

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
CENTRAL FLORIDA CHAPTER

UPDATE

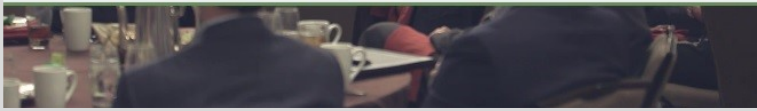
August 2016

Join Us At The NAIOP Commercial Real Estate Conference



2016 Commercial Real Estate CONFERENCE
deals > connections > trends
September 26-28, 2016 | Scottsdale, Arizona

*Click the image to
watch a video on
what you can expect
from the conference*



Monday, September 26-Wednesday, September 28
Fairmont Scottsdale Princess, Scottsdale, Arizona

NAIOP provides education, networking and events all tailored to help you stay ahead of the industry curve. Make deals, strengthen connections and explore trends with 1,200+ CRE leaders from across North America. You'll have unlimited opportunities to build the partnerships that will help you advance your business. Explore services that can give you a competitive edge with exhibitors from top CRE companies. Learn more...

Restaurant Real Estate Trends Recap

Thank you to everyone that attended Restaurant Real Estate Trends! We had an excellent panel, moderator, and a SOLD OUT room! Click here to view all of the photos from the luncheon.



Join the NAIOP Social Media World!

The Central Florida Chapter wants YOU to help us build our social media platform!

Make sure you



us on Facebook!

Connect with us on



AND



UPCOMING EVENTS

September 15th
11:30AM-1:00PM

Osceola County Update

Citrus Club
REGISTER NOW

September 29th
5:00-7:30PM

Visionaries of Central Florida

East End Market
REGISTER NOW

October 20th
4:00-6:30PM

Developers Showcase

Church Street Ballroom
REGISTER NOW

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

Osceola County Update

Thursday, September 15th

11:30AM Registration | 12:00-1:00 Program & Lunch
Citrus Club, Downtown Orlando

Our Speakers:

Don Fisher, Osceola County Manager

Mike Steigerwald, Kissimmee City Manager

Roxanne Amoroso, Principal | Mosaic Development, LLC

Marc Mariano, Partner | Mosaic Development, LLC

Moderator:

Randy Berridge, President | Florida High Tech Corridor Council

Special Guest:

Representative Mike LaRosa, District 42

REGISTER NOW!

Program Sponsors:



Program Sponsorships Available: All levels include your logo on all marketing materials prior to & at the event, placement of your marketing materials on the registration table or on all chairs, and tickets as follows: \$500 - 4 tickets | \$750 - 6 tickets | \$1000 - 8 tickets.
Call 407-227-7461 for more details!

Stop by the NAIOP table at...



[Click here to learn more & register](#)

Welcome New Members!

July 2016

Jordan Bohannon, Avison Young

Tyler Carter, NuView IRA

Jose Chaves, DRMP, Inc.

Christine Hall, DRMP, Inc.

David Harrison, University of Central Florida

John Herbert, DRMP, Inc.

Bradford Lineberry, Rollins College

Peter Michaels, University of Florida

Jim Rickard, WithumSmith+Brown

Robert Sears, Donald W McIntosh Associates, Inc.

Visionaries of Central Florida

Thursday, September 29th from 5:00-7:30PM
East End Market, 3201 Corrine Drive, Orlando

This event provides a unique opportunity for young professionals in commercial real estate and community development to interact and learn from the most respected leaders in Central Florida. The program consists of a series of one-on-one, roundtable discussions with Central Florida's most influential leaders. Fields represented include Urban Planning and Development, Finance, Brokerage Sports and Entertainment, Communications, Law, Architecture, Design, City Management, and Government.

OUR VISIONARIES:

Kathy Ramsberger, President & CEO | Dr. Phillips Center for the Performing Arts

Commissioner Patty Sheehan, Orlando City Commissioner | District 4

Sandy Hostetter, Senior VP & Regional Market President | Valley National Bank

Chuck Whittall, President | Unicorp National Developments, Inc.

Paul Ellis, Chief Executive Officer | Foundry Commercial, Inc.

Jim Zboril, President | ITavistock Development Company

Ken Kupp, Partner | Boyd Development Corporation

Stephanie Darden, President + Chief Creative Officer | Prismatic

Thaddeus Seymour, Jr., Vice Provost | UCF Downtown

Kelly Cohen, Managing Partner | Southern Strategy Group

REGISTER NOW!

CREW, NAIOP, and ULI Members: \$35 | Non-Members: \$55 Registration includes light food, beer, and wine. No on-site registration - you must register in advance.

SPONSORSHIP OPPORTUNITIES (includes one registration for a person under the age of 35):

Table Sponsorships Available - \$250.00 Each | Company's logo on all marketing materials, all three organizations' websites, and on a table at the event.

Food & Beverage Sponsorships Available - \$250.00 Each | Company's logo all marketing materials, all three organizations' website, and on napkins and displays.

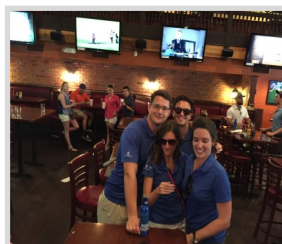
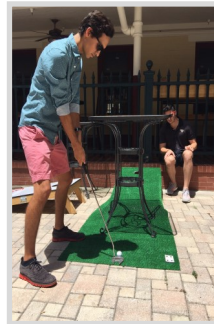
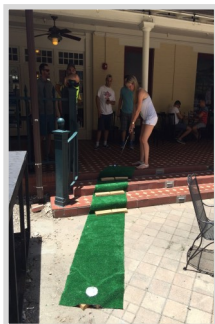
Deadline September 7th at 5PM

Valet Sponsorship Available—\$250 | Company's logo all marketing materials, all three organizations' website, and on signage at the event.

DL Putt Putt Pub Crawl Recap

The 2016 Putt Putt Pub Crawl sponsored by the Developing Leaders was a huge success! With over 50 participants, the event took place at various bars along Church Street and included plenty of competition and adult beverages. Congratulations to the Sorensen Moving & Storage team (Chris Sorensen, Joy Carvajal, Miguel Carvajal, and Chris Adams) for taking first place after a tie-breaker. Equally as important, the Best Dressed team award went to Bobby Isola, Brittany Mead, Jacob Dunn and Katherine Zelman. The Spirit Award went to Matt Morak, Tony Morak, Christine Williams and Ted Williams. Thank you to Marcus & Millichap for sponsoring the event!

If you missed the chance to play in the Putt Putt Pub Crawl, be sure to stay tuned for the next Happy Hour hosted by the Developing Leaders, as well as the upcoming charity meal packing event for Feeding Children Everywhere.



Marcus & Millichap
Real Estate Investment Services

NAIOP CENTRAL FLORIDA DEVELOPERS SHOWCASE

Thursday, October 20th
Church Street Ballroom
4:00PM - 6:30PM

The Developers Showcase provides a tradeshow like platform for Central Florida developers to share new, planned & existing projects with NAIOP's network of brokers, developers, owners, investors, and associated industry professionals. If you are the developer or owner of a commercial project in the Central Florida market, you definitely need to be a participant at our 2016 Developer's Showcase!

**SIGN
UP
TODAY!**

Developer/Owner Booths:

Booth space is available to developers and owners with commercial real estate projects in the Central Florida market. Categories include office, industrial, retail, multi-family, and mixed-use/other. Exhibitor space is limited and reservations will be made on a first-come, first-serve basis. Exhibitor booths include your logo on all marketing materials & our website, signage at the event, and 2 tickets.

Premium booth (10'x10' space) (1 left!):

\$700 Members | \$850 Non Members

Includes one 6 foot table and two chairs, and will be in a prominent location.



Standard booth (6'x6' space):

\$350 Members | \$500 Non Members

Includes one 6 foot table and two chairs.



Event Sponsor \$650 (1 left!):

Your company logo will be placed on: tote bags that will be handed out to all attendees, all marketing materials, and on signage at the event. Includes 2 tickets. Deadline for this sponsorship is September 22nd.



Food & Beverage Sponsor \$500 (1 left!):

Your company logo will be placed on: cocktail napkins that will be on the bar & buffet, all marketing materials, and on signage at the event. Includes 2 tickets. Deadline for this sponsorship is September 29th.



Associate Industry Booths **SOLD OUT!**



Attendee Registration (Includes open bar and food):

Members \$40 | Non-Members \$65

Developing Leaders \$30 | Students \$10

Registration deadline is Thursday, October 13th

Register at www.naiopcfl.org or by calling 407-227-7461

Event Chair: Joe Rossi, Colliers | joe.rossi@colliers.com

Did You Know?



ECONOMIC IMPACTS OF COMMERCIAL REAL ESTATE, 2016 EDITION

Submitted by: Dr. Stephen S. Fuller

Development and construction of new commercial real estate – office, industrial, warehouse and retail – continues to be a powerful contributor to the U.S. and individual state economies, supporting approximately 3.2 million American jobs and contributing \$450 billion to U.S. GDP in 2015, according to a new report released by the NAIOP Research Foundation. Read the full article...



Date: Tuesday, November 1, 2016 - Wednesday, November 2, 2016

Where: Los Angeles, California

Event URL: www.naiop.org/ocon16

Technology, demand and right-sizing are revolutionizing traditional office from every angle. NAIOP's O.CON: The Office Conference leads the conversation on what's driving future of office.

O.CON will showcase creative spaces and retrofits that meet today's demand, and we'll talk about what to do with dinosaur inventory, hear from end-users on space requirements, and talk with developers and investors who are doing the deals.

Member Press Releases

- Orlando-based general contractor and construction manager **Williams Company** Southeast is handling over 20 Target store remodels in Florida and North Carolina that are slated for completion by October. Completed on June 17 were remodeled stores in Gainesville, Jacksonville and Wesley Chapel, Fla., as well as Durham and Greensboro, N.C. The company has previously constructed over 400 Target projects in 11 states.



- Realty Capital Advisors represented 101 Commerce, LLC in the lease of an office building located at 101 Commerce Street in Lake Mary. Senior Associate Jonathan Hughes and Senior Vice President **Josh Smith** represented the Landlord and Anne Spencer, Director at Cushman & Wakefield, represented the Tenant. The transaction was for 7,050 SF of office space leased to a leading national staffing and employment agency.



The building, a 32,000-square-foot, multi-tenant office building, was 50% leased at the time of the transaction. The building has one remaining vacant suite available. The Social Security Administration occupies the remainder of the building.

- Focus Development, LLC**, a leading construction firm with offices in Orlando and Tampa, announces that it was recently awarded the construction contract for the new California Tortilla on Church Street. The restaurant is opening at 54 West Church St., Suite 151. It is located across from 55 West luxury apartments in the



Esplanade shopping center adjacent to Flame Broiler.

- Cushman & Wakefield announced today that it has negotiated the sale of Technology Park, a five-building, 297,582-square-foot office, flex and warehouse/distribution portfolio in suburban Orlando. The capital markets team of Senior Director **Michael Lerner**, Executive Director Mike Davis and Senior Director Rick Brugge represented Toronto-based seller Sun Life Assurance Company of Canada in the disposition. Colorado-based Real Capital Solutions purchased the asset for \$21.3 million (\$72 per square foot).



- We're proud to announce that **EASTGROUP PROPERTIES** has been awarded LEED-CS® certification on Building 11 in Southridge Commerce Park, Orlando, FL. The LEED rating system, developed by the U.S. Green Building Council (USGBC), is the foremost program for buildings, homes and communities that are designed, constructed, maintained and operated for improved environmental and human health performance. Southridge 11 achieved LEED-CS certification for implementing practical and measurable strategies and solutions aimed at achieving high performance in: sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality.

This space is for NAIOP Members to share their latest accomplishments, announcements and company news! 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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Workscapes, Inc.

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Joe Rossi
Colliers International

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Yvonne Baker
Cushman & Wakefield

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Angel Shawver
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