



Where Commercial Real Estate Comes Together



CENTRAL FLORIDA CHAPTER NEWS

September – October 2007

Volume 1: Issue 5

President's Message: Moses L. Salcido



Summer is coming to an end but the heat is still on! Over-heated might be more accurate with the current liquidity crisis as top news locally and nationally. This is not necessarily good news for all but does tend to purge non-fundamental real estate practices. This purging, while painful, will likely result in economic equilibrium for output and sustainable growth.

Times such as these lead to "doing nothing" or "developing a new strategy" with reliance on the premise that our region will land softer than most others.

So, with the changing winds and increased heat, your Central Florida NAIOP chapter was honored to present in August our economic forecast with four seasoned professionals, Russ Blackwell, Cal-East; Bill Owens, Real Estate Research Consultants; Dr. Sean Snaith, UCF Economics; and Richard Strader, Prologis. The consen-

sus view from these experts left us feeling pretty good about the future health of our local economy.

As mentioned earlier, a "do nothing" strategy is not an alternative, especially for those wanting to be part of the exciting growth projected by most experts. Rest assured, your Central Florida NAIOP chapter is not sitting on the sidelines and is very cognizant of current trends and issues affecting our local

continued on pg. 2



Rumble Food & Wine Festival

**October 18, 2007
Winter Park
Farmer's Market**

The annual Rumble is quickly approaching and this year's event promises to pack a lot of punch! With a new "Food & Wine" theme, NAIOP has partnered with several local restaurants allowing our members and their guests to sample an array of divine foods and a vast variety of wines. Everyone will be able to enjoy food and wine as they listen to live music and peruse the numerous silent auction tables. Please join us for an evening of fun while raising funds to benefit the Jim Heistand/NAIOP Endowed Eminent Scholar Chair for the UCF School of Real Estate.

Commercial Real Estate Forum Completes Reorganization

Under the leadership of the Central Florida Commercial Association of REALTORS®, Commercial Real Estate Forum of Central Florida Co-Chairs David Patten, CMB, of Commercial Mortgage Advisors John Crossman, CCIM of Crossman & Co. and Public Affairs Chairman Gary Kreisler, Vice President of BRPH Companies, Inc., announce the reorganization of the Presidents' Council. The mission of the Presidents' Council is to convene the leadership of Central Florida's real estate related associations, thereby creating a forum for the facilitation of local, state and national action that positively affects the smart growth of the region, as well as the sharing of resources and ideas that will allow member associations to become more efficient and effective in accomplishing their goals.

NAIOP

- A recognized leader in **GREEN** construction, Tilt-Con Corporation has worked on numerous LEED-certified projects, including the new Boca Village Corporate Center, Ecoplex at Centerpark West Office Building, and the Broward County South Regional Library. In addition, Tilt-Con Corporation received a prestigious Eagle Award in the 2007 ABC Excellence in Construction Awards Competition held by the Associated Builders and Contractors. Signifying ABC's highest honor, Tilt-Con received the award for its work at the University of South Florida's Crosley Campus in Sarasota.



NAIOP Calendar

NAIOP Calendar:

Rumble Food & Wine Festival
October 18, 2007
Winter Park Farmer's Market
6:00 p.m. - 9:00 p.m.

November Luncheon
Diversity Program
November 8, 2007
Sheraton Downtown- Ivanhoe

December Luncheon
Holiday Party
Bring a toy to be donated to the Parramore Kidz Zone Program
December 13, 2007
Sheraton Downtown- Ivanhoe

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

Central Florida Chapter
3956 Town Center Blvd.
Suite 116
Orlando, FL 32837
Ph: (407) 810-7324
Email: Cheryl@naiopcfl.org
www.naiopcfl.org

Announcements & Story Ideas

Contact: Ioana Good
Tilt-Con Corporation
1003 Orienta Avenue
Altamonte Springs, FL 32701
Ph: (407) 834-8458
Fax: (407) 834-6881
Email: ioanag@tilt-con.com



Where Commercial Real Estate Comes Together



CENTRAL FLORIDA CHAPTER NEWS

NAIOP

- Altamonte Springs-based Tri-City Electrical Contractors, Inc. completed \$2 million of work at the luxurious new 2-building, 10-story Ventana mixed-use development in Tampa, FL, under its contract with Hardin Construction.
- Founding partner and CEO Walter K. Juergensen of Aagaard-Juergensen, an Orlando-based general contracting firm, has retired after 37 years with the firm. Mr. Juergensen along with Robert Aagaard, who retired in 1984, started the company in 1970.
- Altamonte Springs-based Tri-City Electrical Contractors, Inc. is nearing completion on \$500,000 of work at the new 216,000-square-foot TC Madison Distribution Facility and Showroom in Tampa, FL, under its contract with R.R. Simmons Construction Corp.
- Orlando-based Mechanical Services, Inc. (MSI) completed over \$1 million of heating, ventilation and air conditioning work at the new 135,000-square-foot Osceola County Partin Settlement Government Center located at 2501 East Irlo Bronson Memorial Highway in Kissimmee, FL, under its contract with Balfour Beatty Construction.
- The National Association of Industrial and Office Properties (NAIOP) has adopted a Sustainable Development Policy encouraging the use of "green" development practices and will host a national conference titled "DevelopGREEN: Sustainable Solutions for Commercial Real Estate" in March 2008. In recognition of the positive impact that sustainable development has on the environment and the properties its members create, NAIOP's policy urges the intelligent use of energy, materials and other resources through usage of every cost-effective, sustainable strategy available.



Juergensen



Patten

CMA Closes Over \$8.3 Million in Loans

David J. Patten of Commercial Mortgage Advisors (CMA) is pleased to announce the closing of the following loans: \$1,912,000 Land Loan for Flagship Development Gated Townhome Community, Osceola County, FL; \$1,887,500 Land Loan for Magnolia Professional Building Condominium Office, Celebration, FL; \$3,270,000 Permanent Financing for Mandarin Shoppes, Jacksonville, FL; and \$1,313,000 Permanent Financing for Elite Suites, Orlando, FL.

President's Message: Moses L. Salcido

Continued from pg. 1

economy and working to ensure that our region is attuned to how growth impacts us on a number of fronts, thus being stewards of smart growth verses no growth. Your national, state and local chapters of NAIOP need your support in addressing one of the biggest issues threatening to shut down our plans for smart growth. I'm referring to the potential impact of Florida Hometown Democracy (aka government by referendum) on our region. Please support NAIOP by becoming familiar with this threat, as well as, NAIOP's stance on the issue "Florida Hometown Democracy - Right Problem, Wrong Solution" and continue to prove that NAIOP is the forum of choice

for smart and sustainable growth. You can help by taking time to visit NAIOP.org to get better acquainted with the threats posed by Florida Hometown Democracy. Please visit the link below for more details and endorse the statement referenced here: <http://flssmartergrowth.org> and vote no on Florida Hometown Democracy, the Vote on Everything Amendment! I hope to see you at this year's Rumble Food and Wine Festival on October 18th at Winter Park Farmers Market. Sincerely, Moses L. Salcido 2007 President NAIOP Central Florida

Thank You!

2007 Gold Sponsors



2007 Silver Sponsors

- 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