

2019 OFFICERS:

President Alexis Crespo, AICP
Vice President Mary Gentile, CSM, CRX
Treasurer Bill Morris, P.E.
Secretary Kent Poli

2019 GOVERNORS:

Jason Brewer
Gordon Glover
Tim Hancock, AICP
Travis Merrick
Lori Moore
Justin Thibaut
Michael Lehnert
Past President Bev Larson, CCIM

BOARDROOM REPORT

News from recent REIS board meetings

Luncheon Programs:

There will not be a luncheon in November, in favor of the REIS annual social event November 14th.

The future of Collier County will be presented at the December 10th luncheon by Mark Strain, Collier County Hearing Examiner and chair of the Planning Commission. This is an information-rich program and the luncheon will extend to 1:15. Sponsorship is available.

The 2020 luncheons will begin with programs on cyber security, Lee County's goals and challenges by the chairman of the County Commission, and the economic outlook by John Jung, of BB&T Capital Markets.

REIS welcomes your program suggestions. Please share your ideas with [Mary Gentile](mailto:Mary.Gentile@reis.org), 239.275.4922, ext, 235. If you would like to lead the invocation and pledge at a luncheon, please contact [Tim Hancock](mailto:Tim.Hancock@reis.org), 239.649.4040.

Sponsorships:

Contact [Michael Lehnert](mailto:Michael.Lehnert@reis.org), 239.344.1184 for information and availability of opportunities to sponsor REIS events.

Membership: Renewal notices will be sent via email in a few weeks. Please log in on the [REIS home page](#) and make sure that your contact information is current. All REIS memberships will expire December 31st and any memberships not renewed by January 8th will be offered to applicants on the waiting list. If you have any questions with your renewal, please contact [Bill Burdette](mailto:Bill.Burdette@reis.org).

Scholarship Program:

The REIS Scholarship Foundation is a 501(c)3 organization that enables individuals and businesses to make tax-deductible donations in support of scholarships. The Real Estate Investment Society (REIS) manages the Foundation, allowing 100% of donations to be used for scholarships in real estate related programs at Florida Gulf Coast University. Information and an online donation form are on the [REIS webpage](#).

CELEBRATE THE GOOD TIMES!

The annual REIS Holiday Social happens Thursday, November 14th at Society in the Bell Tower in Fort Myers. Join fellow REIS members and their guests for live music with the popular band "After Hours," an incredible array of hors d'oeuvres, a full bar, and a rousing good time.

The party is exclusively for REIS members, who may each bring one guest. Admission is \$40 per person, which includes 2 drinks. Make your reservations now on the [REIS web site](#). Remember to log in on the home page in order to register.

Special thanks to Gold Sponsors [Suncoast Credit Union](#), [Maxwell Hendry Simmons](#), and [Henderson Franklin Starnes & Holt](#), and Silver Sponsors [Hans Wilson & Associates](#) and [DRMP](#).

REIS 2020 BOARD NOMINATIONS

Nominations for the REIS 2020 officers and board of governors have been announced. The election will be conducted at the December 10th luncheon meeting. Any at-large nominations must be submitted to [Bev Larson](#) prior to the election.

President: Mary Gentile, CRX, CSM, LandQwest Property Management, LLC

Vice President: Bill Morris, PE, Morris-Depew Associates

Treasurer: Kent Poli, Busey Bank

Secretary: Lori Moore; Roetzel & Andress

Board of Governors: BJ Brundage, DeAngelis Diamond Construction; Donald Miller, RWA Engineers; and Molly Scott, Chris-Tel Construction; nominated to 2-year terms.

Returning board members are: Gordon Glover, Suffolk; Justin Thibaut, LSI Companies; and Michael Lehnert, Henderson Franklin, Attorneys at Law. 2019 President Alexis Crespo, AICP, Waldrop Engineering will also remain on the board.

Current board members Jason Brewer, BB&T; Tim Hancock, AICP, Stantec; and Travis Merrick, GFA International; will be retiring from the board.

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COMMERCIAL LEASE TAX REDUCED

Florida state sales tax rate on rental of commercial property drops from 5.7% to 5.5% starting January 1st. Local discretionary surtax will still apply, being 0.5% in Lee County and 1.0% in Collier and Charlotte Counties.

TRANSPORTATION PLAN UPDATE

The Florida Department of Transportation (FDOT) is updating the Florida Transportation Plan (FTP), which will guide today's state, regional, and local transportation decisions and investments. FDOT is seeking public input on the Plan via a brief survey on the [FTP website](#).

SCHOLARSHIPS TO BE AWARDED

Florida Gulf Coast University (FGCU) students Luca DiSano, Randy Lopez, and Sawyer Sutter will each receive \$2500 from the Paul Sands Memorial - REIS Scholarship Program. The scholarships will be awarded at the January/October luncheon. The scholars also become honorary members of REIS for the coming year. Donations to support the [scholarship program](#) are now being accepted on the REIS website.

REIS MEMBERS IN THE NEWS

Edison National Bank received the Best Small Business award and **Markham Norton Mosteller Wright & Co.** received the Best Community Steward award at the Horizon Council Industry Appreciation Banquet in October.

REIS board member **Justin Thibaut** received the Certified Commercial Investment Member (CCIM) designation.

REIS WELCOMES NEW MEMBERS

Please join in welcoming our newest member:

Harry Huether, principal with HCH Development Group, involved in land sales and development.

Membership information is on the [REIS website](#).

IN MEMORY OF EARL GILL

The Real Estate Investment Society regrets the passing of REIS member Earl Gill in October. Earl was Business Development Manager with Chris-Tel Construction.

PROPERTY RIGHTS v. WATER ISSUES

"Regulatory versus Property Rights Responses to Water Issues" will be the focus of a talk by Dr. Adrian Moore, Reason Foundation Vice President of Policy. Dr. Moore will discuss his recent research which examines the potential responses to Florida's water quality issues from an array of stakeholders. Presented by Lutgert College of Business and the Lucas Institute for Real Estate and Finance on November 15th at Florida Gulf Coast University (FGCU). Details on [REIS events calendar](#).

FLOOD INSURANCE EXPIRING

The National Flood Insurance Program (NFIP) is scheduled to expire November 21st. Bills to reform and reauthorize it for five years await action by Congress.

APARTMENT SHORTAGE LOOMS

Research by the Florida Apartment Association indicates that Florida needs to add 47,814 apartments per year to keep up with population growth, now at 900 people per day. The state is projected to add 33,868 units in 2019. While demand is strong, rising material and regulatory costs inhibit development. The Association estimates that about 32% of developer's construction costs come from a combination of federal, state and local regulations like fire codes and inspection requirements. They suggest local governments reduce impact fees, offer property tax discounts, and allow developers to increase the density of their properties in order to incentivize developers who rely on investors to fund their projects.

LEGISLATORS DISCUSS PRIORITIES

Southwest Florida's state legislators will outline goals for the 2020 Legislative Session in a panel discussion hosted by The Chamber of Southwest Florida on November 21st in Fort Myers. The Session convenes in January.

LOCAL CONSTRUCTION ISSUES

There will be a roundtable discussion with Lee County government staff on planning, zoning and development issues on November 14th. Details at [Lee BIA website](#). Collier County staff also has a monthly roundtable meeting with the development industry, with the next meeting on November 13th. Details at the [Collier BIA website](#). Members of the development industry are welcome to participate in both meetings.



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