

May 2016

Economic Update Recap

Thank you to everyone that attended our April 21st Economic Update with speaker Ted Jones, and to our program sponsor, Stewart Title!



If you missed the luncheon but would like to view the presentation, click on the image to the right.



For Every Action There is An Equal and Opposite Reaction
Newton Was an Economist - The Outlook for Real Estate and the Economy
Ted C. Jones, PhD
Chief Economist

UPCOMING EVENTS

May 5th
12:00-1:00PM

Programs Committee Meeting - Open to all NAIOP Members

Pearson's Café
807 N. Orange Avenue
Downtown Orlando

May 6th
8:00-9:00AM

Coffee with a Past President Open to Developing Leader & Student Members

Turner, 135 W. Central Blvd., #950, Downtown Orlando

REGISTER NOW

May 12th
8:00-9:15AM

New Member Breakfast

Citrus Club

RSVP

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

Golf Tournament
Walt Disney Palm Course

REGISTER NOW

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...

Coffee with a Past President

Friday, May 6th from 8:00-9:00AM
Turner, 135 W. Central Blvd., Suite 950, Downtown Orlando

The Developing Leaders are pleased to announce "Coffee with a Past President". This series provides an opportunity for **5 Developing Leaders or students** to meet for coffee with one of NAIOP's past Chapter Presidents.



May President:
Mary Hurley, Land Advisors Capital
NAIOP 2010 Chapter President

REGISTER NOW!

Cost: \$10.00 | *This event is ONLY for Developing Leaders (under 35) and student members.*

Congratulations to our 2016 Case Study Competition Winners!



On April 20th, the annual UCF Real Estate Case Study Competition was held at the Citrus Club and was a great success! Many of the developing leaders served as mentors for the UCF students in preparation for the four teams that presented their case study in front of a panel of NAIOP member judges.

Congratulations to "4Knights Development" that took home the \$2,000 cash prize!

Thank you to all of the mentors and judges that helped make the event a success. **And thank you to our sponsors, CBRE and MMI!**

Welcome New Members!

March-April 2016

Vanessa Abreu, Attorneys Title Fund Services, LLC

Robert D'Amore, Attorneys Title Fund Services, LLC

Jim Ellspermann, Brasfield & Gorrie, LLC

Hallie Fisher, Lowndes Drosdick Doster Kantor & Reed, P.A.

Jacob Stern, Brasfield & Gorrie, LLC

Austin Bott, University of Central Florida

Jason Marberry, ECS LLC

Lee Dunnam, ARCO/Murray Construction

Valerie Sanders, McCraney Property Company

Marc Hoenstine, Duke Energy, Inc.

**If you joined NAIOP
between March 10 and
April 31, please join us on
Thursday, May 12th at
8:00AM at the
Citrus Club for our new
member breakfast!**

**RSVP to
shannon@naiopcfl.org**

Did You Know?



Date: Thursday, June 9, 2016 - Friday, June 10, 2016

Where: Hyatt Regency Jersey City, New Jersey

Event URL: www.naiop.org/icon16trends

Don't miss this valuable conference for the industrial real estate sector and your opportunity to network and share strategies with top industrial leaders from across North America. I.CON offers the most up-to-date trends and information available presented by the most notable names in industrial real estate. Topics include e-commerce trends, the logistics supply chain, demand for new industrial development and trends in current and future industrial facilities.

Member Press Releases

· JLL is pleased to announce it has been selected as the exclusive broker for the Central Florida Intermodal Logistics Center - one of the nation's Top 10 Inland Ports located at the center of population in the state of Florida. Adjacent to CSX Winter Haven Intermodal, the 932-acre project is planned for 8M +/- s.f. of industrial development, including the immediate availability of a Class A, 407,400 s.f. high-bay distribution facility. For leasing information, contact JLL's Port, Airport and Global Infrastructure Services Team: **Josh Lipoff**, Vice President 407-982-8633



· Orlando-based **Williams Company** Building Division broke ground for Orange County Public Schools' first-of-its-kind PS8 School located at 701 W. Livingston Street in downtown Orlando, announced Bob Lipscomb, Chief Executive Officer. Designed by Baker Barrios Architects, Orlando, with an adopted budget of \$60.7 million, the presently unnamed preschool to eighth-grade campus will address the needs of up to 1,211 students on one campus. Construction for the 14-acre, 190,526 square foot facility is slated for completion in summer 2017 and the school is set to open in fall 2017. The preschool wing is being supported by the Harris Rosen Foundation and a branch of the Boys & Girls Club is also located on campus.



· Marcus & Millichap Senior Vice President and Institutional Property Advisors (IPA) senior director Douglas K. Mandel, Robbie McEwan, Senior Associate, and **Nicholas Hanson** with Marcus & Millichap's Orlando office, negotiated the sale of Winter Garden Business Park, a 91,734-square-foot retail and office park located at 1218-1232 Winter Garden Vineland Road in Orange County, FL, part of the Orlando MSA. Bel-Cal Properties, Inc. purchased the 2005-built, 8-building portfolio for

Marcus & Millichap
Real Estate Investment Services

\$8,550,000, or \$93 per square foot, from Adler Winter Garden, LLC, a division of Miami-based Adler Group.

· Senior Landscape Architect/Planner Jay Brown, Principals **Keith Harwell** and Steven Blevins, in conjunction with various others from Cuhaci & Peterson's design team, as well as, associates from DRMP, American Momentum Bank, Equinox Development and Colliers International helped to mentor the winning team in the 8th Annual Case Study Competition, sponsored by the Central Florida Chapter of NAIOP and the College of Business Administration at the University of Central Florida.



Four teams of students were given a piece of property located at the corner of Maitland Boulevard and State Road 434 and tasked with developing it (on paper). Students had to assess any issues, determine the best use, name the project, create a site plan, research local demographics and trade area statistics, create a pro forma financial model (including impact fees and credits), do risk analysis, construction timelines, marketing plans and even contact companies that they would deem ideal tenants and get letters of intent (for educational use only). The team worked with Maitland Mayor A. Dale McDonald, the Department of Transportation (DOT) and local residents while formulating their final presentation that included a medical office, real estate office, assisted living/memory care facility, various restaurants, residential apartments and a daycare center.

The winning team of four students, Brenna Vecchio, Elliott Simmonds, Henry Turner and Stuart Henderson, who dubbed themselves 4Knights Development for the sake of the project were awarded first place at an awards event that took place, Wednesday, April 20th at the Citrus Club in Orlando. Principal Keith Harwell of Cuhaci & Peterson said, "It was a great learning experience for the students and although we and other industry veterans offered a helping hand, the students really pulled together and made the project what it was. We were glad to be a part of it."

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!

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