



The David T. Houston Jr., SIOR Memorial Scholarship

The David T. Houston Jr., SIOR Memorial Scholarship Fund, established in 2010, has instituted an educational scholarship program intended to encourage and promote education for outstanding and deserving individuals within the commercial real estate industry.

The David T. Houston Jr., SIOR Memorial Scholarship Fund will award a \$2,500 scholarship to an active, qualified commercial real estate professional with a minimum three (3) years' experience in the United States or Canada to obtain continuing education to advance his/her knowledge and career in the field of commercial real estate.

David T. Houston Jr., SIOR, CRE, FRICS began his career in real estate with the David Houston Co. in 1971 and led the organization to become Colliers Houston & Co. and most recently, the firm was merged into Cassidy Turley. The many organizations and advisory groups in which he was active included the National Association of REALTORS®; Society of Industrial and Office REALTORS® (SIOR); Industrial and Office Real Estate Brokers Association; Port Authority Development Advisory Committee, and the Environmental Cleanup Responsibility Act Advisory Committee, serving on many of these groups as chairman or president. David served as President of SIOR, President of SIOR Foundation, and served as an SIOR Instructor for which he won Instructor of the Year in 1992.

The deadline for submissions is July 31, 2020.

The SIOR Foundation

The SIOR Foundation is a not-for-profit 501(c)(3) organization whose mission is to promote and support initiatives that expand, educate, and enhance the commercial real estate community. Established in 1962 to publish the industry's first graduate-level textbook on industrial real estate, the Foundation collaborates with other organizations, SIOR, and SIOR Chapters to provide funding for a variety of educational initiatives designed to enhance the commercial real estate community.

David T. Houston Jr., SIOR Scholarship Requirements

- All applicants must be citizens of the United States or Canada.
- All applicants must hold a valid real estate license in the United States or Canada.
- All applicants must be active in commercial real estate for a minimum of three (3) years.
- All applicants must have achieved a minimum production volume for the most recent 24 months preceding application. Please see Market Productions Requirements for current minimum volume.
- Scholarship funds must be used for tuition and expenses including travel and lodging related to courses offered by the following approved commercial real estate education providers:
 - Accredited educational institutions
 - BOMA
 - BOMI
 - CCIM Institute
 - CORENET
 - IREM
 - NAIOP
 - REALTOR® Associations
 - REALTOR® University
 - SIOR
- Scholarship funds will be awarded directly to selected recipient upon proof of course registration. Courses must be taken within 12 months from award selection.

Selection Criteria

The selection of scholarship recipients will be determined by a committee made up of Trustees of the SIOR Foundation, a representative from the SIOR New Jersey Chapter, and/or a member of the David T. Houston Jr. family, with consideration for the following criteria:

- The applicant's indication of interest in the field of commercial real estate.
- The applicant's résumé and production record.
- The applicant's community service.
- Two (2) professional letters of recommendation.

The application must be completed and submitted in its entirety *electronically* to the SIOR Foundation's office **no later July 31, 2020**. Only letters of recommendation may come under separate cover. Please be sure to mark all support materials and pages with the name of the applicant for whom the materials are being submitted. Unmarked materials cannot be considered.

Submit all application materials **by Email** to Corrine Nowak, Director, SIOR Foundation, at cnowak@sior.com. *Only letters of recommendation may be sent by fax to 815.846.1657.*

SIOR Foundation
David T. Houston Jr., SIOR Memorial Scholarship

2020 Scholarship Application Form

Please type all responses.

Name of Applicant: _____

I hereby apply for a David T. Houston Jr., SIOR Scholarship to be used for (name of educational course and provider): _____

Date(s) of course: _____ Course Location: _____

(Please provide documentation regarding the course.)

I am a citizen of (check one): United States Canada

Real Estate License #: _____ **Jurisdiction:** _____

Current Company: _____

Address: _____

City: _____ State/Province: _____ Zip/Postal Code: _____

Country: _____ Phone: _____ E-Mail: _____

Current Employment: Title _____ Month/Year Started _____

Past Employment: Real Estate Experience – List companies and employments dates if with current company less than 3 years:

SIOR Foundation evaluates production volume-of-business based on that amount that the applicant's firm receives (before splits) that is directly attributable to the applicant.

I have achieved a minimum of 50% of my local market production for the past 24 months. (Please include a signed Documentation of Production confirming this information.)

SIOR Foundation
David T. Houston Jr., SIOR Memorial Scholarship

2020 Scholarship Application Form

My activities in community service are as follows (*You may attach a separate sheet*):

The following two persons have been requested to write letters regarding my character and qualifications and to email or Fax them directly to Corrine Nowak, Director, SIOR Foundation at cnowak@sior.com or fax to 815.846.1657.

1) Name _____

Mailing Address & Email _____

Relationship to Applicant _____

2) Name _____

Mailing Address & Email _____

Relationship to Applicant _____

It is my understanding that this scholarship is intended for the purpose of attending an educational course offered by an approved provider. The funds will be paid to me, to pay for tuition and other appropriate expenses related to the courses.

I understand and agree that if I am the recipient of the scholarship, these materials and any photos or testimonials I provide are the property of the SIOR Foundation and may be used in media publicity, on the SIOR Foundation website and in the *SIOR Report*.

My signature below affirms that all information provided on this form is true as of date specified. I hereby release the information requested on this application for the purposes of scholarship selection.

Signature of Applicant: _____ Date: _____

SIOR Foundation
David T. Houston Jr., SIOR Memorial Scholarship

Required Support Materials

In order to be eligible, you must include the following support materials as part of your application:

- 1) A signed letter stating your interest in the field of commercial real estate.
- 2) Resume and signed Documentation of Production.
- 3) Community Service Activities.
- 4) Two (2) professional letters of recommendation. *Recommendations are to be emailed or faxed directly to Corrine Nowak, SIOR Foundation Director and will be kept confidential.*
- 5) Name and description of course that the scholarship funds will be used to attend. Please provide literature or documentation about the course from the course provider.

The application and all support materials, including letter of recommendations must be received electronically in the SIOR Foundation's office no later than July 31, 2020. Email all information to Corrine Nowak at cnowak@sior.com. Fax letters of recommendation only, to 815.846.1657.

Questions may be directed to: Corrine Nowak, Director, SIOR Foundation, at 202.449.8208 or cnowak@sior.com.

SIOR Foundation
David T. Houston Jr., SIOR Memorial Scholarship
2020 Production Requirements - UNITED STATES

STATE	MARKET	GFI
ALABAMA	Birmingham	\$150,000
	Montgomery & Tuscaloosa	\$100,000
	All Other Markets	\$125,000
ALASKA	All Markets	\$125,000
ARIZONA	Phoenix Metropolitan	\$200,000
	All Other Markets	\$150,000
ARKANSAS	All Markets	\$100,000
CALIFORNIA	Alameda, Contra Costa, El Dorado, Kern, Imperial, Los Angeles, Marin, Napa, Placer, Orange, Sacramento, San Bernardino, San Diego, San Francisco, San Joaquin, San Luis Obispo, San Mateo, Santa Barbara, Santa Clara, Solano, Sonoma, Ventura, Yolo Counties	\$200,000
	Riverside County – Coachella Valley & Victorville	\$100,000
	Riverside County – All Other Markets	\$200,000
	Fresno, Merced, Stanislaus Counties	\$150,000
	All Other Northern California Counties	\$125,000
COLORADO	All Markets	\$175,000
CONNECTICUT	Hartford	\$150,000
	New Haven	\$125,000
	Stamford	\$200,000
	All Other Markets	\$100,000
DELAWARE	All Markets	\$150,000
DIST. OF COLUMBIA	All Markets	\$125,000
00FLORIDA	Broward , Miami-Dade, Palm Beach Counties	\$200,000
	Jacksonville, Lakeland, Orlando, Tampa Bay Area, Winter Haven	\$150,000
	All Other Markets	\$100,000
GEORGIA	All Metro Atlanta	\$200,000
	All Other Markets	\$150,000
HAWAII	All Markets	\$200,000
IDAHO	All Markets	\$100,000
ILLINOIS	Cook, DuPage, Kane, Lake, McHenry, Will Counties	\$200,000
	All Other Chicago Markets	\$125,000
	Moline, Rock Island	\$100,000
	All Other Markets	\$150,000

STATE	MARKET	GFI
INDIANA	Indianapolis Metro	\$175,000
	All Other Markets	\$100,000
IOWA	Des Moines	\$150,000
	All Other Markets	\$100,000
KANSAS	Johnson & Wyandotte Counties	\$150,000
	All Other Markets	\$125,000
KENTUCKY	All Markets	\$125,000
LOUISIANA	Baton Rouge & New Orleans	\$150,000
	Lafayette, Lake Charles, Monroe, Shreveport	\$100,000
	All Other Markets	\$125,000
MAINE	All Markets	\$175,000
MARYLAND	Baltimore	\$125,000
	All Other Markets	\$100,000
MASSACHUSETTS	Berkshire, Franklin, Hampden, Hampshire Counties	\$100,000
	All Other Markets	\$200,000
MICHIGAN	All Markets	\$150,000
MINNESOTA	St. Paul, Minneapolis	\$175,000
	All Other Markets	\$125,000
MISSISSIPPI	Desoto County, Hattiesburg, Jackson	\$100,000
	All Other Markets	\$125,000
MISSOURI	Franklin, Clay, Jackson, Jefferson, Lincoln, Platte, St. Charles, St. Louis, Warren, Washington Counties	\$150,000
	All Other Markets	\$125,000
MONTANA	All Markets	\$100,000
NEBRASKA	Omaha	\$150,000
	All Other Markets	\$100,000
NEVADA	Reno, Sparks	\$150,000
	All Other Northern Nevada Markets	\$125,000
	Las Vegas	\$200,000
NEW HAMPSHIRE	All Markets	\$175,000
NEW JERSEY	Northern & Central New Jersey	\$200,000
	Southern New Jersey	\$150,000
NEW MEXICO	All Markets	\$150,000

VALID THROUGH DECEMBER 2020

STATE	MARKET	GFI
NEW YORK	Bronx, Kings, Nassau, Queens, Richmond, Suffolk, Westchester Counties	\$150,000
	New York County	\$250,000
	All Other Markets	\$100,000
NORTH CAROLINA	Charlotte	\$175,000
	Raleigh, Durham	\$150,000
	All Other Markets	\$100,000
NORTH DAKOTA	All Markets	\$125,000
OHIO	Cincinnati	\$125,000
	All Other Markets	\$100,000
OKLAHOMA	All Markets	\$150,000
OREGON	Portland, Salem	\$150,000
	All Other Markets	\$100,000
PENNSYLVANIA	Harrisburg, Lehigh Valley, Philadelphia, Pittsburgh	\$150,000
	All Other Markets	\$100,000
RHODE ISLAND	All Markets	\$175,000
SOUTH CAROLINA	Charleston, Greenville, Spartanburg	\$125,000
	All Other Markets	\$100,000
SOUTH DAKOTA	All Markets	\$125,000
TENNESSEE	Shelby County	\$100,000
	Chattanooga, Johnson City, Kingsport	\$100,000
	Knoxville	\$125,000
	Nashville	\$175,000
	All Other Markets (Excluding Shelby County)	\$150,000
TEXAS (Central)	Austin	\$175,000
	Temple	\$100,000
	All Other Markets - Central Texas	\$150,000
TEXAS (North)	Dallas, Collin, Tarrant	\$225,000
	Denton, Rockwall	\$200,000
	Cooke, Ellis, Fannin, Grayson, Hood, Hunt, Johnson, Kaufman, Parker, Wise Counties	\$150,000
	All Other Markets	\$100,000
El Paso	El Paso Metropolitan Area	\$150,000
TEXAS (Houston, Gulf Coast)	Houston (Harris, Fort Ben, Montgomery Co.)	\$200,000
	Austin, Brazoria, Chambers, Galveston, Liberty, San Jacinto, Walker, Waller Counties	\$200,000
	Beaumont, College Station, Corpus Christie	\$100,000
	All Other Markets – Houston, Gulf Coast	\$150,000
South Texas	San Antonio, South Texas	\$150,000

VALID THROUGH DECEMBER 2020

STATE	MARKET	GFI
UTAH	Davis, Salt Lake, Summit, Utah, Weber Counties	\$150,000
	All Other Markets	\$100,000
VERMONT	All Markets	\$150,000
VIRGINIA	Northern Virginia	\$125,000
	Central Virginia (Richmond, Petersburg)	\$150,000
	Eastern Virginia (Norfolk, VA Beach, Newport News, Williamsburg)	\$125,000
	Lynchburg	\$100,000
	Western Virginia (Roanoke, Charlottesville)	\$125,000
WASHINGTON	King County	\$200,000
	Clark, Pierce, Snohomish, Thurston Counties	\$150,000
	All Other Markets	\$100,000
WEST VIRGINIA	Brooke, Doddridge, Hancock, Harrison, Marion, Marshall, Monongalia, Ohio, Preston, Taylor, Tyler, Wetzel Counties	\$100,000
	All Other Markets	\$150,000
WISCONSIN	Milwaukee	\$150,000
	All Other Markets	\$100,000
WYOMING	All Markets	\$100,000

TERRITORY	MARKET	GFI
PUERTO RICO	All Markets	\$150,000

MEXICO

STATE	MARKET	GFI
ALL	Mexico Territory	\$150,000

CANADA

PROVINCE	MARKET	GFI
ALBERTA	Calgary, Edmonton	\$175,000
	All Other Markets	\$150,000
BRITISH COLUMBIA	Vancouver	\$175,000
	All Other Markets	\$150,000
MANITOBA	Winnipeg	\$175,000
	All Other Markets	\$150,000
NEW BRUNSWICK	All Markets	\$150,000
NEWFOUNDLAND	All Markets	\$150,000
NORTHWEST TERRITORIES	All Markets	\$150,000
NOVA SCOTIA	All Markets	\$150,000
ONTARIO	Hamilton, Kitchener	\$150,000
	Ottawa	\$175,000
	Toronto	\$200,000
	All Other Markets	\$100,000
PEI	All Markets	\$100,000
QUEBEC	Montreal	\$200,000
	All Other Markets	\$150,000
SASKATCHEWAN	Regina, Saskatoon	\$175,000
	All Other Markets	\$150,000
YUKON	All Markets	\$150,000