

THE ADVISIOR

VOL. 11 / WINTER / 2018



PRESIDENT'S LETTER

Dear Sponsors, Members and Associates,

Since October 1st I've had the great pleasure of serving my two-year term as the new President of the Arizona Chapter of SIOR. Thank you very much to Mark Gustin for his last 2 years of dedicated service to our chapter. Mark will stay on the Board of Directors as Past President. Our Board of Directors from last year stays in tact with a few roles changing. Mark DiSabato has faithfully served his time as President and Past President and has stepped down. Thank you Mark! As a result, we had one opening on the Board and that has been filled by Mike Ciosek. Welcome Mike!

2017 was a great year with the Spring Conference in New Orleans and the Fall Conference in Chicago both well attended by members of the Arizona Chapter. The education and networking were outstanding as usual.

SIOR's local events were both entertaining and enlightening. We visited Topgolf for the first time, learned about autonomous vehicles and enjoyed several social events.

In 2017, we also welcomed new members Peter Batschelet, Steve Larsen, Chris McClurg, Matt McDougall, Tanner Milne and John Werstler.

My goals for 2018 and 2019 are to help expose the brand of SIOR. Owners, developers, users and tenants need to understand the value of working with an SIOR broker. There is no higher symbol of professionalism, ethics and experience than SIOR.

Additionally, we are expanding on our charitable offerings which were initiated last year by supporting Junior Achievement of Arizona.

Thank you to all of our chapter sponsors as none of this would be possible without you. Thank you to past and present board members for your time and efforts and a special thanks to our Chapter Administrator, Virginia Butler for all of her hard work behind the scenes.

I look forward with enthusiasm as our Members and Sponsors continue to exploit our combined synergies in support of our industry.

Sincerely,

A handwritten signature in black ink, appearing to read "Rob Martensen".

Rob Martensen, SIOR, CCIM
President, SIOR Arizona, Inc.

CHAPTER LEADERSHIP



PRESIDENT

Rob Martensen, SIOR, CCIM
Colliers International
602.222.5082
rob.martensen@colliers.com



PROGRAMS

Matt McDougall
Lee & Associates
602.474.9561
mmcdougall@lee-arizona.com



VICE PRESIDENT

John G. Soldo, SIOR
Commercial Properties, Inc.
480.966.1304
jsoldo@cpi-az.com



**CANDIDATE ASSISTANT
SPONSORSHIP**

Josh Wyss
Cushman Wakefield
602.224.4407
joshua.wyss@cushwake.com



**SECRETARY / TREASURER
SOCIAL MEDIA**

Mike Garlick, SIOR
NGKF
602.952.3825
mgarlick@NGKF.com



PROGRAMS

Mike Ciosek, SIOR
Kidder Mathews
602.513.5135
mciosek@kiddermathews.com



SPONSORSHIP

Patrick Feeney, Jr., SIOR
CBRE
602.735.5530
pat.feeney@cbre.com



CHAPTER ADMINISTRATOR

Virginia Butler
SIOR Arizona Inc.
602.377.6447
virginia@sioraz.com



ADMISSIONS / RETENTION

Allen Lowe, SIOR
Lee & Associates
602.954.3747
alowe@lee-arizona.com



**PAST PRESIDING PRESIDENT
2015-2017**

Mark Gustin, SIOR, COM
Jones Lang LaSalle
602.282.6316
mark.gustin@am.jll.com

We are pleased to announce these new SIOR Designees to our Chapter. These individuals demonstrate the professionalism, integrity and ethics that are the guiding principles of our organization.

We look forward to sharing in their continued success and to their contributions to our Chapter!

NEW MEMBER SPOTLIGHT



MATT MCDUGALL

Matt was in our Chapter Candidate Program and earned his SIOR Designation as an Industrial Specialist. Matt earned a BA in Business Management from the University of Richmond

and is a Principal with Lee and Associates. Matt focuses on sales and leasing of industrial space in the Sky Harbor and SE valley markets.



STEVE LARSEN

Steve has earned his SIOR Designation as an Industrial Specialist. Steve earned a BA in Public Administration from San Diego State University and currently works for JLL as

a Senior Vice President in their Industrial division specializing in the representation of Institutional Landlords and Corporate clients predominantly in the Airport & Southeast Valley.



SIOR

ARIZONA CHAPTER

UPCOMING EVENTS

04.11.18 – 04.14.18 SIOR Spring Conference

Fairmont Austin Hotel
Austin, TX

04.17.18 Day at the Races

12:00pm – 5:00pm
Turf Paradise
1501 W. Bell Road
Phoenix, AZ

SIOR ANNUAL HOLIDAY PARTY December 7th, 2017

We had a great turnout for SIOR's 2017 Annual Holiday Party. This tradition continues to serve as a way to celebrate the year that's soon to close and anticipate the new year that's around the corner. Members and Sponsors enjoyed a convivial atmosphere at Mastro's City Hall Steakhouse in Scottsdale for food, music and an abundance of holiday cheer!



3-CLUB GOLF TOURNAMENT January, 18th, 2018

The newly renovated Mountain Shadows Golf Course offered up beautifully manicured fairways and greens with spectacular mountain views on this perfect day. Following an afternoon on the playground, golfers and non-participants enjoyed happy hour on the patio at Rusty's @ the Short Course with an informative presentation by SIOR Arizona Platinum Sponsor, The Rockefeller Group.



06.07.18 Summer Happy Hour
4:00 – 6:00pm
Location to be Determined

09.27.18 TOPGOLF Tournament
4:00 – 6:30
TOPGOLF Scottsdale, AZ
9500 E. Talking Stick Way
Scottsdale, AZ

SIOR ARIZONA MEMBER TRANSACTIONS 1ST QTR 208

LEASE - INDUSTRIAL

Rob Martensen, SIOR 302,000 SF
Andy Markham, SIOR 9704 W. Roosevelt
Tolleson, AZ
Tenant: California Closets
Landlord: Global Logistics
Properties

\$2,100,000 – SALE

Stein Koss, SIOR 9.1 AC
Tom Louer, SIOR NEC Arizona Avenue
& Palomino Drive
Buyer: Petsas Commercial LLC
Seller: Seefried Industrial
Properties

LEASE – INDUSTRIAL

Rob Martensen, SIOR 38,000 SF
Paul Sieczkowski, SIOR 190 S. Kyrene Road
Chandler, AZ
Tenant: Plastics General
Landlord: Eastgroup Properties

LEASE – OFFICE

Craig Coppola, SIOR 30,082 SF
Andrew Cheney, SIOR 4722 N. 24th Street
Phoenix, AZ
Tenant: CBIZ, Inc.
Landlord: Regent Properties

LEASE – OFFICE

Mike McQuaid, SIOR 49,712 SF
Mike Garlick, SIOR 9305 E. Via De Ventura
Scottsdale, AZ
Tenant: Katerra
Landlord: LNR Partners

\$9,533,095 – SALE

Andy Markham, SIOR 146,623 SF
4703 W. Brill Street
Phoenix, AZ
Buyer: Bixby Land Co
Seller: Clarion Partners

3104 E. Camelback Rd., #185 | Phoenix, AZ 85016 | Phone 602.377.6447 | www.sioraz.com

2018 CHAPTER SPONSORS

PLATINUM

Merit Partners
ProLogis
Renaissance Companies
Rockefeller Group

GOLD

DCT Industrial
Stevens Leinweber Construction
Willmeng Construction

SILVER

Bank of America/Merrill Lynch
Bank of the West
Big-D Construction
Cawley Architects
CBRE
CDC Small Business Finance
Chicago Title
Clear Title Agency
Colliers International
Cousins Properties
Cushman & Wakefield
Dermody Properties
Deutsch Architecture Group

EastGroup Properties
EJM Development Co.
Gilbert Bird Law Firm, PC
Grand Canyon Title Agency
Hines
IRGENS
JLL
Landmark Title Assurance Agency
LBA Realty
Lee & Associates|Arizona
Liberty Property Trust
MidFirst Bank
Newmark Grubb Knight Frank
Orsett Properties, Ltd.

Opus Development Company
PICOR/Cushman & Wakefield
ProLogis
Security Title Agency
Seefried Industrial Properties
Sun State Builders
Ten-X
Tratt Properties
ViaWest Group
Wells Fargo SBA Lending
Wentworth Property Company
WFG National Title Insurance