

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
CENTRAL FLORIDA CHAPTER

UPDATE

February 2016

A Message from the Chapter President

Hello Everybody!

We held our 2015 Chapter Sponsor appreciation event last week and if you were there and I didn't get a chance to thank you personally, I would like to take this opportunity to say thank you. Your support helped our Chapter achieve another successful year. We were able to follow our vision of providing quality and timely programs and events, and provide value to our members. And it really helped make my term as President in 2015 much less stressful and way more fulfilling.

Thank you also to all of our 2016 Chapter Sponsors! We had an overwhelming number of companies return and added seven new companies as sponsors. Please check out their logos on our home page.

We are bringing back the Development Spotlight program this year, beginning in February with a tour of the new Voxx/Hirschman International Headquarters. I've heard great things about this project and can't wait to see their finished facility and operations. We plan on doing a few more spotlight programs this year, so if you have a development that you would like to showcase, please get in touch with Shannon or me.

I also want to thank all of you who submitted for the Best of the Best Awards this year. We have some exciting entries and I am looking forward to seeing everyone at the Awards Gala on March 3rd at the Alford Inn.

Our 2016 Board of Directors will officially take over at the Awards Gala. Check out our website on March 4th for a complete list of this year's Executive Board and our Board of Directors.

Lee McNeil
Williams Company
2015 Chapter President



UPCOMING EVENTS

February 11th
5:30-7:00PM

**Developing Leaders hosted
Happy Hour to benefit
Feeding Children
Everywhere**
Ember

REGISTER NOW

February 18th
7:45-9:45AM

**Development Spotlight:
VoxxHirschmann
International HQ**

REGISTER NOW

Thursday, March 3rd
5:30-7:45PM

**Best of the Best
Awards Gala**
The Alford Inn

REGISTER NOW

Thursday, March 17th
11:30AM-1:00PM

Lunch Program
Citrus Club

Details coming soon!

For information on all Chapter
committee meetings & events, visit
www.naiopcfl.org.



GrowthSpotter is Orlando Sentinel Media Group's newly launched business intelligence website and digital newsletter designed to give you a competitive edge in the Central Florida market. We offer news of the major projects transforming the landscape, including residential, commercial, tourism, public works and industrial projects, as well as news of the people and companies participating in the area's growth. As a member of NAIOP you are eligible to receive this special discounted promotion from **GrowthSpotter**. Learn more...

Program Recap: The Evolution of Port Canaveral

Thank you to our program sponsors and everyone that attended the January 21st program on Port Canaveral! If you missed the luncheon, you can view the presentation on the homepage of our website.



Development Spotlight: VoxxHirschmann International HQ

Thursday, February 18th

7:45-8:30AM Registration & Breakfast | 8:30-9:45AM Program & Tour

Opened in December 2015, VoxxHirschmann International Headquarters is the first light industrial building at Lake Nona Airport Business Park. The facility is a 115,000SF "Class A" Industrial Manufacturing building with multiple functions, including office, manufacturing, engineering, warehousing and distribution. The new Orlando facility serves as the manufacturing and distribution base for several of this multi-national company's products, including rear seat entertainment and vehicle access devices. Their clients include Audi, Bentley, BMW, Daimler, Ford, GM, Hyundai, Jaguar, KIA, Mazda, Nissan, Peugeot, Porsche, Rolls Royce, Scio, Subaru, Toyota and VW.

Program Sponsor:

REGISTER NOW!



Best of the Best Awards Gala

Thursday, March 3rd

The Alford Inn, Winter Park

5:30-6:45PM Registration & Networking

6:45-7:45PM Awards Presentation

Please join us as we celebrate the Best of the Best of 2015 at our annual Awards Gala!

This year, awards will be presented in the following categories:

Leasing Awards in 3 Categories:

Landlord Rep, Tenant Rep & a combination of both for Office | Industrial | Retail

Investment Awards: Office | Industrial | Retail | Land Multi-Family | Financing | Special Use

Rookie of the Year | Largest Lease | Largest Sale

Developer of the Year | Office Development
Industrial Development | Mixed Use Development
Retail Development | Other Category to include Medical, Government, Education, Public, Green, Special Use

Presidents Award | Developing Leader Award
UCF Student Award

Sponsorships Available:

Download flyer with full details

Reception Sponsor \$750 | Wine Sponsor \$350
Awards Sponsor \$1500

Current Sponsors:



REGISTER NOW!

Welcome New Members!

January 2016

John Baker, Williams Company

Drew Belani, Keller Williams

Douglas Bush, CMSBush, Inc.

Crystal Gunn, ServiceMaster Restoration Services

Michael Liguori, Fund America

Jennie Parrett, Parkway Properties

Darby Poole, Workscapes

Henry Ramos, Humanscale

Dylan Shea, Greenberg Traurig

Jennifer Zambrano, Flagler Development

Did You Know?

LEARN - THE CENTER FOR EDUCATION | ONLINE COURSES ENROLLING NOW!

Advance your career in commercial real estate with NAIOP's courses and certificate programs! NAIOP has developed a series of well-regarded courses that focus on various specialties within commercial real estate and has assembled a faculty of industry experts to lead course sessions and share real-world experiences. NAIOP courses are based upon core competencies, which are specialized categories of applied skills and established industry practices, organized into the body of knowledge, that are essential to delivering financially successful projects.

Leasing Marketing and Negotiations, January 6 – February 24, 2016
Financial Analysis of Development Projects, January 7 – February 25, 2016
Essentials of the Development Process, March 2 – April 27, 2016
Basic Real Estate Finance, March 3 – April 28, 2016
Site Feasibility and Market Analysis, May 4 – June 29, 2016
Advanced Real Estate Finance, May 5 – June 30, 2016
Construction Management, July 13 – September 7, 2016
Real Estate Investment and Capital Markets, October 19 – December 14, 2016
Advanced Development Practices, October 20 – December 15, 2016

www.naiop.org

Member Press Releases

• **NAI Realvest** recently negotiated a new lease agreement for a one-acre retail site at 840 E. SR 434 in Longwood. NAI Realvest Partner **Paul P. Partyka** and Associate Juan Jimenez negotiated the transaction representing the landlord Gerald and Wendy Korman of Boynton Beach. Inside to the Outside, LLC is the new local tenant who leased the property as their first location to sell outdoor furniture.



• **Bob Lipscomb** was named Chief Executive Officer at **Williams Company**, Orlando, having previously served as President. Having begun his career with Williams Company in 1988, Lipscomb is a licensed General Contractor in five states including Florida, and he holds a Bachelor's degree from the University of Florida's School of Building Construction. Responsible for corporate performance and preserving a culture of vision, values and community partnerships, he is a past member of the City of Orlando's Municipal Planning Board, an Executive Committee member of the American Diabetes Association Tour de Cure, a fundraiser for Ronald McDonald House and Susan G. Komen, and more.



• **NAI Realvest**, the Orlando-based real estate and investment firm that ranks as one of Central Florida's most prominent commercial property brokerages and developers, has promoted **Mary Frances West, CCIM** to Vice President. Robin Webb, CCIM, managing director of NAI Realvest, said West has 30 years of experience in commercial real estate and specializes in office leasing and sales and land sales. West, who joined NAI Realvest 10 years ago, was most recently senior broker associate. She focuses on both landlord and



tenant representation. She received her CCIM designation fifteen years ago, holds a bachelors degree from St. Mary of the Woods College in Terre Haute, Ind. and an MBA from Oklahoma State University. "Mary Frances has shown great leadership, production and strength throughout the years with NAI Realvest and she will play a vital role in our continued growth," Webb said.

• **CBRE Industrial Services** has been exclusively retained by **McCraney Property Company** as leasing services agent for the only new industrial spec development in Davenport, Florida. Following this month's groundbreaking, Park27 is prepared for the immediate development of two new Class A institutional grade industrial buildings encompassing 603,027 sq. ft. at 230-245 Deen Still Road. "This is a marketplace where net absorption is strong, vacancy rates are falling, and asking rates are climbing. Park27 is a major player in the build-to-suit and spec projects that will contribute to this growth pattern," said CBRE Senior Vice President **David Murphy**. A joint venture between West Palm Beach-based McCraney Property Company and Northwestern Mutual, Park27 spans 30.52 fully entitled acres, strategically located in Polk County in the north-west quadrant of the Interstate 4 and US Highway 27 intersection. One of the two future Park27 buildings will span 414,032 sq. ft. and become the area's only accommodation with trailer space for users over 300,000 sq. ft. It will be built with a high bay cross-dock configuration and 60 trailer stalls. The second new building will extend to 188,995 sq. ft. and include a high bay front-load design and 21 trailer stalls.



Are you a NAIOP Member with company news to share?
Send your press releases to shannon@naiopcfl.org by the 23rd of each month to be considered for the next newsletter.

2015 Executive Board

President
Lee McNeil
Williams Company

President-Elect
Christie Hill
Workscapes, Inc.

Vice President
Wilson McDowell
Cite Partners

Treasurer
Yvonne Baker
Cushman & Wakefield

Secretary
Angel Shawver
Florida Business Interiors

Immediate Past President
John Crossman
Crossman & Company

Chapter Executive Director
Shannon Monteleone

2015 Board of Directors

Jerry Benson
McCrane Property Company

Kendra Cassell
Edwards Construction

David Evans
Baker & Hostetler LLP

Shipley Hall
Parkway Properties

Stephanie Landis
PSI

Will Lenihan
ECS-Florida, LLC

Damien Madsen
Taylor & Mathis

Phil Marchese
Flagler Development

David Murphy
CBRE

Brad Peterson
HFF, LP

Joe Rossi
Colliers International

Andrew Slowik
Cushman & Wakefield

Emily Zinaich
Avison Young

Ex-Officio
Steve Garrity
Highwoods Properties

University of Central Florida Liaison
Joshua Harris

National Representatives
Alan Sheppard
Greenberg Traurig

Wilson McDowell
Cite Partners

*Our 2016 BOD will be announced at the
Awards Gala on March 3rd*

2016 Chapter Sponsors

PLATINUM

Baker Hostetler

GOLD

LEE & ASSOCIATES®
COMMERCIAL REAL ESTATE SERVICES

CUSHMAN & WAKEFIELD®

Highwoods®
PROPERTIES

EMERSON
INTERNATIONAL, INC.

CBRE

BRASFIELD & GORRIE
GENERAL CONTRACTORS

GT GreenbergTraurig

GreenspoonMarder LAW

WILLIAMS COMPANY
GENERAL CONTRACTORS
CONSTRUCTION MANAGERS



PARKWAY

POER
MARVIN F. POER AND COMPANY



FLAGLER™

JLL

SILVER

CITE PARTNERS

TAVISTOCK
DEVELOPMENT COMPANY

Wharton-Smith, Inc.
CONSTRUCTION GROUP

Colliers INTERNATIONAL
Central Florida

TAURUS

bishopbeale
Creating Wealth through Real Estate

Crossman & Company

PORT CANAVERAL

COMMONSENSE
OFFICE FURNITURE
HEALTHCARE EDUCATIONAL HOSPITALITY OUTDOOR

EASTGROUP
PROPERTIES

McCRANEY
PROPERTY COMPANY
AN ENVIRONMENT TO GROW

[psi] Information To Build On
Engineering • Consulting • Testing

CORT

FOUNDRY
COMMERCIAL

HFF

Duke REALTY

DCT INDUSTRIAL
Turner
Building the Future

PROLOGIS™

AVISON YOUNG

FBI
Florida Business Interiors

EDWARDS Construction Services Inc.
General Contractor • Construction Manager • Design-Build

withum
AUDIT TAX ADVISORY

QBMARKS Construction, Inc.

Akerman