



# ASSOCIATION MANAGEMENT --- PROPOSAL

**MIDWAY BUSINESS PARK  
BUSINESS PARK ROAD  
MIDWAY, FL 32343**

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## **NAI TALCOR**

1018 THOMASVILLE ROAD, SUITE 200A  
TALLAHASSEE, FLORIDA 32303  
(850) 224-2300



NAI TALCOR

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## THE POWER OF LOCAL **KNOWLEDGE**

Your business is our business. Personalized service and collaborative teamwork form the core of our philosophy.

NAI TALCOR is the leader in the North Florida, South Georgia, and South Alabama markets. NAI TALCOR is a full service commercial real estate brokerage, property management, development and construction management firm. Spanning 30+ years of commercial real estate experience, NAI TALCOR has steadily grown by meeting client needs and partnering with others to promote mutual growth and prosperity in all aspects of commercial property ownership.

NAI TALCOR clients receive global reach with local expertise, a truly distinct advantage in commercial real estate services. Whether real estate requirements are in one market or many, we help our clients understand the market, acquire, dispose of, develop, or manage their property with ease.



# TALLAHASSEE'S TOP SALES & LEASING COMMERCIAL REAL ESTATE FIRM

## 6 REASONS TO WORK WITH US

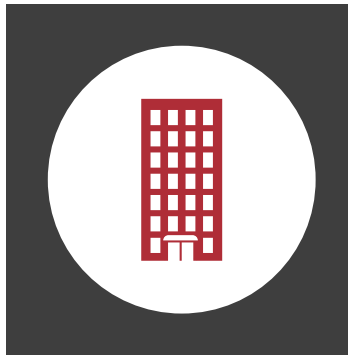
# WHAT WE DO

Success belongs to those who think smart, work hard, and proactively pursue goals. Every day clients rely on us for smarter, faster real estate solutions. To that end, realizing maximum potential in each transaction ensures the longevity of our client relationships. Years of experience has brought success that we translate into innovative strategies and solution for our client's future endeavors.

NAI TALCOR supports all of our client's commercial real-estate requirements - including office, retail, industrial, land, and investment properties. Our team of 70+ dedicated professionals represent owners, landlords, buyers and tenants, with every aspect of the commercial real estate life-cycle.



COMMERCIAL  
SALES AND LEASING



PROPERTY  
MANAGEMENT



ASSET  
MANAGEMENT



RECEIVERSHIP  
SERVICES



ACREAGE  
& TIMBER



LOCAL WITH  
GLOBAL REACH

## TAILORED SOLUTIONS FOR **YOUR PROPERTY**

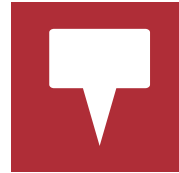
NAI TALCOR is the largest, locally owned commercial real estate service firm in North Florida, having been in business for 30+ years.

We are headquartered here in Tallahassee, Florida. We have an impeccable reputation and are deeply committed to supporting our local community. We currently manage approximately 4 million square feet of retail, office, medical and flex space. Our NAI TALCOR team of professionals is available to serve your property needs.

We strive to be the real estate provider of choice for any user of commercial property by exceeding our clients' expectations through:

- Superior Market Knowledge
- Hard Work
- Integrity
- Devotion to our clients' best interests

NAI TALCOR is the North Florida and South Alabama affiliate of NAI Global, the world's most extensive managed commercial real estate services network. Over 400 offices in 55 countries with 8,000 commercial professionals worldwide provide our clients greater coverage than any other commercial real estate organization in the county. NAI real estate professional handle more than \$45 billion in real estate transactions annually and globally manage in excess of 250 million square feet.



**LOCALLY OWNED  
AND OPERATED**



**4<sup>+/-</sup> MILLION SQUARE  
FEET MANAGED**



**OFFICE, RETAIL,  
& INDUSTRIAL**



**24/7 SERVICE, STAFF,  
& MAINTENANCE**



**PROPERTY  
ACCOUNTING**

## OUR SERVICES ARE YOUR **BENEFITS**

At NAI TALCOR we are driven to deliver superior service and results and it is our people and their experience that makes the difference. We also understand that each assignment is different, but the keys to success are always the same. We produce positive outcomes by focusing on the following key areas:

### **STRENGTHS**

NAI TALCOR's clients receive dedicated service. Clear lines of communication and responsibility are established at the outset so your needs are thoroughly assessed and understood, and strategic plans are well developed and executed.

### **ECONOMY OF SCALE**

The scope and quantity of services we provide creates buying power and savings opportunities in regard to services, products and talent. Vendors are more responsive and pre-sensitive because they have more to lose working with an established, market-leading third-party firm.

### **UNSURPASSED SERVICE**

Our services are limited only by your demands. We are your personal consultant. You can depend on us to be your one point of contact. We have the know how, the background, and the eagerness to meet all different types of clients' needs. It is this type of thinking that allows us to provide superior service to each of our clients.

### **ENHANCED ACCOUNTING**

Our layers of staffing at NAI TALCOR ensure there is segregation of duties providing the necessary checks and balances. Additionally, NAI TALCOR utilizes top of the line software. Yardi Voyager Commercial software is the leading solution for retail, office, and industrial property management. Designed as a fully integrated solution for real estate enterprises of all sizes, Voyager Commercial seamlessly consolidates portfolio, financial, lease, property, budget, and construction data in a single, centralized database that is globally accessible via the internet.

### **PERSONALIZED STRATEGY**

When you select NAI TALCOR as your exclusive representative, you will be hiring your own personal consultant and a team of professionals with vast experience to help you. Working together we will formulate a strategy designed to meet your specific needs and requirements in order to ensure a favorable solution is achieved. With NAI TALCOR as your partner, you will have a team of real estate professionals dedicated to providing innovative solutions for all your real estate needs. Our business is commercial real estate and we take great pride in our tradition of unparalleled service.

## OUR SERVICES ARE YOUR **BENEFITS**

### **PERSONALIZED SERVICE AND COLLABORATIVE TEAMWORK**

We will listen, take a holistic view of your business and apply our commercial knowledge to maximize potential, guide your investment and add value.

When appropriate, we are eager to push the boundaries and do things differently, as our singular purpose is to achieve better outcomes for our clients.

Your business is our business. Personalized service and collaborative teamwork form the core of our philosophy. We provide custom solutions focused on your business objectives, taking a fiduciary position with your asset to maximize value at each point of the process

### **THE POWER OF KNOWLEDGE**

Our philosophy is one that values and promotes continuing education and advancement of efficiencies and technology. We work as a team drawing on the strengths of each other and allow for individual growth, supporting pursuit of designations and certifications. We currently employ five CCIMs (Certified Commercial Investment Members – Certification Awarded to Those That Have Taken Advanced Commercial Investment Coursework), three SIOR members (Society of Industrial and Office Realtors), two CPMs (Certified Property Manager), one CPM candidate, one RPA (Real Property Administrator) and one CPA (Certified Public Accountant). Additionally, we have property managers taking classes in BOMA's Sustainable Operations Series and working towards LEEDS certification for Hermitage Centre.

Additionally, we are a member of several commercial real estate industry organizations, including, but not limited to, SIOR, CCIM, BOMA, ICSC, IREM, CPA, CPM, PDM and ULI.

### **HUMAN RESOURCES**

Our Human Resource (HR) procedures follow strict guidelines for hiring, screening, training and supervision of employees with a HR attorney on retainer to keep us current on changing laws and issues. All prospective employees are required to undergo drug testing and a background check prior to their hiring.

At NAI TALCOR, we pay competitive wages and provide all our full time staff with benefits normally found at larger corporations, including, but not limited to, vacation benefits, health insurance, paid holidays, sick leave benefits, workers compensation insurance and 401K plan.



## OUR PORTFOLIO IS PROOF OF OUR CLIENT'S **CONFIDENCE**

NAI TALCOR currently manages over 4 million square feet of retail, office, industrial and institutional buildings and business parks which encompasses 76 properties. Approximately 1.2 million SF of this is office space occupied by government agencies.

Our range of capabilities is custom tailored for each property owner and tenant mix, from Class A professional service as demonstrated by our assignment of Highpoint Centre downtown and Hermitage Center, maintaining full time on-site staff, to daily hands-on service that we perform for Tallahassee Orthopedic Clinic at their medical facilities and City Centre downtown office building. NAI TALCOR is equipped to provide services as dictated by the client and property.

Our team of management professionals provide commercial real estate owners with lease administration, tenant relations/retention, property/building maintenance, risk management, contract bidding, vendor management, operating and capital expenditure annual budgets, property accounting, and monthly owner's reports.

Our global team has extensive experience managing a variety of commercial properties, including, office, industrial, retail, hotel, medical, educational, multi-family, corporate and local, state and federal government facilities. Our network shares best practices and stays on the absolute cutting edge of the industry.

NAI TALCOR is part of NAI Global. That means we are part of the single largest, most powerful global network of commercial real estate firms with over:

- 6,700 professionals
- more than 375 offices
- over 380 million square feet managed worldwide.



**4+**  
MILLION SQFT

**398**  
TENANTS

**76**  
PROPERTIES

**60**  
ENTITIES

## YOUR BUSINESS IS OUR **BUSINESS**

At NAI TALCOR, we aim to exceed your expectations, building a relationship based on trust with a common goal of long-term success in mind, not just the next transaction. We provide custom solutions for your business objectives.

With our careful selection of seasoned professionals who are deeply rooted in their markets, we have developed our business to support yours over the long term.

We will listen, take a holistic view of your business, and apply our knowledge to maximize potential, guide your investment, and add value.

We are local and we are global. Our diversified platform spans North and South America and the Caribbean, Europe, the Middle East and Africa, and in the Asia Pacific region.



### **E. Edward Murray, Jr.**

SIOR, CCIM  
NAI Director / President / Broker

Founder of NAI TALCOR, Ed is a licensed real estate broker in Florida, Georgia, and Alabama. Ed has more than 37+ years of experience in real estate and oversees business and client development, NAI TALCOR licensee supervision, acquisition / disposition representation, and engages in sales and leasing activity.



### **Frank Langston**

CCIM  
Principal / Broker

Frank L. Langston, CCIM is one of two principal owners of NAI TALCOR Commercial Real Estate Services, Inc. and is a veteran of 27+ years in the commercial real estate services business. Frank oversees the sale, leasing, and management of 5 million SF of office, retail, industrial, and flex space properties valued at over \$400,000,000.



### **Lori Campbell**

Director of Property Management

Lori ensures the quality and accuracy of the property management process in the management of over 4 million SF of commercial property including directing the activities of the property management team including 7 property managers and 10 maintenance and support team members.

## MEET OUR IN-HOUSE PROPERTY MANAGEMENT **PROFESSIONALS**



**Kristy Bennett, CPS**  
Director of Property  
Management Accounting



**Anna Carr**  
Senior Property  
Management Accounting



**Alashia Pryor**  
Property Management  
Accounting Assistant



**Stephanie Shoulet**  
Property Manager



**Debbie Weber**  
Property Manager



**Beverly Hayes**  
Property Manager



**Michael Bolton**  
Property Manager



**Barbara Zeier**  
Property Manager



**Tracy Pyke**  
Property Manager

## RECOGNITION AND AWARDS

### AWARDS

**TOP SALES AND LEASING FIRM** - NAI TALCOR was awarded the 2019 Top Sales and Leasing Firm in Tallahassee by the CoStar group.

**POWER BROKER** – NAI TALCOR was recognized by CoStar Group as having real estate professionals qualify as power brokers in our market. The Power Broker award recognizes the best of the best in Commercial Real Estate

**TOP PRODUCER** - NAI TALCOR was recognized by NAI GLOBAL as having professionals qualify as top producers in our market. The award honors individuals who handle the highest volume of multi-market business within the NAI organization.

### RECOGNITION

**CPM** - The Certified Public Manager® program is a nationally-recognized program for training and developing public managers and supervisors. Florida has one of the largest, and most successful, CPM Programs in the country, with nearly 5,500 graduates from more than 100 agencies.

**CCIM** - A Certified Commercial Investment Member is a recognized expert in the disciplines of commercial and investment real estate. The designation is awarded by the CCIM Institute, formerly known as Commercial Investment Real Estate Institute of the National.

**SIOR** - The Society of Industrial and Office REALTORS® is an international professional commercial and industrial real estate association based in Washington, D.C. It offers a professional designation to an elite selection of qualified commercial brokers and other industry professionals. It has 3,200 members in 686 cities and 36 countries.

**CHAMBER MEMBER** – Involved with the local Tallahassee Chamber, NAI TALCOR participates in many events around the city. Recognized as a leader in our community, principal Ed Murray speaks and participates at many of these events.



PROUD MEMBER OF  
THE CHAMBER  
GREATER TALLAHASSEE CHAMBER OF COMMERCE



**CCIM Institute**  
Commercial Real Estate's  
Global Standard for Professional Achievement



An aerial, grayscale photograph of a city, likely Los Angeles, featuring a prominent tall tower in the background and various urban buildings and streets. A large, white, stylized number '2' is centered within a white square frame that is slightly offset from the center of the image.

# 2

# MANAGEMENT PLAN

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## OUR MANAGEMENT PLAN WILL PROVIDE YOU **PEACE OF MIND**

NAI TALCOR has built an outstanding reputation as a local property management service provider. Our team provides a full spectrum of services at the highest level, from covering the day-to-day property and financial details to maintaining overall tenant relations. We are dedicated to providing comprehensive, reliable service with in depth reporting customized to your needs. We have a host of services available, but they can all be summarized by one phrase: **peace of mind**. Our goals as a management company are:

1. To ensure your buildings and tenants are receiving the best service and operating at peak efficiency,
2. To provide in-depth communication and comfort that comes from knowing that every detail is covered and every aspect of your asset is under control, and
3. To proactively pursue ways to continually improve performance and your asset's standing in the market.

### **OBJECTIVES:**

Our objectives in the management of the association at Midway Business Park are to:

- Maintain the common property elements to the highest standards possible within the constraints established by the annual operating budget.
- Careful long term financial planning, ensure the establishment of the association's reserve fund requirements.
- Minimize the personal time commitment of each Board member without reducing Board awareness of the ongoing administration of your development.
- Establish effective communication with owners, building a meaningful rapport to ensure a harmonious environment for all.

### **OPERATIONAL SERVICES:**

The below services will be provided, as applicable, for the association:

- Plan, coordinate and attend annual owners' meeting and special Board meetings, as required, including preparation and distribution of meeting notices and summary minutes.
- Subject to the direction of the Board and in accordance with the approved budget, maintain the common elements of the property according to appropriate standards of maintenance consistent with the character of the property.
- Prepare work specifications and secure competitive bid proposals for contracted services, recommend contract awards, negotiate and enter into contracts on behalf of owner, provide supervision of all contracted services, evaluate compliance with contract specifications and administer payment under the terms of the contract.
- Property Manager shall negotiate contracts for water, electricity, gas, telephone and such other services as may be necessary or advisable for the common elements of the property.

## OUR MANAGEMENT PLAN WILL PROVIDE YOU **PEACE OF MIND**

### OPERATIONAL SERVICES CONT'D:

- Prepare a quarterly manager's report
- Enforce the terms of the by-laws and rules and regulations; issue fines and chargebacks when necessary and ensure amounts are collected in full.
- Perform routine inspections of the property to determine what actions, if any, are advisable or necessary to preserve or improve the appearance, safety or structural integrity of the property;
- Respond to tenant/owner complaints/service requests related to the common elements of the property.
- Maintenance personnel shall make a visit to the property every two weeks or as otherwise needed, inspecting the property for repairs needed and removing miscellaneous trash and debris.
- Provide "on call" response in the event of unforeseen issues.
- Advise and consult with Board with respect to any further by-laws and/or rules and regulations which in the opinion of the Manager would be recommended to further harmonious and satisfactory operation of the property for the common benefit of the owners.
- If requested by Board, prepare and keep current the association's corporate registry;
- Upon Board's request, arrange to provide to the Board for its approval quotations on insurance policies coming due from time to time in amounts to be determined by the Board and arranging for insurance coverage and any appraisals in connection therewith which may be required;
- Prepare announcements, correspondence, notices, or any other material and distribute same in the manner described to those persons entitled to receive them as may be directed from time to time by the Board.
- Provide recommendations to the Board with respect to:
  - preventive maintenance programs;
  - planning and calculation of reserve funds;
  - energy conservation programs;
  - property tax.

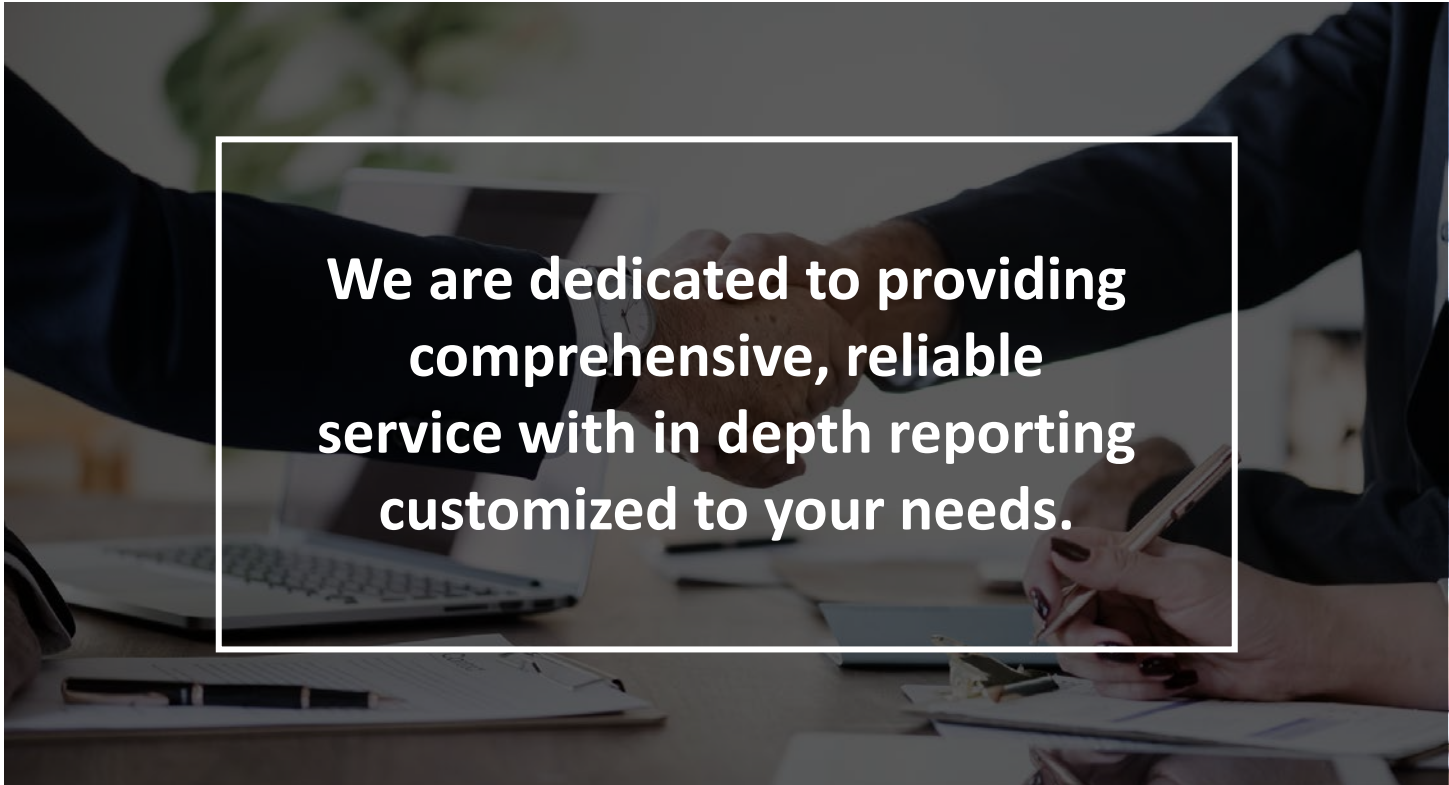
### ACCOUNTING:

- Maintain association member data
- Invoice owners for all charges and assessments and use best efforts to collect such charges.
- When necessary, advise Board of delinquent charges. If requested by Board, obtain counsel on behalf of association to sue for assessments and other charges and initiate legal proceedings, as necessary.
- Prepare an annual operating budget each year.
- Provide quarterly financial reports setting forth detailed statements of collections, disbursements, delinquencies, uncollectable accounts, balance of operating accounts, accounts payable and other matters relating to management activities.

## OUR MANAGEMENT PLAN WILL PROVIDE YOU **PEACE OF MIND**

### ACCOUNTING CONT'D

- After the end of each operating year, prepare and deliver to Board statements pertaining to the operation and maintenance of the property during the preceding operating year.
- Account for all monies and maintain bank account on behalf of association and make payment of operating expenses in accordance with the approved budget.
- Balance monthly bank statements, review monthly reports and close the books monthly.
- Maintain constant surveillance over actual and committed expenditures to assure efficient control over operating account disbursements, utilize a purchase order system to authorize, document and control expenditures.
- Obtain Board approval for funding as required and for repair expenditures exceeding a specified amount prior to commitment of that expenditure.
- Maintain accurate local records of all financial and operational transactions
- Use Yardi Voyager for reporting, provide customized financial reports which can be provided in pdf form and/or exported to Excel.



**We are dedicated to providing  
comprehensive, reliable  
service with in depth reporting  
customized to your needs.**





# STAFFING PLAN

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## OUR PROFESSIONALS ARE LOCAL **EXPERTS**

### PROPOSED STAFFING PLAN

Upon assuming responsibility for managing your association, a well-trained professional management team will be assigned to your property. Our organization strives to enhance each manager's performance and effectiveness by providing problem solving staff meetings, professionally sponsored seminars and encouragement toward professional designations. We are confident that our management team is trained to handle any management situation.

Stephanie Shoulet will be assigned as the property manager for the association with supervision provided by Lori Campbell, NAI TALCOR's Director of Property Management. Stephanie started working for NAI TALCOR in 2017 and brings with her in excess of 12 years of commercial property management experience including 10 years providing condo association management services. Stephanie's attention to details and commitment to enhance the operational efficiency of a property is a strong asset in achieving the goals of an owner. Stephanie is currently pursuing her CPM (Certified Property Manager) designation.

### MAINTENANCE

Maintenance is a critical component to preserving and enhancing the value of an asset. On a daily basis NAI TALCOR not only handles routine ongoing maintenance problems, but is also experienced in dealing with emergencies promptly. We hire highly trained personnel who are capable of handling a myriad of problems that can and will occur on your property daily. However, a scheduled preventative maintenance program will keep these problems to a minimum.

For your property, we will assign Jake Stewart as the maintenance technician. Jake started with NAI TALCOR in August 2017. Jake has a strong background in plumbing, electrical and HVAC repairs. Jake will visit the property once every two weeks and would be available for additional work, as needed.

While Stephanie and Jake will be the primary staff assigned to your property, we have additional property managers and maintenance staff available to step in at a moment's notice in the event either one of them are out of the office for either scheduled or unscheduled reasons. This team environment ensures the management of your property will continue without interruption of service.



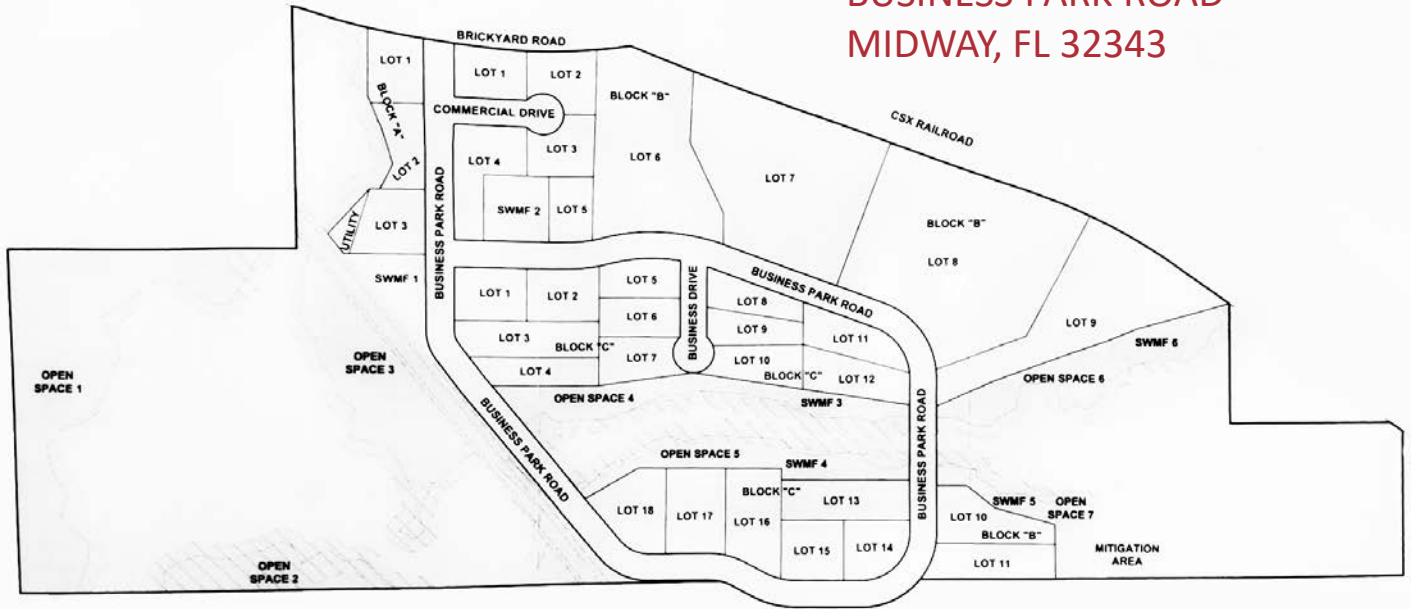
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# PROPERTY INFO & FEES

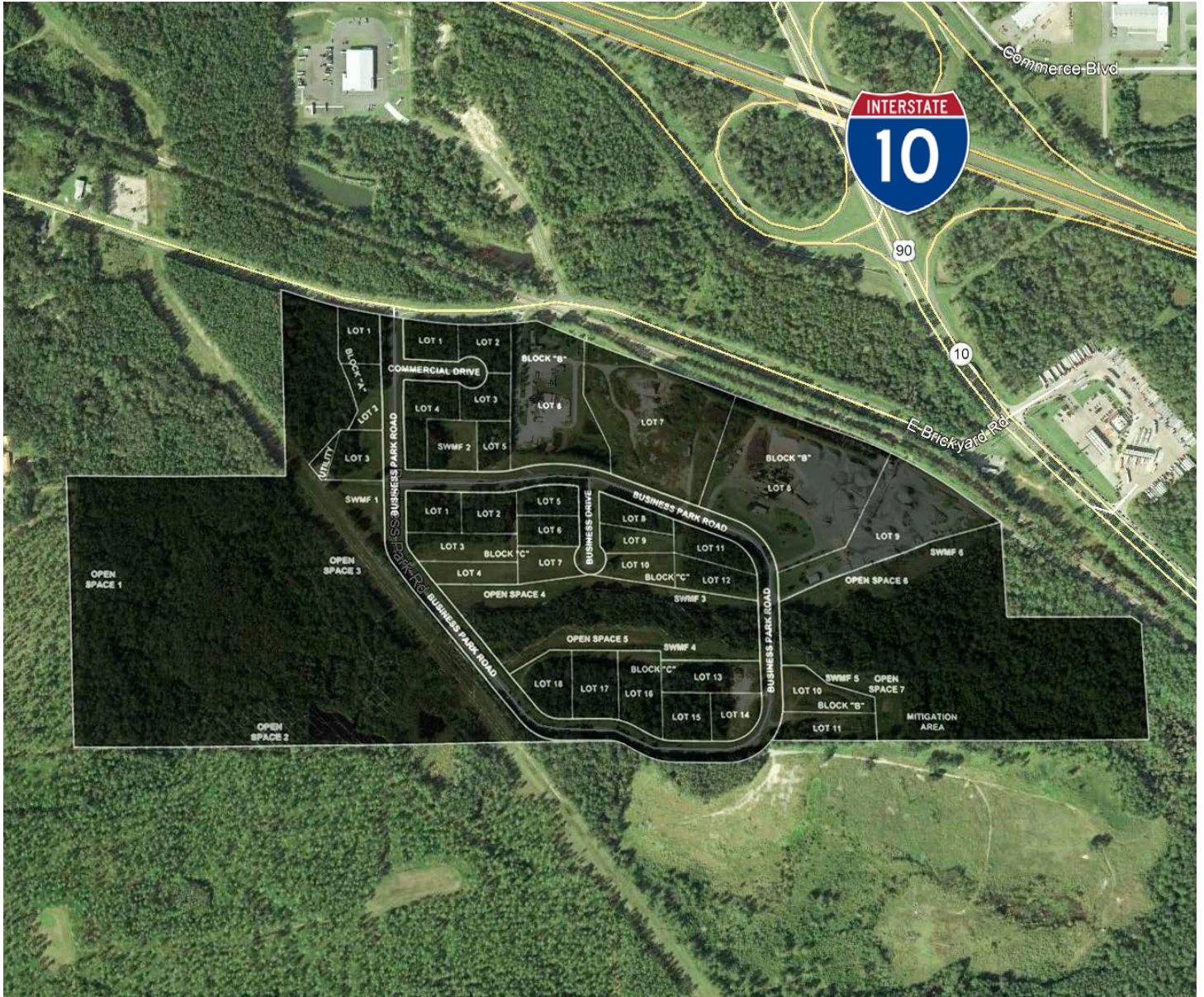
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## LOCATION & PROPERTY SPECIFICS

Midway Business Park  
BUSINESS PARK ROAD  
MIDWAY, FL 32343



## LOCATION & PROPERTY SPECIFICS



## LOCATION & PROPERTY SPECIFICS



RESULTS DELIVERED

# THAT'S PRICELESS

## MANAGEMENT FEE

### ASSOCIATION MANAGEMENT FEE

The proposed management fee would be \$800.00 per month. Said fee is inclusive of the costs associated with the property manager's services, senior management, transportation for the Maintenance Technician, and ancillary administrative expenses such as copies, standard US postage and the like. Extraordinary expenses such as certified or overnight mail will be billed back to the association.

### START UP FEE

A one-time start up of \$300.

### MAINTENANCE FEE PROPOSAL

NAI TALCOR maintenance staff will be billed back to the property.

The current bill back rate is \$45.00/hr for normal working hours (Mon-Fri, 7:00 AM – 4:00 PM) and \$67.50/hr for after hours calls. Bill back time is calculated in 15 minute increments.

### CONSTRUCTION MANAGEMENT FEE PROPOSAL (UPON REQUEST)

For projects in excess of \$15,000, the construction management fee would be as follows:

5% for the first \$100,000 4%  
over \$100,000

An aerial, grayscale photograph of a city, likely Los Angeles, showing a mix of modern and classical architecture, green spaces, and a major highway. A large, white, stylized number '5' is centered in the image, enclosed within a white square border.

5

# NAI TALCOR CONTACTS

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## LORI CAMPBELL



**Lori Campbell, CPM, CCIM, RPA**  
Director of Property Management

**NAI TALCOR**

o: 850.224.2300

f: 850.425.1114

c: 850.242.8681

[lori@talcor.com](mailto:lori@talcor.com)

**SCOPE OF RESPONSIBILITY**

Ensure the quality and accuracy of the property management process in the management of over 5 million SF of commercial property including directing the activities of the property management team.

**TRANSACTION HISTORY**

Lori began her real estate career in the public sector in 1993 where she gained over 15 years of experience buying, selling, leasing, developing and managing commercial real property. Typical uses included restaurants, marinas, aviation facilities, children's museum and government use. While in the public sector, Lori further directed the management and operation of a 4,800 seat theater with 28,000 SF of exhibit space, a 150,000 SF exhibition facility, a 74,000 seat football stadium, and 839 seat community theater and 3 marinas containing 900 slips. Lori subsequently relocated to the Tallahassee area where she commenced her private sector real estate experience with NAI TALCOR in March 2009 as a commercial advisor and later added property management duties to her work. Lori is now the director of property management at NAI TALCOR, where she ensures the quality and accuracy of the property management process in the management of over 5 million SF of commercial property including directing the activities of the property management team.

## LORI CAMPBELL

### PROFESSIONAL AFFILIATIONS & DESIGNATIONS

- CPM (Certified Property Manager)
- CCIM (Certified Commercial Investment Member) designation & member since 1998
- FL CCIM Chapter
- CCIM FL Panhandle District Chapter (Past President & Secretary)
- RPA (Real Property Administrator) designation (1996)
- Tallahassee Board of Realtors
- Florida Association of Realtors
- National Association of Realtors
- Tallahassee Commercial Council
- Real Estate Salesperson, State of Florida
- ICSC member (International Council of Shopping Centers)
- IREM member

### EDUCATIONAL BACKGROUND

Graduated from Florida International University –  
BA in Public Administration

### SIGNIFICANT TRANSACTIONS

- Owner's rep in ground lease transactions involving
- development of 18 acre botanical garden; aviation and
- visitors facility; charter school; children's museum; and
- mixed-use waterfront facility including 90 wet slips, 260 dry rack storage, related retail and public market.

## E. EDWARD MURRAY



**E. Edward Murray, Jr., SIOR, CCIM,**  
NAI Director / President / Broker

### NAI TALCOR

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f: 850.425.1114

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[murray@talcor.com](mailto:murray@talcor.com)

### SCOPE OF RESPONSIBILITIES

- Company Founder - As President and Designated Broker oversees all operations of NAI TALCOR and its 70+ employees.
- Real Estate Brokerage – Founder of NAI TALCOR in 1990 with multiple offices. Client representation for sales & leasing of investment, retail, office, industrial, multi-family & commercial land.
- Receivership – Court appointed receiver for lenders on distressed assets through foreclosure process. Full service property management and accounting company provides oversight, maintenance, tenant relations and collection services. Insured with Receiver Surety Bond.
- Consultation & Expert Witness: 32 Years' experience in real estate, providing advice to investors, business owners, local government and universities.
- Property & Asset Management – Full service property management and accounting company with oversight of over 5,500,000 square feet of retail, office and industrial properties.
- Landlord & Tenant Representation – Marketing, research, analysis and negotiation of lease transaction for both landlords and tenants.

### PROFESSIONAL AFFILIATIONS & DESIGNATIONS

- National Association of Realtors
- Florida Association of Realtors
- Tallahassee Board of Realtors
- Society of Industrial and Office Realtors (SIOR) designation
- Certified Commercial Investment (CCIM) designation
- International Council of Shopping Centers (ICSC)
- Building Owners & Managers Association (BOMA)
- Commercial Council
- Urban Land Institute (ULI)

## E. EDWARD MURRAY

### EDUCATIONAL BACKGROUND

- Bachelor of Science in Real Estate & Finance-Florida State University
- Florida, Georgia, and Alabama Real Estate Brokers Licenses
- SIOR Designation (Society of Industrial and Office Realtors)
- CCIM Designation (Certified Commercial Investment Member)
- Graduate of Leadership Florida
- Graduate of Leadership Tallahassee

### SIGNIFICANT TRANSACTIONS

- Collegetown - Lease up of 38,000 SF of high end retail
- Urban Outfitters - 14,000 SF as part of Collegetown
- Miracle Plaza - Broker and Lease up for 76,000 SF of high end tenants
- Whole Foods Market
- 4 Rivers Smokehouse
- Zoe's Kitchen
- Burger Fi
- Francesca's
- Magnolia Grove - Broker and lease up for high end retail project
- Starbucks, Blaze Pizza, Smash Burger, Which Wich
- Home 2 Suites by Hilton
- Florida State University/City of Tallahassee (CRA) land swap (\$11,000,000 value) includes relocation of future College of Business

### BACKGROUND & EXPERIENCE

- Greater Tallahassee Chamber of Commerce - Past Chair
- Economic Development Council - Past Chairman
- Tallahassee Memorial Healthcare Board Member
- Leon County Sales Tax Extension Committee
- FMB Banking Corp. - Bank Board Member
- Leadership Tallahassee 2012 Leader of the Year Nominee
- Urban Land Institute of North Florida Board Member
- Former Member of the Technical Advisory Committee
- Knight Creative Communities Institute (KCCI) Advisory Board
- Capital Health Partnership - Past Board Member
- Former member of the Welaunee Community Advisory
- Council on Cultural Arts (COCA) - Former Member of Cultural Support Space Committee
- St. Peters Anglican Church - Senior Warden (5 years) (Former)
- Florida State University Real Estate Advisory
- Gaines Street Revitalization Committee - Past Chairman
- Habitat for Humanity - former Board Member
- Midtown Merchants Association - founding Member & past Board Member
- Past Member Tallahassee Downtown Improvement Authority (DIA) - Former Executive Committee
- Past Lecturer at FSU, College of Business, Real Estate Dept
- Exchange Club of Tallahassee
- Gamma Eta Mansion Corporation (Kappa Alpha)
- The Economic Club of Florida – Member

## CORPORATE OFFICE

NAI TALCOR  
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(850) 224-2300

## SATELLITE OFFICE

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Panama City Beach, FL 32413

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Dothan, AL 36303