

March 2016

A Message from our 2015 & 2016 Chapter Presidents

Hello everybody!

It was great to see so many of you at the Best of the Best Awards Gala earlier this month. We had a great turnout and I want to thank Bill Moss who bravely and hilariously toiled through a bout of laryngitis to emcee the event. At the Gala, I turned over the reins of Chapter President to Christie Hill, who I predict is going to do a fantastic job this year! There are many people that might be just a little intimidated by the job of President in an organization as large and influential as NAIOP (including me!), but all in all, it wasn't as hard as I thought it would be. The commercial real estate market being hot certainly did not hurt our Chapter's activity, but the robust market did bring its own set of challenges with people being extremely busy and having less time to volunteer.



During the last peak in the market in 2006 and 2007, I was President of a smaller commercial construction organization and one of the messages I tried to convey to that group was to keep forcing yourself to look ahead and prepare for the next downturn. I know it's hard to do right now, but it will pay huge dividends when that slowdown does eventually come. One of the ways you can prepare is to stay involved in NAIOP, become part of a committee, take part in events and really grow your business and personal network. It might make the difference in whether you are making it rain again in commercial real estate or driving an Uber car when we come out of that next recession. I know I will continue to stay involved in NAIOP and hope to see you all at the next event!

Lee McNeil
Williams Company
Immediate Past President

Thank you for allowing me to serve as your 2016 Central Florida President. I have been a member of NAIOP for over 15 years, enrolling shortly after joining Workscapes. This organization has blessed me with many friends, professional connections, industry knowledge and overall business growth.



If you are a new member, please get involved, find a committee or event so that you can get connected with the membership and watch your business grow! If you are a longtime supporter of NAIOP, thank you and please let me know how we can make your investment of time and money worthwhile and your experience rewarding.

I look forward to an exciting year!

Christie Hill
Workscapes
2016 Chapter President

UPCOMING EVENTS

March 29th
4:30-9:00PM

**Sports Entertainment
District Update & Magic
Game!**
Amway Center

REGISTER NOW

April 20th
4:30-7:30PM

**8th Annual Case Study
Competition**
Citrus Club

REGISTER NOW

April 21st
11:30AM-1:00PM

Economic Update
Citrus Club

REGISTER NOW

May 13th
7:00AM-2:00PM

Golf Tournament
Walt Disney Palm Course

REGISTER NOW



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...

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

Sport Entertainment District Update & Magic Game!

Tuesday, March 29th
Amway Arena
Registration 4:30PM
Program 5:00PM
Reception & Game in the Chase Suite 6:00PM



Join us on March 29th to hear Robert Rayborn share the latest update on the planned sports & entertainment district, followed by dinner, drinks and a Magic game in the Chase Suite! Registration closes Friday, March 25th.

Registration options:

- 1. Program only: NAIOP Members \$30 | NonMembers \$45**
 - 2. Program & upper bowl tickets: NAIOP Members \$30 | NonMembers \$45**
 - 3. Program & Chase Suite access: NAIOP Members \$100 | NonMembers \$150 | Developing Leaders \$85**
- Option 3 includes unlimited beer, wine & food, and your ticket to the game in the Chase Suite!**

Event Sponsors:

Marcus & Millichap
Real Estate Investment Services



Sponsorships Available \$750: Includes 2 registrations, your logo on all marketing materials and the opportunity to hand out marketing materials at the event.

REGISTER NOW!

Welcome New Members!

February 2016

Daniel Blackford, NAI Realvest

Zac Brumbaugh, CBRE

James Garritani, Keesee Associates

Justin Greider, JLL

Xabier Guerricagoitia, Boyd Civil Engineering

Sarah Kelly, RB Marks Construction

Jeremy Lamm, Lamm & Company Partners

Pat Mahoney, NAI Realvest

Derek Riggelman, Lee & Associates

Alex Rosario, Foundry Commercial

Ashley Rosenberg, Parkway Properties

John Sofarelli, Avalon Park Group

Erin Ward, Lee & Associates

Matthew Weinberger, Lincoln Property Company

Please join us in congratulating our 2015 winners!

Special Awards:

Presidents Award - Yvonne Baker, Cushman & Wakefield
Developing Leaders Awards - Christina Martinez, Cushman & Wakefield
UCF Student Award - Brenna Vecchio

Broker Awards:

Office Landlord Rep

3rd Place - Paul Reynolds & Alex Rosario, Foundry Commercial
2nd Place - Jay Dixon, CBRE
1st Place - Phil Marchese & Scott Bell, Flagler Development

Office Tenant Rep

3rd Place - Aaron Gray, JLL
2nd Place - Nick Poole, JLL
1st Place - Nan McCormick, CBRE

Office Combined

3rd Place - Phil Marchese & Scott Bell, Flagler Development
2nd Place - Jay Dixon, CBRE
1st Place - Nan McCormick, CBRE

Industrial Landlord Rep

3rd Place - David Murphy, CBRE
2nd Place - Tom McFadden & William Bradford, Lee & Associates
1st Place - Matt Sullivan & Wilson McDowell, Cite Partners

Industrial Tenant Rep

3rd Place - Joe Hills, JLL
2nd Place - Josh Lipoff, JLL
1st Place - David Murphy, CBRE

Industrial Combined

3rd Place - Tom McFadden & William Bradford, Lee & Associates
2nd Place - Wilson McDowell & Matt Sullivan, Cite Partners
1st Place - David Murphy, CBRE

Retail Landlord Rep

3rd Place - Billy Rodriguez, BluRock Commercial Real Estate
2nd Place - Justin Greider, JLL
1st Place - Jorge Rodriguez, Colliers

Retail Tenant Rep

3rd Place - Jill Rose, BishopBeale
2nd Place - Billy Rodriguez, BluRock Commercial Real Estate
1st Place - Jeffrey Robison, Lightle Beckner Robison

Retail Combined

3rd Place - Billy Rodriguez, BluRock Commercial Real Estate
2nd Place - Justin Greider, JLL
1st Place - James Mitchell, CBRE

Investment Office

3rd Place - Ron Rogg, CBRE
2nd Place - Michael Lerner, Cushman & Wakefield
1st Place - Jeff Morris, JLL

Investment Industrial

3rd Place - William Bradford, Lee & Associates
2nd Place - David Murphy, CBRE
1st Place - Michael Lerner, Cushman & Wakefield

Investment Retail

3rd Place - Ray Turchi, Marcus & Millichap
2nd Place - Whitaker Leonhardt, HFF
1st Place - Brad Peterson, HFF

Investment Land

3rd Place - Ken Delvillar & Jay Ballard, Cushman & Wakefield
2nd Place - Preston Hage, CBRE
1st Place - Robbie McEwan, CBRE

Investment Multi-Housing

3rd Place - Ken Delvillar & Jay Ballard, Cushman & Wakefield
2nd Place - Jeff Morris, JLL
1st Place - Shelton Granade, CBRE

Investment Special Use

3rd Place - Ken Hricko, Marcus & Millichap
2nd Place - Paul Sexton, HREC Investment Advisors
1st Place - Michael Weinberg, HFF

Rookie of the Year

Monica Perez-Wonus, CBRE

Largest Sale

TA/Carroll Portfolio - Jeff Morris, JLL

Largest Lease

HealthFirst - Nan McCormick, CBRE and Nick Poole, JLL

Developer Awards:

Office - Lake Nona Town Center Building I,
Tavistock Development Company

Industrial - Bent Oak Buildings 1 & 2
McCrane Property Company

Mixed Use - Lake Nona Town Center 1
Tavistock Development Company

Special Use - VoxxHirschmann HQ
Wieland Corporation and Tavistock Development Company

Developer of the Year

Tavistock Development Company

Did You Know?



Watch this short video to discover how commercial real estate development serves as a powerful economic engine – building communities, creating jobs and boosting the economy.

Commercial real estate development:

- Contributes \$528 billion to GDP.
- Creates and supports 3.9 million jobs.
- Yields \$168 billion in wages and salaries.

New development and construction added 443 million square feet of new space across industrial, office and retail properties over a one year period – that's enough space for more than 1 million new jobs, growing companies and new technologies.

Forecasts predict increased construction spending and growing investment in office, industrial and retail buildings will yield greater contributions to GDP through 2017.

Data from Economic Impacts of Commercial Real Estate, 2015 Edition, published by the NAIOP Research Foundation.

Member Press Releases

This space is for NAIOP Members to share their latest accomplishments and announcements! Don't forget to send in your news by the 23rd of each month to be considered for the next newsletter!

2015 Executive Board

President
Christie Hill
Workscapes, Inc.

President-Elect
Wilson McDowell
Cite Partners

Vice President
Joe Rossi
Colliers International

Treasurer
Yvonne Baker
Cushman & Wakefield

Secretary
Angel Shawver
Florida Business Interiors

Immediate Past President
Lee McNeil
Williams Company

Chapter Executive Director
Shannon Monteleone

2016 Board of Directors

Christie Alexander
Crossman & Company

Kendra Cassell
Edwards Construction

Brendon Dedekind
Prologis

David Evans
Baker & Hostetler LLP

Shipley Hall
Parkway Properties

Stephanie Landis
PSI

Will Lenihan
ECS-Florida, LLC

Phil Marchese
Flagler Development

David Murphy
CBRE

Brad Peterson
HFF, LP

Jordan Wean
Empire Equities

Emily Zinaich
Avison Young

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RBMARKS Construction, Inc.

Akerman

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Building the Future