

THE ADVISIOR

WINTER/ 2021



INLAND EMPIRE &
ORANGE COUNTY CHAPTER

PRESIDENT'S LETTER



The **SOCIETY OF INDUSTRIAL AND OFFICE REALTORS** is the leading global professional industrial and office real estate association, representing today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. SIORs are recognized as thought leaders in the industry and the designation is seen as a symbol of ethics, knowledge, and success. As the highest professional designation a broker can

earn, the SIOR organization is a great source of both transaction flow and continual professional education and networking.

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.

As we prepare for 2021, we have the opportunity to reflect on what will certainly be one of the most unique and challenging years of our lifetime. Our daily lives have been greatly changed during the course of this pandemic. We altered the way we do business and found new ways of connecting with each other. We have implemented new ways of working remotely, adopted new routines for our children to learn from home, celebrated birthdays through zoom or a caravan drive by, and meeting virtually instead of in person. Despite the pandemic and the obstacles it has presented to all businesses, including our own, we continue to witness SIOR professionals set themselves apart from the competition by going above and beyond to deliver exceptional results for our clients by persevering, innovating, and collaborating with one another. We have learned a lot from this challenging time and have adapted to remain quite productive in accelerating the success of our clients even in virtual environments. Whether working in the office, from home, or some other remote area, the same high standard of productivity is expected from an SIOR.

I am honored to be working with such knowledgeable and highly regarded real estate industry members on our board, and would encourage anyone looking to get more involved within our chapter to reach out to me or any other board member. Thank you for the opportunity to serve in this role for 2021 and 2022, I look forward to strengthening existing relationships and developing new ones with members of this esteemed community. I also look forward to introducing some new ideas while sustaining the SIOR tradition that we are so used to and appreciate.

Mark your calendar for the excellent conferences and local events planned for this year. Between - TransACT 360 in April, - SIOR International European Conference in Dublin, Ireland in July, and - CREate 360 in Nashville, TN in October, 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

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Ginger McCully
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Chapter Administrators

Robert Evans
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SERVICE DAY

SIOR INLAND EMPIRE & ORANGE COUNTY CHAPTER SUPPORT FRONTLINE WORKERS

Our chapter spent a day showing appreciation for Frontline Heroes by delivering eighty-five boxed lunches to UCI Medical Center in Orange and Hoag Urgent Care facilities in Newport Beach and Irvine.

The Chapter made charitable contributions to the All In Challenge whose goal is to help eliminate food insecurity during these challenging times.



Walt Arrington, SIOR and Scott Sanders, SIOR with frontline workers



Justin Null, Larry Null, SIOR and Joey Sugar, SIOR with frontline workers



Rick John, SIOR and Chapter President Mike Vernick, SIOR with frontline workers

ALL IN CHALLENGE

The All In Challenge, which launched on April 14, has partnered with some of the most respected organizations to raise awareness and support feeding those in need. 100% of the proceeds from this challenge will benefit No Kid Hungry and other hunger-fighting organizations.

LARGEST TRANSACTION AWARDS AND REGIONAL MARKET UPDATE



Chapter President Michael Vernick, SIOR with Award winner Michael Hefner, SIOR

February 13, 2020, chapter members met at The Ranch Restaurant in Anaheim to enjoy a Regional Market Update and to recognize the Largest Transactions for 2019!

Members enjoyed an update on the Office and Industrial markets for Orange County and the Inland Empire region. Market updates were presented by Tim Pimentel, SIOR (Inland Empire Industrial); Tom Pierik, SIOR (Inland Empire Office); Seth Davenport, SIOR (Orange County Industrial); and Chris Tipre (Orange County Office). Guests enjoyed dinner and networking with the evening concluding with the recognition of the Largest Transaction Awards for 2019.

Largest Industrial Sale Transaction

Rick Ellison, SIOR
Overton Moore Properties

Largest Industrial Lease Transaction

Jeff Smith, SIOR
Hillwood

Largest Office Sale Transaction

Michael Hefner, SIOR
Cowan Investments

Largest Office Lease Transaction

Rick John, SIOR
The Irvine Company

Largest Investment Sale Transaction

Rick Ellison, SIOR
Pacific Industrial & UBS

Largest Land Sale Transaction

Team Earnhart, SIOR
Scheu Steel ET. AL.
Panattoni Development

Largest SIOR Cooperative Transaction

David Mudge, SIOR and Thomas Pierik, SIOR
GPT Riverside CA, LLC
County of Riverside

Largest SIOR Cooperative Transaction

Rick John, SIOR; Gus Andros, SIOR
and Joey Sugar, SIOR
OLV Phase I LP Clarion Partners
Kimberly Clark



Chapter President Michael Vernick, SIOR with Award winners Doug and Paul Earnhart

LEGISLATIVE ACTIVITY

The Chapter hosted a virtual meeting featuring Rex Hime from the California Business Properties Association (CBPA). The event provided an update on the 2020 Elections and specifically the industry battle to fight Proposition 15.

The chapter made contributions to the campaign and was part of a great coalition that led to the defeat of Prop. 15. Thank you to everyone that got the word out and helped fight the battle.

The chapter was also involved in efforts to oppose SB 939 which would negatively impact leases and our business. We also actively opposed the City of Rancho Cucamonga's warehouse moratorium and are still active in their updates to the General Plan.

SIOR GLOBAL VIRTUAL CONFERENCE CREATE 360

The chapter made available complimentary registration to each of our chapter sponsors to the SIOR Global virtual conference CREate 360, featuring Ford Motor's former CEO, Alan Mulally; former Secretary of State and former National Security Advisor, Condoleezza Rice; and world-renowned entertainer, Leslie Odom Jr.



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INLAND EMPIRE &
ORANGE COUNTY CHAPTER

UPCOMING EVENTS

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| February 25, 2021 Economic Forecast and Guest Speaker | 1:00 pm to 2:30 pm Virtual Event |
| March 18, 2021 Market Update and Guest Speaker | 1:00 pm to 2:30 pm Virtual Event |
| April 28 - 29, 2021 TRANSACT 360 | Virtual Event |
| May 6, 2021 SIOR Service Day Honoring Frontline Workers - Law Enforcement & Fire Fighters | 10:30 am to 2:00 pm |
| May 20, 2021 Largest Transaction Awards, Scholarship Awards and Guest Speaker | 1:00 pm to 2:30 pm Virtual Event |
| July 14-17 2021 SIOR International European Conference | Dublin, Ireland |
| August 26, 2021 Sponsor Appreciation Event | 4:30 pm to 7:00 pm Location TBD |
| September 13, 2021 Chapter Golf Tournament | 10:00 am to 4:30 pm Location TBD |
| October 14-17, 2021 CREATE 360 | Renaissance Nashville, TN |
| November 18, 2021 Developer Spotlight Dinner & Networking | 5:30 pm to 8:30 pm Location TBD |



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A SPECIAL THANKS TO OUR 2021 CHAPTER SPONSORS

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