



Where Commercial Real Estate Comes Together



## CENTRAL FLORIDA CHAPTER NEWS

June—July 2007

Volume 1: Issue 4

### President's Message: Moses L. Salcido



As we approach the midway point of 2007, we find ourselves in the midst of many exciting and positive results for our growing region, as well as, many initiatives and issues yet to reach a conclusion. The recent City of Orlando Commission vote approving the three City/County venues for Performing Arts, Arena and renovated Citrus Bowl are clearly steps that will continue to define Orlando as a

top choice for business investment and expansion. Examples of this are the Burnham Institute at Lake Nona and Darden's corporate campus at Southpark. We are also pleased to announce the positive results of the State's growth management bill assessing future versus previous growth impacts when assessing concurrency requirements. There is still much work to be done, including insurance costs, real estate taxes and Hometown Democracy. These aspects are critical to the region in order to con-

tinue its national ranking as a top tier City. NAIOP of Florida leaders are preparing to participate in "insurance roundtable" discussions at the Capitol as efforts to maintain the health of commercial real estate. On behalf of Central Florida NAIOP, we thank you for your support and look forward to more positive news on the health and vitality of the commercial real estate market. Hope to see you soon at many of our exciting upcoming events this summer!

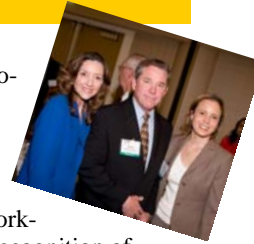
### Mayor Buddy Dyer Speaks at Luncheon

A large turnout of more than 200 NAIOP Central Florida Chapter members and guests attended the recently held "City of Orlando Economic Update" featuring Orlando Mayor Buddy Dyer. The event also featured speakers from the Office of Economic Development and the Downtown Development Board. Tilt-Con Corporation worked closely with NAIOP's PR and Marketing Committee, Terry Delahunty and city officials in organizing this event and welcoming the Mayor.



### NAIOP Future Leaders (NFL) Committee is Off and Running!

Chaired by NAIOP board member Sandy Winkler of HuntonBrady Architects and Co-chair Christina Dixon of DRMP, the group's mission is to develop young NAIOP members into future leaders of Central Florida's commercial real estate community by providing educational, networking, service and business opportunities. In recognition of the inaugural NFL Committee, we would like to acknowledge active members in the NFL: Rich Browning, NAI Realvest; Anna Bungart, Vicari Realty; Christina Dixon, DRMP; Rachel Edwards, Edwards Construction; Erik Lembcke, Island Capital; William Lenihan, Vanson Enterprises; Curtis Lipsey, MACTEC; and Trey Vick, Mercantile Bank. The next NFL Committee meeting is on June 27th at 8:30 a.m. at HuntonBrady Architects. Membership on the NFL Committee is open to all members who are age 35 and under. The focus of this event will be on education, and attendance is limited. There will also be an NFL educational program held in August. If you would like to volunteer in any capacity to assist with the August program (date and location pending), please contact Sandy Winkler at 407-839-0886.



### NAIOP Calendar

**June 28:** Legislative Update  
Sheraton Orlando Downtown,  
11:30 a.m.-1:00 p.m.

**July 26:** Luncheon/Program  
Time and Location TBA

**August 23:** Mid-Year Forecast and Tradeshow in a Bag  
Sheraton Orlando Downtown,  
7:30 a.m.- 9:30 a.m. Breakfast will be served

**September 27:** Developing Places, Not Spaces  
Sheraton Orlando Downtown,  
11:30 a.m.-1:00 p.m.

**October 25:** 10<sup>th</sup> Annual Rumble in the Jungle, Silent Auction.  
Time and Location TBA

**November:** Texas Hold'em  
Time and Location TBA

Lamm & Company Partners is working on more than 100,000 square feet of high-end office space valued at \$10 million in their Pre-construction Division. This includes several projects in Maitland, one in Avalon Park and Winter Park.

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### Announcements & Story Ideas:

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### NAIOP Briefs:

• Tilt-Con Corporation has completed the new 138,547-square-foot design-build Coral Springs Honda Automall and 4-level

parking deck located at 9350 West Atlantic Boulevard, Coral Springs, FL. Selected for its unrivaled performance and speed of execution, Tilt-Con utilizes its economical multi-story system for tilt-up concrete walls. Ranked as Florida's largest tilt-up concrete constructor by Southeast Construction magazine, Tilt-Con's scope of work included foundations, slab-on-grade, tilt-up concrete wall panels and elevated decks.



TILT-CON 20  
CORPORATION



North Elevation



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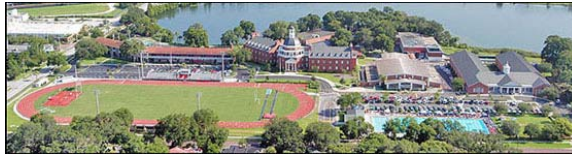


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### NAIOP Briefs:

#### • WELBRO Building Corporation has

been selected as the General Contractor for the Harriett Coleman Center for the Arts at Lake Highland Preparatory School.



The building will consist of a proscenium theatre with balcony, a black box theatre, three-level lobby with gallery spaces, state-of-the-art acoustics and lighting and much more. The project is slated for completion on June 1, 2008.

• **Taurus Southern Investments, LLC**, announced that Infrasaft, Inc. has occupied 18,800 square feet of space at Taurus Southern's new 75,000-square-foot Challenger South Phase II flex-tech building at Central Florida Research Park in Orlando, FL. Taurus Southern's Jeff K. McFadden, SIOR, Managing Partner, and Heidi C. Adams, Director of Leasing, represented landlord Taurus Southern in the 6-year lease transaction. Citing very strong demand, McFadden said Taurus Southern continues to expand its portfolio to accommodate the growing number of tenants moving into Central Florida Research Park.



McFadden Adams

• David J. Patten, CMB, of **Commercial Mortgage Advisors (CMA)** is pleased to announce the closing of the following three loans: a \$7,920,000 loan for Sienna Gardens, an existing 36,200 square foot multi-tenant office building; a \$5,400,000 loan for Hacienda Village, a 440 unit mobile home community; and a \$10,080,000 mini-perm loan for International Shoppes, an existing 72,852 square foot multi-tenant shopping center. All three projects are located in MetroWest.

• Joel A. Ivey, **President of Ivey Planning Group, LLC** has been elected as the 2007-2009 Volusia County Association for Responsible Development (VCARD) Chairman. Mr. Ivey has been an active member in VCARD since 1986.

## Winner Enjoys Guided Fishing Trip

When Carol Tanner of REMAX 200 Realty Commercial Division discovered she was the winning bidder for the Mosquito Lagoon Guided Fishing Trip at NAIOP's past Rumble in the Jungle event, she was excited. She immediately invited her husband Robert and David Patten of **Commercial Mortgage Advisors**, who sponsored the trip. "We went out of Oak Hill and had a phenomenal day on the water," says Carol. "We were pampered by a guide who was attentive to every aspect of our fishing trip and we were successful in bringing home red fish and a huge sea trout." The Rumble in the Jungle / CMA - sponsored trip strikes again. Watch for this year's CMA auction event ahead! "I love this event," says David. "Every time I'm in a boat, I'm having a good time. And when you get to fish and tie it with NAIOP, it's a big bonus."



## Welcome New Members!

\*Jerry Geyer, *First Quality Roofing Services, Inc.* \*Fay Paquette, *Paquette Development Group*  
\*Thomas P. Wert, *Roetzel & Andress, LPA* \*Daxenos Lamont Williams, *Leasco Management*  
\*Jennifer S. Young, *Realty Capital Advisors, Inc.* \*Phillip Hollis, *C & S Engineers, Inc.*  
\*Donald A. Horne, *AccuMap Surveying, LLC* \*Rodney Hughes, *Metro Orlando Economic Development Commission* \*Rich Shannon, *Williams Company Management Group* \*Mary E. Sharpe, *City of Cocoa, Florida* \*Paul Wolbert, *U.S. Lawns*

### Thank You!

#### Gold Sponsorships



#### Silver Sponsorships

- Attorneys' Title Insurance Fund, Inc.
- BB&T
- Cushman & Wakefield of Florida, Inc.
- Freese Construction Company
- Greenberg Traurig, PA
- Grubb & Ellis / Commercial Florida
- Hardin Construction Company
- Hoar Construction, LLC
- McCree, Inc.
- Metro Orlando EDC
- Taurus Southern Investments, LLC
- Terracon Consultants, LLC
- Universal Engineering Sciences