



**WESTSHORE
DEVELOPMENT
FORUM**

Presented by:

Highwoods[®]
PROPERTIES

**21st ANNUAL WESTSHORE DEVELOPMENT FORUM
MAY 18 | 8:30AM - NOON
RENAISSANCE TAMPA INTERNATIONAL PLAZA HOTEL**

AGENDA

Welcome

- Melanie Fowler, Westshore Alliance President
- Mayor Jane Castor, City of Tampa
- Dan Woodward, Highwoods Properties, Presenting Sponsor

Keynote Speaker: Dana Young, Visit Florida

International Tampa Bay: Westshore's Role

- Dave Sobush, Florida Chamber Foundation
- Chris Minner, Tampa International Airport
- TJ Villamil, Enterprise Florida

10-MINUTE INTERMISSION

Westshore District Video

Westshore Alliance 2023 - 2033 Strategic Plan Update

Westshore Real Estate Market Update

- Office: Lauren Coup, Highwoods Properties
- Hospitality: Preston Reid, Hodges Ward Elliot
- Retail: Patrick Berman, Cushman & Wakefield
- Multifamily: Darron Kattan, Franklin Street

Westshore Interstate Projects Timeline

- FDOT District 7 Secretary David Gwynn

Closing Announcements

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PRESENTING



BREAKFAST



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2023 WESTSHORE DEVELOPMENT FORUM



DANA YOUNG served in the Florida House from 2010 through 2016, rising to Majority Leader for the 2015 and 2016 legislative sessions. In 2016, she was elected to the Florida Senate, where she represented parts of western Hillsborough County for two years. Dana was appointed to the Visit Florida position by Governor Ron DeSantis in January of 2019. In addition to her duties as President and CEO, she is a member of the U.S. Travel Association's Chairman's Circle.



DAVE SOBUSH serves as the Director of Research for the Florida Chamber Foundation. He is a Certified Economic Developer (CEcD) with over 20 years of experience in economic development research and public policy. Dave oversees the Florida Chamber Foundation's research projects, TheFloridaScorecard.org and heads up the Florida 2030 Blueprint Caucus to strategically align the business community with groups focused on growing Florida. Dave holds an MBA in Finance and Economics from the University of South Florida, and a Master of Education in Social Studies Education, and a Bachelor of Arts in History from the University of Florida. DSobush@FIChamber.com



CHRIS MINNER is responsible for the \$360 million of commercial revenues produced by Tampa International Airport and its network of three General Aviation airports. He leads a group of award-winning teams that include real estate, concessions, commercial parking, communications, marketing, research, and air service development. Chris has delivered hundreds of millions of dollars in economic impact to the region by successfully recruiting new nonstop flights to Europe and Latin America. Prior to joining TPA, Chris held senior leadership positions at Oakland International Airport and Dallas Fort Worth International Airport. CMinner@TampaAirport.com



TJ VILLAMIL is the Senior Vice President of the International Trade and Development unit at Enterprise Florida, Inc. The International Trade and Development (ITD) unit is headquartered in Miami and maintains offices/representation in six Florida cities as well as twenty cities around the world. TJ is a double graduate from the University of Florida with an undergraduate degree in communications and a masters degree in Entrepreneurship from the business school. TJVillamil@EnterpriseFlorida.com



LAUREN COUP joined Highwoods Properties as Senior Director of Leasing in 2021 from Cushman & Wakefield, where she served as Senior Director for over seven years. Lauren's prior experience includes working at Avison Young where she served as Vice President and Office Leasing Specialist and at Lane Witherspoon & Carswell. Her expertise is in the Tampa Bay office market handling over 3.8 million square feet. Lauren's expertise consists of repositioning existing buildings that experience below market vacancy, establishing competitive positioning of properties to maximize occupancy and executing customized strategic marketing campaigns. Lauren.Coup@Highwoods.com



PRESTON REID has closed more than \$1.7 billion of multi-housing transactions, as well as over \$250 million of commercial transactions, including office, industrial and retail. Prior to joining Hodges Ward Elliot, Preston was Managing Director in the Tampa office of Berkadia. Preston has held positions at HFF, JP Morgan's CMBS Investment Banking Group, Wells Fargo's Real Estate Banking Group and SunTrust Robinson Humphrey's Real Estate Investment Banking Group. Preston graduated from University of Florida where he earned a degree in Finance. PREID@HodgesWardElliott.com



PATRICK BERMAN is Managing Director at Cushman & Wakefield. Since 1985, Mr. Berman has sold and leased more than three billion dollars of commercial and residential property in the U.S. and Canada. For eighteen years, Patrick received a Florida Gulf Coast Association of Realtors Pinnacle Award for "Top Five" retail production in Tampa Bay (#1 for seven consecutive years). Multiple FGCAR Million Dollar Producer Award. FGCAR Investment Deal of the Year. Multiyear CoStar Power Broker Awardwinner. FGCAR Top Producer General Brokerage. Multiple Retail Investment Deal of the Year. FGCAR Overall Deal of the Year. Patrick.Berman@CushWake.com



DARRON KATTAN is Managing Director, Multifamily at Franklin Street. With career closings exceeding \$2.1 billion, Darron focuses on properties in Central, West Central, and Southwest Florida. Prior to joining Franklin Street in 2008, Darron was Vice President/ Investments at Marcus and Millichap for nine years. Darron graduated from the University of Florida with a Bachelor of Science in Public Relations and is a licensed real estate broker in Florida, Georgia, Alabama, Mississippi, North Carolina and South Carolina. Darron.Kattan@FranklinSt.com



DAVID GWYNN was appointed as FDOT District 7 Secretary in July of 2017. Prior to this appointment, David served as Director of Transportation Operations for FDOT District One in Bartow. David spent 30 years in the private sector, providing consulting services to the transportation industry before joining FDOT in January 2016. He co-founded TEI Engineers & Planners in 1991 and led the growth of the firm to over 125 staff members throughout Florida and Georgia. Gwynn is a graduate of the United States Military Academy at West Point, and the University of Florida. David.Gwynn@Dot.State.Fl.us



GRAYSON KAMM As a television, digital, and radio journalist in Florida for 18 years, Grayson built a reputation for creative storytelling and the ability to break down complex topics and engage viewers. Covering local news, politics, military affairs, and the U.S. space program, Grayson won three Emmy awards, 20 Associated Press awards, and a Combat Cross for bravery under fire from the Sarasota County Sheriff's Office. Grayson has held positions at the Museum of Science & Industry, Hillsborough County Public Schools and Hillsborough State Attorney's Office. Grayson@CatalystCommunicationsGroup.com