

PROFESSIONAL QUALIFICATIONS

F. THOMAS USTLER, CRE - Licensed Real Estate Broker

Contact:

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Businesses:

Ustler Properties, Inc., Realtors (President/Owner)

Ustler II, Inc. (Principal)

Ustler Group, LLC (Principal)

CitiSpace Orlando, LLC (Principal)

License:

Licensed Real Estate Broker, State of Florida

Designation:

Received CRE designation (Counselors of Real Estate) in 1992

Education:

University of Florida, BS in Agriculture – 1962

Career Overview:

Tom Ustler works as a consultant, broker and advisor to real estate developers, property owners and investors in Central Florida. He focuses on commercial brokerage and consultation for a select group of clients. Specific expertise includes evaluating the highest and best use potential of real estate and coordinating necessary approvals with the appropriate governmental authorities.

Tom has served as consultant and exclusive agent for the Catholic Diocese of Orlando since 1968. He is responsible for all real estate matters for the Diocese within the nine county Central Florida area.

Tom is active in various real estate development projects. He continues to seek development and investment opportunities for residential, retail, office and mixed-use projects with an emphasis on niche markets.

Current Businesses:

Ustler Properties, Inc. is a commercial real estate brokerage. The company was formed in July of 1990 by Tom Ustler as owner and president. Ustler Properties, Inc. works to assist developers, owners and investors with acquisition, disposition, zoning, engineering and other consultation associated with

commercial brokerage, property development and asset management. Tom Ustler was a partner in Columbia Properties, who developed and owned a 41,700 square foot medical office building on Columbia Street that was leased to Orlando Regional Medical Center. The building was sold in 2011 to Orlando Health.

Tom Ustler and Bill Fagan formed a development company, Ustler/Fagan, Inc. in 1994 for the purpose of building and leasing commercial properties to national and regional tenants. Ustler/Fagan, Inc. developed a 74 acre planned unit development in the city of Ocoee named Ocoee Commons. This mixed-use development includes commercial buildings, professional/medical space, town homes and single family homes. The 33,700 square foot shopping center, The Shoppes of Ocoee, developed and owned by Blackwood/50, LLC, includes major tenants such as: Chipotle, CiCi's Pizza, AT&T, Mattress Barn, Too Jay's Deli, Heartland Dental, a free-standing Bank of America and Texas Roadhouse.

Ustler/Fagan, Inc. developed 23 Olson Tire (Tires Plus) stores throughout Central Florida and along the east coast on a build-to-suit basis. In addition to Tires Plus, Ustler/Fagan has developed for other retail tenants such as: Payless Shoes, Hollywood Video, Dunkin' Donuts and Sonny's Bar-B-Q. The company also developed a 10,000 square foot office project for the Orlando Sentinel in Altamonte Springs and a 27,500 square foot office/warehouse/manufacturing facility for H&E Hi-Lift located in Crown Point Business Park in Winter Garden.

Ustler II, Inc. is an investment/development company formed by Tom Ustler and Craig Ustler in 1998 to develop office and retail properties for their own account as long term investments. The company remains very active in the development of Downtown Orlando, with several projects in various stages of ownership or development.

Ustler II, Inc. is the manager of 801 North Orange, LLC, a \$25 million mixed-use development in the North Quarter District of Downtown Orlando. The eight-story building includes 114,000 square feet of office condominiums and ground floor commercial space with an integrated parking garage. The 801 North Orange Building was completed in the fall of 2006 as a condominium office building and has received design and development awards from NAIOP and the Downtown Orlando Partnership.

Ustler II, Inc. is the developer and manager of 618 East South Street, LLC, also known as the GAI Building. This is a seven-story professional office building with 105,000 rentable square feet and an integrated parking garage. The building is a LEED Certified Green building located at South Street and Summerlin Avenue in Downtown Orlando and is the Orlando Headquarters of GAI Consultants, an engineering and environmental consulting firm. The project was completed in January, 2011 and is currently 100% occupied. Ustler II, Inc. received the

Developer of the Year award for 2010 from NAIOP for the GAI building. The GAI Building also includes CNS Healthcare and Regus as tenants.

Also, Ustler II, Inc. developed Westmonte Office Park, a condominium office project in Altamonte Springs for various users including the Seminole County Chamber of Commerce. The project is 100% sold out.

Ustler II, Inc. redeveloped a 10,000 square foot office building in Downtown Orlando that is leased to First American Title, ZHA, INC. and Rieker Duley Construction. Also, Ustler II, Inc. renovated a 10,000 square foot building in the College Park neighborhood of Orlando which is leased to Homeless Services of Central Florida and Grace Church.

Tom and Craig Ustler, through 800 North Orange Partners, LLC are the managing partners responsible for developing a 17,000+ square foot, \$5.1 million office building. The building is an owner occupied office building that was completed in November 2015.

Ustler Group, LLC has been selected by Florida Hospital as the developer for the 248 unit workforce housing project The Ivy – Residences at Health Village. Apartment project was completed in October 2015 and was developed as a joint venture with Wood Partners.

The Ustler Group, LLC owns property at the southwest corner of Orange Avenue and Colonial Drive (SR 50) in Downtown Orlando that has been developed as a Residence Inn by Marriott. The Ustler Group has entered into a joint venture with Pinnacle Hotel Management Company for development and management of the 138 room hotel and 4,000 SF restaurant space.

Professional Affiliations:

- Orlando Regional Realtors Association
- Central Florida Commercial Association of Realtors
- National Association of Realtors
- Counselors of Real Estate (member of the board of directors)
- International Council of Shopping Centers
- Urban Land Institute
- Member: Country Club of Orlando (past president)
- University Club of Orlando
- Diocese of Orlando – Corpus Christi Society
- Gator Club of Central Florida (past president)
- Gator Boosters (bull gator)
- University of Florida Alumni Association (life member)
- University of Florida Center for Real Estate Studies – Advisory Board
- Sigma Chi Fraternity (life member)
- University of Florida Foundation (scholarship endowment established by F. Thomas Ustler)

Business Background:

Tom entered the real estate business in 1966 as a sales associate with Orlando Land Company. He received his real estate brokerage license in 1968. In 1969, he joined Downs Properties, Inc. as director of real estate.

In 1972, Tom formed Ustler/Burst, Inc. with Tom Burst. The company specialized in commercial properties, assisting developers with zoning, engineering and other issues associated with development of property to its highest and best use.

From 1980 to 1990, UBR Properties, Inc. developed single family subdivisions in Orange, Seminole and Hillsborough Counties for Olin American Homes, Richmond American Homes and Ryan Homes. Collectively, the developments included over 3,000 single family lots.

Personal:

Tom, 76, is a native of Central Florida. He is married with two children. Tom is in business with his son Craig.