

**AGENDA - May 3, 2024**  
**MIAMI Association of REALTORS**

“Unlocking Opportunities in Commercial Real Estate”

“Retailtainment: Revolutionizing the Shopping Experience”

1.Introduction of RLS—Background and Experience -  
*“Can’t retire and become my wife’s chauffeur”*

2.Precedent: Dania Pointe Multi-Use Development

3.Port Charlotte Town Center Revitalization

4. Multi-Use Categories

5.Need for Professional Commercial Realtors

6. My Credo—

**“WORK IS MORE FUN THAN FUN”**

**“IF YOU LOVE YOUR WORK, YOU  
DON’T WORK A DAY IN YOUR LIFE”**

**ROBERT SHAPIRO**  
Meyers Group LLC



Robert “Bob” Shapiro

## Vice Chairman of Meyers Group

Mr. Shapiro became part of the management team at Meyers Group in 2021, together with Stuart Meyers, to develop and build best-in-class multi-use projects. He has over 35 years of experience in real estate development with the creation of 30+ retail developments and redevelopments at over 7 million square feet of retail space in shopping centers across Florida.

In early 2014, Mr. Shapiro was one of the original founding partners of Dania Pointe, which is a 102-acre mixed-use development in Dania Beach, FL. Dania Pointe comprises 2.5 million square feet of shopping, residential, office, hotel, restaurant, and entertainment components and is one of the largest multi-use destinations in South Florida.

Mr. Shapiro is a graduate of the Wharton School at the University of Pennsylvania and holds a JD law degree from the University of Connecticut Law School, and a Master of Laws in Taxation from Georgetown University.





# DANIA POINTE

Live, Work, Play & Stay  
Multi-Use

**ROBERT SHAPIRO**  
Meyers Group LLC



# AERIAL LOOKING NORTH





# ASSEMBLAGE AERIAL





# ORIGINAL SITE PLAN





# EVOLUTION OF DANIA POINTE





# EVOLUTION OF DANIA POINTE





# ORIGINAL KIMCO RENDERING





# Dania Pointe – Provide a Gathering Area for Families

Dania Beach, Florida





# Dania Pointe – Provide a Gathering Area for Concerts, Sporting Events, Etc. Dania Beach, Florida





# **Dania Pointe – Provide A Hospitality Component**

## Dania Beach, Florida





# Dania Pointe – Avery Dania I – 264 Multi-family Residences

## Dania Beach, Florida





# Dania Pointe – Avery Dania East 336 Multi-Family Residences

## Dania Beach, Florida





# Dania Pointe – Proposed Condo Towers

Dania Beach, Florida





# **Dania Pointe – Proposed Condo Towers – Provide “Sale” Product For Dania Beach, Florida**

## **Long Term Stability**





# Dania Pointe – Spirit Global Headquarters and Training Facility

Dania Beach, Florida





# **Dania Pointe – Spirit Residences for Training Staff**

Dania Beach, Florida





# Dania Pointe -- Overall Aerial View

## Dania Beach, Florida





# Dania Beach, Florida





## **MULTI-USE CATEGORIES**

### **1.Retail**

Retail/Community Center  
Retail/Major Anchors  
Retail/Junior Anchors  
Retail/Lifestyle  
Retail/Shop & Specialty Tenants  
Retail Service Tenants  
Retail/Quasi-Medical  
Banks/Credit Unions

### **2.Restaurants**

Full Service {White Table Cloth}  
Full Service {Casual Dining}  
Specialty/Steak/Seafood/Ethnic  
Quick Service {QSR}  
Drive Thru -Restaurants/Banks

### **3.Entertainment**

Theaters  
Night Clubs  
Comedy Club  
Bowling  
Fitness Centers  
Putt Shack Golf  
Race Cars  
Breweries  
Food Halls  
Ferris Wheels  
Child Care & Entertainment  
Corporate Attractions  
Rock and Roll Hall of Fame  
Music venues/Blues/Jazz/Country/  
Rock & Roll/ Rap/ 60's etc

### **4.Residential**

Residential-Multi-Family Rental  
Residential-Condominium Land  
Residential-Condo Conversion/other uses  
"Local Live Act" Incentives

### **5.Office**

Corporate  
Professional  
Anchor users  
Individual tenants  
Major Medical  
Specialty Medical

## **NEED FOR COMMERCIAL REALTORS**

- 1.Acquisition of vacant parcels
- 2.Acquisition of existing property
- 3.Assemblage of parcels
- 4.Leasing/sale to tenants
- 5.Sale of parcels to investors
- 6.Introduction to JV partners
- 7.Introduction to Users of Parcels
- 8.Sale of Multi-Use Center





THANK YOU!

PORT CHARLOTTE  
TOWN CENTER

Live, Work, Play & Stay  
Multi-Use

**ROBERT SHAPIRO**  
Meyers Group LLC