

# RealShare | CENTRAL FLORIDA

**09/07/2016**

7:30 am - 8:00 am

**Networking Breakfast and Registration**

8:00 am - 8:05 am

**Opening Remarks**

8:05 am - 8:55 am

**Industry Leaders Roundtable**

From key developments in Orlando and Tampa to the crucial role Lakeland plays in Central Florida's commercial real estate sector, leaders will discuss the industry forecast, offer insight into the area's current state, and project what's on the horizon. Experts will tackle subjects ranging from factors fueling the market, where Central Florida is in the cycle, the impact of the transitioning political regimes, the art of incentives, today's hot sectors and the areas to watch.

**Robin Webb, CCIM MODERATOR**

*Principal and Managing Director*  
NAI Realvest

**Ken Kupp**

*Partner*  
Boyd Development Corporation

**Steven Ogier, CCIM**

*Principal*  
ContraVest Builders

**Dave Porter**  
*Senior Vice President*  
Orlando Economic Development Commission

**Stephen Mauldin**  
*Group President, Real Estate Investment Fund Management*  
CNL Financial Group

8:55 am - 9:15 am

**Networking Break**

9:15 am - 10:05 am

**E-Volution: How eCommerce is Changing Industrial Development**

eCommerce has morphed industrial activity drastically over the past few years and Central Florida is a prime location to drive consolidation. With the increasing importance of logistics and automation, the industry is being forced to adapt by providing up-to-date technology, innovations in functionality, the reduction of footprint, and even close proximity to accommodate same-day delivery. With such demands redefining distribution, how is the sector changing to keep up?

**David Murphy MODERATOR**  
*Senior Vice President*  
CBRE

**Brendon Dedekind**  
*Vice President*  
ProLogis

**Eric Penaranda**  
*Director of Leasing*  
DCT Industrial

**Lane Ramsfield**  
*Vice President of Real Estate*  
Port Tampa Bay

**Matthew Sullivan**  
*Principal*  
Cite Partners

10:05 am - 10:25 am

**Networking Break**

10:25 am - 11:15 am

**Active Areas: What's Driving Commercial Real Estate?**

The battle over Orlando's remaining class A office space, the robust downtown, medical, and education areas along with a healthy infrastructure has made the city a hotbed of growth. The uptick in hospitality and growing multifamily sector is transforming every aspect of Central Florida. In addition, Tampa is touting cutting-edge developments and mixed-use, water-front buildup. Expert panelists will delve into Central Florida's most active areas from Tampa to Orlando and everything in between. Find out what's hot and what's not for developers, lenders, and brokers.

**Gary Ralston, CCIM, SIOR MODERATOR**

*Managing Partner*

Coldwell Banker Saunders Ralston Dantzler Realty

**Kurt Keaton**

*Managing President*

Franklin Street

**Ryan Kratz**

*President*

Colliers

**David Hunter**

*Commercial Director, Central Florida*

Coldwell Banker Commercial NRT

**Larry Richey**

*Senior Managing Director*

Cushman & Wakefield

**Keith Simmel**

*Principal, Hospitality Studio*

Cooper Carry

**Justin West**

*Regional Manager*

Marcus & Millichap

## **The State of Central Florida's Capital Markets**

With the area proclaimed by many to be at the top of the market, experts will discuss negotiating the finance and capital markets of Central Florida. Hear strategies and details of current and potential deals, understand foreign investment activity, discover how investors and lenders are positioning capital today, hear the experts' take on how the changing government entities might affect the sector, and gain insight into how properties are being financed, refinanced and capitalized.

### **Kane Morris-Webster, CCIM MODERATOR**

*Senior Director, Investments*  
LandQwest Commercial

### **KC Conway, MAI**

*Senior Vice President, Credit Risk Management*  
SunTrust Bank

### **Teal Henderson**

*Director*  
Calkain Companies

### **Yakhin Israel**

*Vice President*  
Fifth Third Bank

### **Marc Suarez**

*Director*  
Hunt Mortgage Group