

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

CENTRAL FLORIDA CHAPTER

UPDATE

November 2016

Developers Showcase Recap

We would like to thank all of the developers and owners that participated at our Developers Showcase on October 20th, as well as the sponsors for helping make this year's event possible! Click [here](#) to see all of the event photos.



Osceola County Update Recap

We had a SOLD out program on September 15th at the Citrus Club! Our speakers included Don Fisher, Osceola County Manager; Mike Steigerwald, Kissimmee City Manager; Roxanne Amoroso, Principal at Mosaic Development, LLC; Marc Mariano, Partner at Mosaic Development, LLC; our moderator Randy Berridge, President of Florida High Tech Corridor Council; and special guest Representative Mike LaRosa, District 42. Click [here](#) to view the photos from the luncheon.



The 2017 Chapter Sponsorship Program is available now!

If you are looking for a way to get more exposure for your company, at least one NAIOP membership and tickets to all of our events, then you definitely need to check out our 2017 Chapter Sponsorship packages! Sponsorships are available at \$2,500, \$3,500 and \$6,500, and run from January 1 through December 31.

[LEARN MORE!](#)

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

November 17th
5:30-8:00PM

**Downtown Corporate
Hunger Project - Join the
Developing Leaders and
Help Support Feeding
Children Everywhere**

Orange Studio, Mills Avenue
REGISTER NOW

December 1st
7:45-10:00AM

CRE Business Report Card

Citrus Club
REGISTER NOW

December 7th
5:30-8:00PM

Commercial Real Estate Holiday Party

Country Club of Orlando
REGISTER NOW

**January 11th
Development Spotlight -
Bent Oak Industrial Park**

**January 19th
Site Selection /
EDC Luncheon**

**February 16th
Awards Gala**

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

Join **NAIOP** today and receive the rest of 2016 **FREE!**

From investors, owners and developers to architects, brokers, engineers and other professionals, **NAIOP is commercial real estate**. Join now to find connections, stay ahead of the CRE curve, and make deals.

EXCLUSIVE NETWORKING. NAIOP's programs, events and conferences connect you to the people and opportunities you need to help propel your business forward.

STRATEGIC RELATIONSHIPS AT YOUR FINGERTIPS. Our fully searchable, online databank helps you discover a partner, collaborate and succeed.

POWERFUL ADVOCACY. NAIOP promotes effective public policy through our grassroots network. We work to advance legislative initiatives that will strengthen and promote the growth of the industry.

EXCEPTIONAL EDUCATION. Courses when and where you need them, on the topics that matter most for your business.

CUTTING-EDGE RESEARCH. Research on trends, opportunities and the future of CRE.



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Up to 15 months of NAIOP membership for the cost of 12. Join more than 18,000 industry professionals in our influential North American network.

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naiop.org

800-456-4144

- Your one time payment includes Chapter & National membership for 12 months
- Principal members include any individual, company or organization that has an ownership interest in office, industrial, or related commercial real estate
- Associate members: any individual, company or organization providing services or products to industrial, office or related commercial real estate
- \$65 of each member's dues go to NAIOP of Florida to support our legislative initiatives

Membership dues are calculated on a tiered basis as follows:

1st Member \$895
2nd & 3rd Members \$550
4th Member+ \$375
Students \$19
Developing Leaders \$375
(35 and under)

DON'T WAIT! JOIN NAIOP TODAY!

Welcome New Members!

September - October 2016

Garrett Gispanski, Suddath

Kris Panter, Commercial Design Services, Inc.

Dawn Proffitt, R.C. Stevens Construction Company

David Wilson, Colliers International

Alex Goetz, Franklin Hart & Reid

Luke Classon, IBI Group

Valerie Mnayarji, JLL

Jordan Gray, Williams Company

Developing Leaders Update

Visionaries of Central Florida Event:

The NAIOP Developing Leaders once again joined forces with the young professionals of ULI and CREW to organize the annual Visionaries of Central Florida event. The sold-out evening was held at East End Market on September 29th and was a huge success! The event included nine senior leaders from various fields including development, finance, brokerage and more. The event provides young professionals the opportunity to ask questions and interact with “visionaries” in the industry in a small, roundtable setting. A big thank you to all of our sponsors and visionaries who made the event a success! Click [here](#) to see all the event photos.



Developing Leaders Happy Hour & Cornhole Tournament:

The Developing Leaders held their most recent happy hour at Ferg's Depot on October 13th. It was a fun event with a cornhole tournament and lots of networking! Donations were also collected for Feeding Children Everywhere in preparation for the meal packing event on November 17th.

Hunger Project to Benefit Feeding Children Everywhere

Thursday, November 17th | 5:30-8:00PM | Orange Studio, 1121 N. Mills Avenue, Orlando 32803

The Downtown Corporate Hunger Project, hosted by the NAIOP Developing Leaders, is happening on November 17th and we would love your company to participate. The DCHP is a food packing event benefiting Feeding Children Everywhere, a local charity based in Longwood who has provided 52,000,000 healthy meals since the movement began in 2010. FCE is able to create and distribute meals worldwide to hungry children and their families for only \$0.25 each. The event will be providing 20,000 to 30,000 meals that will go directly to hungry children in Central Florida.



This year's packing event will be at Orange Studio on 1121 N Mills Ave, Orlando, FL 32803. There will be a networking portion before the meal packing begins where attendees will have the opportunity to connect with members of other real estate related organizations and companies. **The DCHP is free to attend and light food and beverage will be provided.** Family, kids and friends are welcome to join. [Download the event flyer.](#)

Thank you to our sponsors!

Skipper Peek & Family
Burrell Electric Co., Inc.
Sandy Winkler-Ehmer & Family



Food Sponsor:



REGISTER TO ATTEND!

Did You Know?

Mark your calendars NOW for NAIOP's 2017 national conferences!

Chapter Leadership & Legislative Retreat, February 6-8 | Washington, D.C.

I.CON '17: Impact Projects, March 8-9 | Toronto, Ontario

I.CON '17: Trends and Forecasts, June 8-9 | Long Beach, CA

Commercial Real Estate Conference, October 10-12 | Chicago, IL

For more information, visit www.naiop.org

Member Press Releases

• **Williams Company** Building Division broke ground for OCP's new \$16.9 million Rock Lake Elementary replacement school. The Orlando-based general contractor was also awarded the new \$37.3 million Lake Como K-8 School which is slated to break ground on January 13. The company is also under way on the new \$51.4 million PS8 School, a preschool to eighth-grade campus in downtown Orlando. The Rock Lake and PS8 schools are scheduled for completion in June 2017 and the Lake Como school is slated to be completed in summer 2018.



• The Partyka Group at NAI Realvest recently closed on the \$1.6 Million sale of 10 grade-level industrial buildings totaling 37,800 square feet at 3650-3735 Delphini Park Lane, just north of the Orlando Sanford International Airport.



Paul P. Partyka and Juan Jimenez negotiated the transaction representing the buyer, AIM 786, LLC, a client from Dubai. The industrial buildings range from 3,000 to 6,000 square feet and are situated on three fenced acres at the Airport Industrial Park.

"The property was bank-owned and represented a great investment for our international client and we will start marketing very aggressively for tenants," Partyka said. The seller, Pittsburgh, Pa. based Land Holding, LLC was represented in the transaction by Lawson Dann of Avison Young.

• Heavyweight commercial real estate professional and agency leasing executive, **Yvonne Baker**, has joined Franklin Street as Regional Managing Partner of Orlando. In her new role, she will be responsible for growing the company's Central Florida office which opened this past May. She will also remain directly involved with her clients' lease transactions.



Baker has more than 25 years of experience in the local commercial real estate market. Her specialty is office leasing, but she also has experience in development, sales, property management, project management, brokerage operations, lending, commercial credit analysis and leadership/training.

Prior to Franklin Street, Baker served for two years as senior director for Cushman & Wakefield. In that position, she oversaw the company's local agency leasing efforts in addition to expanding the firm's footprint in Central Florida. Prior to Cushman & Wakefield, Baker was director of agency leasing for JLL where she played an integral role in business development and client retention. She helped grow JLL's portfolios in Orlando and Jacksonville from just under 1 million square feet to more than 4.5 million square feet. Some of the clients Baker has worked with in the past include institutional and regional players such as Equity Office Properties, Steelbridge Capital, Starwood Capital Group, Invesco Real Estate, Crocker Partners and Parmenter Partners.

• **McCrane Property Company** sold four buildings located at 1900-2095 Premier Rd. and 2003-2021 Viscount Rd. in Orlando to an undisclosed buyer for \$9.93 million, or approximately \$53 per square foot.



The single-story, industrial and flex properties were constructed between 1967 and 1979 in the SW Orange County Industrial submarket. Mike Davis with Cushman & Wakefield of Florida, Inc. represented the seller.

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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