



# THE Advisor

Dear Friends,

As we quickly approach spring, I am reminded that my two-year term is up in October, and in a few months I will proudly hand the Chapter over to Aleks Trifunovic, SIOR. This has led me to reflect upon SIOR and what it means to me.

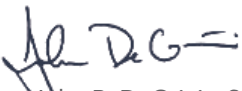
SIOR brokers are truly the most dedicated, hard working and brightest in the industry. It is a designation few attain, and those who do ought to be proud to be in such an elite group.

To many, SIOR is just about the business – the impression it gives potential clients when they see the logo on your business card or the response from other brokers when you look for assistance in a market outside your expertise. But for me, SIOR is all about the relationships. The very people I compete with every day in business are some of the most fun people to be around.

Over the past sixteen years, I have been fortunate to get to know many SIORs across the country, people I consider not just colleagues, but friends, and in many instances, close friends. I have traveled with these individuals, for business, for conferences, and (as evidenced by the pictures) for fun.

I hope your involvement in SIOR, whether as a member or a sponsor, provides you with a similar experience. I look forward to continuing my relationships with many of you for many years to come, and to building relationships with those of you I have not yet met.

Sincerely,



John R. DeGrinis, SIOR  
Chapter President



**ABOVE** - Barker Jr., Barnard, Kreuzer, DeGrinis, Heaton  
**BELOW** - Hofer, Severson, DeGrinis, Heaton, Lloyd

## 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

# IN THE NEWS



## Team Donkey Reclaims Title

After three rounds of fierce competition, Team Donkey reclaimed the title at the Greater Los Angeles SIOR Chapter's 3rd Annual Bowl-a-Rama. Sponsored by First Industrial, the event was held January 19, 2017 at Bowlero Westchester. Approximately 50 members and sponsors put on their bowling shoes, grabbed a drink and let the pins fall where they may. "We love sponsoring this event for SIOR GLA," said Ryan McClean of First Industrial. "It's a great way to kick off the year. Some people get really competitive, but everyone has a lot of fun."



## UPCOMING EVENTS

**SPRING WORLD CONFERENCE**  
NEW ORLEANS, LA  
APR | 26-29 | 2017

## SPRING DINNER & MARKET REVIEW

MAY | 4 | 2017  
5:30pm - 8:30pm  
Spear Steakhouse  
800 W. 6th Street  
Los Angeles, CA

## 47TH ANNUAL GOLF TOURNAMENT

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

## Space is limited!

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

## College Hoops and a Yeti

With college hoops in the background, the Greater Los Angeles SIOR Chapter joined together with the Inland Empire / Orange County Chapter at Sharks Cove in Manhattan Beach for the annual March Madness Networking event. Sponsored by Center Point Properties, approximately 50 members and sponsors reconnected on March 16, 2017 as the sun set over the ocean a few blocks away. "We're glad the Inland Empire / Orange County Chapter was able to join us for today's event," John DeGrinis, SIOR said just before raffling off gift cards for BevMo and the grand prize – a Yeti cooler. The gift cards went to Frank Schulz, SIOR, Jon Reno, SIOR and Hack Adams. Upon winning the big raffle prize, Jim Klein, SIOR was excited but asked, "What does it do?!"





## Go Fund Roger Beck, SIOR

Roger L. Beck, SIOR has been a member of the Greater Los Angeles Chapter since 2010, specializing in office properties in the San Fernando Valley and Ventura County. On March 6, 2016, Roger suffered a massive stroke which left him in a coma for a few weeks until he was “upgraded” to vegetative state. After about a month in the hospital, he was moved to a nursing and rehab home facility where he stayed for a couple months working on communication. In June, he moved to a hospital for more intensive therapy and in August, Roger was finally able to go home to be with his family. Since then, he has made great progress, but Roger must learn how to walk and talk again. He is fully cognizant and comprehends everything, but he cannot fully communicate yet and he cannot stand or walk yet on his own. A GoFundMe page has been set up to help with Roger’s necessary physical and speech therapies, much of which is not covered by insurance. Roger is working very hard on recovering and every dollar helps. Please visit [www.gofundme.com/rogerbeck](http://www.gofundme.com/rogerbeck) if you would like to help.



## Member Directory Coming Q2-2017

The Annual Greater Los Angeles Chapter Member Directory will be hitting your desk in Q2-2017. Please ensure your contact information, including your photo, is up to date by logging in to [www.siorlosangeles.com](http://www.siorlosangeles.com). If there are any questions, please reach out to [lasior@sior.com](mailto:lasior@sior.com).

## Recent Completed Transactions

<p><b>\$7,103,000 Sale</b> 45,776 SF Industrial Compton, CA</p> <p><b>Seller:</b> Appliance Recycling Centers of America, Inc. <b>Buyer:</b> Terreno Acacia, LLC</p> <p><b>Jesse A. Laikin, SIOR</b> <i>Lee &amp; Associates</i></p>	<p><b>\$4,060,759 Lease</b> 90,828 SF Industrial Santa Fe Springs, CA</p> <p><b>Landlord:</b> Prudential <b>Tenant:</b> Empire Today</p> <p><b>Chris Sheehan, SIOR</b> <i>Colliers International</i></p>	<p><b>\$7,100,000 Sale</b> 57,427 SF Industrial Redlands, CA</p> <p><b>Seller:</b> 26509 Palmetto, LLC <b>Buyer:</b> Lamps Plus, Inc.</p> <p><b>Jim Center, SIOR</b> <i>Newmark Grubb Knight Frank</i></p>	<p><b>\$16,386,754 Lease</b> 90,580 SF Industrial Thousand Oaks, CA</p> <p><b>Landlord:</b> Sares Regis Group <b>Tenant:</b> Atata Biotherapeutics, Inc.</p> <p><b>John DeGrinis, SIOR</b> <b>Patrick DuRoss, SIOR</b> <b>Jeff Abraham, SIOR</b> <i>Colliers International</i></p>	<p><b>\$8,400,000 Sale</b> 28,541 SF Industrial Cypress, CA</p> <p><b>Seller:</b> Cypress Group, LLC <b>Buyer:</b> Paul and Lisa Kim</p> <p><b>John Battle, SIOR</b> <i>Lee &amp; Associates</i></p>
<p><b>\$9,377,000 Lease</b> 123,345 SF Industrial Torrance, CA</p> <p><b>Landlord:</b> Deutsche Bank <b>Tenant:</b> Bright Event Rentals</p> <p><b>Frank Schulz, SIOR</b> <b>David Prior, SIOR</b> <b>Todd Taugner, SIOR</b> <i>The Klabin Company</i></p>	<p><b>\$3,345,333 Lease</b> 12,346 SF Office Los Angeles, CA</p> <p><b>Landlord:</b> Fortuna Management <b>Tenant:</b> Gerber Technology</p> <p><b>Jon Reno, SIOR, CCIM</b> <i>Kidder Mathews</i></p>	<p><b>\$3,542,852 Lease</b> 87,805 SF Industrial Rancho Dominguez, CA</p> <p><b>Landlord:</b> Prologis <b>Tenant:</b> Westcoast Warehousing</p> <p><b>Tim Cronin, SIOR</b> <i>Lee &amp; Associates</i></p>	<p><b>\$2,771,310 Lease</b> 53,500 SF Industrial La Mirada, CA</p> <p><b>Landlord:</b> 14535 Industry Circle, LLC <b>Tenant:</b> Captek Softgel International</p> <p><b>Stephen Calhoun, SIOR</b> <i>Colliers International</i></p>	<p><b>\$24,050,000 Sale</b> 526,551 SF Industrial Bakersfield, CA</p> <p><b>Seller:</b> Danari Bakersfield <b>Buyer:</b> Excell Business Park, LLC</p> <p><b>Stephen Haupt, SIOR</b> <i>Colliers International</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 SIOR Remaining Calendar of Events

### SPRING WORLD CONFERENCE NEW ORLEANS, LA

APR | 26-29 | 2017

### SPRING DINNER & MARKET REVIEW

MAY | 4 | 2017 - 5:30pm - 8:30pm  
Spear Steakhouse, 800 W. 6th Street  
Los Angeles, CA

### 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)