

September 2016

NAIOP Research Foundation



Click the image to learn more!

The NAIOP Research Foundation helps build better communities through practical research and education. The Foundation's research projects, educational programs and outreach activities have a united purpose: to support developers, owners and others involved in commercial real estate in meeting and exceeding the needs and expectations of our communities, now and in the future.

Osceola County Update

**Thursday, September 15th at the Citrus Club in Downtown Orlando
11:30AM Registration | 12:00-1:00 Program & Lunch**

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

Program Sponsors:



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UPCOMING EVENTS

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

Osceola County Update

Citrus Club
REGISTER NOW

September 16th
7:45-9:00AM

New Member Breakfast

Citrus Club
Invitation Only

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

December 1st
7:45-10:00AM

CRE Business Report Card

Citrus Club
DETAILS COMING SOON!

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

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
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Chuck Whittal, President | Unicorp National Developments, Inc.
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Jim Zboril, President | Tavistock 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

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

Company's logo on all marketing materials, all three organizations' websites, and on a table at the event.

Food & Beverage Sponsorships Available - SOLD OUT!

Valet Sponsorship Available—\$250

Company's logo all marketing materials, all three organizations' website, and on signage at the event.

Thank you to our sponsors!

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REGISTER NOW!

Welcome New Members!

August 2016

Tyler Von Brunache, Florida State University

Sean Carpenter, McCraney Property Company

Deanna Haynes, DCT Industrial

William Nilson, Holland & Knight LLP

Beginning October 1st...

Join NAIOP and get the rest of 2016
and ALL of 2017 for the one year
membership rate!

Details coming soon!

Did You Know?

LEARN - THE CENTER FOR EDUCATION

Advance your career in commercial real estate with NAIOP's courses and certificate programs! NAIOP has developed a series of well-regarded courses that focus on various specialties within commercial real estate and has assembled a faculty of industry experts to lead course sessions and share real-world experiences.

NAIOP courses are based upon core competencies, which are specialized categories of applied skills and established industry practices, organized into the body of knowledge, that are essential to delivering financially successful projects.

Online Courses Enrolling Now

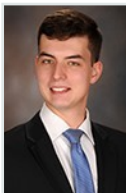
Real Estate Investment and Capital Markets | October 19-December 14, 2016

Advanced Development Practices | October 20-December 15, 2016

See all available courses...

Member Press Releases

• **Will Harding** has joined JLL as a Research Analyst. Will is based in the Orlando office and is responsible for tracking and analyzing the office and industrial market in Orlando in addition to the industrial market in Jacksonville. In this role, Will identifies and explains current trends in the local, regional and national office markets and tracks market statistics and indicators. Prior to joining JLL, Will began his career at VEREIT (formerly American Realty Capital Properties), assisting the Asset Management department with defaults, bankruptcies and leasing of the restaurant portfolio. Will holds a Bachelor of Business Administration in Finance from Stetson University and is a member of the Urban Land Institute, NAIOP, and the International Council of Shopping Centers (ICSC).



• **Edwards Construction** was recently selected as one of the 2016 Orlando Sentinel Top 100 Companies. The list of "Top 100 Companies" was created by the Orlando Sentinel and Best Companies Group. This survey and award program was designed to identify, recognize and honor the best places of employment in Orlando, benefiting the city's economy, its work force and businesses.



• NAI Realvest Principals Kevin O'Connor and **Matt Cichocki** represented Oklahoma City-based National Loan Investors, L.P. in the sale of the two-story 5,300 square foot office/retail building at 3765 N. John Young Parkway, north of Silver Star Rd. The buyer, ChiTac Investment Holdings, LLC of Windermere, paid \$495,000 for the building which was used as a radio broadcasting station, equipped with lobby, studios, offices and conference rooms. Eva Lai of Sunshine Realty & Property Management represented the buyer.



• **Cushman & Wakefield** announced August 11th that it has acquired **Taylor & Mathis of Florida, LLC**, a leading commercial real estate company specializing in agency leasing and property management. Over the past six years, Taylor & Mathis of Florida has developed more than 600,000 square feet of office and retail product valued in excess of \$250 million. It currently manages and leases a portfolio of office and industrial properties totaling 12.5 million square feet (msf) for both private and institutional property owners.



"Taylor & Mathis of Florida has built a client-centric company with great talent," said Hank Brenner, President of Taylor & Mathis of Florida. "Coming together and combining our company culture, people and vision with the team at Cushman & Wakefield, we knew that we had a winning equation to provide high-level, white-glove service to our clients across the state."

"We are thrilled to welcome Taylor & Mathis to the growing Cushman & Wakefield family we have in Florida," said Larry Richey, Managing Principal and Florida Market Leader. "This acquisition is a strategic opportunity to continue our growth in the state, bolster our capabilities and expand our existing, exceptional team."

The acquisition makes Cushman & Wakefield the second largest property management firm in Florida. The company currently manages nearly 32 msf in the state. The Taylor & Mathis of Florida acquisition creates a combined portfolio of 41 msf, employing 270 property management professionals throughout the state.

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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