



THE Advisor

Dear Friends,

This wonderful summer is finally coming to a close, the kids are back in school, and business charges forward as we enter the last few months of the year. Commercial real estate markets are still robust with activity and demonstrating continued strength.

The Greater Los Angeles Chapter has had a productive and busy past few months, having hosted the 46th Annual Golf Tournament at Virginia Country Club in July, and the Beach Fiesta in August. Your Board is very focused on providing our members and sponsors with the best opportunities to collaborate, network, and have fun. SIOR GLA has also ventured into the social media arena and has gone live with Twitter, Instagram and Facebook. For this to be a success we will need to have participation from the whole organization. The goal is to get live information to our members and to keep a connection outside of the events we attend during the year.

Our SIOR Chapter continues to grow with the highest quality individuals in our industry, as we have added eight members since the beginning of the year. It is clear to many in our business, that SIOR represents the best of the best, and our membership growth reflects this.

Your Board of Directors continues to work diligently in providing the best events in the industry. We look forward to seeing you at SIOR Night on October 6, as well as in New York City at the 75th Anniversary Celebration of SIOR October 20-22. Participation in SIOR is the key to your maximizing the value of your membership. Get involved and participate in SIOR, as I'm sure you will benefit from the great people that make up our fine organization.

Finally, I would like to thank our fantastic sponsors, who without their commitment and support, SIOR could not do the great things that we do. I look forward to seeing you soon.

Sincerely,



John R. DeGrinis, SIOR
Chapter President

BOARD OF DIRECTORS

PRESIDENT

John R. DeGrinis, SIOR

VICE PRESIDENT

Aleks Trifunovic, SIOR

2ND VICE PRESIDENT

Jon R. Reno, SIOR

SECRETARY/TREASURER

Jack Whalen, SIOR

SERGEANT AT ARMS

Rob Antrobus

MEMBERSHIP RECRUITMENT

Barry Hill, SIOR

BOARD OF DIRECTORS

Adam Deierling, SIOR

Chris Sheehan, SIOR

Peter A. Drake

Steve Bellitti, SIOR

Jeffrey S. Kernochan, SIOR

Eric Ruehle

Ryan McClean

PAST PRESIDENT/

MEMBERSHIP RETENTION

Frank J.H. Schulz, SIOR

ADVISORY COUNCIL

David A. Prior, SIOR

Robert G. Thornburgh, SIOR

EMERITUS

Ben Reiling, SIOR

CHAPTER ADMINISTRATOR

Kate Borden



OUR NEXT EVENT

SIOR Night

Join us on Thursday, October 6th for the Chapter's most highly attended event each year — SIOR Night!

The networking dinner will be held on the rooftop of the Jonathon Club. Come celebrate SIOR's 75th Anniversary with the Greater Los Angeles Chapter at our annual SIOR Night event.

When

Thursday, October 6, 2016
5:30pm - 8:30pm

Where

Jonathon Club Rooftop
Los Angeles, CA

Space is limited!

To register for these events, please go to:
www.siorlosangeles.com

Keep Calm and Golf On

Returning to a redesigned Virginia Country Club course, the 46th Annual Golf Tournament took place on July 18, 2016. Chapter members, sponsors and



industry friends teed off for an afternoon, enjoying the sunshine and camaraderie. A double tiebreaker was needed to determine the winners—Phil Prassas, Matt Erickson, Chuck Wilson and Scott Heaton, SIOR.



Although a fun day out on the greens is a goal of the event, the priority is the Greater Los Angeles Chapter's philanthropy. This year's tournament benefitted Sharefest, a local organization focused on bringing transformation to communities by mentoring and empowering youth. "Giving back to the community is a core belief of our chapter," explains Chapter President John DeGrinis, SIOR. "Supporting Sharefest enhanced their 2016 Summer Youth Development Academy tremendously, and I am proud we were able to make such a positive impact."



Reel State Ninja

On August 25, 2016, over 30 SIOR members and sponsors headed to the beach for the annual SIOR Beach Party sponsored by Pacific Industrial. The event featured food from the popular Tacos Chihuahua, networking and many games of beach volleyball. The infamous beach party t-shirt promoted each attendee as a Real Estate Ninja this year, a design by Pacific Industrial's Co-Founder Dan Floriani. "This is one of our favorite events of the year with SIOR," explained Neil Mishurda, Co-Founder of Pacific Industrial. "It's an unbelievable atmosphere right on the beach where everyone can just hang out and relax." Special thanks to Board and Chapter member Jeff Kernochan, SIOR for hosting the event.



Like Us!

The Greater Los Angeles Chapter has launched its social media campaign! One of the primary goals of the Board of Directors is to project our brand, expand the knowledge of SIOR and establish SIOR members as the “best of the best” within the industry. Help us increase our online presence by:

FOLLOWING US ON



twitter.com/SIORGLA



Instagram.com/SIORGLA

LIKE US ON



facebook.com/SIORGLA



SIOR Members Report Completed Transactions

The Greater Los Angeles Chapter is pleased to highlight the following transactions recently completed by SIOR members. SIOR consists of the highest producing professionals in the industry, closing on average more than 30 multi-million dollar transactions per year. Members are encouraged to submit their completed transactions to lasior@sior.com.

<p>\$12,025,000 Sale 80,245 SF Industrial Santa Clarita, CA Seller: MATR, LLC Buyer: Sierra Nevada Investment Group, LLC Stephen Calhoun, SIOR <i>Colliers International</i></p>	<p>\$5,355,479 Lease 98,895 SF Industrial Rancho Dominguez, CA Landlord: The David F. Bolger Revocable Trust Tenant: Southern Counties Express Frank Schulz III, SIOR David Prior, SIOR Todd Taugner, SIOR <i>The Klabin Company</i></p>	<p>\$4,035,000 Sale 28,036 SF Industrial Compton, CA Seller: YM Investments, LLC Buyer: Friend N' Buddy Group, LLC Jesse Laikin, SIOR <i>Lee & Associates</i></p>	<p>\$64,500,000 Sale 491,583 SF Industrial Valencia, CA Seller: Clarion Partners Buyer: LaSalle Investment Management Bo Mills, SIOR <i>Jones Lang LaSalle</i></p>
<p>\$25,880,000 Sale 170,000 SF Office Alhambra, CA Seller: City of Alhambra Buyer: CFT Investments Scott Martin, SIOR <i>NAI Capital</i></p>	<p>\$8,457,774 Lease 217,929 SF Industrial Chatsworth, CA Landlord: ParRam, LLC / MSF Estrella Tenant: Thibiant International John DeGrinis, SIOR Patrick DuRoss, SIOR Jeff Abraham, SIOR <i>Colliers International</i></p>	<p>\$7,050,000 Sale 53,608 SF Office Valencia, CA Seller: VIC X, LLC Buyer: Crossroads Church of Santa Clarita Cliff Reston, SIOR <i>Real Property Advisors</i></p>	<p>\$2,216,000 Lease 178,692 SF Industrial Vernon, CA Landlord: Soto Industrial Center, LLC Tenant: Jaya Apparel Thomas Holland, SIOR, CCIM Robert Thornburgh, SIOR, CCIM <i>Heger Industrial</i></p>

A Special Thanks to our 2016 Chapter Sponsors

The Greater Los Angeles Chapter is accepting applications for its 2016 Corporate Sponsor and Friends of SIOR Program. If you are interested in joining this first class group of companies in their support of SIOR, please contact the Chapter directly at: lasior@sior.com

Bank of America - Merrill Lynch
BFC Funding
Bridge Development Partners
Carson Companies
CenterPoint Properties Trust
Commerce Escrow Company
Crow Holdings Industrial
DCT Industrial
Dedeaux Properties, LLC
First American Exchange Co.
First Industrial Realty Trust
Industrial Property Trust
John G. Cataldo, Architect Inc.

Kearny Real Estate Company
Kier & Wright Civil Engineers
and Surveyors
LBA Realty
Mar Ventures, Inc.
Oltmans Construction Company
Overton Moore Properties
Pacific Industrial, LLC
Penwood Real Estate
Investment Management
Proficiency Capital LLC
Prologis
Rexford Industrial, LLC

Roll Real Estate Development, LLC
Shea Properties
Sitex Group
Tejon Ranch Company
Terreno Realty Corp.
The Rockefeller Group
TMC Financing
Trammell Crow Company
Ware Malcomb
Watson Land Company
Westcore Industrial Properties, LLC

2016 SIOR Fall World Conference



Join us as we celebrate SIOR's 75th anniversary in New York City. With a faster pace, more big name speakers, networking opportunities and education sessions, the 2016 Fall World Conference promises to be the must attend commercial real estate event this year. Only two weeks

before the U.S. Presidential election, the nation is sure to be abuzz in anticipation of market moving events, and brokers and developers/owners alike will benefit from the unique retrospective past, present and future view of the industry that will be the focus throughout the event.

Register today at: www.sior.com/conference/2016-fall-world-conference

2016 SIOR Remaining Calendar of Events

SIOR NIGHT

OCT | 06 | 2016 - 5:30pm - 8:30pm
Jonathon Club Rooftop, 545 S. Figueroa St.
Los Angeles, CA

HOLIDAY PARTY

DEC | TBD | 2016 - 12:00pm - 2:00pm
Location TBD

FALL WORLD CONFERENCE NEW YORK, NY

OCT | 20-22 | 2016

Preceding is a preliminary schedule. Please view our Chapter website at: www.siorlosangeles.com for the most up to date schedule of events, times and locations.

Questions about SIOR, becoming a Member or Corporate Sponsor? Please contact our Chapter directly:

SOCIETY OF INDUSTRIAL AND OFFICE REALTORS®

19106 S. Normandie Ave. | Suite 242 | Torrance, CA 90502
P 818.905.5800 | F 818.325.4000 | E lasior@sior.com