

# THE ADVISIOR

WINTER / 2022



INLAND EMPIRE &  
ORANGE COUNTY CHAPTER

## PRESIDENT'S LETTER



Welcome to the winter edition of the **SIOR Inland Empire & Orange County Chapter (SIOR IE & OC)** newsletter. It's my continued honor to be our chapter's President and to be working with such knowledgeable and highly regarded real estate industry members on our board. With over 80 members, the Inland Empire & Orange County Chapter has grown into one of the largest SIOR chapters around the world.

With multiple events hosted each year, our Chapter's purpose is to provide our members and sponsors with valuable educational resources and opportunities to network, learn, and expand relationships within the industry, while also giving back to the community.

Despite the limitations that have come along with the pandemic, the SIOR Inland Empire & Orange County chapter was busy in 2021 making an impact in the industry and our community. In addition to having special guest speakers such as one of the country's most highly decorated Navy SEAL combat veterans, Robert J. O'Neill, and the Chairman of Americas Research and Senior Economic Advisor Spencer Levy, our chapter hosted the Scholarship Awards presentation at the Lido House Hotel, a Sponsorship Appreciation event and Bocce Ball Tournament at Newport Dunes, a networking cocktail reception at Bosscat, and our Annual Developer Forum at Red O Restaurant. Our chapter also gave back to the community by honoring the local law enforcement by delivering 70 boxed lunches to Orange County, Riverside County, and San Bernardino County's Sheriff's departments.

We made available complimentary registration to each of our chapter sponsors to the SIOR Global virtual conference TransAct 360 that featured a lineup of speakers that included Mike Krzyzewski ("Coach K"), Head Coach of Duke University Men's Basketball Team, and the late General Colin Powell. We also finally got back to an in-person conference at CREATE 360 in October in Nashville.

Our chapter also made charitable contributions including a donation to the families of the three local marines that lost their lives in the Kabul airport attack, and a donation to the SIOR Foundation which supports the next generation of aspiring CRE professionals.

Mark your calendar for the excellent conferences and local events planned for this year. Between - TransACT 360 in Phoenix, AZ April 27-30, - SIOR International European Conference in Dublin, Ireland

July 13-15, and - CREate 360 in Dallas, TX October 20-22, AND the many quality local chapter events in the works, there are many great opportunities to connect with SIORs across the country. The SIOR Inland Empire & Orange County Chapter looks forward to the continued collaborative success with our sponsors and members in the year to come.

Sincerely,

Scott Sanders, SIOR  
**Chapter President**

## CHAPTER LEADERSHIP

### President

Scott Sanders, SIOR  
Colliers International

### Vice President

Tim Pimentel, SIOR  
Cushman & Wakefield of CA

### Secretary

Kyle Kehner, SIOR  
Cushman & Wakefield of CA

### Treasurer

Nicholas Chang, SIOR, CCIM  
NAI Capital Commercial  
Real Estate Services

### Past President/ Admissions (OC)

Michael Vernick, SIOR, CCIM  
VOIT Real Estate Services

### Branding & Technology

Justin Null  
Lee & Associates

### Community/Govt. Relations

Joseph W. Brady, SIOR, CCIM  
The Bradco Companies

### Membership Admissions (IE)

Walt Arrington, SIOR  
CBRE

### Membership Retention

Rick C. John, SIOR  
DAUM Commercial Real Estate

### Patrick Remolacio, SIOR, CCIM

EBS Realty Partners, LLC

### Scholarships

Gary Martinez, SIOR, CCIM  
Ashwill Associates

### Sponsorship

Lawrence Null, SIOR  
Lee & Associates

### Women & Minorities

Ginger McCully  
Fidelity National Title

### At Large

John Seoane, SIOR  
Lee & Associates

### Chapter Administrator

Robert Evans

## SIOR IE & OC ALONG WITH GREATER LOS ANGELES CHAPTER HOST NAVY SEAL WEBINAR



On March 11, SIOR Inland Empire & Orange County Chapter together with the Greater Los Angeles Chapter held a zoom presentation from one of the country's most highly decorated Navy SEAL combat veterans, former SEAL Team Six Leader Robert J. O'Neill. With over 16 years of service, Rob was deployed more than a dozen times and held combat leadership roles in over 400 combat missions across four different theaters of war. Author of The New York Times best-selling memoir, The Operator: Firing the Shots That Killed Osama bin Laden and My Years as a SEAL Team Warrior. Rob's speech was titled "Never Quit: The Story of a Life Built on Successful Missions." Over 100 chapter members and sponsors in attendance were drawn to Rob's stories of preparation, perseverance, and working as a team, and how these items relate to our everyday business.

## 2021 KEITH WILSON, SIOR MEMORIAL SCHOLARSHIP AND SIOR FOUNDATION SCHOLARSHIP

On May 20, SIOR Inland Empire & Orange County Chapter presented \$3,000 scholarships to a couple of students aspiring to one day work in Commercial Real Estate. Over 60 SIOR members and sponsors gathered in person for the first time in over a year at the Lido House in Newport Beach.



Scholarship Chair Gary Martinez, SIOR; Scholarship recipients from California State University, Fullerton George Bahbah, Brittney Delgado and Chapter President Scott Sanders, SIOR



CALIFORNIA STATE UNIVERSITY  
**FULLERTON**<sup>TM</sup>

## TRI-COUNTY SERVICE DAY

On May 6, SIOR Inland Empire & Orange County Chapter leaders delivered 70 lunches to Orange, Riverside and San Bernardino Sheriff's offices thanking their teams for the service they provide to our communities. The Chapter is a strong supporter of the men and women that protect and serve.



Chapter President Scott Sanders, SIOR; Tim Pimentel, SIOR; Mike Vernick, SIOR; and Gary Martinez, SIOR with Orange County Sheriff team.



Larry Null, SIOR and Justin Null with Riverside Sheriff.

## SPONSOR APPRECIATION AND BEACH BOCCE BALL TOURNAMENT

On September 9, over 50 members and sponsors enjoyed Beach Bocce Ball tournament on the sands at Newport Dunes Waterfront Resort and Marina. The early evening event enjoyed great weather, incredible networking and some fun, competitive bocce ball on the beach. The beach bocce ball tournament saw the team developers CoeSen NgWun, Alere Property Group and Bob O'Neil, CapRock Partners stomp the team from VOIT Mike Bouma, SIOR and Ryan Moore, SIOR in a stunning upset.



(L to R) SIOR sponsors and developers CoeSen NgWun, Alere Property Group and Bob O'Neil, CapRock Partners defeated team VOIT's Ryan Moore, SIOR and Mike Bouma, SIOR.

Chapter President Scott Sanders, SIOR and event chair and beach bocce ball tournament promoter Nicholas Chang, SIOR.



The event also helped raise funds to support the three families who lost their sons in the Kabul Airport attack. Over \$1,500 was contributed to the families.



Marine Corps Cpl. Hunter Lopez, 22, of Indio, CA



Marine Corps Lance Cpl. Dylan R. Merola, 20, of Rancho Cucamonga, CA



Marine Corps Lance Cpl. Kareem M. Nikoui, 20, of Norco, CA

## NETWORKING RECEPTION

On October 28, SIOR Inland Empire & Orange County Chapter welcomed 40 members and sponsors for a networking reception at Bosscat Kitchen & Libations in Newport Beach. The group enjoyed networking, cocktails and appetizers on the heated outside patio under a great fall sky. The event was very successful and another good step in getting everyone together in a comfortable atmosphere.



Annual Sponsor Diana Hallal, DH Financing with John Manganiello, Senior Vice President of Business Development for SIOR and Randy Mason, SIOR

## ANNUAL DEVELOPER FORUM

Red O Restaurant, Newport Beach was the location for the SIOR Inland Empire & Orange County Chapter's Annual Developers Forum. November 18 welcomed over 50 members and sponsors for presentations from four of the top developers in our region. Presentations on current developments in the area were presented by CapRock, Link, Rockefeller Group and Trammell Crow Company. The group enjoyed networking, cocktails and appetizers on the outside, covered patio. The presentations were insightful and showed an incredibly strong industrial market in our region.





**SIOR**<sup>®</sup>

INLAND EMPIRE &  
ORANGE COUNTY CHAPTER

## UPCOMING EVENTS

**February 24, 2022**

Largest Transaction Awards  
Regional Market Updates  
Dinner & Networking

**5:30 pm to 8:30 pm**

Location TBD

**March 24, 2022**

Dinner & Networking

**5:30 pm to 8:30 pm**

Location TBD

**April 27 - 30, 2022**

TRANSACT 360 - Where Deals Get Done

Phoenix, AZ

**May 5, 2022**

SIOR Service Day

**7:30 am to 2:00 pm**

Location TBD

**May 19, 2022**

Scholarship Recipient Presentations  
Dinner & Networking

**5:30 pm to 8:30 pm**

Location TBD

**July 13 - 15, 2022**

3rd SIOR International European Conference

Dublin, Ireland

**August 18, 2022**

Sponsor Appreciation Event

**4:30 pm to 8:00 pm**

Location TBD

**September 15, 2022**

Dinner & Networking

**5:30 pm to 8:30 pm**

Location TBD

**October 13, 2022**

Bowling and Networking  
Or Similar Event

**5:30 pm to 8:30 pm**

Location TBD

**October 20 - 22, 2022**

CREate 360

Dallas, TX

**November 10, 2022**

Developer Spotlight  
Dinner & Networking

**5:30 pm to 8:30 pm**

Location TBD

25241 Paseo de Alicia Suite 120 Laguna Hills, CA 92653 | 949.380.3313 | [www.siorsocal.com](http://www.siorsocal.com)

### A SPECIAL THANKS TO OUR 2022 CHAPTER SPONSORS

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Bank of America

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CapRock Partners

City of Moreno Valley

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LINK

North Palisade Partners LLC

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Overton Moore Properties

Pacific Premier Bank

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REDA

Rexford Industrial

Rockefeller Group

Ryan Companies

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Transwestern Development Company

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