

Boyd

Commercial Sales & Leasing ♦ Commercial & Industrial Development ♦ Property Management ♦ Build to Suit

A Premiere Full-Service Real Estate Development Firm

Meet the Boyd Group

In 1996 Thad Boyd started The Boyd Group which is comprised of five thriving divisions including commercial sales/brokerage, commercial development, industrial development, property management, and residential sales (Sellstate Next Generation Realty).

With nearly 30 years of experience, The Boyd Group:

- Developed over 20,000,000 square feet of office, retail, industrial and multi-family properties
- Owns and/or manages over 500,000 square feet of income producing real estate
- Developed over 3000 residential lots in Central Florida with DR Horton, Pulte, and Lennar



Airport Logistics Park - Ocala, Florida



The Boyd team is inspired with a passion for work, for problem solving, and for undertaking and accomplishing tangible goals that have a beneficial impact on this growth-oriented community.



R. Thad Boyd

Ocala native Thad Boyd has led the Boyd Real Estate Group since its inception in 1996. While still a youth, under the tutelage of his late father, R. Thad Boyd Jr., he assembled the building blocks of manufacturing, construction, sales, and marketing skills that would form the foundation for his later success in commercial and residential real estate development. Thad also honed his considerable ability to establish enduring, quality relationships with local and regional business leaders—a key factor that would create a profoundly positive impact on the economies of Ocala, Marion County, and the central Florida region.

Throughout his career Thad has garnered several distinctions, including being the **youngest CEO of one of the 50 largest privately owned Florida corporations**. Boyd Development Group has grown over the years to encompass commercial, industrial, retail, and office space as well as



residential properties in Ocala and central Florida. These collective enterprises make up the Boyd Group: **Boyd Real Estate, Boyd Property Management, LLC., Boyd–Mox Industrial Development (with Rachel Gibbs) and Sellstate Next Generation Realty (with Joe Vorwerk) that has over 130 agents to date.**

Over the years Thad's team has developed in excess of 20 million square feet and 3,000 residential lots. That means everything from buying the land to obtaining all the entitlements to creating plans, constructing roads and sewer systems, and selling the end product to builders. They have developed theatres, restaurants, office complexes, Walmart Supercenters, single-family homes, apartment complexes, and many others. It's a multi-layered and satisfying, sometimes years-long process that Thad has enjoyed being part of from start to finish.

Commercial Development *From Concept to Completion*

Commercial real estate development involves participation from a wide variety of professionals, including: architects, civil engineers, site planners, attorneys, environmental consultants, surveyors, title companies, lenders and general contractors among a variety of others. Boyd knows how to bring that team together.

We take a future vision and turn it into real property. The process is intricate and sometimes cumbersome but wildly rewarding for the owner and for our team when it comes to fruition.

- Feasibility
- Planning & Zoning
- Developers Agreement w/Municipality
- Engineering/Architecture /Design
- Infrastructure
- Site Configuration and Preparation



Commercial development takes skilled professionals in law, engineering, government and real estate. Orchestrating all of that is the team at **Boyd** who have managed hundreds of commercial land development projects.

Each property brings unique opportunities and challenges. From acquisition to disposition, environmental, permitting and approvals and other important tasks, let us help you navigate the land development process in our ever changing and growing state.

DEVELOPMENT AND ENTITLEMENT:

- Hiring Architects, Engineers, and Consultants
- Community Outreach and Communications
- Municipality Submittal and Review
- Entitlement Process
- Pre-Construction Coordination
- Construction Drawings/Plan Submittal
- Finalize Budget
- Building Permits Approval



Deerwood Development

COMMERCIAL DEVELOPMENT PROJECTS:

Meadowbrook, Deerwood, Easy Street, Hwy 200 and individual corporations including Signature Brands, Cone Distributing and more.



Signature Brands



Easy Street Development



Joe Krim

Joe has served Boyd Real Estate for nearly two decades. R. Thad Boyd Jr. (father of Joe's current business associate, R. Thad Boyd, III) hired Joe at Mark III where he followed the same upward trajectory until the company was sold in 1996. Obtaining a real estate license and some real-world sales experience at then Ocala Properties, he later joined Thad Boyd III at Boyd Development Corporation.

He works not only in commercial sales and leasing but project management and development. A North Central Florida native, Krim brings more than 40 years of business and real estate experience to serve our clients.

It takes years to hone the skills necessary for navigating the entitlement process and to establish relationships with architects, engineers, attorneys, and county planners and officials to help property owners bring their projects through the development process. This is a business built on trustworthy connections. Joe has carefully developed solid, workable, and lasting ones that benefit his profession, the local economy, and the entire community.

He's also been a board member and chairman of the Marion County Code Enforcement Board since the late 1990s, a quasi-judicial body that is the monitoring arm of the county's building codes and ordinances.

"For the past 27 years, I've been reading from the Bible, start to finish, and have made it through twelve times so far. My day begins before sunrise with a trip to the gym, a shower at home, a light breakfast, and then a period of time in my quiet room with the Bible. Without this foundation, I wouldn't be able to do what I do or appreciate what I've been able to accomplish. It's all been a gift from God."

Airport Logistics Park is a 725,400 ± sq. ft. industrial project located just west of Interstate 75 and adjacent to Ocala International Airport (OCF). The project is being developed in two phases – Phase I, which is 100% leased and consists of 3 buildings totaling 325,000 SF of class A, rear-load warehouses. Phase II consists of two buildings at 200,000 SF each. These feature Class A space with optional cross-dock distribution or rear-load warehouses. Home Depot, Covetrus, Rumbleon and E-One are tenants.





Because Boyd has experience in all facets of real estate, when it comes to buying and selling we can bring that advantage to you. **We help buy, build, occupy and invest in a variety of assets including land, industrial, commercial, retail, and multifamily.**

*When you need a commercial broker - you need one who will **Follow Up, Follow Thru and Follow Back.***



Sales and Leasing Services

- Building Proforma
- Professional Marketing
- Targeted Paid Ads on Loopnet and Crexi
- Online Broker-Only Platforms
- Social Media Marketing
- Landlord and Tenant Representation
- Review of Agreements
- Preparation for Closing/Occupancy

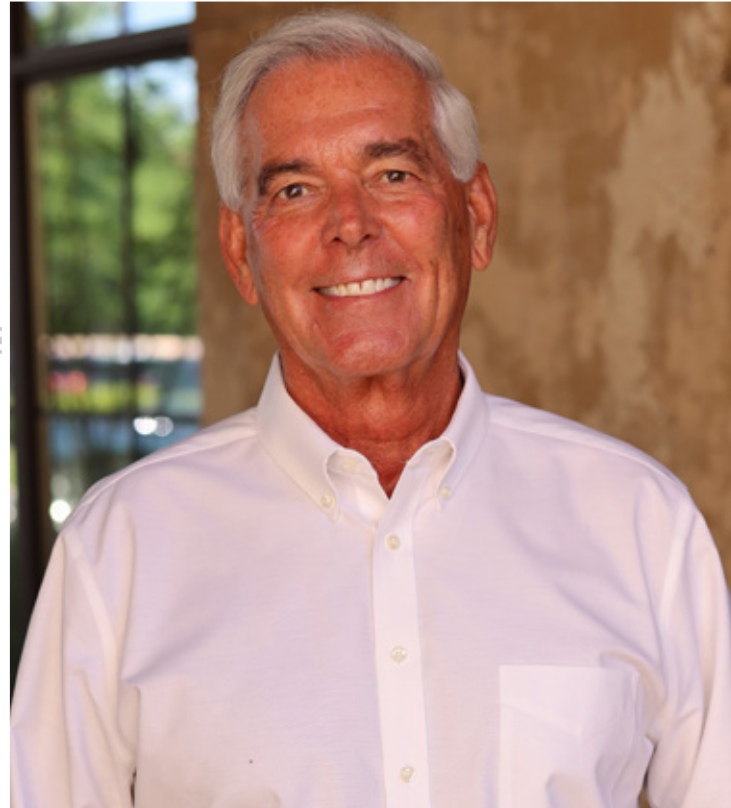


What can Boyd do for you?

- Conduct market research and feasibility studies to determine the highest and best use for your property.
- Obtain the necessary permits and approvals from Ocala and Marion County government agencies.
- Design and plan the development, including the layout of buildings, roads, and other infrastructure.
- Secure financing for the development project.
- Manage the construction process and ensure that it is completed on time and within budget.
- Market and sell or lease the developed property to businesses and other investors.
- Protect your investment through streamlined property management services.

In addition to these specific services, The Boyd Group of companies can also provide you with general guidance and support throughout the development process. We can help you to identify your goals, develop a plan, and overcome any challenges that may arise.

If you have vacant land or other properties that you are considering developing, give Boyd a call to see the difference our team brings to develop and grow your investment.



Joe Krim

Broker, Boyd Real Estate

A North Central Florida native, Joe graduated high school from Howey-in-the-Hills. After studying pre-law at the University of Florida for a few semesters, he decided to switch gears and find a way to put his practical, innate talents to work. Joe has now served the real estate development firm for over two decades in project management, development, leasing, and sales of commercial properties. Over the years, he has eagerly embraced new technologies (like drones) and brought his incredibly sharp problem-solving skills to bear on every project with which he's been involved—both short and long term—in conjunction with an ever-evolving team of professionals.



Angie Lester

Commercial Sales, Land Development, Downtown Re-development

Angie grew up in Ocala so she values hometown roots and is dedicated to leadership and service in this community. With 27 years of experience in Real Estate and development, she is poised to be your strategic partner. After college she worked with the nation's largest single site developer and literally helped build a town. A decade ago she moved back to the Ocala Metro and has put her experience to work strengthening the community through development and redevelopment efforts. Angie specializes in downtown re-development projects that benefit the economic outlook of downtown Ocala. She is passionate about helping her clients through commercial sales and land acquisitions. A mother to three daughters, Angie is keen to be a positive role model through service in her ladies ministry group and as a board member of the Ocala Main Street organization. Angie's goal is to bridge the gaps in communication to streamline effectiveness of the private sector to facilitate appropriate well-planned growth.



Erin Freel, CCIM

Broker Associate

Erin is a Certified Commercial Investment Member or CCIM. Fewer than 10 percent of commercial real estate professionals have this designation. In doing so she completed more than 160 hours of case-study-driven education that covered topics such as interest-based negotiation and financial, market, and investment analyses. She also compiled a portfolio of three or more qualifying transactions totaling \$30 million or more and passed a six-hour comprehensive exam. Erin is an author and founded and sold a marketing company that she ran for 22 years. In her free time she loves to compete in marathons, triathlons and adventure races that take her around the world with her husband Nicolas Blaser who is a commercial banker in the Ocala market.

Joe Vorwerk

Broker, Sellstate Next Generation Realty

Joe has been a career banker for over 35 years, gaining valuable expertise and in-depth knowledge of mortgage lending, investments, and real estate development. He serves as the Broker of Sellstate Next Generation Realty that has over 140 agents in Marion, Lake, Citrus and Alachua counties. In 2013, looking at how innovative technology was changing up the buying and selling process of homes, we made the decision to partner with Sellstate, a Fort Myers-based, high-compensation model real estate company. "When working with agents, I find it satisfying to solve problems with contracts and answer questions about terms. Helping others get through the sometimes extremely complicated process of a purchase or a sale is satisfying."





INDUSTRIAL DEVELOPMENT



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 executive team has vast experience in technical project management which allows for quality and timely project delivery.

The decades of real estate experience, including millions of SF of Class A industrial development is key to our satisfied clients.

Industrial Project List

Mark III Industries International HQ.....	400,000 SF.....	McCraney Property Co.....	1,400,000 SF
Meadowbrook Commerce Center.....	300-Acre Industrial Park.....	Rooms-to-Go.....	850,000 SF
Cone Distributing.....	168,000 SF.....	Principal Life.....	625,000 SF
Airport Commerce Center.....	140,000 SF.....	Clarion Partners.....	603,000 SF
Bernie Little Budweiser Distribution Center.....	90,000 SF.....	IDI Logistics.....	532,000 SF
Signature Brands Warehouse.....	80,000 SF.....	Scannell Properties.....	530,000 SF
Boyd Market Center (Walmart).....	300,000 SF.....	East Group Properties.....	500,000 SF
Ocala South Logistics (Under Development).....	1,500,000 SF.....	Flagler Station III.....	1,600,000 SF
Airport Logistics (Under Development).....	725,000 SF.....	Infinity Park.....	2,300,000 SF



Rachel Edwards Gibbs, *CEO*

As CEO of Boyd Mox, Rachel 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 been in the construction industry since 2008 and is the founder of Mox Development. As a general contractor, she was responsible for building millions of SF of industrial projects throughout Southeast.



Jason Waters, *Director of Construction*

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. Since 2008 Mr. Waters experience has been in the General Contracting business building industrial, senior living, healthcare, and residential amenity projects.



Derek Batsel, *Project Engineer*

As Project Engineer, Mr. Batsel manages the vertical phase of construction including subcontractor procurement, percentage of work complete, quality inspections, schedule control, and pay application processing. Mr. Batsel is a licensed Real Estate Broker and Appraiser. He has worked in the real estate and construction industry since 2013 with experience as the owner, subcontractor and general contractor.

Boyd PROPERTY MANAGEMENT

Boyd Property Management LLC has years of experience with income-producing property ownership and management. Our portfolio is comprised of HOA management, condominium units, office complex properties, retail properties and industrial properties in several counties throughout Central Florida. We pride ourselves in treating each clients' property as if it were our very own. We look at each property with three main goals – increase

income, reduce risk and preserve capital while making sure the aesthetics remain in excellent condition and user friendly for each tenant's client and customer. For over a decade Boyd Property Management has successfully partnered with many national tenants such as Outback, Panera, Carrabba's, Michaels and many more as well as well as meet the needs of local and independent tenants.

Property Management Benefits & Services:

- Better Tenant Selection
- Efficient Rent Collection
- Maintenance & Repairs
- Lower Vacancy Rates
- Legal Compliance
- Financial Management
- Reduce Risk
- Preserve Capital



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Boyd

COMMUNITY INVOLVEMENT

And now, the rest of the story.....

The nationwide economic downturn in 2008—lasting at least five years in the Florida real estate market—was a nightmare of negative energy for Thad. He said, “We were immersed in unrelenting, brutal financial challenges that saw some of our best colleagues and competitors go under. Thankfully, God gave us the grace and mercy to survive and eventually come out the other end of it a stronger entity.”

When it comes to matters of faith, Thad happily shares that he has been a committed, dedicated Christian since his teenage years. He recalled, “During that tough period of recession, four friends and I formed an annual Men’s Prayer Breakfast and Bible study group. Thirteen years later, twenty-five guys get together every Wednesday morning to read a chapter each week. It’s so important to feed our spiritual selves while we’re striving to make successful personal and business and decisions and to give each other support.”

Thad’s community outreach is also an essential part of his life. “God has blessed me with enough resources



to give back and be of use to others in need. I’m so fortunate to be able to meet all kinds of people in the work that I do and the relationships I’ve been privileged to maintain here in Ocala.” His past and present board member affiliations include the Children’s Home Society, Habitat for Humanity, College of Central Florida, Ocala Metro Chamber and Economic Partnership, Salvation Army, University of Florida Gator Boosters, United Way, Marion County Sheriff’s Advisory Committee, Honoring Thy Father Ministries, Xtreme Soulutions, and Kimberly’s Center.

Of the last two, Soulutions is a prison ministry and rehabilitation program with which Thad is very active. Kimberly’s Center is a women and children’s



advocacy and protection program named for his sister who was killed in a car accident when she was only 21. There wasn’t a children’s advocacy center in Ocala when two women came to Thad in 1996 to ask him to help create one. Feeling a strong sense of conviction, his family donated the land, enlisted builders, and got the initial 3,500 square foot center built in 2002. The Center has now grown to a 14,000 square foot facility and, with its 35 staff members, helps at least 1,400 families a year.

For a number of years, Thad has been involved in mission work. Among his fifteen trips

to date he’s visited Cuba, the Dominican Republic, Honduras, and Nicaragua with various groups, among which is a men’s group doing construction work. He’s also acted as a chaperone with local youth through a nondenominational entity called United that takes between ten and twenty-five young people along per trip.

“God has blessed me with enough resources to give back and be of use to others in need. I’m so fortunate to be able to meet all kinds of people in the work that I do and the relationships I’ve been privileged to maintain here in Ocala.”



Joe Vorwerk

*Broker, Sellstate
Next Generation Realty*

Joe has been a career banker for over 35 years, gaining valuable expertise and in-depth knowledge of mortgage lending, investments, and real estate development.

Alongside that work in 1996, Joe became partners with Thad Boyd and started as a commercial real estate broker in 2011. My banking background proved to be a helpful asset to all phases of our business."

Where Joe feels most comfortable in his multi-layered profession is in financing loans and raising equity. A strong camaraderie has been formed with the other two senior colleagues, Thad Boyd and Joe Krim. They bring out each other's particular talents and skills to produce a synergy effect. Joe said, "It's like putting together puzzle pieces and figuring out how to manage risk. Thad and Joe are incredible at bringing people together to get important projects developed and brought to fruition. I've learned so much from them over the years."



SELLSTATE NEXT GENERATION REALTY

Through our diverse backgrounds and decades of experience, we were founded on ethical principles to serve communities far and abroad with their Real Estate needs. Trust, devotion, integrity, and reliability are just a few of the qualities we hold close to each purchase and sale.



www.sellstatenextgenerationrealty.com



Trusted Partners



Marion Lake Sumter Title is a local attorney-owned title company that serves Marion, Lake, Sumter County and surrounding areas. Using an attorney-owned and operated title company to handle your real estate transaction benefits the client experience. If a legal problem arises, our attorney is available to take immediate action and help prevent a contract or closing from falling apart.

www.mlstitleocala.com



Our Ocala mortgage loan experts are just that - experts. The average loan originator at Landmark Mortgage Planners has more than 16 years in the business. We have the experience to get the job done. All of our originators are Certified Mortgage Planning Specialists (CMPS) certified. This means we have advanced training and tools that provide a huge advantage in helping our customers find the right home loan for their overall long and short-term investment strategies.

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