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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of The  
Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): October 27, 2011**

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**Consolidated-Tomoka Land Co.**

(Exact name of registrant as specified in its charter)

**Florida**  
(State or other jurisdiction  
of incorporation)

**0-5556**  
(Commission  
File Number)

**59-0483700**  
(IRS Employer  
Identification No.)

**1530 Cornerstone Boulevard, Suite 100**  
**Daytona Beach, Florida**  
(Address of principal executive offices)

**32117**  
(Zip Code)

**Registrant's telephone number, including area code: (386) 274-2202**

**Not Applicable**

(Former name or former address, if changed since last report.)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 7.01 Regulation FD Disclosure.**

The information contained in this Current Report on Form 8-K that is furnished under this Item 7.01 is being furnished pursuant to Item 7.01 of Form 8-K and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

A copy of material that will be used in an investor presentation delivered by representatives of Consolidated-Tomoka Land Co. (the “Company”) from time to time is attached to this Current Report on Form 8-K as Exhibit 99.1. These materials are dated October 27, 2011, and the Company disclaims any obligation to correct or update these materials in the future.

**Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits

99.1 Investor Presentation Materials, dated October 27, 2011.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: October 27, 2011

**Consolidated-Tomoka Land Co.**

By: /s/ John P. Albright  
John P. Albright, President and  
Chief Executive Officer



# INVESTOR PRESENTATION



**Safe Harbor Statement:** Certain statements contained in this document (other than statements of historical fact) are forward-looking statements. The words "believe," "estimate," "expect," "intend," "anticipate," "will," "could," "may," "should," "plan," "potential," "predict," "forecast," "project," and similar expressions and variations thereof identify certain of such forward-looking statements, which speak only as of the dates on which they were made. Forward-looking statements are made based upon management's expectations and beliefs concerning future developments and their potential effect upon the Company. There can be no assurance that future developments will be in accordance with management's expectations or that the effect of future developments on the Company will be those anticipated by management.

The Company wishes to caution readers that the assumptions which form the basis for forward-looking statements with respect to or that may impact earnings for the year ended December 31, 2011, and thereafter include many factors that are beyond the Company's ability to control or estimate precisely. These risks and uncertainties include, but are not limited to, the strength of the real estate market in the City of Daytona Beach in Volusia County, Florida; the impact of a further downturn in economic conditions; our ability to successfully execute acquisition or development strategies; any loss of key management personnel; changes in local, regional and national economic conditions affecting the real estate development business and income properties; the impact of environmental and land use regulations; the impact of competitive real estate activity; variability in quarterly results due to the unpredictable timing of land sales; the loss of any major income property tenants; and the availability of capital. Additional information concerning these and other factors that could cause actual results to differ materially from those forward-looking statements is contained from time to time in the Company's Securities and Exchange Commission filings, including, but not limited to, the Company's Annual Report on Form 10-K. Copies of each filing may be obtained from the Company or the SEC.

Cover Photo Credits:  
Embry-Riddle Aeronautical University  
Daytona International Speedway: Getty Images 2011



**Location:**

1530 Cornerstone Boulevard, Suite 100  
 Daytona Beach, FL 32117  
 (386) 274-2202  
 www.ctlc.com

**Management:**

**John P. Albright**  
 President and CEO  
 jalbright@ctlc.com

**Bruce W. Teeters**  
 Sr. Vice President and Chief Financial Officer  
 bteeters@ctlc.com

**Linda Crisp**  
 Vice President and Corporate Secretary  
 lcrisp@ctlc.com

**Gary Moothart**  
 Vice President and Controller  
 gmoothart@ctlc.com

Ticker ..... NYSE Amex: CTO  
 Shares ..... 5,724,147  
 Share price ..... \$27  
 Annual dividend ..... \$0.04  
 52 week range ..... \$25.94 - \$35.05  
 Equity cap ..... \$157,473,000  
 Debt ..... \$11,800,000  
 Other liabilities ..... \$44,000,000

as of September 30, 2011





**Current Business Segments:**

- Daytona Beach Area Land - owns approximately 11,500 acres
- Income Property Portfolio - owns 26 single-tenant properties in the southeast
- Self-Developed Properties - owns two multi-tenant properties
- Fast Track Development Sites - owns several permitted, platted and/or pad ready sites for development
- Golf – operates 2 golf courses and a clubhouse
- Subsurface – owns 490,000 acres of mineral rights
- Billboards – owns 22 billboards



**Daytona Beach:**

- 68,128 residents<sup>1</sup>
- MSA 494,593<sup>2</sup>
- Average temps: 79° summer / 59° winter
- 7 million visitors in 2009 spent \$3.7 Billion<sup>3</sup>
- Major Traffic Generators
  - "World's Most Famous Beach"
    - 23 miles of beach<sup>1</sup>
    - over 50 area hotels<sup>4</sup>
  - Daytona International Speedway<sup>5</sup>
    - 8 major racing weekends per year including races: Daytona 500, Rolex 24, Gatorade Duels, Coke Zero 400, ProAM 200 and more
    - Daytona 500 - NASCAR's most prestigious race
- Approximate mileage from Daytona Beach:
  - 53 miles to Orlando
  - 90 miles to Jacksonville
  - 139 miles to Tampa
  - 257 miles to Miami
- Excellent Interstate Exposure:
  - I-95 north/south from Jacksonville to Miami
  - I-4 east/west from Daytona Beach through Orlando to Tampa



Sources: (captured October 2011)

1. Volusia County - <http://floridabusiness.org/DB.pdf>
2. Volusia County Economic Development
3. Daytona Conventions and Visitors Bureau Annual Report 2009-2010
4. Hotel & Lodging Association of Volusia County - [www.daytonahotelmotel.com/directory/hotels](http://www.daytonahotelmotel.com/directory/hotels)
5. Daytona International Speedway - [www.daytonainternationalspeedway.com/news/track-facts](http://www.daytonainternationalspeedway.com/news/track-facts)







**Summary:** The Company owns approximately 11,500 acres within four miles of I-95 in Daytona Beach, Florida. The Company's land straddles Interstate 95 for approximately 6.5 miles between International Speedway Boulevard (U.S. Highway 92) and State Road 40, (both beach access roads). Most of our land is 8 miles or less to the ocean.

Total Approximate Acres:	11,500
Approximate acres east of I-95:	1,400
Approximate acres west of I-95:	10,100



**Summary:** The Company has ensured that critical Infrastructure and amenities are in place for future development.

**Infrastructure**

1. Daytona Beach Police Department  
in 2006, CTO sold 27.5 acres at a discounted price
2. Daytona Beach Water & Waste Water Treatment Plants  
in 1976, CTO sold 79.25 acres
3. Daytona Beach Fire Station  
in 2007, MSKP donated 2.15 acres
4. Champion Elementary School  
in 2007, CTO donated 26 acres
5. Hinson Middle School  
in 2000, CTO sold and donated a total of 50.28 acres
6. Father Lopez High School  
in 2006, CTO sold 98.57 acres



Water Treatment Plant



USTA Tennis Center



Father Lopez High School



Daytona Beach Fire Station



Champion Elementary School

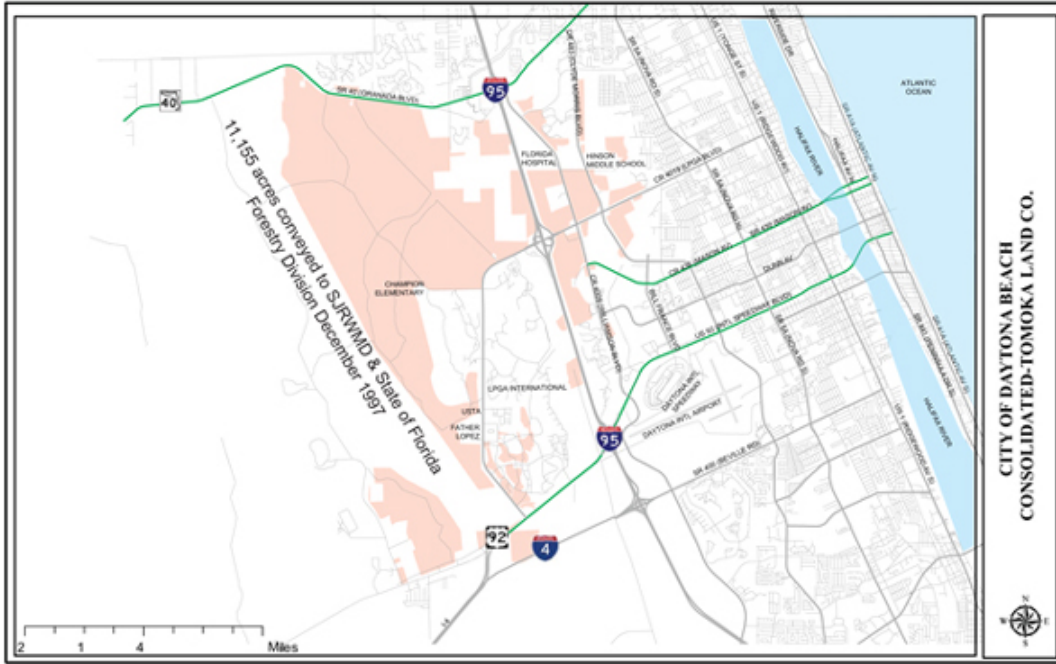


Hinson Middle School

**Amenities**

7. USTA 24 clay hydro-courts  
in 2001, CTO donated 18.87 acres
8. LPGA International 2 championship courses  
North Course in 1992, CTO donated 420.54 acre  
South Course in 2000, CTO donated 241.81 acres







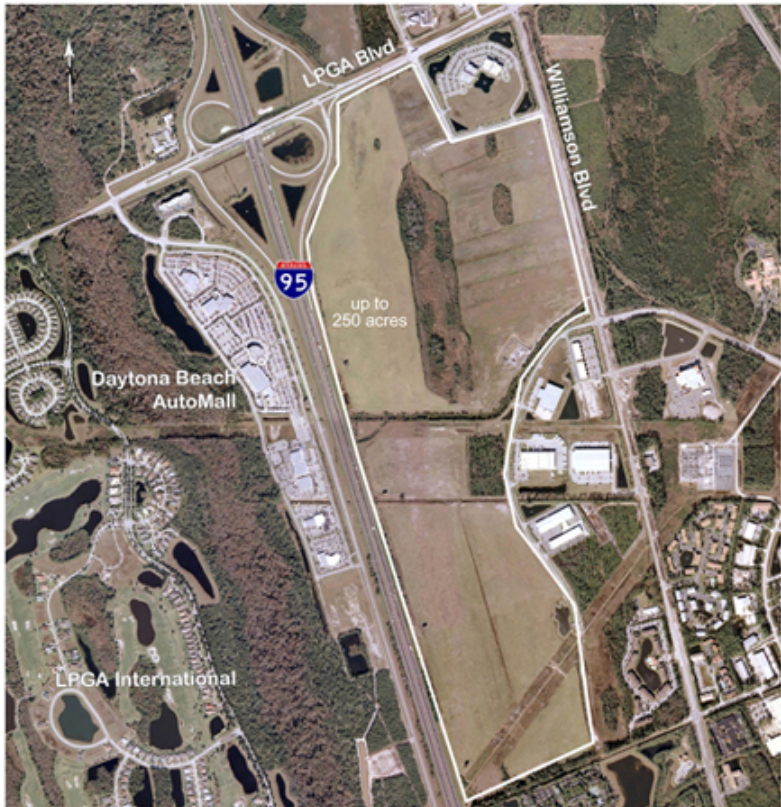


**Summary:** Daytona West, 7,000-acre tract west of I-95

- Large contiguous land tract with infrastructure
- Multiple Use Possibilities
- Easy access to I-95 / 1-4 Access
- Commuter location to Orlando, Maitland and Lake Mary
- Major companies within 60 miles<sup>6</sup>
  - Lockheed-Martin
  - Siemens
  - Boeing
  - Darden Restaurants
  - Raytheon
  - AAA - American Automobile Association

Sources: (captured October 2011)  
6. Google Earth Pro





Williamson North Development Site



Florida Hospital - Memorial Medical Center opened in July 2009. Florida Hospital is a \$270 Million, 10 floor, 718,000 SF, 277 bed facility complete with 100,000 SF of medical offices and an adjacent 31,652 SF Cancer Treatment Facility. The hospital has expansion capacity to over 500 beds and a wellness center.<sup>7</sup>

Sources:

7. Florida Hospital - Memorial Medical Center - August 2011





Residential construction by KB Homes in LPGA International



Commercial construction for Ark Technologies in Gateway Center







A

**OFFICE**

Concierge  
Asking Rent  
\$18.50 NNN

SF  
22,000

Year Built  
2009

Occupancy  
75%



B

**FLEX / OFFICE**

Mason Commerce Phase I  
Asking Rent  
\$12.50 NNN

30,720

2009

94%



Fast Track Development Sites are sites that are either already are, or are in the process of, being permitted, plotted, subject to a development agreement, are pod-ready, or a combination thereof. Fast Track Development Sites generally have roads and utilities at or close to the site. Fast Track Development Sites may move through the governmental approval process faster because some of the approvals have been received.

## Fast Track Development Sites

		Size	Acres
	<b>Mason Commerce Phase II</b> Mason Ave Ext & Williamson Blvd. Flex / Office	Two 15,360 buildings	4.85
	<b>Gateway Business Center</b> Mason Avenue Extension Light Industrial	146,000	10.75
	<b>Williamson North</b> Williamson Blvd. & Hand Ave Professional / Retail / Office	146,000	60+
	<b>Interstate Commerce Park</b> Tomoka Farms Road, west of I-95 Big Box Retail / Light Industrial	7 lots available	2-4 acre lots
	<b>Concierge Phase II</b> Williamson & LPGA Blvds Retail / Office	3 lots available	2± acre lots



Office Sites  
Size



**Concierge II**  
Williamson & LPGA Blvds  
Lot 1

Retail / Office

2.85 Acres



**Cornerstone Office Park**  
Williamson & LPGA Blvds  
Lot 3  
Lot 4

Office

Two Story Building  
Three Story Building

48,000 SF  
72,000 SF



**Summary:** The Company owns 26 single-tenant investment properties in the southeast with an average lease term of over 10 years and a net operating income of approximately \$8.7MM including:

- 9 CVS
- 7 Walgreens



Property	City, State	Sq. Ft.	Year Built
Walgreen #4442	Kissimmee, FL	13,905	1996
Walgreen #4646	Orlando, FL	15,120	1997
Walgreen #5897	Powder Springs, GA	15,120	2001
Walgreen #5903	Alpharetta, GA	15,120	2000
Walgreen #7273	Clermont, FL	13,650	2003
Walgreen #7696	Apopka, FL	14,560	2003
Walgreen #4816	Palm Bay, FL	13,905	1999
CVS #7883-01	Vero Beach, FL	13,813	2001
CVS #7897-01	Clermont, FL (#2)	13,813	2004
CVS#03483-01 (subleased)	Sebring, FL	12,174	1999
CVS#04525-01 (vacant)	Sanford (#2)	13,813	2004
CVS#05025-01	Tallahassee, FL	10,880	1995/2011
CVS#05195-01	Sanford, FL (#1)	11,900	2003
CVS#05202-01 (subleased)	Melbourne, FL	10,908	2001
CVS#08374-01 (vacant)	Roseland, FL	13,813	2003
CVS#08375-01	Clermont, FL (#1)	13,824	2002
RBC Centura Bank (vacant)	Altamonte Spgs., FL	4,128	2004
RBC Centura Bank	Alpharetta, GA	4,135	2001
RBC Centura Bank	Orlando, FL	4,128	2004
Dick's Sporting Goods (#276)	McDonough, GA	46,315	2006
Harris Teeter (#167)	Charlotte, NC	45,089	1993
Lowe's #490	Lexington, NC	114,734	1996
Northern Tool & Equipment Co.	Asheville, NC	25,454	2001
Vacant (former Barnes & Noble) <sup>(2)</sup>	Lakeland, FL	16,150	1994
Barnes & Noble #2763	Daytona Beach, FL	28,000	1995
Best Buy (#668)	McDonough, GA	30,038	2005

(1) excluding Lakeland Barnes & Noble  
(2) under contract

**Total SF 536,489 Avg Term<sup>(1)</sup>  
10+ years**





<b>Billboards</b>	
Billboards owned	22 (19 on I-95)

<b>Subsurface</b>	
Acres of full or fractional interest	490,000 (equivalent to 293,000 acres in terms of full interest)

<b>Acres under Lease</b>	
Acres receiving oil well royalties	800
Acres in new lease effective Sept. 2011	136,237





**Summary:** The Company operates two golf courses and a clubhouse. The golf courses at LPGA International consist of the Rees Jones "Champions" course and Arthur Hills "Legends" course.

- Ladies Professional Golf Association Headquarters, located at an entrance of LPGA International
- Host of the Qualifying (Q-School) Tournament each year



**Summary:** CTO's investment strategy is to sell our low-basis agriculture investment properties and exchange them under the 1031 exchange process into income-producing properties while deferring income taxes.

CTO is broadening its investment strategy to include multi-tenant stabilized properties and first mortgage investments in diversified geographic locations, including major MSAs.

- **Net-Lease Properties** - continue selectively purchasing single tenant assets with strong real estate fundamentals.
- **Ground Leases** - invest in purchasing ground leases which have high collateralization as the improvements are subordinated to the ground lease payments.
- **First Mortgages** - while not qualifying as an exchange, first mortgages allow the Company to invest its excess balance sheet into strong risk-adjusted yields.
- **Multi-Tenant Properties** - invest in stabilized leased office and retail properties in major MSAs.





### Daytona International Speedway

The 480-acre complex, utilizing over 900 employees boasts the most diverse schedule of racing on the globe, thus earning it the title of "World Center of Racing." Major racing events include the Daytona 500, Coke Zero 400, Gatorade Duels, Budweiser Shoot Out, Rolex 24, Daytona Supercross, Daytona ProAm 200, and the Daytona Beach Half Marathon.<sup>8</sup> [www.daytonainternationalspeedway.com](http://www.daytonainternationalspeedway.com)

### Daytona International Airport

Daytona Beach International Airport offers 4 airlines with carrier service from Delta, US Airways, AirGate and Craig Air Center, providing daily non-stop service to Charlotte and Atlanta.<sup>9</sup> <http://volusia.org/airport>

### Ocean Center

The Volusia County Ocean Center is the area's convention, entertainment and sports complex. It is a multi-use facility that hosts conventions, trade shows, concerts, banquets, family entertainment shows and sporting events. The Ocean Center boasts 205,000 square-feet of interior meeting space and is a partner in the Ocean Walk Village with resorts, shopping, restaurants and movies within walking distance. The Ocean Center also has a 42,000 square-foot arena with 9,600 seats, accommodating larger venues.<sup>10</sup> [www.oceancenter.com](http://www.oceancenter.com)

### Beaches / Hotels

23 miles of beach help to attract 6.75 million visitors in 2009 who spent \$3.7 billion at local businesses. The hotel industry employs over 2,600 residents, generating a payroll of \$47 million. Over 50 hotels in the Daytona Beach area belong to the Hotel and Lodging Association of Volusia County.<sup>11</sup>

Sources: (captured October 2011)

8. Daytona International Speedway - [www.daytonainternationalspeedway.com/news/track-facts](http://www.daytonainternationalspeedway.com/news/track-facts)

9. Volusia County - [www.volusia.org/airport](http://www.volusia.org/airport)

10. Ocean Center - [www.oceancenter.com/about](http://www.oceancenter.com/about)

11. Daytona Conventions and Visitors Bureau Annual Report 2009-2010



### Halifax Health

*The area's only Level II Trauma Center and the only Pediatric ED*

Halifax Health has been consistently ranked in the top five percent of all hospitals in the nation for clinical outcomes in the several areas. Halifax Health employs 500 physicians and another 4,200 employees and has 944 beds available.<sup>12</sup> [www.halifaxhealth.org](http://www.halifaxhealth.org)

### Florida Hospital – Memorial Medical Center

Florida Hospitals include Florida Hospital Memorial Medical Center in Daytona Beach and Florida Hospital Oceanside in Ormond Beach. Opened in 2009 the new Memorial Medical Center has 277 single-room beds, 400 physicians and 1,700 employees on a 135 acre campus.<sup>13</sup> [www.floridahospitalmemorial.org](http://www.floridahospitalmemorial.org)

### Embry Riddle Aeronautical University

Embry Riddle Aeronautical University, the best aviation and aerospace university in the world, offers more than 40 degree programs including undergraduate degree programs, Masters degree programs and Doctoral programs.

Embry-Riddle's Daytona Beach campus, one of the largest employers in Volusia County, Florida, with 1,200 employees and 5,100 students and has a \$431 million annual economic impact on the county, based on fiscal year 2010 figures.<sup>14</sup> [www.erau.edu](http://www.erau.edu)

### University of Central Florida - Daytona Regional Campus

100,000 square-foot center serves over 1,000 students who can select from 16 undergraduate and five graduate degree programs.<sup>15</sup> [www.regionalcampuses.ucf.edu/campus/daytona-beach](http://www.regionalcampuses.ucf.edu/campus/daytona-beach)

Sources: (captured October 2011)

12. Halifax Health - [www.halifaxhealth.org/aboutus/historyandfacts.aspx](http://www.halifaxhealth.org/aboutus/historyandfacts.aspx)

13. Florida Hospital - Memorial Medical Center - [www.floridahospitalmemorial.org/AboutUs.aspx](http://www.floridahospitalmemorial.org/AboutUs.aspx)

14. Embry-Riddle Aeronautical University - [www.erau.edu](http://www.erau.edu)

15. University of Central Florida - [www.regionalcampuses.ucf.edu/campus/daytona-beach](http://www.regionalcampuses.ucf.edu/campus/daytona-beach)



### **Bethune-Cookman University**

B-CU offers baccalaureate degrees in 35 majors through seven academic schools – Arts & Humanities; Business; Education; Nursing; Science, Engineering and Mathematics; Social Sciences and Graduate and Professional Studies; and a master's degree program in transformative leadership for its 3,600 students.<sup>16</sup> [www.cookman.edu](http://www.cookman.edu)

### **Daytona State College**

Daytona State offers one, two and four-year degrees, as well as a full range of non-credit courses and opportunities. Over 100 programs are offered at the Bachelor, Associate, and certificate level. Daytona State College sites on 100 acres, accommodates 19,000 students and employs 1,000 faculty and staff.<sup>17</sup> [www.daytonastate.edu](http://www.daytonastate.edu)

Sources: (captured October 2011)

16. Bethune-Cookman University - [http://www.cookman.edu/about\\_bcu/fast\\_facts/index.html](http://www.cookman.edu/about_bcu/fast_facts/index.html)

17. Daytona State College - [www.daytonastate.edu](http://www.daytonastate.edu)

