



CELEBRATING
65 YEARS

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President's message: SIOR N.E. has many social and educational events planned for 2008

February 27, 2008 - Spotlights

The Society of Industrial and Office Realtors (SIOR), was established in 1941 in response to a call from the war department to help the government locate and coordinate war production facilities throughout the U.S. Since then, it has grown to become the leading professional commercial and industrial real estate association with more than 3,200 members in 562 cities in 22 countries. SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

SIOR has certified more than 2,500 of its members with the prestigious SIOR designation, a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market. SIOR is dedicated to the practice and maintenance of the highest professional and ethical standards. SIOR maintains a commitment to business and industry by providing outstanding professional services, publications, and educational programs.

The New England chapter of SIOR, which includes Mass., Maine, N.H., and R.I., has 65 active members with a growing list of Associate members and candidates. The associate members include developers, property owners, architects, corporate real estate executives and others directly involved in commercial real estate. In addition to me, chapter leaders include Greg Klemmer, vice president/treasure; Tony MacDonald, secretary; Ned Leeming and Jim Boudrot, programs co-chairs, and Tom Farrelly, admissions chair. Serving as special advisors to the board are past chapter presidents Robert Cleary, James Elcock, Peter Hayes, Garry Holmes, Robert Nahigian, and James Nicoletti.

Plans for this years chapter events and programs are in full swing under the able and watchful guidance of Ned Leeming and Jim Boudrot. The first event of the year was held on January 16th, at the Newton Marriot Hotel. This breakfast event was sponsored by Cummings Properties and featured a presentation on their new 500,000 s/f speculative office development on Rte. 128 in Woburn. The second breakfast event, sponsored by National Development, was held on February 12th and featured a presentation by Tom Alperin that focused on how they evaluate new development opportunities. Both events were well attended by over 40 chapter members and guests.

Other planned events include a Bull & Beer night to be held on May 8th. This is an informal event designed to introduce SIOR to new potential members and candidates in an informal setting. It's a great opportunity for young brokers to meet some of the seasoned veterans of the business, and gain insight into the benefits of SIOR. Other events are scheduled throughout the year and will

include additional breakfast meetings with featured speakers, the annual golf outing, and a program with GE Capital, a strategic partner of SIOR nationally. In addition, the joint SIOR/NAIOP Market Overviews are scheduled for June and December of this year. This event typically draws an audience of over 450 real estate and business leaders to hear a panel of SIOR experts discuss current real estate market conditions and trends.

This April, a number of our members will be heading to the SIOR Spring Professional Conference being held in Washington D.C. Over 800 of SIOR's best and brightest are expected to attend this 4 day conference, which includes programs tailored to enhance our professional skills.

Our Scholarship program is entering its second year and Garry Holmes, chairman of the scholarship committee, has been charged with identifying young, up and coming brokers with 3-5 years of experience, who are interested in pursuing the SIOR designation. The candidates will be required to complete a comprehensive application, provide letters of recommendation, demonstrate high ethical standards, and be involved in community service. The winner will be given a Scholarship to cover the cost of attending the 2008 SIOR Fall Professional Conference, and includes tuition for an SIOR educational course. The winner will be honored at the chapter's Scholarship Reception to be held on October 23th.

The chapter events and scholarship program are an integral part of the chapter's long- term goal of increasing the visibility of SIOR and building its membership base. Tom Farrelly, chairman of admissions, is working diligently to identify potential members, and help them through the process leading to the designation. I encourage anyone interested in learning more about SIOR to contact Farrelly directly, or any of the chapter officers. You can also visit the SIOR web site at www.sior.com for additional information.

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