



## **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 August 31, 2017.

## **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 than August 31, 2017**. 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, Senior Manager, SIOR Foundation, at [cnowak@sior.com](mailto: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**

**2017 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**

**2017 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, Foundation Manager, 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 *Professional 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 Senior Manager 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 August 31, 2017. Email all information to Corrine Nowak at [cnowak@sior.com](mailto:cnowak@sior.com). Fax letters of recommendation only, to 815.846.1657.**

Questions may be directed to: Corrine Nowak, Senior Manager, SIOR Foundation, at 202.449.8208 or [cnowak@sior.com](mailto:cnowak@sior.com).

SIOR Foundation  
David T. Houston Jr., SIOR Memorial Scholarship  
2017 Production Requirements - UNITED STATES

<b>State</b>	<b>Market</b>	<b>Production Requirement</b>
Alabama	Birmingham	\$150,000
Alabama	Fairhope	\$100,000
Alabama	Huntsville	\$100,000
Alabama	Mobile	\$100,000
Alabama	Montgomery	\$100,000
Alabama	Tuscaloosa	\$100,000
Alabama	All other markets	\$150,000
Alaska	All markets	\$150,000
Arizona	Phoenix Metropolitan	\$200,000
Arizona	Tucson Metro Area	\$150,000
Arizona	All other markets	\$150,000
Arkansas	All markets	\$100,000
California	Fresno	\$150,000
California	All other Northern California markets	\$200,000
California	Los Angeles/ Kern/ San Luis Obispo/ Santa Barbara/ Ventura Counties	\$150,000
California	Orange County	\$200,000
California	Riverside County - Coachella Valley	\$100,000
California	Riverside County - Victorville	\$100,000
California	Riverside County - All other markets	\$200,000
California	San Bernardino County	\$200,000
California	San Diego (Imperial and San Diego Counties)	\$200,000
California	Stockton	\$200,000
Colorado	Boulder/ Longmont	\$150,000
Colorado	Colorado Springs	\$150,000
Colorado	Denver Metro	\$150,000
Colorado	Ft. Collins/ Loveland	\$125,000
Colorado	Grand Junction	\$100,000
Colorado	Greeley	\$100,000
Colorado	All other markets	\$100,000
Connecticut	Bridgeport	\$100,000
Connecticut	Danbury	\$100,000
Connecticut	Hartford	\$150,000
Connecticut	New Haven	\$125,000
Connecticut	New London	\$100,000
Connecticut	Stamford	\$200,000
Connecticut	Waterbury	\$100,000
Connecticut	All other markets	\$150,000
Delaware	Kent, New Castle, Sussex Counties	\$150,000
District of Columbia	All markets	\$125,000
Florida	Brevard County	\$100,000
Florida	Broward County	\$175,000
Florida	Daytona Beach	\$100,000
Florida	Ft. Pierce/ Pt. St. Lucie	\$100,000
Florida	Gainesville	\$100,000
Florida	Jacksonville	\$150,000
Florida	Lakeland/ Winter Haven	\$100,000
Florida	Miami/ Dade County	\$175,000
Florida	Ocala	\$100,000

SIOR Foundation  
David T. Houston Jr., SIOR Memorial Scholarship  
2017 Production Requirements - UNITED STATES

<b>State</b>	<b>Market</b>	<b>Production Requirement</b>
Florida	Orlando	\$150,000
Florida	Palm Beach County	\$175,000
Florida	Pensacola/ Gulf Breeze	\$100,000
Florida	Sarasota/ Bradenton	\$100,000
Florida	SW Florida	\$100,000
Florida	Tallahassee	\$100,000
Florida	Tampa Bay Area	\$150,000
Florida	All other markets	\$100,000
Georgia	Atlanta/ Norcross/ Smyrna	\$200,000
Georgia	All other markets	\$150,000
Hawaii	All markets	\$150,000
Idaho	All markets	\$100,000
Illinois	Chicago Metro Area & County	\$175,000
Illinois	Moline & Rock Island	\$150,000
Illinois	All other markets	\$100,000
Indiana	Indianapolis Metro	\$175,000
Indiana	All other markets	\$100,000
Iowa	Des Moines	\$150,000
Iowa	All other markets	\$100,000
Kansas	Johnson County	\$150,000
Kansas	Wyandotte County	\$150,000
Kansas	All other markets	\$100,000
Kentucky	All markets	\$125,000
Louisiana	Baton Rouge	\$150,000
Louisiana	Lafayette	\$100,000
Louisiana	Lake Charles	\$100,000
Louisiana	Monroe	\$100,000
Louisiana	New Orleans	\$100,000
Louisiana	Shreveport	\$100,000
Louisiana	All other markets	\$150,000
Maine	All markets	\$150,000
Maryland	Baltimore	\$125,000
Maryland	Eastern Shore	\$100,000
Maryland	Northeast Maryland	\$100,000
Maryland	Western Maryland	\$100,000
Massachusetts	Berkshire, Franklin, Hampden, and Hampshire Counties	\$100,000
Massachusetts	All other markets	\$150,000
Michigan	All markets	\$150,000
Minnesota	Rochester	\$100,000
Minnesota	St. Paul/ Minneapolis	\$175,000
Minnesota	All other markets	\$150,000
Mississippi	Hattiesburg	\$100,000
Mississippi	Jackson	\$100,000
Mississippi	All other markets	\$150,000
Missouri	Clay County	\$150,000
Missouri	Jackson County	\$150,000
Missouri	Platte County	\$150,000
Missouri	St. Louis	\$150,000

SIOR Foundation  
David T. Houston Jr., SIOR Memorial Scholarship  
2017 Production Requirements - UNITED STATES

<b>State</b>	<b>Market</b>	<b>Production Requirement</b>
Missouri	All other markets	\$100,000
Montana	All markets	\$100,000
Nebraska	Lincoln	\$100,000
Nebraska	Omaha	\$150,000
Nebraska	All other markets	\$150,000
Nevada	Carson City	\$125,000
Nevada	Las Vegas	\$150,000
Nevada	All other markets	\$150,000
New Hampshire	All markets	\$150,000
New Jersey	Central New Jersey	\$200,000
New Jersey	Northern New Jersey	\$200,000
New Jersey	Southern New Jersey	\$150,000
New Mexico	All markets	\$150,000
New York	Albany	\$100,000
New York	Binghamton	\$100,000
New York	Bronx County	\$150,000
New York	Buffalo	\$100,000
New York	Corning/Elmira	\$100,000
New York	Dutchess County	\$100,000
New York	Ithaca	\$100,000
New York	Kings County	\$150,000
New York	Nassau County	\$150,000
New York	New York County	\$200,000
New York	Orange County	\$100,000
New York	Putnam County	\$100,000
New York	Queens County	\$150,000
New York	Richmond County	\$150,000
New York	Rochester	\$100,000
New York	Rockland County	\$100,000
New York	Suffolk County	\$150,000
New York	Sullivan County	\$100,000
New York	Syracuse	\$100,000
New York	Ulster County	\$100,000
New York	Westchester County	\$150,000
New York	All other markets	\$100,000
North Carolina	Asheville	\$100,000
North Carolina	Charlotte	\$150,000
North Carolina	Greensboro/ Winston-Salem	\$100,000
North Carolina	Greenville	\$100,000
North Carolina	Raleigh/ Durham	\$150,000
North Carolina	Wilmington	\$100,000
North Carolina	All other markets	\$100,000
North Dakota	Fargo	\$100,000
North Dakota	All other markets	\$150,000
Ohio	Akron	\$100,000
Ohio	Canton/ Massillon	\$100,000
Ohio	Cincinnati	\$125,000
Ohio	Cleveland	\$100,000



SIOR Foundation  
David T. Houston Jr., SIOR Memorial Scholarship  
2017 Production Requirements - UNITED STATES

<b>State</b>	<b>Market</b>	<b>Production Requirement</b>
Ohio	Columbus	\$100,000
Ohio	Dayton/ Springfield	\$100,000
Ohio	Toledo	\$100,000
Ohio	Youngstown/ Warren	\$100,000
Ohio	All other markets	\$100,000
Oklahoma	All markets	\$150,000
Oregon	Eugene/ Springfield	\$100,000
Oregon	Portland/ Salem	\$150,000
Oregon	All other markets	\$100,000
Pennsylvania	Harrisburg (Cumberland, Lebanon, Dauphin Counties)	\$150,000
Pennsylvania	Lancaster/ Reading/ York	\$100,000
Pennsylvania	Lehigh Valley	\$150,000
Pennsylvania	Northeast PA (Schuylkill, Lackawanna, Luzerne Counties)	\$100,000
Pennsylvania	Philadelphia	\$150,000
Pennsylvania	Pittsburgh Region	\$150,000
Pennsylvania	All other Western Pennsylvania markets	\$100,000
Rhode Island	All markets	\$150,000
South Carolina	Charleston	\$100,000
South Carolina	Columbia	\$100,000
South Carolina	Florence	\$100,000
South Carolina	Greenville/ Spartanburg	\$100,000
South Carolina	Hilton Head	\$100,000
South Carolina	Myrtle Beach	\$100,000
South Carolina	All other markets	\$100,000
South Dakota	Sioux Falls	\$150,000
South Dakota	All other markets	\$100,000
Tennessee	Chattanooga	\$100,000
Tennessee	Johnson City/ Kingsport	\$100,000
Tennessee	Knoxville	\$100,000
Tennessee	Memphis	\$100,000
Tennessee	Nashville	\$150,000
Tennessee	All other markets	\$150,000
Texas	Angelina/ Aransas/ Austin/ Bee/ Brazoria/ Burlison Counties	\$150,000
Texas	Atascosa/ Bexar/ Brooks/ Cameron/ Comal Counties	\$150,000
Texas	Austin	\$150,000
Texas	Bastrop/ Blanco/ Burnet/ Caldwell/ Concho/ Crockett/ Crane Counties	\$150,000
Texas	Beaumont	\$100,000
Texas	Calhoun/ Chambers/ Colorado/ Dewitt/ Fayette Counties	\$150,000
Texas	College Station	\$100,000
Texas	Corpus Christi	\$100,000
Texas	Coryell/ McLennan	\$100,000
Texas	Dallas/ Collin/ Tarrant	\$200,000
Texas	Denton/ Rockwall	\$200,000
Texas	Dimmit/ Duval/ Edwards/ Frio/ Guadalupe Counties	\$150,000
Texas	Ector/ Midland	\$100,000
Texas	El Paso Metro Area	\$150,000
Texas	Galveston/ Goliad/ Gonzales/ Grimes/ Hardin Counties	\$150,000
Texas	Gillespie/ Hays/ Irion/ Kimble/ Llano/ Mason/ McCulloch/ Menard Counties	\$150,000

SIOR Foundation  
David T. Houston Jr., SIOR Memorial Scholarship  
2017 Production Requirements - UNITED STATES

<b>State</b>	<b>Market</b>	<b>Production Requirement</b>
Texas	Grayson	\$150,000
Texas	Henderson/ Smith	\$100,000
Texas	Hidalgo/ Jim Hogg/ Kendall/ Kenedy/ Kerr/ Kinney Counties	\$150,000
Texas	Houston: Harris, Fort Bend, Montgomery Counties	\$200,000
Texas	Hunt County	\$150,000
Texas	Jackson/ Jasper/ Jim Wells/ Karnes/ Kleberg Counties	\$150,000
Texas	Johnson/ Ellis	\$150,000
Texas	Kaufman County	\$150,000
Texas	Laredo	\$150,000
Texas	LaSalle/ Maverick/ McMullen/ Medina/ Real/ Starr Counties	\$150,000
Texas	Lavaca/ Lee/ Liberty/ Live Oak/ Mata-Gorda/ Milam Counties	\$150,000
Texas	Lubbock	\$100,000
Texas	Newton/ Orange/ Polk/ Refugio/ San Jacinto/ San Patricio Counties	\$150,000
Texas	Parker/ Hood	\$150,000
Texas	Potter/ Randall	\$100,000
Texas	Reagan/ San Saba/ Schleicher/ Sutton/ Tom Green/ Travis Counties	\$150,000
Texas	Rio Grande Valley (Brownsville, Harlingen & McAllen)	\$100,000
Texas	San Antonio	\$150,000
Texas	Taylor	\$100,000
Texas	Temple	\$100,000
Texas	Trinity/ Tyler/ Victoria/ Walker/ Washington/ Waller/ Wharton Counties	\$150,000
Texas	Upshur/ Greg/ Harrison	\$100,000
Texas	Upton/ Ward/ Williamson Counties	\$150,000
Texas	Uvalde/ Valverde/ Webb/ Willacy/ Wilson/ Zapata/ Zavala Counties	\$150,000
Texas	Wichita/ Archer	\$100,000
Texas	Wise/ Fannin/ Cooke	\$150,000
Texas	All other markets	\$100,000
Utah	Salt Lake/ Weber/ Davis/ Summit Counties	\$125,000
Utah	All other markets	\$100,000
Vermont	All markets	\$150,000
Virginia	Central VA (Richmond, Petersburg)	\$150,000
Virginia	Eastern VA (Norfolk, VA Beach, Newport News, Williamsburg)	\$125,000
Virginia	Lynchburg	\$100,000
Virginia	Northern Virginia	\$125,000
Virginia	Western VA (Roanoke, Charlottesville)	\$125,000
Washington	King County	\$200,000
Washington	Pierce/ Thurston Counties	\$150,000
Washington	Snohomish County	\$150,000
Washington	All other markets	\$100,000
West Virginia	All markets	\$150,000
Wisconsin	Milwaukee	\$150,000
Wisconsin	All other markets	\$100,000
Wyoming	Lincoln County	\$100,000
Wyoming	Sublette County	\$100,000
Wyoming	Sweetwater County	\$100,000
Wyoming	Teton County	\$100,000
Wyoming	Uinta County	\$100,000

SIOR Foundation  
David T. Houston Jr., SIOR Memorial Scholarship  
2017 Production Requirements - CANADA

<b>Province</b>	<b>Market</b>	<b>Production Requirement</b>
Alberta	Calgary	\$175,000
Alberta	Edmonton	\$175,000
Alberta	All other markets	\$150,000
British Columbia	Vancouver	\$175,000
British Columbia	All other markets	\$150,000
Ontario	Hamilton	\$150,000
Ontario	Kitchener	\$150,000
Ontario	London	\$100,000
Ontario	Ottawa	\$100,000
Ontario	St. Catharine/ Niagara	\$100,000
Ontario	Toronto	\$200,000
Ontario	All other markets	\$100,000
Manitoba	Winnipeg	\$175,000
Manitoba	All other markets	\$150,000
New Brunswick	All markets	\$100,000
Newfoundland	All markets	\$100,000
Northwest Territories	All markets	\$150,000
Nova Scotia	All markets	\$100,000
Prince Edward Island	All markets	\$100,000
Quebec	Montreal	\$175,000
Quebec	All other markets	\$100,000
Saskatchewan	All markets	\$150,000
Yukon	All markets	\$150,000