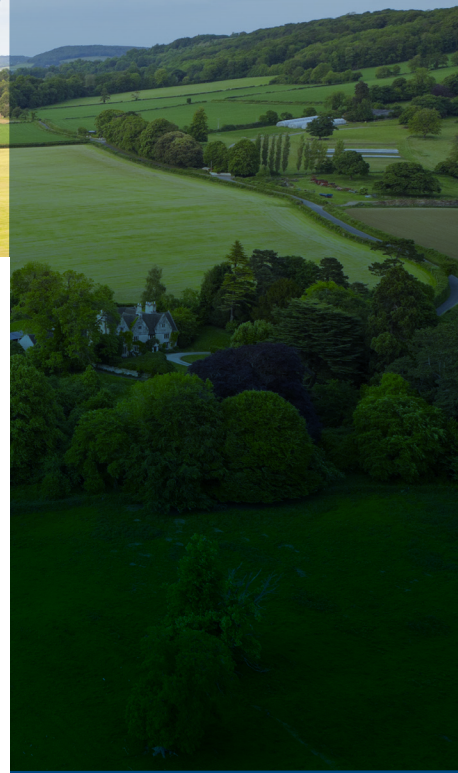
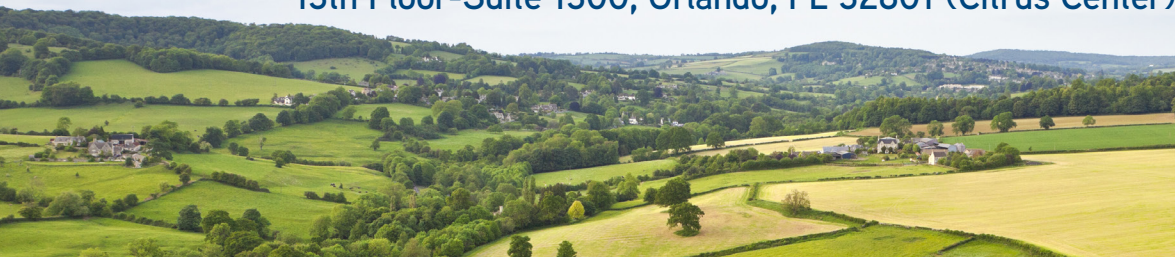


Kick-Off Event - UCF Case Competition

Wednesday, January 22, 2020 - 5:00 P.M.

At Colliers International - 255 S. Orange Avenue,
13th Floor-Suite 1300, Orlando, FL 32801 (Citrus Center)



Kick-Off Event:

- Explanation of the Event (The rotation selection process of choosing the mentees)
- Structure of the Kick-off:
 1. Happy Hour
 2. Emily Franklin and Rich Van Slyke Greet Everyone
 3. Alexie Fonseca presents for the 2020 Case Competition Site
 4. Interview Rotations
- Mentors will be assigned a team. Each mentor team will have a broker, developer, lender, architect and civil engineer.
 - Some teams will have one person serve two roles, i.e, developer and lender.
 - Mentor teams will be assigned a number (1-4) and a conference room at Colliers where they will sit during the interview process 6-8pm on January 22nd.
 - Student teams will be assigned a letter (A-D).
 - They will rotate every 15 minutes from mentor team to mentor team.
 - Mentors will interview their students, with the goal being to determine drive and act as a character review.
 - At the end of this process mentors will rank their preferences for students to mentor and students will rank mentors, (1-4). 1 serving as "my top choice."
 - The NAIOP Case Competition Board will meet to match up teams and then announce the pairings on Friday, January 24th.
- **Final Event:** April 22, 2020 - 4:00 P.M. - Location To Be Announced

Thank you to our mentors:



Emily Franklin-Peiper

Colliers International
407 618 4271
emily.franklin@colliers.com

Lindsay Winter

NAIOP-Central Florida
407 443 0568
lindsay@naiopcfl.org

Kick-Off Agenda

Cocktail Hour:

5:00 - 6:00 P.M.

Event:

6:00 - 8:00 P.M.

**Mentor Duties
(listed on back)**



Kick-Off Event - UCF Case Competition

Mentor Duties:

As this is a mentor led experience, in-person participation is proven to be of most value to the students and the project outcome. All efforts for the mentors to attend team meetings in person if preferred. While not every mentor is needed at every meeting it's helpful to have as many as possible, so that the different disciplines and different viewpoints are available to the students. The majority of meetings will take place in February and March, with teams meeting every week or two during that time. The schedule is for teams to have mentors by January 24th and submit the final report in early April. Ideally mentors would be able to meet two or three times each month between those dates.

Mentors shall assist students with a variety of tasks, addressed below by discipline (understanding there may be some overlap):

Architect: Main contribution is preparation, with assistance from the civil engineer, of the final site plan for the project. The architect should produce one color rendering of the plan which shall be included in the final report and presentation. The architect will also help students understand how to lay out and orient buildings on the site, so the site is functional and aesthetically pleasing.

In addition, along with the developer mentor, the architect shall assist with cost estimates for vertical construction (gross \$/sf or \$/unit basis).

Developer: The developer helps with creating a viable site plan, helps students understand how to analyze the market to determine the best land uses, and identify the potential buyers/tenants that can be attracted to the project. The developer also assists with preparation of the final financial analysis of the project including certain cost items and timing of expenditures. This may overlap with work by lender mentor. And, in conjunction with the architect and civil engineer, the developer mentor shall assist students with cost estimates for vertical development and if needed, site infrastructure.

Civil Engineer: Works with the architect on preparation of a viable site plan, particularly with respect to adequate allocation of land for stormwater management. The CE also provides a layout of trunk infrastructure (sewer, water, roads/driveways and stormwater facilities) and a rough cost estimate for this work.

Lender: Assists with proper capital structure for each part of the project with realistic loan terms and rates, cost for loans and timing of conversion from construction to permanent financing. The lender mentor should also assist with product mix and market analysis.

Broker: Assists with land values, rents, rental structure (gross, NNN etc.) and market analysis. The broker mentor should have access to CoStar or similar, if possible. The broker mentor shall also assist with obtaining mock LOI's for major tenants, buyer, land lessees etc.

Emily Franklin-Peiper

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NAIOP
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CENTRAL FLORIDA CHAPTER