



SIOR

CAROLINAS CHAPTER

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PRESIDENT'S LETTER

Greetings to all from "cool, green, Asheville!" I am very much looking forward to hosting our fall conference in August. It is shaping up to be a great meeting, as Leslie and Ashley have done an incredible job (as usual) in putting this together. Both the fishing outing and the Sierra Nevada tour are fully booked. And thanks to Kim Kendall for lining up several outstanding speakers. There is so much to do here in Asheville with our vibrant downtown, Biltmore Village and the River Arts District (RAD) that you are going to want to extend your stay. We are looking forward to a strong turnout and have extended registration for just a few days, so please register if you have not already done that!

While on the subject of conferences, I attended the Spring Conference in San Diego and it was outstanding, capped off by the Panattoni party on the deck of the U.S.S. Midway celebrating SIOR's 75th anniversary. It was truly a memorable event! Thanks to David Hagan for the three students that participated in the Student Attendee Program. They were very enthusiastic and participated in many events.

On Tuesday, August 9, Teddy Chapman, SIOR and I are hosting an SIOR Carolinas Chapter recruiting event in NC at the Charlotte Knights game at BB&T Ball Park. Please let Teddy know if you plan to attend and if you have prospects that should be invited. Last year's event was great fun and great networking.

Please mark your calendar for these upcoming events:

SIOR Carolinas Fall Conference - August 25-27, the Grand Bohemian in Biltmore Village, Asheville, NC

SIOR Fall World Conference - October 20-22, Sheraton New York Times Square, New York, NY

Spring World Conference - April 26-29, 2017, Sheraton New Orleans Hotel, New Orleans, LA

We very much look forward to our August meeting here in Asheville.

Best Regards,
Robin Boylan, CCIM, SIOR
SIOR Carolinas President



Members On the Move: Industry News with Local Impact

SIORS of the Carolinas Driving Change

Gary Lyons, MBA, CCIM, SIOR of Avison Young in Raleigh, along with his Capital Markets' Team, worked with Frank Norvell, SIOR, of Norvell Real Estate for a transaction recently representing REC Shannon Oaks, LLC and Shannon Square Holdings, LLC in the sale of 201 Shannon Oaks Circle located in Cary's amenity-rich Kildaire Farm Road corridor. This 58,950 square-foot, two-story, Class A office building is located at the intersection of Kildaire Farm Road and Cary Parkway.

Piedmont Properties/CORFAC International, a leading full-service commercial real estate provider serving the Charlotte market, recently announced the completion of the sale of an industrial building located at 2027 Gateway Boulevard. The property measures 69,200 total square feet and sits on 8.04 acres. A. Scott Hensley, CCIM, SIOR of Piedmont Properties/CORFAC International together with Lester E. Osborn, CCIM, SIOR represented the seller of the property. Lawrence Shaw, SIOR and Greg Copps, SIOR represented the buyer. [PHOTO OF PROPERTY AT RIGHT]



Photo courtesy of Piedmont Properties

Please submit your industry news and member to member transactions by contacting Ashley Blackburn ashley@siorcarolinas.com

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CONTACT US

If you have questions, comments or concerns please reach Ashley Blackburn, SIOR Carolinas Chapter Coordinator

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QUESTIONS OR IDEAS TO SUBMIT



Red Rock Developments: With us, everybody wins

When John Barker and Bill Smith look at business options, their work at Red Rock Developments thrives on delivering quality results with some of the most original tools in the shop: hard work and dedication. Recently, the Carolinas Chapter of SIOR sat down with John and Bill to talk shop about their company and how they have grown into such a successful organization over the last 11 years.

John said of the eight-member team, whom all offer over 20 years of industry experience, "Most of our work is build-to-suit development, and we focus on single-tenant transactions,". "The difference we bring to the table is our diversity of business backgrounds," he emphasized. Red Rock's team has construction, economic development, brokerage, finance and related business fields on their resumes which as John describes, gives them an edge over competitors. "A development deal is a combination of a lot of different skill sets coming together at the same time. We're not just looking at this on the construction side. We look at the total opportunity for our clients."

Bill reinforced how important this distinction is to their business model. "We don't do property management. That means no leasing, no brokerage. We're a boutique, niche group which separates us from our competitors," he explained. "When you deal with Red Rock, you're dealing with the principals of the company and not going two or three layers into the company. We make decisions on the spot, and because of our lean but experienced team of eight people we can be nimble and quick by outsourcing the architects, contractors, legal folks and construction work in a business deal. We're very transparent."

Bill spoke with us via phone as he was en route to a client site. In fact, Bill commented that he visits every site at least once a week if not more often. This is regardless whether the project is in South Carolina or South Dakota. "My make-up as a business professional is to be in the middle of the opportunity and not to pass it off to others. Our reputation is only as good as the last deal we've done. That's why we put so much time into being there everyday."

The work and attention to detail has paid off for the Columbia, South Carolina-based group. Bill and John's Red Rock Developments won the National 2013 and 2016 Largest Industrial Transaction of the Year for SIOR and continue to see great interaction not only in their Carolinas home base but both regionally in the Southeast and nationally.

John and Bill conveyed that their partnerships with SIOR-designated brokers is important to their business. "The way we chase deals has changed," Bill said. "We've got tenant-rep brokers who are involved with companies on both a regional and national level. When Red Rock gets a Request for Proposal (RFP) with a broker involved, we make sure we deliver a finished proposal to help the broker look their best to their client (the company)." John added that when a deal is awarded, the feedback on the Red Rock team is always that they did the best job, dug in the deepest, looked at all the numbers and played the hardest to win the deal. As a result, we get invited back very frequently." Bill added, "We will always make sure the broker looks their best in the process. The way we see it, if someone is a loser in the process, it's a bad deal. With us, everybody must win to make it a good deal."

Bill Smith is the Chief Executive Officer of Red Rock Developments, and John Barker is the President and Chief Development Officer. Both are principals of the company and are active supporters of the SIOR of the Carolinas. They can be reached at bsmith@redrockdevelopments.com and jbarker@redrockdevelopments.com.

July 2016



SIOR Carolinas Fall Conference
August 25-27, 2016
Grand Bohemian | Biltmore Village
Asheville, NC

2016 Fall World Conference
October 20-22
Sheraton New York Times Square

Chapter Brushstrokes

By the numbers

For more information about membership benefits
contact Ashley Blackburn via ashley@siorcarolinas.com

152 members in North and South Carolina

3 candidate members

6 associate members

143 designee members, and of these:

67 are Industrial Specialists

69 are Office Specialists

7 are Industrial & Office Specialists

Listed by
Colliers International
Peter Fennelly, SIOR
Hagood Morrison, SIOR
Simons Johnson, SIOR

Featured Property

North Pointe Business Campus, Building I
Charleston Industrial Market

1020 North Pointe Industrial Blvd., Hanahan, SC
350,856 SF | Class A Subdividable
For Sale or Lease

Submit your deals to MySIOR
to be featured on this newsletter!

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