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The Talk of the Town--What's That Sound?

It can only be one thing...the crack of the bat and the cheers of the fans from our new Community Maritime Park! Baseball is well underway in Pensacola and the excitement of having a minor league team on the shores of Pensacola was immediately evident as the *Blue Wahoos* took the field for the first time in April.

Maritime Park, with its spectacular panoramic view, will benefit not only baseball lovers but also the city as a whole. The ballpark and the community development area were designed to be a live/work play area. With the future addition of the amphitheater and the

marina and developing opportunities through retail and residential, the park will become a hub for economic advancement in the community. It connects everything and helps the economic flow in our downtown area.

The spirit of the community has been captured through the *Blue Wahoos* logo and colors. Picture the blue skies of Pensacola, the Blue

Angels and the fierce, competitive wahoo fish as an accumulation of thoughts and ideas that represent our beautiful region.

The landscape of Pensacola has been changed forever and with the ten-year guaranteed lease for our hometown team, there will be plenty of baseball for everyone! See you at the ballpark.



From Bo Johnson, 2012 NAIOP NW FL President



"This contagious energy is certain to stimulate more investment and development in the downtown area."

About our President:

Owner/Broker, FL Land & Investments, Inc.

NAIOP Member
Served as NAIOP Program Chairman for 6 years

Past President, NAI Halford

Served as National President of Speakers of the House of Representatives

Served as Speaker of the FL House of Representatives

Served 16 years in the FL House of Representatives

"We Have Arrived"

Wahoo!!!!

Pensacola has come to life with its support of the *Blue Wahoos*. It's great to see thousands of fans packing the stadium, filling the restaurants, and bringing energy to the Pensacola nightlife. This contagious energy is certain to stimulate more investment and development in the downtown area.

Jobs!!!!!!

We were all holding our collective breath in hopes that the 4-H kids would approve the land sale to Navy Federal. The kids made the right choice, clearing the way for thousands of new jobs. It's great to have the world's largest Credit Union anchoring the job growth along the Nine Mile corridor. If the new I-10 interchange, the Commerce Park at the federal airfield, and four laneing of Nine Mile come together, this area will be the "Job Center of the Universe".

Future!!!!!!

UWF wants to become a big time University and it will be fun to watch its growth under the leadership of President Judy Bense and the vision of Dr. Matt Altier. The ambitious plan for a football stadium and dynamic student center complex, along with the development of lifetime living/learning and gulf front resorts, will provide the catalyst for new education, employment, and investment opportunities throughout the region.

What Bo Knows

The Next Big Thing:

The BP oil spill occurred April 20, 2010. While the long term environmental impact is still undetermined, we now know that BP has done a terrible job of handling the compensation for economic damage. Over the period of two years, BP has paid out less than 20% of its \$20 billion damage fund. You can expect a major economic revitalization if the federal judge in New Orleans forces the settlement and urges a quick resolution of claims, causing over \$16 billion to flow into the gulf coast region.

The other big deal is the "Restore Act" that U. S. Senator Nelson is attempting to pass in Congress. This would force 80% of the federal oil spill damage fund to be spent in the gulf coast restoration. This also will result in the infusion of billions of \$\$\$ in our gulf coast economy.

The aftermath of a natural disaster, like a hurricane, results in billions of dollars of insurance money to repair the damage. There was a lot of suffering after the hurricanes, but there was also a powerful economic recovery.

BP has mishandled the recovery process in the post-disaster period of the oil spill. There is not any confidence in their claims payment process, which lacks consistency and transparency. We can look for the revitalization to finally occur if the judge and the senator can force the right thing to happen. Major Florida markets have enjoyed strong international and institutional investment over the past year; we could catch up in a hurry if the money flows our way.

Play & Win

Five Lucky People Will Win!

Be one of the first five players to answer the following questions:

1. Who owns the *Blue Wahoos* team?
2. Who is the head coach?
3. How long did it take to build the stadium?
4. Who was the first visiting team to the stadium?
5. Who threw the opening pitch in game one?

The first five entries with the correct answers will win tee shirts, calendars and other *Blue Wahoos* merchandise. Prizes will be awarded at the next Chat meeting on May 23rd at 4:00 PM, Bowden Building, Downtown Pensacola.

Be a Winner and send your answers to naiopnwfl@cox.net

TODAY!

Good Luck!

Special Thanks to Shelley Yates, Blue Wahoos Events Coordinator, for donating the prizes.



Blue Wahoos Home Game Schedule

Monday, May 14
Birmingham Barons
7:00 PM

Tuesday, May 15
Birmingham Barons
7:00 PM

Wednesday, May 23
Mississippi Braves
7:00 PM

Thursday, May 24
Mississippi Braves
7:00 PM

Friday, May 26
Mississippi Braves
7:00 PM

Saturday, May 27
Mississippi Braves
6:30 PM

Sunday, May 28
Mississippi Braves
2:00 PM

Saturday, June 2
Jacksonville Suns
6:30 PM

Sunday, June 3
Jacksonville Suns
6:30 PM

Monday, June 4
Jacksonville Suns
7:00 PM

Tuesday, June 5
Jacksonville Suns
7:00 PM

Wednesday, June 6
Jacksonville Suns
7:00 PM

Wednesday, June 13
Mobile Baybears
7:00 PM

Thursday June 14
Mobile Baybears
7:00 PM

Friday, June 15
Mobile Baybears
7:00 PM

Saturday, June 16
Mobile Baybears
6:30 PM

Sunday, June 17
Mobile Baybears
2:00 PM

BLUE Alert!

Watch your emails for news about the Upcoming NAIOP Deals & Drinks at the Ballpark!



Technology Campus,
Breingsville PA*



Vicki Campbell

Members in the News

Brad Lacour, reports that his company, Trident Partners, an equity partner in Hamilton TEK Partners, recently sold a Breinigsville, PA asset to a NY based investment company for \$51M+. The asset was an 85% leased, 137 acre, 510,000 square foot technology campus, which included Class A office, lab and R&D space and a data center.

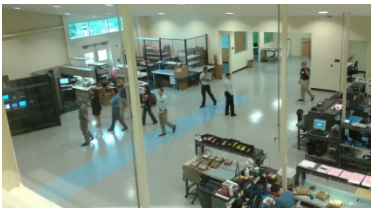
Vicki Campbell Runs for ECUA Board

Vicki Campbell, who is a lifetime resident and businesswoman of Escambia County, has met the requirements and been approved to be placed on the ballot for ECUA District 1 Representative.

Vote Vicki for ECUA!

"It will be an honor to represent the area in which I grew up and where Mike and I continue to live and raise our son. I am excited for the opportunity to work on behalf of you and your families, and it has been a privilege to receive such strong support thus far. I hope you will join our campaign team and work towards victory in August," said Vicki.

The Accidental Developer



On Wednesday, April 18, 2012, BBVA Compass sponsored a tour of the NAIOP 2012 Best Transformation/Renovation Development of the Year Award building, Avalex. Tad Ihns, CEO of Avalex, explained many of the parameters on developing this building and how he "accidentally" became a developer. NAIOP members and guests received a very thorough and interesting account of the products that Avalex manufactures and their award winning building. An added benefit of the building is the parking area, along with having enough room to grow.

When Mr. Ihns was asked why he picked Gulf Breeze over anywhere else in the world, he said,

"I choose to live here because I can live on the edge of a national park and the beach... there is no place more beautiful!"

Avalex Technologies is a leading supplier of rugged surveillance equipment for law enforcement and military around the world. Avalex incorporates leading edge technologies in developing and customizing products to meet the rugged demand of the aviation and ground vehicle surveillance market. The reliability of their products is critical for the success of our customers, for the safety of the teams that use them and the people they protect.

Special thanks to Todd O'Brien, BBVA Compass and Tad Ihns and his incredible team!

"As a hotel developer, I was impressed with the design of the building—purposefully designed for the way the various departments interact with each other. I'm proud to have such a progressive high-tech company in our area, employing engineers from the University of West Florida." Rich Chism, Director of Development, Innisfree Hotels

"I enjoyed the tour very much. Avalex is a great company and I was very impressed with their facility and team," said Stanley Bruce, Senior VP, Gulf Coast Community Bank.

NAIOP Meetings and "What's Up" Chat Recaps

NAIOP Partnered with UWF on Wednesday, March 14, 2012, at the Alumni Room in building 12. Matt Altier, Vice President, University of West Florida, gave a detailed overview of the exciting plans UWF has for expanding the campus to meet the needs of the growing student body.

A special thanks to Justin Beck and Beck Properties for sponsoring this event.

The **March Chat** began in the West Pac Room of the NAS Museum where NAS CO, Christopher Plummer, discussed the potential local impact of the new

defense plan with NAIOP members and guests. The group toured the **National Flight Academy's, Ambition** with Captain Kevin Miller, Exec. V.P. / COO, Naval Aviation Museum. NAIOP NW FL is now ready to "Fly with NAS Pensacola!"

Thanks to Greenhut for sponsoring this meeting.

On Monday, April 9, 2012, the Greater Pensacola Chamber of Commerce invited NAIOP NW FL members to attend an **Owner / Broker Forum** where they introduced the Fast Track system for viable commercial

properties. For more information contact Chanda Garrison cgarrison@pensacolachamber.com

Urban Redevelopment Advisory Committee Meeting with Brian Hooper was held on Tuesday, April, 10, 2012. This committee wants your input! Contact NAIOP members, Brad Lacour and Kevin Hoffman with your suggestions. naiopnwfl@cox.net

Click on this link for more information about the accomplishments and goals of this committee.

<http://www.cox.net/~naio/Default.aspx?PageID=1012472&eventID=75188&EventViewMode=%26calendarViewType=1&SelectedDate=9/24/2012>



National Flight Academy, "Ambition"



After the meeting with UWF

Tired of the Internet? Put your NAIOP membership to work!

Making the Right Connections

NAIOP NW FL is dedicated to providing members with meaningful, up-to-date information as well as an opportunity to meet colleagues who can be of immediate value.

This is an important time in our history when working together can benefit everyone. In this economy, it is not just a matter of survival but rather a matter of getting the information you need. NAIOP members have been providing this type of information in NW FL since 2002.

Share your Knowledge

So far this year we have gained ten new members! For this reason, the membership committee is forming a Mentoring Program. This program will provide a great opportunity for our more established members to share their knowledge of the industry. If you have been a NAIOP member for over two years, we hope you will consider being a mentor.

NAIOP Membership offers a wonderful opportunity to connect with fellow members, share and exchange information, and build meaningful

relationships.

Contact NAIOP Membership Chairman, Kathleen Baldwin, about your NAIOP Membership and the Mentoring Program today!

Kathleen.baldwin@warrenaverett.com



"I've been attending and enjoying NAIOP functions for several years as a guest of my partner and one of the founding members, Alan Manning. This year we decided, as a firm, to invest in NAIOP and up our participation level. So, Charles James, Ryan Hatler, and I all joined Alan as members. As professionals involved in our industry and local economy, we believe NAIOP provides a great opportunity to be involved and be informed."

Will Dunaway
Clark Partington

NAIOP NW FL Mission Statement

To be the leading organization in Northwest Florida for developers, owners, and related professionals in office, industrial, retail, and mixed-use real estate. We provide unparalleled industry networking and education, and we advocate for effective policies and legislation at the state and local levels on behalf of our members. We advance responsible, sustainable development that creates jobs and benefits the communities in which our members live and work.

Scan this with your smart phone for NAIOP contact info:



We're on the Web!

See us at:

www.naiopnwfl.com

What's Coming UP!

May "What's Up!" Chat Series

Sponsored by
A Friend of
Congressman Miller

"A Chat with our
Congressman"

Please Note this Meeting
Date & Time!

**Wednesday,
May 23, 2012**

4:00 PM – 5:00 PM

Location:
**Bowden Building
120 Church Street
Downtown Pensacola**

Click this link to RSVP!

<http://www.naiopnwfl.com/Default.aspx?PageId=1012472&EventId=452670&EventViewMode=EventDetails>

June "What's Up!" Chat Series

National Trends with
NAIOP Board
Chairman, Bill Hunt

**Wednesday,
June 20, 2012**

Sponsored by



7:30 AM – 8:30 AM

Greater Pensacola
Chamber of Commerce
Board Room

Click this link to RSVP!

<http://www.naiopnwfl.com/Default.aspx?PageId=1012473&EventId=452681&EventViewMode=EventDetails>

Save the Date!

**Tuesday,
July 31, 2012
Candidate Mixer**

McGuire's Grand Hall

Watch your emails for
Sponsorship info!

**Thursday,
August 16, 2012
NAIOP Economic
Update**

11:30 AM – 1:30 PM

This event will take the place
of the August Chat meeting

Watch your emails for
Table Sponsorship info!

New Member Spotlight

Ed Gray, III

Company Name – Capital Trust Agency Community Development Entity, LLC (CTA CDE)

What I do: I am the executive director of Gulf Breeze Financial Services, The Capital Trust Agency, and the Capital Trust Agency Community Development Entity LLC

What we do: CTA CDE is a certified Community Development Entity as approved by the US Treasury. As a CDE, we have authorization to apply for New Market Tax Credits that can be used to finance qualified businesses in qualified geographical areas. The other agencies I manage serve as conduit issuers of tax exempt securities to generate capital to finance permissible projects.

Why I am a member: We participate in financing many projects that provide positive economic impact and which have real estate as the underlying asset. NAIOP will be an excellent source of obtaining feedback from owners and developers as to market trends and impediments that exist when searching for capital.

Proudest Moments: In my public political life, successfully winning eight elections as a candidate for three public offices; in my private life, having the joy of raising three beautiful but expensive daughters; in my professional life, successfully financing, completing and attending the opening of the Pensacola Community Maritime Park.

Favorite Hobbies: Boating is an enjoyment for me as well as attending FSU football games. My favorite pastime comes with having fun with my daughters the little time they are not with boyfriends and their buddies.

