

# **2017 SIOR Southeastern Regional Conference**

**-August 25 – 27, 2017-**



**The Westin Savannah Harbor Golf Resort & Spa**



Experience the sophistication of the "Hostess City" with a visit to The Westin Savannah, ideally situated right on the waterfront.

Our resort is just moments from Savannah's best shopping, nightlife, and attractions - and our complimentary ferry service places it all easily within your reach. Spacious rooms and suites are appointed with chic, soothing decor and our famous Westin Heavenly Beds®. Additional resort highlights include award-winning golf and tennis, as well as a Deepwater Dock right on the Savannah River; the on-site Heavenly Spa encourages total relaxation and well-being.

The Westin Savannah Harbor Golf Resort & Spa offers a multitude of on-resort activities for families, adults, and kids-at-heart. Some are scheduled events while others are available to enjoy at your schedule and pace (bicycles, bocce ball, and croquet to name a few!)



"As Chairman for the 2017 Regional Conference, I encourage all SIORs and spouses to attend. The collaboration and collective energy from our regional Chapters for this conference truly is impressive and is building to a great event. Savannah is both a gracious Southern city to enjoy and a bustling center of commerce that inspires. And, you cannot match the ambiance of the Westin Savannah Harbor Golf Resort and Spa with its commanding views of the Savannah River and historic city skyline. Join us in August!"

Steve Grable, SIOR  
Executive Vice President  
JLL | Atlanta, GA

"I have thoroughly enjoyed the past 4 regional conferences as the smaller setting allows me to interact much easier with other brokers, while still experiencing wonderful venues in the southeast. And it's a natural environment to bring your wife, which really adds to the overall experience and networking."

Wit Truitt, SIOR  
Executive Vice President  
JLL | Atlanta, GA

# THANK YOU TO OUR 2017 SOUTHEASTERN REGIONAL SPONSORS!

Friday Evening Event Sponsor



Saturday Evening Event Sponsor



Platinum Sponsors



Network Lunch Sponsor



Gold Sponsors



Silver Sponsors



# Who Can Attend?

SIOR dues paying Active Office, Industrial, Dual Office/Industrial Members, or Candidates (in the SE Region) that are in good standing may attend with no registration fee. The spouse/guest (guest is defined as a significant other) registration category is available to all spouse/guest of registered member attendees only. Associate/Affiliate members (Education exempt) in the SE Region must sponsor or pay the non-sponsor associate full convention fee. Associate/Affiliate members outside of the SE Region must sponsor to attend. Industry professionals that are not members must sponsor to attend.

# Spouse/Guest Information

- **FULL SPOUSE/GUEST PACKAGE: \$325** *\*Choose this package and save over \$100! Below is more information on the included events.*
  - **Includes:**
    - Spa Welcome Event**
    - Friday Evening Event**
    - Saturday Evening Event**

**Spa Welcome Event Friday 3:30 – 5:30pm:** Come and meet other spouse/guests while enjoying a welcome mimosa and relaxing with a mini neck or hand massage or learn how to make your own Coffee Body Scrub. Add on a 50-Minute Vitamin C Facial for \$109.... *\*Facial pricing is available for those guests registered for the full Spouse Package\** Spa services are not included and are at the individual's expense.

**Friday Night Opening Event (Individual Ticket - \$150 pp):** This is the event that everyone attends and one not to be missed with full bar & dinner overlooking the luminous Savannah River.

**Saturday Evening Event at the Telfair Academy Museum (Individual Ticket - \$200 pp):** Known as the oldest Southern Art Museum, The Telfair Art Museum houses a permanent collection of paintings, works on paper sculpture and decorative arts, all examples of American Impressionism. The Museum itself, built from 1818-1819, is the old Telfair Mansion designed by a well-known English architect, William Jay.

*Attendees will be picked up at the Westin via trolleys. Upon arrival at Telfair you will enjoy a heavy hors d'oeuvres reception and full bar.*

*Ready for something sweet....wonder across the street to the Telfair Square*

**Dessert in the Square:** Telfair Square is the last of the four original squares that James Oglethorpe laid out in 1733 before he returned to England for a visit. The square was originally named St. James Square by Oglethorpe but was changed in 1883 to honor the Telfair family and their contributions to early Savannah history and culture.

Enjoy different dessert stations before either heading back to the Westin or stroll through town where many bars and pubs await.

# Registration

- SIOR SE Regional dues paying Active Office, Industrial, Dual Office/Industrial, and Candidate Members - No Registration Fee (Except for Spouse/Guest & Optional Events)
- SIOR members Outside the SE Region - \$380
- Additional Sponsor Guests within their company - \$380
- Associate/Affiliate members within the SE Region (education exempt) - \$850
- Associate/Affiliate members outside the SE Region have to sponsor to attend

*\*\*A cancellation fee of \$375 will be incurred for all cancellations after the cutoff date or for any no-shows*

# Hotel Information

- SIOR GROUP RATE: \$236.00 ++ Resort Fee \$16 plus tax per night for run of the house  
**Traditional Room:** Tradition is juxtaposed with subtle modern accents for a fresh spin on the classic Southern estate in each of our 300-square-foot Traditional Rooms. Repeated throughout the hotel, subtle tones of sage green, chocolate brown and soft tan provide a soothing respite for road-weary travelers and adventure-seeking explorers alike. Enjoy a view of our lush golf course.

These comfortable, tastefully-appointed rooms include: Westin's newest Heavenly Bed®, two doubles or one king; a Heavenly Bath® with dual shower heads and back-lit mirrors; a 42" flat-panel LCD television; an iHome clock radio; a fully-integrated multi-media connectivity system; a custom in-room refreshment center that is custom-stocked upon request.

*Resort Charge* is currently \$21 .00 (plus tax), per room, per night and is subject to change. This fee will be reduced to \$16 and is guaranteed. It covers the following services and amenities: self-parking; in-room high speed internet access (wired and wireless); toll free calls, local telephone calls up to 60 minutes; on-resort shuttle transportation; fitness club access including workout room, steam room and sauna at The Heavenly Spa by Westin, use of tennis racquets and courts, golf club storage, use of the chipping and putting greens and driving range (including the use of complimentary clubs); and access to the private beach located at our sister property, The Westin Resort on Hilton Head Island.

# Conference Schedule

(Friday, August 25<sup>th</sup>)

7:00 AM - 11:00 AM - Inshore Fishing Tournament

7:30 AM - SIOR Tee Time at The Club at Savannah Harbor

9:30 AM - 11:30 AM - Savannah Port Tour of the Garden City Terminal

10:00 AM - 5:30 PM - Registration Open

12:00 PM - 1:00 PM - Opening Networking Lunch Sponsored by Evans General Contractors

1:00 PM - 2:45 PM - Opening General Session with John Smart "Smarty": "IBM The Internet of Things to Come"

3:00 PM - 4:00 PM - Session 1: KC Conway: "As Goes the National Economy, Will the SE Region Go Better?"

4:15 PM - 5:15 PM - Port Panel

7:00 PM - 10:00 PM - Evening at Westin Savannah Harbor Sponsored by ARCO Design/Build

\*\*This is an event everyone attends and one you won't want to miss. Enjoy a full bar & dine while overlooking the luminous Savannah River



# Conference Schedule

## Saturday, August 26th

8:30 AM - 10:30 AM - Registration Opens

8:30 AM - 10:00 AM - Breakfast Speaker Program with [Barry Elm](#): "Negotiation Skills for Commercial Real Estate Professionals"

10:00 AM - 10:45 AM - Platinum Sponsor Roundtables

11:00 AM - 12:00 Noon - Concurrent Chapter Meetings

12:00 Noon - 12:45 PM - Networking Lunch

1:00 PM - 5:00 PM - Sporting Clays Fun Shoot

1:15 PM - SIOR Golf Tournament Shotgun Start

7:00 PM - 10:00 PM - **Saturday Evening Event Sponsored by CRG**

**\*Trolleys depart at 6:45 PM from Westin Front Entrance for offsite dinner at Telfair Academy Museum**

*Upon arrival at Telfair you will enjoy a heavy hors d'oeuvres reception and full bar. Known as the oldest Southern Art Museum, The Telfair Art Museum houses a permanent collection of paintings, works on paper sculpture and decorative arts, all examples of American Impressionism.*

**Dessert in the Square:** *Telfair Square is the last of the four original squares that James Oglethorpe laid out in 1733 before he returned to England for a visit. The square was originally named St. James Square by Oglethorpe but was changed in 1883 to honor the Telfair family and their contributions to early Savannah history and culture. Enjoy different dessert stations before either heading back to the Westin or stroll through town where many bars and pubs await.*

# Conference Schedule

Sunday, August 27th

8:30 AM - 9:00 AM - Chapter Charity Challenge benefiting [The Savannah Harbor Foundation](#)

9:00 AM - 10:30 AM - [Ashley Smith](#) Inspirational Breakfast Sponsored by Red Rock

# Optional Events (Friday)

## 1. Inshore Fishing Tournament Organized by Captain Judy "Kicking Fish Tail Since 1956"

**7:00 AM - 11:00 AM**

Truly one of the best fishing opportunities in Savannah.

Target fish are trout, redfish, and other varieties of inshore species.

**Cost: \$225pp** (gratuity included) with 3 to a boat for catch and release bait casting fishing

**Included:** All boats furnish all bait, tackle, fishing license, water, snacks and ice needed for the fish.

**What you will need to bring:** any personal items that you might want such as sunglasses, any medications, hats, etc.

Departing from Westin Hotel Dock

## 2. The Club at Savannah Harbor

**7:30 AM SIOR tee time**

**Cost: \$98.00, including 7% GA sales tax**

We have tee times held for 12 but would be happy to accommodate more players if there is space available.

**Included:** 18 Holes of golf, golf cart, use of our Visage GPS system and unlimited use of our practice facilities

**Not included:** Rental Clubs (available at a cost of \$55+tax which includes a souvenir pouch with 6 golf balls)

*"As home for The PGA TOUR's Champions Tour Liberty Mutual Insurance Legends of Golf Championship from 2003 through 2013, The Club at Savannah Harbor lies nestled between the banks of the Savannah and Back rivers of the splendid Georgia Low Country. The serenity of coastal Georgia, with its tidal marshes and abundant wildlife provides the canvas for The Club at Savannah Harbor, an 18-hole masterpiece created and designed by renowned architect Robert Cupp in conjunction with the legendary "Slammin' Sammy" Snead."*

## 3. Savannah Port Tour of the Garden City Terminal

**9:30 AM - 11:30 AM**

**Cost: \$30pp, includes transportation**

**Tour details:** Tour the fourth busiest and largest single-terminal container facility in the U.S. – The Garden City Terminal operated by the Georgia Ports Authority. Griff Lynch, Executive Director of the Authority, will provide an initial overview describing the efficiencies at this massive container operation. Following the presentation will be an on-terminal vehicle tour of the active ship berths and separate intermodal rail yards for Norfolk Southern and CSX. Topics discussed will be the dredging of the Savannah River to 47', impact of the recent Panama Canal expansion, and east coast diversification of port locations by shippers.

Loading the bus at 9:15am for a 9:30am departure from Westin front lobby. Arrive back at the hotel by 11:30am.

# Optional Events (Saturday)

## 1. Sporting Clays Fun Shoot

**1:00 PM - 5:00 PM**

**Cost:** \$150.00 per shooter

**Description:** Join us for Sporting Clays at the Dorchester Shooting Preserve. We will be shooting a 100-round, 10 Station sporting clays course at the prestigious Dorchester Hunting Preserve. Dorchester is a 5,000 acre hunting preserve on the southeast Georgia coast that offers the finest in quail hunting, continental pheasant shooting, wild boar hunting, sporting clays and coastal fishing.

### **Included:**

- Ammunition and clays
  - Sporting Clays round, 100 shots/round
  - Shotshells, 12 ga., four boxes (100 total rounds)
  - Golf Cart included
  - Beer and wine following shooting
  - Prizes for the deadliest shot
- \*The club has a pro shop with hats, jackets, ear plugs, and shooting supplies.

**Not Included:** Transportation to Dorchester (carpooling encouraged), Skeet

## 2. SIOR Golf Tournament on The Club at Savannah Harbor

**1:15 PM - Shotgun Start**

**Cost:** \$105.00 including 7% GA sales tax

**Included:** 18 Holes of golf, golf cart, use of our Visage GPS system and unlimited use of our practice facilities

**Not included:** Rental Clubs (available at a cost of \$55+tax which includes a souvenir pouch with 6 golf balls)

*“As home for The PGA TOUR’s Champions Tour Liberty Mutual Insurance Legends of Golf Championship from 2003 through 2013, The Club at Savannah Harbor lies nestled between the banks of the Savannah and Back rivers of the splendid Georgia Low Country. The serenity of coastal Georgia, with its tidal marshes and abundant wildlife provides the canvas for The Club at Savannah Harbor, an 18-hole masterpiece created and designed by renowned architect Robert Cupp in conjunction with the legendary “Slammin’ Sammy” Snead.”*

# Things to Do in Savannah:

- Our resort is just moments from Savannah's best shopping, nightlife, and attractions - and our complimentary ferry service places it all easily within your reach
- Here is the link to click here for things to do in Savannah:  
<http://www.westinsavannah.com/things-to-do-in-savannah-ga>
- Dining onsite: Guests at The Westin Savannah Harbor Golf Resort & Spa will not need to wander far to enjoy succulent and refreshing Lowcountry or contemporary cuisine at the best Savannah restaurants located right at our resort. Our resort features three distinct and exciting dining and beverage outlets available to hotel guests: our own vibrant Aqua Star Seafood Kitchen, the elegant, romantic Starbucks Café at Midnight Sun, and the classic yet relaxed Champions Grill

# Conference and Hotel Cancellation Policy:

"Cancellations, No-shows and early departures that have not been confirmed or any cancellations that drop SIOR below the contracted group block will be assessed the quoted rates unless the room night can be re-sold. Reservations received later than the cut-off date, Tuesday, August 1st, will be made on a space available basis at prevailing rates. Hotel room cancellations must be received in writing to Leslie Hartley at [eventsems@bellsouth.net](mailto:eventsems@bellsouth.net). We cannot accept reservations or changes by phone."

SIOR has to pay for all food and beverage events whether a registered member shows or not. We can't cancel after SIOR has given the final guarantee to the hotel. Our chapter has to commit to and pay for these up front. We make that commitment based on the number we have registered by the cancellation deadline, July 24th, 2017.

The no-show or cancellation fee for the Regional Conference is \$375.

Please note the no-show fee will be assessed even if you do not have a registration fee.

## OPTIONAL EVENTS CANCELLATION:

(Cancellation Policy for optional Events and Additional Tickets and Fees)

- Refunds will be granted until July 24th, 2017 (less a \$30 fee).
- Event Purchases are 50% refundable (less \$30 fee) between July 25th - August 9th, 2017.
- No refunds will be offered after August 10th or for any "No Shows."