

Special points of interest:

- **Trips:** Colorado fantastic, Cancun bust, Grand Canyon unbelievable!
- Johnny, Heather & Alex gearing up for 150 mile bike ride
- Alex & friends "living the dream"



Inside this issue:

Notable Trips & Visits 2

Grand Canyon 2

Tribute to Dad 3

MS150 (Redux) 3

Happy Holidays 4

Iorillo Insights

An Annual Holiday Publication

Volume 11, Issue 1

December 15, 2008

Return to Colorado

While we've usually visited Colorado in the fall (off season), this year we changed it up a bit and decided to experience spring (off season) and we're so glad we did.

We spent two weeks beginning Memorial Day weekend, the first in Aspen and the second in Vail Valley, both around 8k elevation with surrounding hiking going up to ~11k+.

We had such a great time! We went whitewater rafting on an all Class IV course, nearing capsized only once; we hiked some beautiful trails, getting caught in a rain/hail/snow storm only once; we took a ride on the ski-lift in Beaver Creek; we had a really nice time visiting Johnny's family and enjoying downtown Denver, including

an Italian street art festival (La Piazza dell' Arte—www.larimerarts.org); and we attended an incredible air show at a regional airport that Johnny's cousin manages.

In addition to all that, we generally relaxed, caught some movies, ate at some great restaurants, did some shopping, and thoroughly enjoyed ourselves. We highly recommend this time of year and already have next year booked!



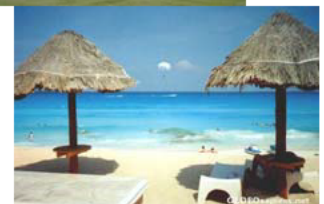
Johnny & Heather geared up and getting instruction (above); Over the falls! (left); Johnny hiking in Vail (far left); Heather hiking in Aspen (below)



Cancun, Mexico

We attempted a new spot in Mexico this October. Unfortunately, we assumed, based on past experience, that October would be good weather...what we failed to recognize was that (had we actually referenced a map) Cancun and our past travels are on two entirely different coasts...and the weather on the gulf coast in October is...well, suffice it to say "somewhat less

than desirable". The resorts were nice and we managed to eat some really good meals, but unfortunately saw absolutely ZERO sun for two weeks and even opted for an early departure it was so torrential! But it was still vacation, so how bad could it be, right?! We understand Cancun has some ruins and beautiful beaches (right), had we been able to see them!





Todd Iorillo & Heather, taking a quick break from food preparations to pose

"We sat at this point & let our eyes wonder across the canyon. All worries seeped away into the stony stillness & there was silence."

Other Notable Trips & Visits

Though not for reasons we'd wish (pg3), we spent much of Q1&2 traveling to OH, making 4 trips a piece between Xmas and Mother's Day. Despite the impetus, we thoroughly enjoyed our time with long-lost family and friends during our visits.

April—Heather and her Father met up in Naples, FL to do some property maintenance on their condo, simultaneously enjoying a nice visit with John's Aunt/Uncle.

November—Heather's mother & husband, John's mother, brother & sister-in-law, all experienced a nice fall gathering in AZ, timed to celebrate several family birthdays. The weather was perfect and it was fantastic to have some of John's family visit us for the first time since we've been out here! We're hoping it's an annual event now!



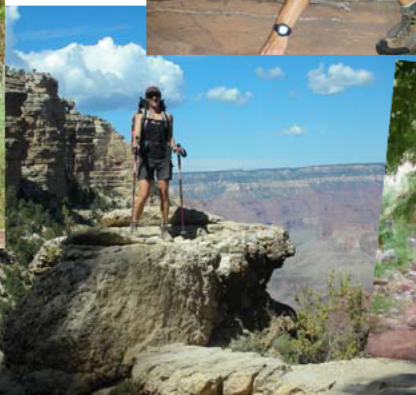
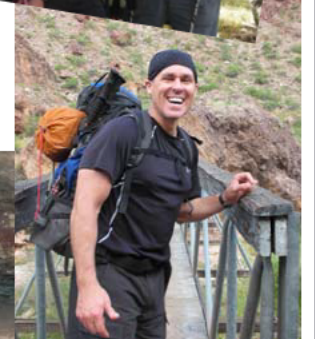
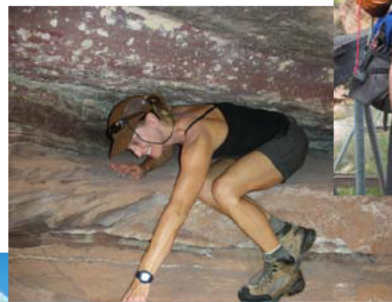
Hiking the Grand Canyon Rim-to-Rim

It was supposed to be a 60th birthday celebration for Heather's father in fall 2007, but hip replacement surgery postponed it until 2008, so 60 was celebrated "better late than never".

We made the ~25 mile rim-to-rim hike beginning on the North Rim Kaibob Trail and ending on the South Rim Bright Angel Trail over the course of two nights and

three days in late September. Yep, for all ye non-believers, "Princess Johnny" CAMPED! And lived to tell about it!

Minus a week's worth of sore muscles, everyone did fantastic and had a great time with unbelievable scenery...truly an amazing experience!



A Tribute to John Iorillo, "Dad"

As most of you know by now, we had the unfortunate experience of losing John's father early this year.

After scheduled surgery to repair a leaking heart valve, subsequent complications kept Dad in ICU for nearly 30 days, where he seemed to be recovering, gradually eliminating machines and medications. However, after approximately four weeks, an infection developed and within 24 hours, took him from us.

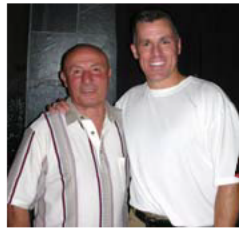
He left behind a wife of 43 years, three beautiful children and their spouses, six wonderful grandchildren, and a lifetime of memories to be cherished.

Johnny did a wonderful job at the eulogy, sharing classic "Dad" stories that the kids reminisced prior to the ceremony, bringing much needed laughter to a very difficult time. Not long after his passing, Dad continued to keep us in stitches as we learned of another classic.

It turns out he was in charge of replenishing Mom's wine, always securing \$100 from her and never returning with change. Mom, of course, assumed that was the approximate cost...until Todd took over...he returned with ~\$30 in change...hmmm...

Further investigation revealed not only was he "up-charging" her, he was

John Iorillo
09/24/44—01/29/08



"over-stocking" too, telling her she needed wine, when in fact, she still had plenty in the cupboard, all just to pocket the extra \$30/ trip in spending cash! It was so "typical Dad", we couldn't stop laughing.

While inventory management may not have been his strong suit, leaving a legacy of love and laughter was. He will be eternally missed.



2009 MS Bike Ride—Redux

Unfortunately, our plan to ride in the 2008 MS Bike Ride was unexpectedly altered by our family matters and travels, so we're training hard for March 2009.

See right for a typical weekend training ride, which includes 30—50 miles of biking, the first half all up hill, with 50lbs of dog and trailer behind us; potty breaks necessary! Sometimes we even add a little hiking in the middle, just to shake things up!

We both have had personal family members or friends who have suffered from this horrible disease. That's why the fight to cure multiple sclerosis is so important to us and our families.

The event, all 150 miles of it, happens this spring in Florence, AZ and we're shamelessly soliciting team members and donations.

Please visit our website at www.bikeaza.nationalmssociety.org (search for participant "Iorillo") for more information, to join our team, or to donate to this very important cause. We appreciate your support!



Alex & Daddy
(above) Alex & Mommy (right)



Heather spent the first half of 2008 keeping up with hectic family travels, doing a little consulting, and continuing to enjoy semi-retirement. Reality set in around August though and Heather began consulting full-time for two very different clients. One is a beautiful, brand new 16,000 sqft pet resort (www.secondhomepetresort.com) where she has helped with a variety of business activities, including financial and operational set-up. The other client is a local public accounting firm (www.sw-cpa.com) where Heather tackles various operational and financial projects. So far, lots of fun and challenge (the latter mostly being resuming the 3am workout schedule she so desperately did not miss!).

Johnny continued as President of WestStone (www.weststoneproperties.com) throughout 2008 while the Company rode the real estate market waves that hit us all so hard. He's been challenged with everything from grand openings, mayoral events, and lots of PR early in the year to daily construction woes and, of course, the inevitable credit market impact. 2009 will likely continue to keep him as busy as 2008.

Alex enjoyed Mommy's semi-retirement for the first half of 2008, engaging in lots of play dates with friends (Pictured below: Aspen, Augusta, Jesse, Luna, Murphy with Alex). At times it seemed like we had opened up Doggie Day Care! But, all good things must come to an end, as they say, and now that both Daddy **and** Mommy are working hard again, Alex enjoys real Doggie Day Care a couple of days a week to keep her from going stir crazy until she can venture out on weekend bikes/hikes.

We hope 2008 has been good to you and 2009 brings you much happiness and success...Happy Holidays!

—Love, Johnny, Heather, & Alex

It's a Dog's Life...

