

# OCALA SOUTH LOGISTICS PARK AT FLORIDA CROSSROADS

## PROJECT OVERVIEW

**BOYD+MOX**  
**HUNT MIDWEST**

DELIVERING Q4 2023



# OCALA SOUTH

## LOGISTICS PARK AT FLORIDA CROSSROADS

**CBRE**

*Boyd+*  
**MOX**

INDUSTRIAL  
DEVELOPMENT

 **HUNT**  
MIDWEST



1. PROJECT OVERVIEW
  - Property Overview
  - Location & Connectivity
  - Highway Access
  - Site Plan
  - Phase I Buildings Specs
2. DEVELOPMENT TEAM
  - Experience
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  - Hunt Midwest





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## PROJECT OVERVIEW

Property Overview  
Location & Connectivity  
Highway Access  
Site Plan  
Phase I Buildings Specs

Boyd+Mox in partnership with Hunt Midwest is developing ~1.4 million SF of Class A, dock-high manufacturing & warehouse/distribution space in Ocala, Florida. The ~93-acre project will provide users with state-of-the-art features in a proven manufacturing and distribution location.

Ocala South Logistics Park at Florida Crossroads (OSLP) is strategically located in the master planned Florida Crossroads Commerce Park in the heart of Central Florida, just two miles from I-75 and centered among the metropolitan areas of Jacksonville, Orlando and Tampa, all within a one to two-hour drive. The property is the first ever site to meet the J.M. Mullis, Inc. Advanced Site Analysis and Planning (ASAP) standards. The buildings have been purposefully designed to provide optimal user flexibility and will offer options for users ranging in size from  $\pm 50,000$  to  $\pm 555,000$  SF.

OSLP is one of the last remaining sites in the master planned park. Located off the newly widened and improved Highway 484, all infrastructure is built to the site, the Project is shovel ready and construction will begin in the third quarter of 2022

#### KEY SITE ASPECTS

- Certified ASAP Site – First ever site to meet Advanced Site Analysis and Planning (ASAP) standards
- Suitable for manufacturing and distribution facilities
- Utility-ready including electric, gas, water, sewer
- Fiber Optic Signal Generator on-site
- Electric substation on-site and redundant power source

Ocala is a proven manufacturing and distribution market, home to local, regional and Fortune 500 companies. The Ocala Metro is home to approximately 200 manufacturers with more than 9,000 employees and was ranked in the top 20 of all *Metros for Manufacturing Output Growth* and the top 20 of all *Metros for Manufacturing Employment Growth*. Among products Made in Marion are fire apparatus, prepared foods, missile control systems, storage products, and medical devices. Two recent announcements include Artemis Plastics opening a 2nd medical device manufacturing facility and Cardinal LG recently opening a 2nd facility and beginning work on an additional 30,000 SF R&D facility.

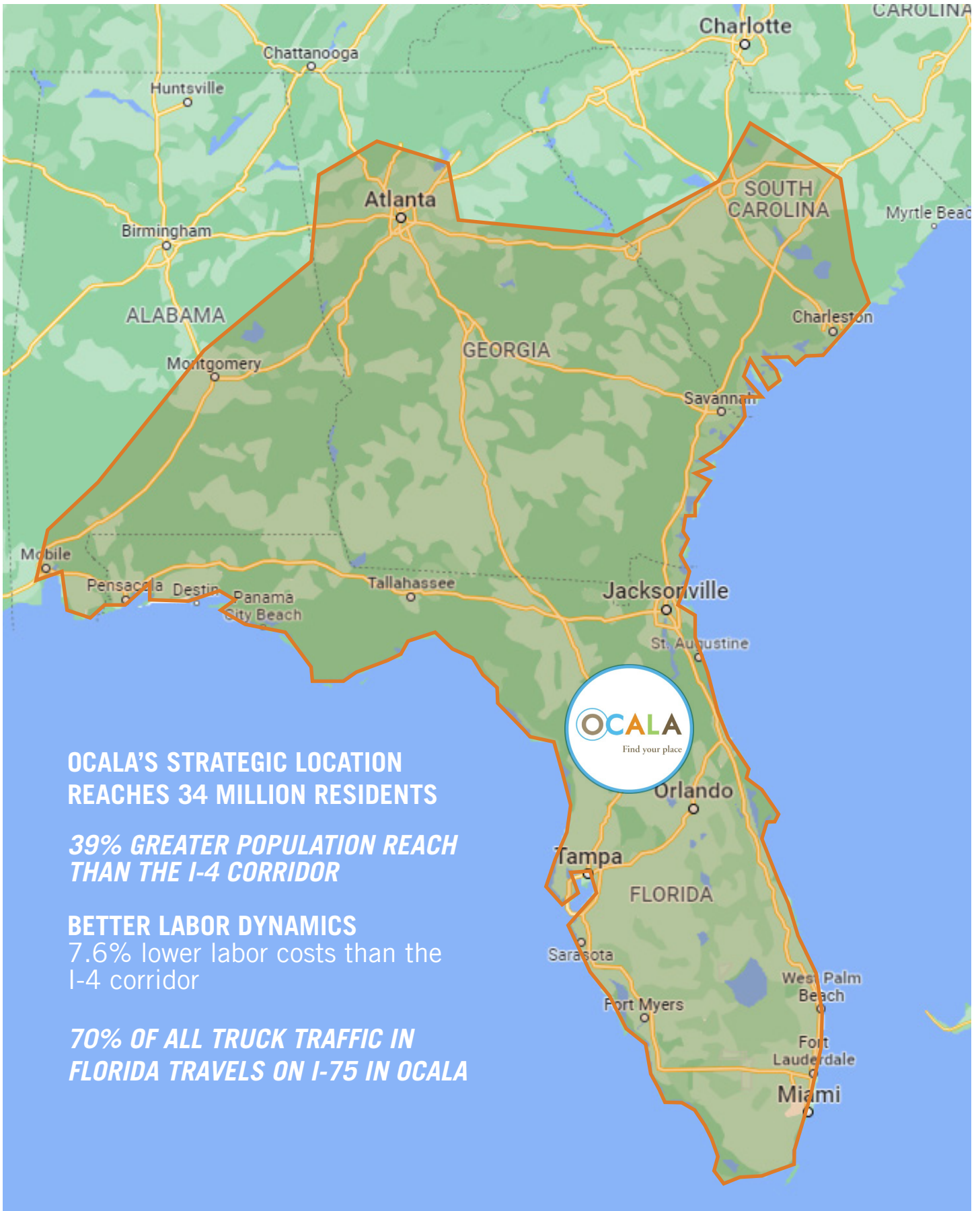
Of the six major trucking arteries in the State of Florida – I-75, Florida Turnpike, US 301, US 27, I-95 & I-4 – four run through Ocala. This results in 70% of all truck traffic in Florida traveling in Ocala. Orlando, Tampa and Jacksonville can be reached in under two hours. This connectivity has attracted national tenants and enabled the new FedEx Ground Hub to eventually be the largest in the FedEx system, processing 70,000 packages/hour.

Ocala is one of the fastest growing metros and is #1 among the top 200 largest metros in 12-month job growth (Milken Institute, January 2021). The distribution and manufacturing base, complemented by population growth that is outpacing much of the nation, is drawing more companies and employees to the market.

#### OCALA IS RANKED AMONG THE TOP METROS IN THE US

- Top 20 of all Metros for Manufacturing Output Growth
- Top 20 of all Metros for Manufacturing Employment Growth
- 10th Fastest Growing (rate)
- 48th Fastest Growing (quantity)
- US News & World Report 2022 Best Places Lists
  - #4 Safest Places to Live
  - #6 Fastest Growing Metro
  - #6 Best Places to Retire
  - #16 Small Metros/#58 Overall

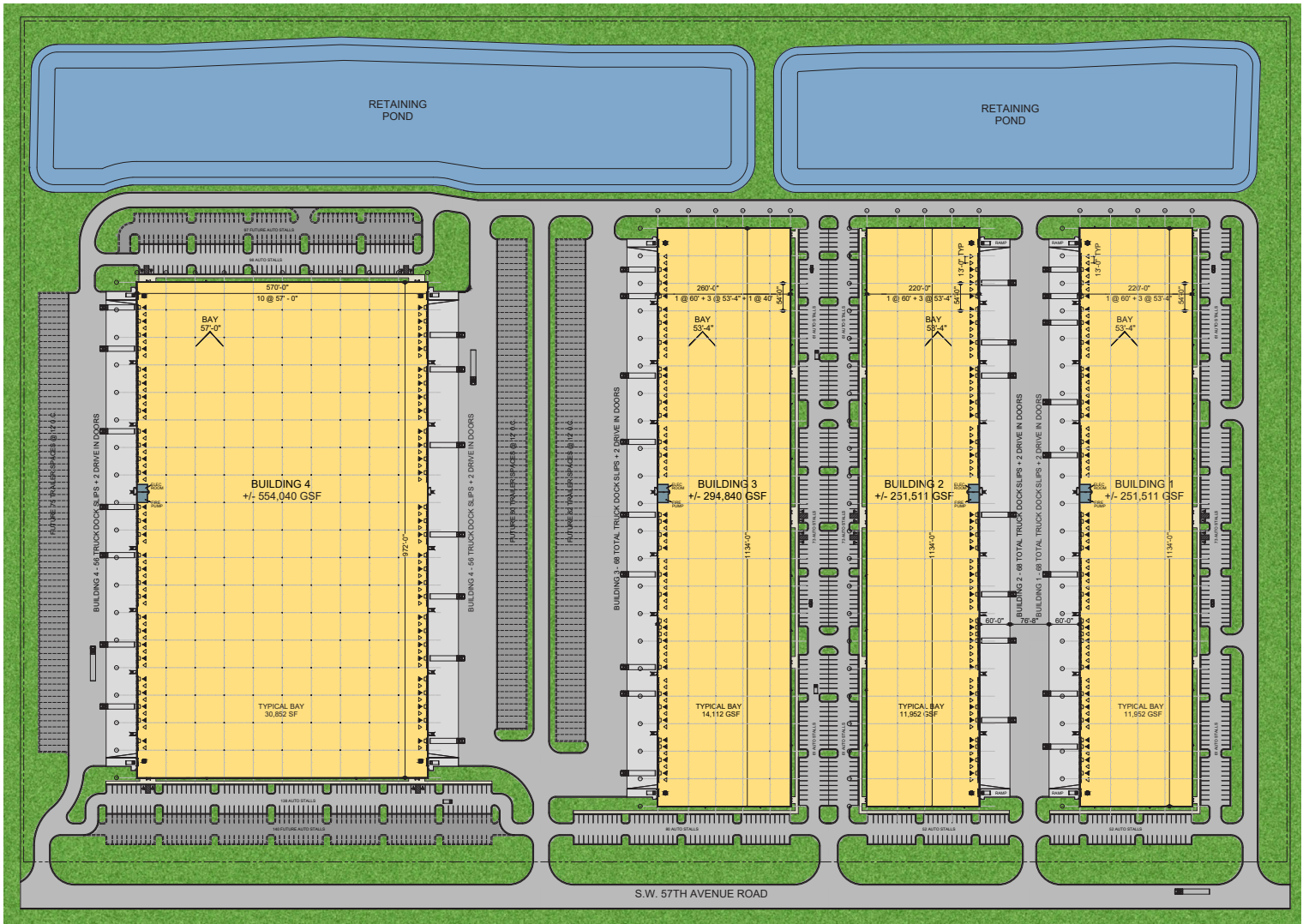










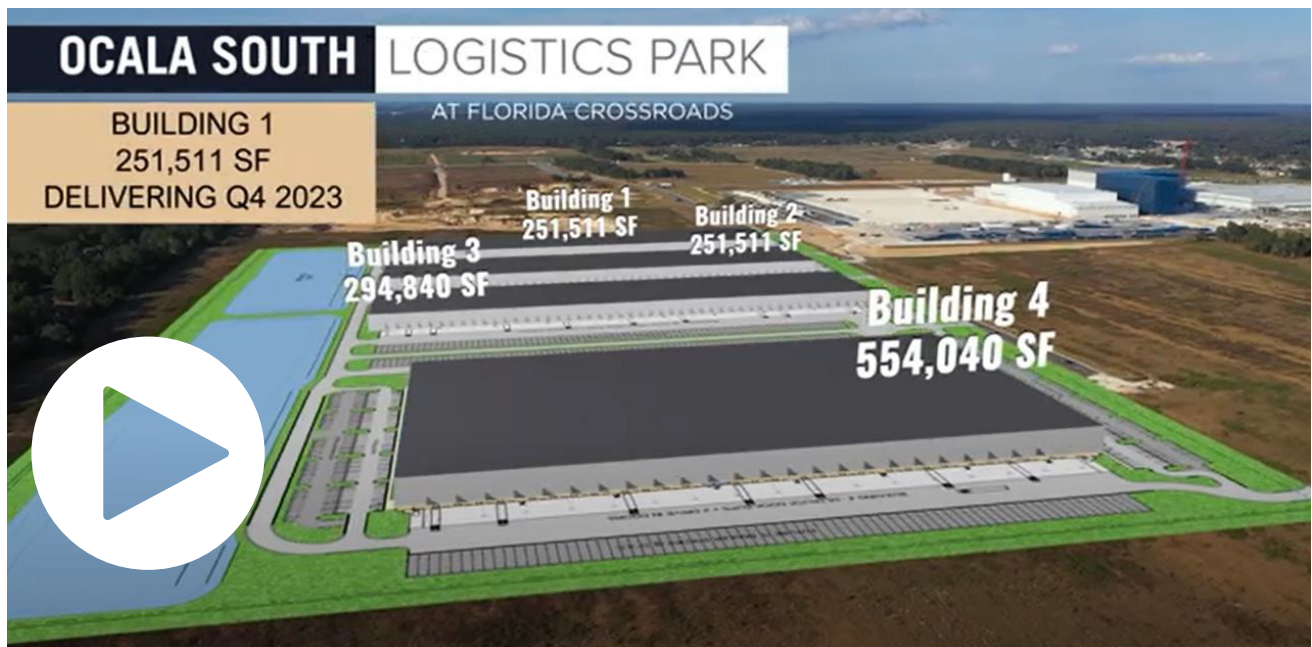


## PROJECT STATUS

Q1 2023 - GROUND BREAKING  
BUILDING I



### OSLP - Marketing Video





## OCALA SOUTH LOGISTICS PARK

### BUILDING 100 SHELL SPECS

- ADDRESS:** 5410 SW Highway 484, Ocala, FL 34473
- BUILDING TYPE:** Concrete Tilt Wall with bar joist & TPO roof
- BUILDING SIZE:** Approximately 251,511 SF
- BUILDING DIMENSIONS:** 220' deep x 1,134' wide
- COLUMN SPACING:** 53'-4" deep X 54' wide typical; end bays vary, speed bays are 60' deep (11,952 GSF Typical Bay)
- CLEAR HEIGHT:** 32'
- ROOF:** 60 Mil TPO single-ply white membrane, mechanically fastened with:
- Slope 1/4" per foot
  - 22 gauge B-deck, welded
  - R-25 insulation for all roofing areas
  - 15-year manufacturer's warranty
  - Exterior gutter and downspouts (no internal roof drainage) fDownspouts to outfall into truck courts
- BUILDING FLOOR SLAB:** 7" thick, 4,000 psi concrete typical floor flatness of FF 55 minimum. Floor levelness of FL 35 minimum.
- DRIVE-IN DOORS:** Two (2) 14' x 16' drive-in doors
- DOCK DOORS & EQUIPMENT:** Sixty-eight (68) dock-high doors. 68 dock doors total. 28 of those are fully equipped
- ELECTRICAL SERVICE:** 2,500 Amps
- WAREHOUSE LIGHTING:** LED fixtures
- FIRE PROTECTION SYSTEM:** ESFR K-17, operating at 25 PSI K-16.8 @ 52 psi
- CAR PARKING:** 247 car stalls (.99/1,000)





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## DEVELOPMENT TEAM

Experience  
Boyd+Mox  
Hunt Midwest





Ocala South Logistics Park is being developed by Boyd+Mox and Hunt Midwest, two seasoned industrial development firms.

### COMPLETED INDUSTRIAL PROJECTS

Riverbend West Distribution Center  
301,500 SF

HMBC Logistics I  
201,947 SF

Mercantile  
657,043 SF

HMBC Logistics II  
204,055 SF

75/Wilmeth  
202,800 SF

HMBC Logistics III  
217,783 SF

DFW Coldspot  
297,716 SF

Interstate Crossing  
1,023,488 SF

Blankenbaker Logistics Center  
322,831 SF

59 Logistics Center  
509,600 SF

Denton  
460,000 SF

Cedar Port Trade Center  
1,041,600 SF

Rojas Distribution Center  
369,310 SF

Flagler Station III  
1,600,000 SF

Infinity Park  
2,300,000 SF

McDonald Development  
230,119 SF

Scannell Properties  
530,000 SF

EastGroup Properties  
500,000 SF

Mark III Industries International HQ  
400,000 SF

Meadowbrooke Commerce Center  
300-Acre Industrial Park

Cone Distributing  
168,000 SF

Airport Commerce Center  
140,000 SF

Bernie Little Budweiser Distribution Center  
90,000 SF

Signature Brands Warehouse  
80,000 SF

Boyd Market Center (Walmart)  
300,000 SF

Foundry Commercial  
1,700,000 SF

O'Reilly Auto Parts  
1,600,000 SF

South Florida Logistics Center  
1,650,000 SF

Port Canaveral Logistics Center  
212,410 SF

McCraney Property Co.  
1,400,000 SF

Rooms-to-Go  
850,000 SF

Principal Life  
625,000 SF

Clarion Partners  
603,000 SF

IDI Logistics  
532,000 SF

AutoZone  
450,000 SF

Sherwin Williams  
350,000 SF



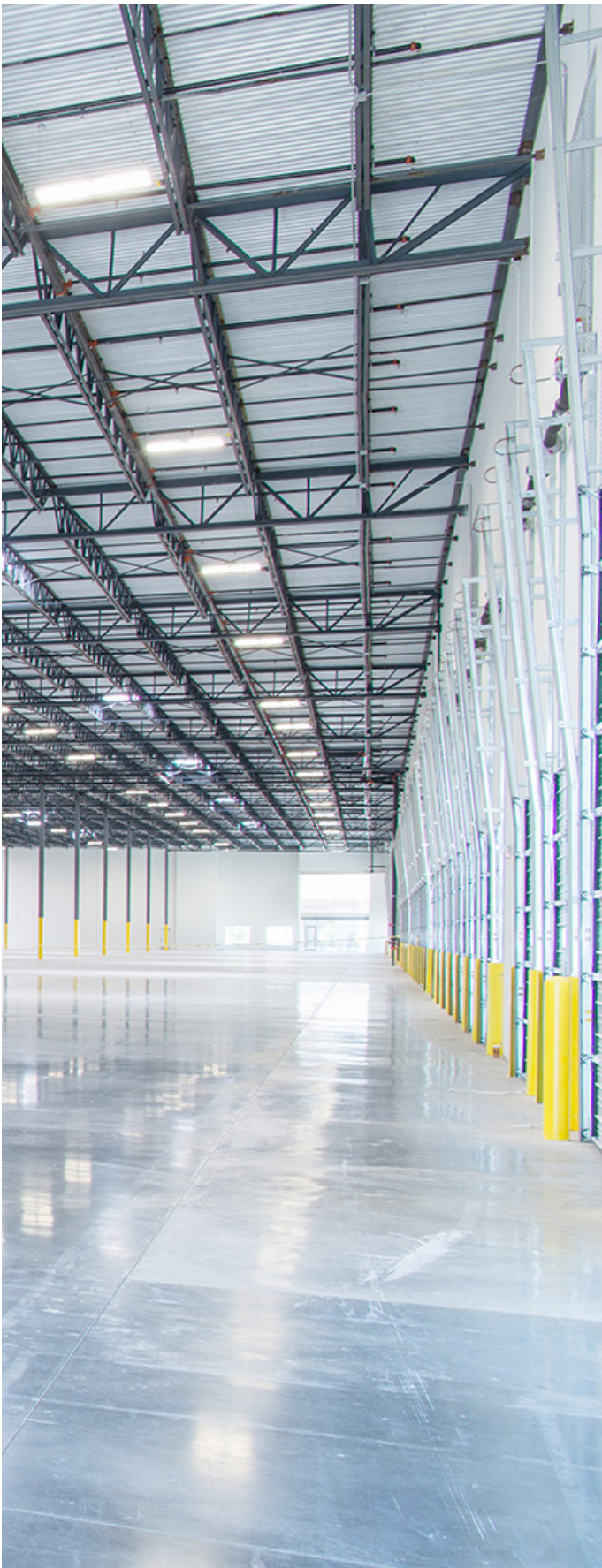
Boyd+Mox Development is a multi-faceted industrial and commercial real estate firm. Based in Central Florida, the focus encompasses the Southeast and comprises decades of industry experience.

Established in 2020, Boyd+Mox is a privately owned company whose principals have managed, developed and constructed over 10 million SF of projects. The Boyd+Mox portfolio consists of industrial, commercial, retail, senior living, multi-family and master planned communities.

With integrity as the core, Boyd+Mox implements proven strategies, combined with like-minded partnerships to execute seamlessly. The Boyd+Mox executive team brings decades of real estate experience, millions of SF of Class A industrial development and construction projects delivered, expertise in project management and a depth of local relationships and market knowledge to every project.







### **RACHEL EDWARDS GIBBS** CEO

352-266-0271 | [rachel@boyd-mox.com](mailto:rachel@boyd-mox.com)

As CEO, Ms. Gibbs implements strategic vision and leads the company in identifying real estate opportunities and driving key initiatives for growth. Day-to-day, she managed client relations, partner engagement and operations. Ms. Gibbs has 15 years in the construction industry and is the founder of Mox Development. As a general contractor, she was responsible for building over 7 million SF of industrial projects throughout Southeast.



### **THAD BOYD** CHAIRMAN

352-804-8170 | [tboyd@boyd-mox.com](mailto:tboyd@boyd-mox.com)

As Chairman, Mr. Boyd is responsible for company oversight, deal procurement and operations initiatives. He implements strategic capital and banking relationships, deal procurement, and legal/risk management. His career as a developer and investor spans over 25 years. Prior to his career in development, Mr. Boyd was CEO of Mark III Industries, growing the company to revenues nearly \$1 billion.



### **ROBERT RICHTER, MBA** DIRECTOR OF FINANCE & LEASING

305-298-5282 | [Robert@boyd-mox.com](mailto:Robert@boyd-mox.com)

As Director of Finance and Leasing, Mr. Richter manages the delivery of Class-A industrial space, including market analysis, land acquisition, capital structuring, leasing and disposition. In previous positions, Mr. Richter served as Director & Partner, running all of Central and North Florida, for the most active industrial real estate development firm in the Southeastern United States and as a Vice President of Florida's oldest and largest commercial real estate developer.



### **JASON WATERS** DIRECTOR OF CONSTRUCTION

352-266-6758 | [Jason@boyd-mox.com](mailto:Jason@boyd-mox.com)

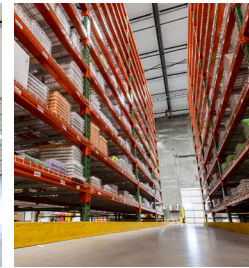
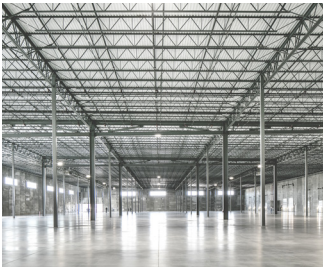
As Director of Construction, Mr. Waters manages the oversight of development, including site feasibility, preconstruction estimates, contractor procurement and managing the vertical construction process and procedures of General Contractor partners. Mr. Waters background includes 15 years in the General Contracting business building industrial, senior living, healthcare, and residential amenity projects.



## Hunt Midwest

Hunt Midwest is a Kansas City-based, privately held real estate development company with six decades of expertise in industrial, self-storage, residential, multifamily, and senior living communities, totaling more than \$1 billion of developed projects in multiple geographic markets. Hunt Midwest leverages its reputation, relationships, and resources to create successful real estate solutions.

Hunt Midwest is part of the Lamar Hunt Family's diverse portfolio of entities involved in real estate, sports/media, energy/resources and private equity investments. Additional marquee entities include the Kansas City Chiefs, Hunt Southwest, FC Dallas Soccer Club, Toyota Stadium, Chicago Bulls and United Center.







**ORA REYNOLDS**  
**PRESIDENT & CEO**

816-455-2500 | [OReynolds@HuntMidwest.com](mailto:OReynolds@HuntMidwest.com)

Ora Reynolds, president & CEO of Hunt Midwest, leads the full-service real estate company with an emphasis on ground-up development of industrial, climate controlled self-storage, multifamily, senior housing, and master-planned residential projects. She oversees all aspects of the Hunt entity's existing real estate holdings including the company's strategic direction and development pipeline.



**VINCE JOHNSTON**  
**SENIOR VICE PRESIDENT & CFO**

816-455-2500 | [VJohnston@HuntMidwest.com](mailto:VJohnston@HuntMidwest.com)

As senior vice president & CFO, Vince is responsible for the company's finance, accounting, HR and IT functions to include financial systems and reporting, banking relationships, tax planning, business and strategic planning, risk and asset management, audit, legal oversight, human resources, corporate benefits, and technology strategies.



**MIKE BELL**  
**SENIOR VICE PRESIDENT**

816-455-2500 | [MBell@HuntMidwest.com](mailto:MBell@HuntMidwest.com)

As senior vice president of Hunt Midwest Real Estate Development, Mike leads the commercial team of sales, leasing, property management, construction, mission critical and development services. He is responsible for the overall growth and management of the commercial real estate division.



**MICHAEL KNIGHT**  
**SENIOR VICE PRESIDENT  
SHARED CONSTRUCTION SERVICES**

816-455-2500 | [MKnight@HuntMidwest.com](mailto:MKnight@HuntMidwest.com)

As senior vice president of shared construction services, Michael works closely alongside the new business development staff to help shape and execute development projects for the commercial and residential divisions by providing conceptual estimating and design oversight on new potential multifamily, senior housing, self-storage, and industrial development projects.



**TONY BORCHERS**  
**VICE PRESIDENT  
ACQUISITIONS & DEVELOPMENT**

816-455-2500 | [TBorchers@HuntMidwest.com](mailto:TBorchers@HuntMidwest.com)

As vice president of acquisitions and development, Tony is responsible for the identification of new development opportunities and management of due diligence with third party consultants and municipalities. His role also includes site selection, site design, entitlements and permitting.





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## LEASING TEAM

**CBRE, Inc.**  
**Rian Smith**  
**Kris Courier**  
**Josh Tarkow**







**Rian Smith**  
**SENIOR VICE PRESIDENT**

813-380-7388 | [rian.smith@cbre.com](mailto:rian.smith@cbre.com)

Rian Smith is a member of CBRE's Industrial Services brokerage team in Tampa and has over 15 years of industrial brokerage and development experience, including landlord representation, tenant representation, land transactions, and the redesign and repositioning of challenging properties. Smith specializes in landlord representation and has been recognized as one of the Top Three Brokers in the Tampa Bay region since 2005.



**KRIS COURIER**  
**SENIOR VICE PRESIDENT**

813-273-8442 | [kris.courier@cbre.com](mailto:kris.courier@cbre.com)

Kris Courier is a member of CBRE's Industrial team in Tampa. Kris specializes in institutional clients and their disposition strategies as well as the representation of institutional landlords and corporate tenants. Since 2015, Kris and his team have completed over 634 real estate transactions including both product for sale and lease; that includes over 17 million square feet leased and over 4.5 million square feet sold. Currently, Mr. Courier and his partners have over 11.74 million square feet for sale or lease in the Tampa Bay region.



**JOSH TARKOW**  
**SENIOR VICE PRESIDENT**

813-261-2614 | [josh.tarkow@cbre.com](mailto:josh.tarkow@cbre.com)

Since joining the commercial real estate industry in 2004, Josh has completed more than 600 lease and sales transactions. He has experience in providing industrial and flex lease negotiations and relocation strategies for both local and Fortune 500 occupiers. Additionally, he is a Landlord/Seller representative for approximately 3,000,000 SF of industrial and flex properties. In 2021, Mr. Tarkow closed \$82 million dollars in deal consideration. In addition, he has been designated a Co-Star Power Broker on multiple occasions.





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**Thanks.**

We look forward to working with you.

## HUNT MIDWEST

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