Philpitt will be buried, with Full Military Honors at the Arlington National Cemetery, Arlington, VA. □

## BRENNER REAL ESTATE GROUP AWARDED COURT APPOINTED RECEIVERSHIP AND PROPERTY MANAGEMENT AGREEMENTS

Miami-Dade and Palm Beach County, Fla. - Brenner Real Estate Group's Scott Brenner, esq., CCIM, SIOR, RPA, president /broker, has been awarded a court appointed property management agreement in Miami-Dade County, a property management agreement in Vero Beach, Florida as well as two court-appointed Receivership assignments in Palm Beach County, Florida. Brenner Real Estate Group is a full service commercial real estate firm headquartered in Fort Lauderdale, FL with offices in Melbourne and Boca Raton.

### Court-Appointed Property Management Agreement - Deutsche Bank National Trust Company

On June 28, 2011 in Case No. 2011-14717-CA-06, the Circuit Court of the 11th Judicial Circuit in and for Miami-Dade County, Florida assigned Scott Brenner as Property Manager for an eight-unit apartment complex located at 5500 North Miami Avenue, Miami, FL. Property owner is M. Marroquin, LLC. Mr. Brenner will provide property management services for Special Servicer Cohen Financial on behalf of Mortgagee Deutsche Bank National Trust Company as Trustee for the registered holders of Impac Secured Assets Corp Mortgage Pass-through Certificates Series 2006-1.

### Court-Appointed Receivership - Deutsche Bank National Trust Company

On October 27, 2011 Case No. 2011-CA-013197 XXXX-MB, the Circuit Court of the Fifteenth Judicial Circuit in and for Palm Beach County, Florida appointed Scott Brenner as Receiver for a six-unit apartment complex at 800 Clubhouse Drive, West Palm Beach, Florida. Mr. Brenner will provide Receivership services including asset stabilization and property management for Special Services Cohen Financial on behalf of Mortgagee Deutsche Bank National Trust Company as Trustee for the registered holders of Impac Secured Assets Corp. □



## STEINBAUER ASSOCIATES INC.

Commercial & Industrial  
Real Estate Services

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John R. Steinbauer, SIOR

J.R. Steinbauer, Jr., SIOR

LAKELAND OFFICE: 863-647-1661

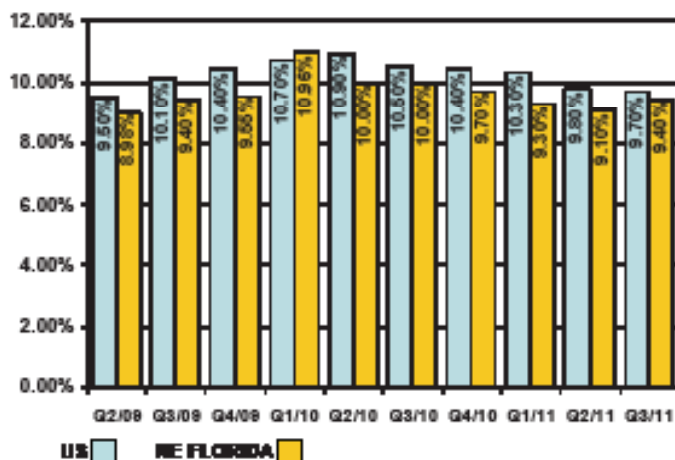
Jim Steinbauer, SIOR

*Serving South and Central Florida*

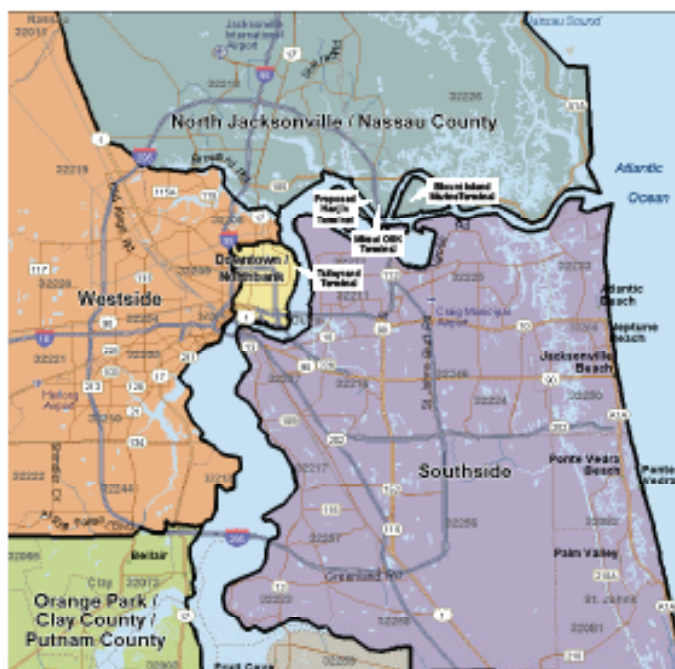
# Industrial Market Trends | Jacksonville, FL

Grubb & Ellis Research | 3rd Quarter, 2011

## US vs. NE FLORIDA INDUSTRIAL VACANCY RATES



## JACKSONVILLE SUBMARKET MAP



Grubb & Ellis | Phoenix Realty Group, Inc.  
 904.399.5222  
 18738 Deerswood Peak Boulevard, Suite 310  
 Jacksonville, FL 32256  
[phoenixrealtty.net](http://phoenixrealtty.net)

## INDUSTRIAL MARKET CONFIDENCE

Hopefully the summer doldrums are now behind the Northeast Florida industrial market and tenants and buyers will resume their quest for industrial space. 2011 started strong but fell sharply around the end of the 2nd quarter. Local vacancies rose slightly to 9.4% by the end of the 3rd quarter. There is still no new construction which should keep the vacancy rate stable and hopefully decline again by the end of 2011.

The National Director of Industrial Research for Grubb & Ellis, Rene Ciro, highlights the following 3rd quarter national statistics:

- 24 million SF of positive net absorption
- 5 million SF of new construction
- 9.7% national vacancy rate
- 1% GDP growth

Local 3rd quarter leases include IEM, LLC in 85,258 SF on Central Parkway, Raymond Handling in 9,217 SF on Vantage Way, Hecis in 22,000 SF on Alvarez Road, Simple Signman in 15,000 SF on Western Way and Bargain Warehouse in 24,600 SF on Arlington Expressway. Demand for larger blocks of space (100K SF & up) slowed during the 3rd quarter while we experienced an increase in demand for 10,000 SF up to 40,000 SF spaces. Lease rates seemed to remain stable with Class A lease rates near \$4.00 nnn psf and Class B and C lease rates ranging from \$2.25 to \$3.50 nnn psf, depending on location and building condition.

There have been no significant industrial land sales and we continue to see these prices come down. Speculative development in Northeast Florida is non-existent and will remain that way as long as we have a lack of financing and low rental rates. The good news is the South and Central Florida markets have been experiencing an increase in their market activity and that could push into Northeast Florida in the next 12-18 months. As base rates push to \$9 and \$10 psf in the South Florida market, some of these users will consider other lower cost areas of our state. We expect to see an increase in the market activity in the 4th quarter due to companies' 2012 plans and our own optimism!





2011 Chapter Meeting Sponsors

March 10-11, 2011

Bohemian Celebration Hotel - Orlando



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."



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[www.siorfl.com](http://www.siorfl.com)



FLORIDA CHAPTER  
TRANSACTION REPORT FORM  
[Sale and Lease only]

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SIOR Broker Contact/Phone #:

Property Information

Property Name/Address:

Property Type:

Transaction Information

Landlord's Full Name/City/State

Tenant's Full Name/City/State

Occupancy Date:

Lease Term:

Total Consideration:

Leased Square Footage:

Representation:

Tenant's SIOR Broker/Company/City:

Landlord's SIOR Broker Name/Company/City:

Comments:

Describe tenant's business and for what they intend to use the property:

Why did the tenant choose this property:

Disclaimer: SIOR Florida Chapter, Inc. is not responsible for false or misleading information, nor for typographical errors or omissions; and reserves the right to refuse and/or edit all materials submitted for publication. All News Release materials must be sent either to: SIOR Florida Chapter, P. O. Box 667862, Pompano Beach, FL 33066; or sent by email to: [siorflorida@comcast.net](mailto:siorflorida@comcast.net) - on or before the last day of the last week in each quarter.

Publishers Note: If the SIOR member who submits the report knows what impact each transaction may have on the estimated number of NET NEW jobs created by that transaction, please submit that information as a separate statement on the lines provided below:

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FLORIDA CHAPTER

SIOR NEWSLETTER ADVERTISING

- Rate Schedule -

<u>Sizes</u>	<u>Trim Size</u>	<u>Price</u>
Business Card	(3 1/2" X 2")	\$ 75.00
1/4 Page	(4 1/2" X 5")	\$200.00
1/2 Page	(7 1/2" X 4 1/2")	\$375.00
Full Page	(7 1/2" X 10")	\$750.00

(NOTE: Any size ad: 10% discount for 4 issues - paid in advance)

Mechanical Requirements:

- Artwork must be a TIFF, or JPEG image(300 dpi); or a High Resolution PDF (Press Quality).
- Artwork must be received at least one week before the deadline.
- SIOR is under no obligation to send the advertiser a "proof" for approval.
- Payment must be submitted with the Registration form (below).
- Placement of ad is at the discretion of the editor. "Preferred" placement option is not available.
- Please indicate preference for ad placement:  Landscape  Portrait

Registration Form

Please reserve space for a \_\_\_\_\_ size ad in the next SIOR Newsletter.

My check for \$\_\_\_\_\_ is enclosed.

Name of Member: \_\_\_\_\_ Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Day Phone \_\_\_\_\_ Cell \_\_\_\_\_ email \_\_\_\_\_

SIOR Florida Chapter \* P. O. Box 667682 \* Pompano Beach, FL 33066 \* 954.397.5335  
email: siorflorida@comcast.net

## PHOTO GALLERY

Top Left: Florida Chapter delegates at the FWC in Chicago, making a comedy pitch for the 2012 SWC in Miami Beach.

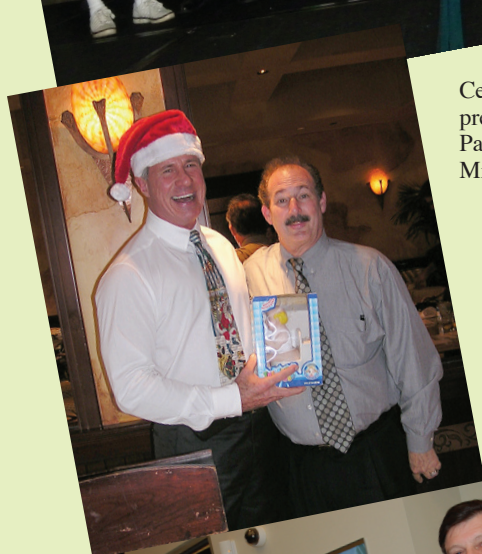
Top Right: Harry Tangalakis representing The Florida Chapter in Chicago.



Center Left: John Dohm presents the annual Past President Award to Michael Silver.

Center Right: Michael Silver, Omar Ojeda, host of the 2011 SIOR Holiday Party in Coral Gables.

Bottom Right: Bank of America sponsor of SIOR Luncheon at the Cheesecake Factory, Boca Raton, December 16, 2012



Bottom Left: SIORs Ted Konigsberg, Juan Juncadella, and Danny Zelonker at the SIOR Holiday Party

