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## **New England SIOR Chapter holds annual scholarship night**

November 10, 2011 - Front Section

The New England Chapter of SIOR held its annual RW Holmes Scholarship Award Night on Thursday, October 13. The event this year was held at the prestigious and private Union Club on Beacon Hill. Approximately 40 SIOR and guests attended the event including many new up and coming brokers and the current National SIOR president-elect Geoff Kreusser from Denver.

The event is to offer a scholarship to the most qualified Candidate commercial broker applicant. A scholarship is in the amount of \$2,000 and then applicable to any SIOR educational event that can be applied towards the SIOR accreditation. Diversified Project Management was the sponsor of this event.

Tom Farrelly, SIOR New England Chapter introduced Geoff Kreusser who spoke on the virtues of the SIOR accreditation and the friends that he has made in his years of the organization. He mentioned that SIOR was truly a family and had members that he could count in both in business and personally. He discussed how SIORs hold up to high ethics as well as premier business knowledge, skills and practices. He encouraged the Candidates to complete the SIOR process and earn the designation. Farrelly then announced the 2011 Scholarship Recipient.

This year, the recipient was Derek Losi of UGL Equis. Losi is a senior associate in the Boston office concentrating in the downtown market. He provides transaction and account management services to both local and national clientele. His primary responsibilities include developing new business, analyzing real estate markets, and executing lease transactions. Since joining the UGL Services team in 2008, Losi has assisted in more than 300,000 s/f of lease transactions. While at Babson College, Losi was a member of the men's varsity soccer team. He was a four year starter and was appointed captain for his senior year. He holds a B.S. Business Management Concentrated in Finance from Babson College. He is a member of the Greater Boston Chamber of Commerce. As a consultant, Losi worked for Boston Properties on a feasibility analysis of a mixed-use development in Waltham called CityPoint. He was asked to analyze all of the present office and retail space in the Waltham area as well as all of the developments in the pipeline. Currently, Boston Properties has 77 CityPoint constructed and completely committed for lease and they are looking to move forward with 10 and 20 CityPoint.

The scholarship was named after Bob Holmes who was a long-time SIOR member, past Chapter president of SIOR and the founder of RW Holmes Realty in Natick. The scholarship is by application only to an SIOR Candidate who exemplifies the commitment to the SIOR organization and stellar professionalism as an office/industrial broker in the greater Boston market. The applications were reviewed and interviews conducted by an SIOR panel. Last year's co-winners were John Dolan and Bill Lynch, both of Meredith & Grew. Both were in attendance. Congratulations to Derek!

We would like to again thank Diversified Project Management as the sponsor.