

## PROFESSIONAL QUALIFICATIONS

### F. THOMAS USTLER, CRE - Licensed Real Estate Broker

**Contact:**

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**Businesses:**

Ustler Properties, Inc., Realtors (President/Owner)  
Ustler/Fagan, Inc. (Principal)  
Ustler II, Inc. (Principal)  
Ustler Group, LLC (Principal)  
Columbia Properties (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.

Ustler/Fagan, Inc. is a development company founded in 1994 by Tom Ustler and Bill Fagan 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 includes major tenants such as: Chipotle, CiCi's Pizza, AT&T, Mattress Barn, Too Jay's Deli, 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 Uptown 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. 801 North Orange was completed in the fall of 2006 and has received design and development awards from NAIOP and the Downtown Orlando Partnership.

Ustler II, Inc. is the 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 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. Ustler II, Inc. received the Developer of the Year award for 2010 from NAIOP for the GAI building.

In addition, 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 Universal Land Title and Rhodes + Brito Architects. 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.

Also, Ustler II, Inc. owns two office buildings on the corner of Highland Avenue and Pasadena Place in Orlando, collectively consisting of 4,000 square feet.

Ustler Group, LLC has been selected by Florida Hospital as the developer for the 200± unit workforce housing project to be located within Health Village. Ustler Group is currently under contract with Florida Adventist Health System/Sunbelt, Inc. and is working through the Due Diligence and planning for the workforce housing project. Construction on the project is scheduled to begin in March, 2012.

Columbia Properties is a partnership which owns a building leased to Orlando Regional Healthcare Systems (ORHS). The building consists of 41,700 square feet and is located on Columbia Street near the Orlando Regional Medical Center in downtown Orlando.

CitiSpace Orlando, LLC is a commercial real estate brokerage company that provides sales and leasing services to third-party clients. This company was founded in 2007 by Craig Ustler and Tom Ustler.

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, 71, is a native of Central Florida. He is married with two children.