



CENTRAL FLORIDA CHAPTER NEWS

December 2007 – January 2008

Volume 1: Issue 6

President's Message: Moses L. Salcido



As the year comes to a close, I'm proud to applaud the efforts of those who committed their time, talent and energy

to help our local NAIOP chapter achieve its key 2007 goals. Most recently, our annual Rumble Food and Wine Festival was a huge success allowing our chapter to meet and exceed its

annual funding commitment to the UCF School of Real Estate. While we are pleased to have met our chapter's financial obligations, we are also focused on making sure our region continues to thrive even in the midst of the current national economic slowdown. The unprecedented growth and success in the real estate sector does not come without some future challenges. Sometimes those challenges are intolerable thus

keeping development in balance with demand, specifically that of the office and industrial sectors. However, Central Florida is still and will likely continue to be a highly desired market due to job and population growth. Invariably, the market will adjust in dealing with challenges, including rising costs of insurance, impact fees, concurrency, and property taxes.

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Save the Date

- Come help celebrate NAIOP's outstanding accomplishments in the commercial real estate industry **February 28, 2008** at the *Ports of Call, SeaWorld*. This year, new award categories have been created, and the submission deadline is **January 15, 2008**. Submission forms and other detailed information about the event will be posted on the NAIOP Web site: www.naiopcfl.org

- NAIOP Golf Tournament, **April 4th, 2008** at *ChampionsGate*

EZ Does It: Incentives to Help Your Business

Created in 1995, Orange County's Enterprise Zone Program provides tax incentives and benefits to businesses investing in designated redevelopment areas. Orange County has two Enterprise Zones. The Orange County Enterprise Zone includes portions of the Town of Eatonville, the City of Orlando, and unincorporated Orange County. The South Apopka Enterprise Zone includes portions of the City of Apopka and the unincorporated communities of South Apopka and Zellwood. Businesses can qualify for Enterprise Zone Program incentives when they create new jobs, renovate their property, buy new equipment or expand their business. There are five incentive categories: State Sales, Job Tax Credit, Property Tax Credit, Community Contribution Tax Credit, and Child Care Business Property Ad Valorem Tax Exemption. Enterprise Zone incentives can help businesses offset relocation, expansion and renovation costs. In return, investments made by these businesses help to create jobs, renew properties, and improve the general economic well-being of Enterprise Zone communities. If you would like more information about the Enterprise Zone Program, contact **Luis Nieves-Ruiz** at 407-836-5600.

Thank You

Many thanks to the Rumble Food and Wine Festival Chair, **Beverly Currin** of VOA Associates, and **Libby Wingard** of Spectra Contract Flooring. Our



chapter raised nearly \$43,000 including \$15,000

raised through the auction of the UCF EMBA! **Taurus Southern Investments, LLC** was the Title Sponsor for the event. Thanks for the generous support and all of the hard work!

Watch for the 2008 Membership Directory and the data sheet for members to review and update.

Central Florida Chapter

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Announcements & Story Ideas

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NAIOP



Tilt-Con Corporation has received three 2008 Tilt-Up Achievement Awards by the Tilt-Up Concrete Association (TCA). The projects include: Deerfield Beach Mitigation Operations Center, Highland Oaks III and PBCC Humanities & Technologies. All projects will be highlighted in the 2008 Tilt-Up Achievement Awards Video, which will be debuted at the Annual Meeting and Awards event in Las Vegas on January 24, 2008. With 2007 revenues totaling \$90 million, Tilt-Con Corporation was also

recently ranked as the fifth fastest-growing privately-held company in Central Florida by *Orlando Business Journal*.



Where Commercial Real Estate Comes Together



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NAIOP

David L. Evans, Jr., Associate with Baker & Hostetler, LLP, was elected to the board of directors of the National Association of Industrial and Office Properties (NAIOP), Central Florida Chapter. Evans is a member of the firm's Business Group with emphasis on commercial leasing transactions. Welcome David!



Evans



Winkler

HuntonBrady Architects is pleased to announce that Sandy Winkler, CPSM, Director of Marketing, has been appointed to the Advisory Board of Orlando's A Gift For Music. Congratulations Sandy!

Named last year among Florida Real Estate Journal's Top Women in Florida Commercial Real Estate, Mary Hurley, CCIM, RPA, real estate and leasing manager for Orlando-based Pineloch Management Corporation, presented a white paper titled "Valuing Vacancy - How to Factor Unleased Space Into its Highest Value" at NAIOP National's Business Park Development Forum held recently in Atlanta.



Hurley

The Central Florida NAIOP Chapter has issued a Call for Entries for its 2007 "Best of the Best" Awards recognizing top local commercial real estate professionals and developments. The deadline for entries is January 15, 2008. Categories include: Developer of the Year, Outstanding Industrial Development, Outstanding Office Development, Outstanding Mixed-Use Development, Outstanding Business Park, Outstanding Flex Development, Green Building Award, Industrial Broker of the Year, Office Broker of the Year, Investment Broker of the Year, Land Broker of the Year, Largest Deal, Most Unique Deal, Rookie of the Year, Associate Member of the Year, President's Award and Lifetime Achievement Award. The awards will be presented at the 12th Annual "Best of the Best" Awards Gala on Thursday, February 28, 2008 at SeaWorld Ports of Call. Entry Forms are available at www.naiopcfl.org. For additional information, call the NAIOP office at 407-810-7324.

Clancy & Theys Construction Company Relocates



The Orlando-based Florida Division of Clancy & Theys Construction Company has relocated its offices to 7308 Greenbriar Parkway in the Sand Lake West office complex. Citing an abundance of new projects and a record 70 employees, Pete Pace, Florida Division CEO, said the move was necessary to accommodate future growth. The company's Florida Division has been in operation since 1991 and specializes in construction management, design/build and general contracting for the commercial, municipal, distribution, education and resort markets.

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Adjustments might include rising rents, tempered speculative development, economic incentives and mixed-use development. Furthermore, another trend having gained much steam, and rightfully so, is the concept of "green development" or design and materials that leverage the natural benefits of the environment. Of course, there are always threats that can compromise the trends and excitement of Central Florida's strengthening economy. The most threatening is Hometown Democracy, better known as the "vote for every-thing" initiative.

This action, if passed, will require average citizens to vote on the thousands of comprehensive land use changes our elected officials review every year. This could possibly be the biggest threat to our local economy. Floridians for Smarter Growth, endorsed by NAIOP Florida, is our way of educating our citizens and preventing one of the most outlandish special interest initiatives ever placed on a Florida ballot. Please be sure to stay apprised of these trends and threats by participating in the many luncheons and networking opportunities available through our local Central Florida NAIOP chapter.

Thank You!

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