



Dear Friends....

The year is moving quickly as we already enter into the summer months of 2016. Most SIOR professionals continue to be extremely busy as markets in our region boast market activity and values at all-time highs. Our SIOR friends in most other markets around the US also report of similar conditions in their local markets, as the real estate bull run plows ahead.

In April, many SIORs and clients attended the SIOR Spring Conference in San Diego, which included many opportunities for attendees to network, learn and be a part of the many planned events in this great city. For me, it was another great reunion of friends from around the country; friends that happen to be the best brokers in the industry. I am so proud to be a part of such a distinguished group of real estate professionals that make up the "Best in Class" of our entire industry.

This year your Board of Directors continues to implement ideas that benefit its members and sponsors. Beginning in July, we will implement a marketing/PR plan that will utilize social media, as well as other channels, to exploit the benefits of SIOR brokers to the business community. We will also continue our focus on maintaining the high quality events that our members and sponsors have come to expect of SIOR. Our next event is our annual golf tournament on July 18, which will be held at a fully renovated Virginia County Club in Long Beach. This will be another first class golf event that SIOR has become known for; we hope you make plans to be there.

Lastly, as I'm sure you've noticed, SIOR is also sporting a new look these days. I have only heard positive feedback to the new logo and image enhancements to our media materials. I hope that we all take advantage of the easiest step in spreading awareness of SIOR, by adding "SIOR" to your name in your email signature and your signs to help boost awareness of our organization and everything the designation means. If you need assistance, please reach out to [lasior@sior.com](mailto:lasior@sior.com)

Sincerely,



John R. DeGrinis, SIOR  
Chapter President

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## OUR NEXT EVENT

### 46th Annual Golf Tournament

Join us on Monday, July 18th for the 46th Annual Golf Tournament at the Virginia Country Club in Long Beach.

Come spend your day on the course with fellow SIOR members and our valued corporate sponsors. If you don't play golf, consider joining us for the evening festivities!

### When

Monday, July 18, 2016  
11:30am - 7:00pm

### Where

Virginia Country Club  
Long Beach, CA

### Space is limited!

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

## Madness Ensues in Manhattan Beach

In what was a typical, beautiful Los Angeles afternoon, the Greater Los Angeles Chapter joined with the Orange County / Inland Empire Chapter for the annual March Madness Networking event at Shark's Cove in Manhattan Beach. The event, sponsored by CenterPoint Properties, offered an opportunity to meet, chat about the market and catch a little of the beginning of March Madness. Brackets were destroyed, but relationships between members and the Chapters strengthened.



## SIOR Kicks Off 75th Anniversary in San Diego



This year's spring conference drew a larger crowd than any other spring conference in the previous ten years with over 750 registered attendees! Attendees attended various education sessions as well as optional events in the San Diego area such as a behind-the-scenes look at PetCo Park, home of the San Diego Padres. For many, the highlight of the conference was the gala on the flight deck of the USS Midway.

## Torch Comes to LA Chapter

In celebration of SIOR's 75th Anniversary, 51 Chapters are moving a Diamond Torch across the United States, Canada, Europe and Mexico. The goal of the tour is to celebrate SIOR for its 75 years of "charting together its members that provide best in class commercial real estate services that require ability, integrity and sincerity from its brokers / members." The LA Chapter Board of Directors celebrated at lunch on the iconic Santa Monica Pier.



## Infill Markets Topic of Discussion at Spring Dinner

Amidst steak and wine, SIOR members and sponsors gathered for the Annual Spring Market Review and Dinner at The Palm. Sponsored by Prologis, this year's panel featured John Balestra (Trammell Crow), Scott Irwin (Prologis), Ryan McClean (First Industrial) and Mark Payne (Panattoni) as they discussed their infill projects, as well as current market conditions in general.



## Legacy Circle

Congratulations to Greater Los Angeles SIORs who are members of the 2016 SIOR Legacy Circle, having achieved 30 years or more of SIOR membership: Mr. James Biondi, SIOR (1978); Mr. David Drummond, SIOR (1979); Mr. Jerry Gillman, SIOR (1979); Mr. Kennfield Kennedy, SIOR (1985); Mr. Kenneth Kneale, SIOR Retired (1985); Mr. Tom McCormick, SIOR, FRICS (1985); Mr. John Bowman, SIOR (1986); Mr. Clint McMorris, SIOR (1986).

## 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](mailto:lasior@sior.com).

<p><b>\$31,510,000 Sale</b> 321,429 SF Industrial Fontana, CA</p> <p><b>Seller:</b> Sole Technology, Inc. <b>Buyer:</b> LBA Realty</p> <p><b>Bo Mills, SIOR</b> <i>Jones Lang LaSalle</i></p>	<p><b>\$18,000,000 Sale</b> 136,508 SF Industrial La Mirada, CA</p> <p><b>Seller:</b> Prologis <b>Buyer:</b> Capitol Food Company</p> <p><b>Chris Sheehan, SIOR</b> <i>Colliers International</i></p>	<p><b>\$7,660,000 Sale</b> 79,050 SF Industrial El Monte, CA</p> <p><b>Seller:</b> VMP Industrial Park <b>Buyer:</b> Rexford Industrial</p> <p><b>Robert Thornburgh, SIOR, CCIM</b> <b>William Morrison, SIOR</b> <i>Heger Industrial</i></p>	<p><b>\$2,988,000 Lease</b> 75,000 SF Industrial La Palma, CA</p> <p><b>Landlord:</b> Los Esteros Ranch, LLC <b>Tenant:</b> ThyssenKrupp Industrial Services NA, Inc.</p> <p><b>Stephen Calhoun, SIOR</b> <i>Colliers International</i></p>	<p><b>\$11,000,000 Lease</b> 486,000 SF Industrial Riverside, CA</p> <p><b>Landlord:</b> Panattoni <b>Tenant:</b> UPS</p> <p><b>Jeff Huberman, SIOR</b> <i>Lee &amp; Associates</i></p>
<p><b>\$35,000,000 Sale</b> 28.5 Acres Land Thousand Oaks, CA</p> <p><b>Seller:</b> Sheridan Ebbert Company <b>Buyer:</b> Sares Regis Group</p> <p><b>John DeGrinis, SIOR</b> <b>Patrick DuRoss, SIOR</b> <b>Jeff Abraham, SIOR</b> <i>Colliers International</i></p>	<p><b>\$16,700,000 Lease</b> 500,000 SF Industrial Industry, CA</p> <p><b>Landlord:</b> Majestic Realty <b>Tenant:</b> COA</p> <p><b>Tim Cronin, SIOR</b> <b>Chris Bonney, SIOR</b> <i>Lee &amp; Associates</i></p>	<p><b>\$6,684,320 Lease</b> 350,000 SF Industrial City of Industry, CA</p> <p><b>Landlord:</b> Misco <b>Tenant:</b> Furniture of America</p> <p><b>Jack Whalen, SIOR</b> <i>Heger Industrial</i> <b>Michael Lee, SIOR</b> <i>Lee &amp; Associates</i></p>	<p><b>\$4,457,132 Lease</b> 117,229 SF Industrial Carson, CA</p> <p><b>Landlord:</b> Watson Land Company <b>Tenant:</b> Ducommun Technologies, Inc.</p> <p><b>David A. Prior, SIOR</b> <b>Todd Taugner, SIOR</b> <b>Frank Schulz, SIOR</b> <i>The Klabin Company</i></p>	<p><b>\$8,350,000 Sale</b> 24,586 SF Office San Luis Obispo, CA</p> <p><b>Seller:</b> Bill Lee <b>Buyer:</b> J. Helphinstine &amp; P. Clark</p> <p><b>Preston Thomas, SIOR</b> <i>Rossetti Company</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](mailto:lasior@sior.com)

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Watson Land Company  
Westcore Industrial Properties, LLC

## Annual Golf Tournament to Benefit ShareFest



For the last thirteen years, Sharefest Community Development has been bringing transformation to local communities by fostering volunteerism and mentoring youth to be agents of positive change. The valuable lesson being learned through Sharefest's mission is that a community dedicated

to hope and hard work can transform problems into beautiful movements of care and inspire sustainable change. To learn more about Sharefest and its impact, please visit [www.sharefestinc.org](http://www.sharefestinc.org).

### 46TH ANNUAL GOLF TOURNAMENT

JUL | 18 | 2016 - 11:30am - 7:00pm  
Virginia Country Club, 4602 N. Virginia Road  
Long Beach, CA 90807

### PACIFIC INDUSTRIAL BEACH BBQ

AUG | 25 | 2016 - 2:00pm - 5:00pm  
Hermosa Beach, 21st Street & The Strand  
Hermosa Beach, CA

### SIOR NIGHT

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

### FALL WORLD CONFERENCE NEW YORK, NY

OCT | 20-22 | 2016

### HOLIDAY PARTY

DEC | TBD | 2016 - 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:*

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