



Dear Friends,

Another year has passed, and 2017 is upon us. The most unusual and unexpected election in many years is over and our new President takes office soon while many watch closely with great anticipation. Despite all the tumultuous events of this memorable election, there appears to be a significant amount of optimism, particularly in the business sector, which implies that 2017 will shape up to be another exciting year in our world of commercial real estate.

The GLA Chapter finished out the year with a great holiday lunch celebration at MB Post in Manhattan Beach in December. Prior to that in late October we celebrated SIOR's 75th Anniversary in New York City at our Fall Conference, which ended up setting a record for attendance. This on top of SIOR Night in early October where we had Ben Shapiro speak to us atop the Jonathon Club rooftop. Quite a busy few months of activity!

Your SIOR GLA Board has planned another great schedule of events for this year, and I truly hope that you take the opportunity to participate and be a part of this great group that we call SIOR. This is a great time to be an SIOR as we have an outstanding group of designees and sponsors. Relationships and friendships are what SIOR is about. Take the time to be an active member of this illustrious group and reap the benefits of SIOR participation. You won't regret it.

We look forward to another great year of chapter events, but please don't forget that the Spring Conference is in New Orleans April 26-29. Please make your travel arrangements soon as this will be a well-attended event that occurs right around Jazz Fest.

Lastly, thank you to all our generous sponsors who make the events we conduct at SIOR GLA possible.

Cheers,



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 Antrobius

**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



## UPCOMING EVENTS

### CENTERPOINT MARCH MADNESS NETWORKING EVENT

MAR | 16 | 2017  
Sharks Cove, 309 Manhattan  
Beach Boulevard  
Manhattan Beach, CA

### SPRING WORLD CONFERENCE NEW ORLEANS, LA

APR | 26-29 | 2017

### PROLOGIS MARKET REVIEW

MAY | TBD | 2017  
Location TBD

## Space is limited!

To register for these events,  
please go to:  
[www.siorlosangeles.com](http://www.siorlosangeles.com)

## A Toast to 75 Years!

Celebration was the theme as the Greater Los Angeles Chapter held its annual SIOR Night on Thursday, October 6, 2016 on the rooftop of the Jonathan Club. Members and sponsors enjoyed the beautiful Southern California weather as Chapter President John DeGrinis, SIOR reviewed what has occurred within the Chapter over the past several months, from the social media



launch to nine new members in 2016 alone. Attendees also toasted 75 years of SIOR at the conclusion of a video reflecting on the history and importance of the organization. The evening was capped off by guest speaker Ben Shapiro, host of The Morning Answer on KRLA 870. "Ben allowed our members to engage in a unique discussion regarding the state of where our country stands politically,

economically and socially," said Chapter Second Vice President, Jon Reno, SIOR CCIM. "Rarely have we've seen times like this before, which made Ben such a relevant speaker for the upcoming imperative election."



## Lara Kiefer Awarded Mildred C. Hanson, SIOR Scholarship

In September 2016, Lara Kiefer was one of three recipients of the Mildred C. Hanson, SIOR Scholarship. The daughter of Chapter member Bill Kiefer, SIOR, Lara was previously awarded a scholar-

ship towards her education at the University of Southern California from the Greater Los Angeles Chapter. Ms. Kiefer is working towards her Bachelor's degree in Business Real Estate Finance and Chinese, and expects to graduate in May 2017. She plans on pursuing commercial real estate upon graduation. "I am so excited to receive this award; thank you so much to your generous and welcoming SIOR community. Having the support of such a strong community of professionals while finishing my college degree is incredibly meaningful."

## 2016 SIOR Fall World Conference

Rudy Giuliani and Tom Brokaw joined nearly 1,200 attendees in New York City for the 2016 SIOR Fall World Conference, by far the largest conference to date. To kick-off the conference SIOR rang the New York Stock Exchange Bell on October 19, helping SIOR reach its widest audience ever. "From the insightful panel discussions to the groundbreaking breakout sessions," explained Geoffrey Kasselmann, SIOR's new Global President, "the conference further demonstrated that SIORs represent the very best of what the industry has to offer."



## And to All, A Good Night

To close out the year, the Greater Los Angeles Chapter of SIOR held its annual Holiday Party on December 2, 2016 at MB Post in Manhattan Beach. Approximately 70 SIOR members and sponsors gathered to celebrate. The afternoon was filled with good food, great wine and the best in the industry. Instead of the wine raffle, attendees were all gifted jackets as a final celebration of SIOR's 75th anniversary.

## SIOR Jackets – Celebrate 75 Years!

There are a limited number of jackets on hand, celebrating 75 years of SIOR Excellence. If you are interested, please contact Kate Borden at: [lasior@sior.com](mailto:lasior@sior.com). First come, first served.

## Recent Completed Transactions

|   |  |  |   |
|---|--|--|---|
| <p><b>\$6,126,781 Lease</b><br/>62,261 SF Industrial<br/>Torrance, CA</p> <p><b>Landlord:</b> BEIM Maple Properties<br/><b>Tenant:</b> Marshall Electronics, Inc.</p> <p><b>Lucas Staubitz, SIOR</b><br/><b>Harvey Beesen, SIOR</b><br/><i>JLL</i></p> <p><b>Douglas Marshall, SIOR</b><br/><i>Lee &amp; Associates</i></p> | <p><b>\$29,010,522 Lease</b><br/>251,278 SF Industrial<br/>Sun Valley, CA</p> <p><b>Landlord:</b> Xebec Realty<br/><b>Tenant:</b> OnTrac</p> <p><b>John DeGrinis, SIOR</b><br/><b>Patrick DuRoss, SIOR</b><br/><b>Jeff Abraham, SIOR</b><br/><i>Colliers International</i></p> | <p><b>\$35,700,000 Sale</b><br/>52 acres land<br/>Moreno Valley, CA</p> <p><b>Seller:</b> Kearny Real Estate Company<br/><b>Buyer:</b> Alere Property Group</p> <p><b>Steve Bellitti, SIOR</b><br/><i>Colliers International</i></p> | <p><b>\$4,815,000 Sale</b><br/>48,315 SF Industrial<br/>Vernon, CA</p> <p><b>Seller:</b> Prologis<br/><b>Buyer:</b> ARKA Properties Group/<br/>Black Equities Group</p> <p><b>Robert Thornburgh, SIOR, CCIM</b><br/><b>Jon Reno, SIOR, CCIM</b><br/><i>Heger Industrial</i></p> |
| <p><b>\$1,462,853 Lease</b><br/>30,615 SF Industrial<br/>Santa Fe Springs, CA</p> <p><b>Landlord:</b> Prudential<br/><b>Tenant:</b> Global Industries</p> <p><b>Chris Sheehan, SIOR</b><br/><i>Colliers International</i></p>   | <p><b>\$15,000,000 Sale</b><br/>145,000 SF Industrial<br/>City of Industry, CA</p> <p><b>Seller:</b> BlueLinx<br/><b>Buyer:</b> Rexford Industrial</p> <p><b>Chris Bonney, SIOR</b><br/><i>Lee &amp; Associates</i></p>  | <p><b>\$13,318,600 Lease</b><br/>423,460 SF Industrial<br/>Fontana, CA</p> <p><b>Landlord:</b> Space Center<br/><b>Tenant:</b> DCG Fulfillment</p> <p><b>Ron Washle, SIOR</b><br/><i>Newmark Grubb Knight Frank</i></p>              | <p><b>\$148,000,000 Lease</b><br/>370,000 SF Industrial<br/>Arcadia, CA</p> <p><b>Landlord:</b> Yellow Iron Investments<br/><b>Tenant:</b> Confidential</p> <p><b>Jeff Kernochan, SIOR</b><br/><i>Fischer</i></p>   |



**SIOR**

GREATER LOS ANGELES  
CHAPTER

[www.siorlosangeles.com](http://www.siorlosangeles.com)  
#SIORGLA

## A Special Thanks to our Chapter Sponsors

The Greater Los Angeles Chapter is accepting applications for its 2017 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](mailto: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

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  
Wonderful Real Estate Development

### 2017 FIRST INDUSTRIAL BOWL-A-RAMA

JAN | 19 | 2017 - 6:00pm - 9:00pm  
Bowlero Westchester, 8731 Lincoln Boulevard  
Westchester, CA 90045

### CENTERPOINT MARCH MADNESS NETWORKING EVENT

MAR | 16 | 2017 - 4:30pm - 7:30pm  
Sharks Cove, 309 Manhattan Beach Boulevard  
Manhattan Beach, CA

### SPRING WORLD CONFERENCE NEW ORLEANS, LA

APR | 26-29 | 2017

### PROLOGIS MARKET REVIEW

MAY | TBD | 2017 - 5:30pm - 8:30pm  
Location TBD

### 47TH ANNUAL GOLF TOURNAMENT

JUL | 17 | 2017 - 10:00am - 6:00pm  
Virginia Country Club, 4602 N. Virginia Road  
Long Beach, CA 90807

### PACIFIC INDUSTRIAL BEACH BBQ

AUG | TBD | 2017 - 2:00pm - 5:00pm  
Hermosa Beach, 21st Street & The Strand  
Hermosa Beach, CA

### SIOR NIGHT

OCT | 12 | 2017 - 5:30pm - 8:30pm  
Jonathon Club Rooftop, 545 S. Figueroa Street  
Los Angeles, CA

### FALL WORLD CONFERENCE CHICAGO, IL

OCT | 26-28 | 2017

### HOLIDAY PARTY

DEC | TBD | 2017 - 12:00pm - 2:00pm  
Location TBD

Preceding is a preliminary schedule. Please view our Chapter website at: [www.siorlosangeles.com](http://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®**

PO Box 659 | Torrance, CA 90508  
P 818.905.5800 | F 818.325.4000 | E [lasior@sior.com](mailto:lasior@sior.com)