

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
CENTRAL FLORIDA CHAPTER

UPDATE

January 2016

A Message from the Chapter President

Hello Everybody!

I hope everyone had a relaxing holiday and want to wish everyone a great 2016!

All signs are pointing toward the new year being as busy as 2015, if not more. I want to thank all the companies who have stepped up to be Chapter Sponsors for 2016 - their logos are on the last page of this newsletter and will be on our website soon. We are up in overall sponsorships by about 10% above last year which is great news. We have extended the deadline to Monday, January 11th, so contact Shannon if you have questions or are interested in signing up.

I want to remind everyone that the Best of the Best Awards Submittal Packages are out for the upcoming Awards Gala on March 3rd at the Alford Inn. The deadline for submittals is January 21st and we are expecting to see some really big deals this year. Also don't forget to attend our first lunch program of 2016 at the Citrus Club on January 21st where Scott Shepard, Director of Real Estate for Port Canaveral, will talk about some exciting new opportunities in and around the port. I hope to see you there!

The new year is also a great time to get involved on a committee! Our Developing Leaders, membership and programs committees all have meetings next week. If you are a NAIOP member, please consider joining us!

Lee McNeil
Williams Company
2015 Chapter President



UPCOMING EVENTS

January 11
5:30-6:30PM

Developing Leaders Meeting

800 N. Magnolia, Suite 450
Orlando 32803

January 12
12:00-1:00PM

Membership Committee Meeting

First Watch, Mills Park

January 14
8:30-9:30AM

Programs Committee Meeting

1417 E. Concord Street
Orlando 32803

January 21
11:30AM-1:00PM

The Evolution of Port Canaveral Citrus Club

REGISTER NOW

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

Best of the Best Awards Gala The Alford Inn

REGISTER NOW

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

2015 Photo Recap!

Take a look back at 2015 Chapter events by visiting the photo gallery on our website or on Facebook. Feel free to tag yourself and your co-workers!



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.

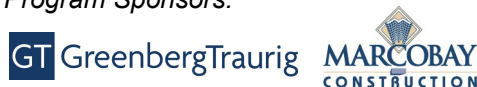
As a member of NAIOP you are eligible to receive this special discounted promotion from **GrowthSpotter**. Learn more...

The Evolution of Port Canaveral

Thursday, January 21st
Citrus Club, 255 S. Orange Ave., 18th Floor, Downtown Orlando
11:30AM-12:00PM Registration & Networking
12:00-1:00PM Lunch & Program

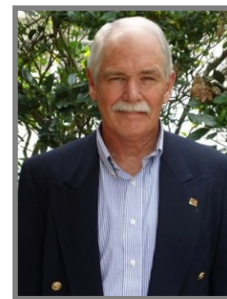
Less than an hour from Orlando, Port Canaveral is undergoing extensive commercial development, while also expanding amenities at the port for cruise line passengers. Currently under construction is a 246,000 square foot rail-served distribution center that will be completed this April. Construction will also begin this summer on a 270 acre parcel that will include industrial, office, and retail buildings, as well as a hotel.

Program Sponsors:



REGISTER NOW!

Our Speaker:



Scott Shepard
Director of Real Estate
Port Canaveral

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

Sponsorships Available:
Download flyer with full details

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

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

Current Sponsors:



All broker & developer submittal forms are available on our website - click here to be directed to the event page.

REGISTER NOW!

Welcome New Members!

December 2015

Dustin Bowersett, Colliers International

Will Harding, Stetson University

Jaclyn Kennedy, EastGroup Properties

Michael Kincart, Baker & Hostetler LLP

Jayson Lipsey, Parkway Properties LLC

Scott Shepard, Canaveral Port Authority

Zac Starkey, Emerson International

Kevin White, DRMP, Inc.

Did You Know?



NAIOP
Chapter Leadership
& Legislative Retreat

February 8-10, 2016 in Washington, D.C.

NAIOP celebrates and empowers those who step up to lead their local chapter. You motivate volunteers, delegate tasks and manage schedules. You raise awareness, conduct community outreach and demonstrate the value of membership. You contribute your time, your expertise, and your dollars. NAIOP provides the annual Chapter Leadership & Legislative Retreat for you.

Join us as we energize and equip chapter leaders with the tools needed to keep members invested and move chapters forward. The three-day event—comprised of compelling keynotes, breakout sessions on timely topics, and special events for networking and fun—is not to be missed.

Connect with NAIOP's strong chapter network and return home with a host of best practices and creative solutions you can apply to your chapter's activities. Attend breakout groups based on your specific chapter leadership role where you can gather information from your peers and share your state's successes. Gain valuable understanding of NAIOP's legislative priorities as they relate to commercial real estate and celebrate the accomplishments of your friends and colleagues.

This is your opportunity to hone your skills and upgrade your ideas. Learn more...

Member Press Releases

• **Brian Lightle, CCIM, SIOR** represented the owners in the sale of a 14,117 SF Industrial Building at 2500 South Harbor City Boulevard, (US 1). Ideally located just south of Historic Downtown Melbourne, this was the former location of the Indian River Brewing Company. Neal Spurlock of ReMax Elite represented the buyers. "We are pleased to have helped another client achieve their goals", stated Brian Lightle. Lightle Beckner Robison, Inc. is a full service real estate firm, specializing in office, retail, industrial, investment properties and asset / property management. Lightle Beckner Robison, Inc. serves Brevard County, extending across the entire States of Florida and Georgia.



• Just six months after winning the exclusive leasing assignment for a 75,000 square-foot Class-A office building in East Orlando, Realty Capital Advisors completed the final lease transaction to increase the building's occupancy to 100%. The building located at 12802 Science Drive in the Central Florida Research Park, directly across the street from NAWCTSD - was constructed in 2014. The firm completed transactions for four vacancies totaling 24,374 square-feet of office space, including leases with a local marketing agency, an Orlando based Software Development Company and a national mortgage loan servicer.



"Our client has a great building in a desirable office submarket. What they needed from us was good old-fashioned prospecting," said **Josh Smith**, Realty

Capital Advisors' Senior Vice President. "From the very beginning, we outlined an action plan that focused on an exhaustive canvassing of the sub-market and neighboring office parks to identify every viable tenant in the market and aggressively approach them with a flyer in-hand. Meanwhile, we were fortunate to be working with the newest office asset in the sub-market and the demand was strong."

Smith, along with Senior Vice President and CCIM Darryl Dotherow, leads the Realty Capital Advisors office leasing team. Based in Orlando, this team focuses in the leasing and service of office properties and owners in the Central Florida area.

• Cuhaci & Peterson Architects recently completed design on a two story, 20,000 square foot office building in Reunion for Citi Communities, whose parent company, Encore, is developing Margarita Village in Osceola County. Construction is anticipated to begin in early 2016. Citi Communities will own and occupy the building. Cuhaci & Peterson is a national A/E/P firm specializing in commercial design. Headquartered in Orlando, Florida since 1978, the firm also has offices in Philadelphia, Boston and South Florida and is registered in 49 states. Cuhaci & Peterson offers Architectural, SMEP Engineering, Landscape and Planning services on a variety of project types, as well as, In-House Permitting and Interior Design.



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

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Lee McNeil
Williams Company

President-Elect
Christie Hill
Workscapes, Inc.

Vice President
Wilson McDowell
Cite Partners

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Yvonne Baker
Cushman & Wakefield

Secretary
Angel Shawver
Florida Business Interiors

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Crossman & Company

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Shannon Monteleone

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Emily Zinaich
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Joshua Harris

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Alan Sheppard
Greenberg Traurig

Wilson McDowell
Cite Partners

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

2016 Chapter Sponsors

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