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## South Florida BUSINESS JOURNAL

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# Real Estate Dealmakers

South Florida Business Journal

South Florida's commercial real estate market might have been dampened by recession, but that hasn't stopped the industry's grittiest dealmakers from doing their jobs. For its Power Leaders section, the Business Journal has selected professionals who are pushing through challenges, closing deals, starting projects and making the region's commercial real estate engines turn, despite continued economic pressures. The paper's selections were weighted by geography, real estate sector, current activity level of a broker, developer or an executive's overall firm. That was then balanced with the newsworthiness and impact of the types of transactions or projects being done. This section offers brief profiles of some of South Florida's most relevant commercial real estate professionals.

### Andrew L. Ansin

*VP, [Sunbeam Properties and Sunbeam Development](#)*

[www.sunbeamdevelopment.com](http://www.sunbeamdevelopment.com)

1401 79th St. Causeway, Miami 33141

(305) 795-2613

- Education: B.A., [Brown University](#)
- Career highlights: The highlight of Ansin's career has been the development of Miramar Park of Commerce. During the past 25 years, Ansin and his team have overseen its marketing, development and leasing. What was cow pasture when Ansin joined Sunbeam in 1985 has grown into Broward County's largest business park, consisting of more than 5 million square feet. The park is home to more than 150 companies, including [Siemens](#), [American Express](#), [General Electric](#), [Toyota](#), [Tyco](#), Caterpillar and Stanley Tools. In today's economic environment, Ansin's focus has changed from development to management and tenant retention. The park maintains a 93 percent occupancy rate due to aggressive pricing and deal making.
- Personal note: After a slow start, at age 43, Ansin became a father for the first time in 2006. Making up for lost time, two more children were born in the ensuing 30 months. Ansin currently has three daughters, ages 1, 2 and 3.

### Hampton Beebe

*Senior VP, [Apartment Realty Advisors](#)*

[www.arausa.com](http://www.arausa.com)

777 Yamato Road, Suite 140, Boca Raton 33431

(561) 988-8800

- Career highlights: Beebe specializes in the sale of multi-housing communities in southeast and southwest Florida. He and partner Avery Klann have successfully completed more than \$500 million in sales since 2007. Most recently, he handled the high-profile sale of the Eden Condominiums in downtown Boca Raton. Selling the complex was a challenging assignment because it was partially constructed and a few units had already been sold. He also handled the following sales: Atriums of Plantation, \$16.8 million; Arbor Oaks, \$40 million; The Glen at Lauderhill, \$15.4 million; and the Villa Oceana's note and mortgage, \$35 million.
- Personal note: Beebe has been married for four years to his wife, Abby. He has a 2-year-old son, Hampton IV, and another baby boy on the way.

### Jeff Berkowitz

*President, [Berkowitz Development Group](#)*

[www.berkowitzdevelopment.com](http://www.berkowitzdevelopment.com)

2665 S. Bayshore Drive, Miami 33133

(305) 854-2800

- Education: B.A., [Cornell University](#); J.D., [University of Miami](#) School of Law
- Career highlights: Berkowitz was chosen as the founding executive director of the Independent Review Panel, the citizen review board formed in the aftermath of the Miami riots. A recovering lawyer, he dove into the development business and prides himself on successfully confronting more than 30 years of purportedly insurmountable challenges in finding innovative solutions. Berkowitz pioneered the concept of vertical retail at Dadeland Station, which has been widely replicated. He perfected the concept as an ideal urban infill solution at the entrance to South Beach with Fifth and Alton. He says he is blessed to have the opportunity to work with his sons every day.

- Personal note: "I was 6-foot-7 when I started developing real estate in 1978. Now, I am 5-foot-8," he says.

### **Gene A. Berman**

*Managing Director, **Marcus & Millichap Real Estate Investment Services***

**www.marcusmillichap.com**

**5900 N. Andrews Ave, Suite 100, Fort Lauderdale 33309**

(954) 245-3400

- Education: Bachelor's degree, [University of Southern California](#); J.D., Southwestern University School of Law
- Career highlights: Berman serves as group managing director of Marcus & Millichap's six Florida offices, five Texas offices and a satellite office in Lafayette, La. Berman began his career with Marcus & Millichap in 1982 as an agent in Encino, Calif. He received numerous sales awards and was named senior investment associate in 1987. Berman pioneered Marcus & Millichap's entry into Florida by opening the Fort Lauderdale office as regional manager in 1997. In 2005, he opened a regional office in Miami. He was named a VP in 1997, a first VP in 2001 and senior VP in 2002. Berman was elected a managing director in 2005.
- Personal note: Berman is training to become a competitive Masters swimmer.

### **Angelo J. Bianco**

*Partner, **Crocker Partners LLC***

**www.crockerpartners.com**

**225 N.E. Mizner Blvd., Suite 200, Boca Raton 33432**

(561) 447-1810

- Education: B.B.A., [George Washington University](#); J.D., University of Virginia School of Law
- Career highlights: Bianco is responsible for sourcing acquisition and development opportunities for Boca Raton-based Crocker, supervising all asset management and leasing in the Washington, D.C., metropolitan area, and investor relations. He previously ran the Florida markets for Crocker Partners and its predecessor entities. He oversaw the development and leasing of CityPlace Tower, a \$100 million, 290,000-square-foot Class A office building, and sourced the acquisition of 10 office projects totaling 2.1 million square feet with a value of \$425 million. Bianco also managed a portfolio of 10 office centers comprising 77 buildings and more than 2.8 million square feet. Prior to joining Crocker, he worked at [Tishman Speyer Properties](#) in New York as part of the team that redeveloped [Rockefeller Center](#).
- Personal note: Bianco worked as gravedigger at the Gates of Heaven Cemetery during the summer of 1986 while still in college.

### **Barbara Liberatore Black**

*Founding Principal and Vice Chairwoman, **CresaPartners***

**www.cresapartners.com**

**1200 Brickell Ave., Suite 750, Miami 33131**

(305) 375-8000

- Career highlights: Black specializes in tenant representation and handles the real estate needs of corporations and service companies. During her 29-year career, she has completed hundreds of office lease transactions totaling more than 7 million square feet. She is an expert in law firm transactions, having represented more than 45 firms in South Florida, and has been the exclusive representative for many financial institutions, corporations and not-for-profit organizations. In 2009, Black represented [Bilzin Sumberg Baena Price & Axelrod](#) LLP in its 80,000- square-foot lease at the new 1450 Brickell building. During the past year, she has represented clients including [McDermott Will & Emery](#), [HSBC](#), TradeStation, TotalBank, Miami Children's Hospital, [Zuckerman Spaeder, Ver Ploeg & Lumpkin](#), Kempler Energy and the [YMCA](#) of Greater Miami.
- Personal note: In her spare time, Black's passion is gourmet cooking.

### **Tere Blanca**

*President and CEO, **Blanca Commercial Real Estate***

**www.blancacre.com**

**1450 Brickell Ave., Suite 1460, Miami 33131**

(305) 577-8850

- Education: B.B.A. in international marketing and finance and M.B.A., University of Miami
- Career highlights: Blanca has grown Blanca Commercial Real Estate into one of South Florida's most active and fastest-growing boutique brokerage and advisory firms, despite launching at the low point of the recession. She took the risk of leaving a large, international firm to pursue her

entrepreneurial goals – and finding success within the first year. Blanca was formerly branch manager for [Cushman & Wakefield](#) of Florida and past chairwoman of the [Beacon Council](#).

- Personal note: Balancing time as an industry executive, entrepreneur and mother, Blanca loves to cook for her husband and two daughters. If she wasn't so passionate about commercial real estate, she says she would go to school to become a chef.

### **Thomas J. Capocéfalo**

*Corporate Managing Director, Studley*

[www.studley.com](http://www.studley.com)

**200 S. Biscayne Blvd., Suite 1830, Miami 33131**

(305) 423-1924

- Education: [Syracuse University](#)
- Career highlights: With 15 years of experience in commercial real estate, Capocéfalo began his career as a leasing broker for office services with [Widewaters Development/Pyramid Cos.](#) in Syracuse, N.Y. In 1995, he was recruited by Columbus, Ohio-based [Galbreath Development](#) and relocated to Fort Lauderdale to oversee the firm's South Florida office portfolio. In 1997, Galbreath merged with Chicago-based [LaSalle Partners/Jones Lang LaSalle](#), where Capocéfalo was promoted to VP and director of leasing for South Florida, representing a Class A office portfolio of more than 1.75 million square feet. During his tenure, he was honored with the JLL Club Award, which annually recognizes the top 1 percent of the firm's 4,000 employees. In 2000, tenant representation firm Studley recruited Capocéfalo to assist in the development of the newly opened Florida regional office. His clients include [Smith Barney](#), [CIBC Oppenheimer](#), Amadeus and Answerthink.
- Personal note: Capocéfalo is licensed as a [U.S. Merchant Marine](#) captain.

### **Manuel de Zárraga**

*Executive Managing Director, Holliday Fenoglio Fowler, L.P.*

[www.hfflp.com](http://www.hfflp.com)

**2 Alhambra Plaza, Penthouse IIA, Coral Gables 33134**

(305) 448-1333

- Education: B.S. in civil engineering and M.B.A., University of Miami
- Career highlights: With more than 24 years in real estate investment banking, de Zárraga oversees HFF's Southeast practice. He served as a member of the firm's national operating committee from 2003 to 2009. He is responsible for the execution and expansion of the firm's debt placement, property investment sales and joint-venture equity services representing institutional and major private owners of institutional-grade commercial real estate, multifamily, hotel and development properties in the Southeast. Since joining HFF, de Zárraga has been involved in more than \$10 billion of capital markets transaction volume. Prior to joining HFF in 2002, de Zárraga was a principal and managing director at [Sonnenblick-Goldman Co.](#) for 14 years and served on that firm's operating committee.
- Personal note: "If I was to come back as something in another life, I'd like to come back as a college student at a nice university, spend lots of semesters abroad and join a great frat – just like my son!"

### **Michael T. Fay**

*President, [Colliers International South Florida](#)*

[www.colliers.com](http://www.colliers.com)

**95 Merrick Way, Suite 380, Miami 33134**

(305) 446-0011

- Education: B.A. in business, [LaGrange College](#)
- Career highlights: Fay oversees investment sales for Colliers International South Florida. He has more than 25 years of workout experience and supervises 35 investment sales brokers as the senior broker. Fay has closed more than \$2 billion in transactions during his career. His experience includes REO sales for banks, life insurance companies, state and federal courts. Recently, he also engaged in the management and liquidation of a large portfolio of properties for the [U.S. Marshals Service](#). Fay has worked with a number of users and investors who have been involved in eminent domain legal proceedings, which have created relocation and property replacement needs.
- Personal note: In 2009, Fay placed third in the Veteran's Division of the [World Wakeboarding Association](#)'s National Championships and seventh in Veteran's Division of the association's World Championships.

### **Jose Hevia**

*President and CEO, Flagler*

[www.flaglerdev.com](http://www.flaglerdev.com)

**2855 Le Jeune Road, 4th floor, Coral Gables 33134**

(305) 520-2300

- Education: Hevia is a University of Miami graduate who has done graduate work in urban planning at the [University of Venice](#), Italy. He is a registered architect and a licensed general contractor in Florida, a licensed general civil contractor in Miami-Dade County and a member of the [America Institute of Architects](#).
- Career highlights: Hevia joined the Codina Group, which is now part of Flagler, in 1987. He grew within the company ranks and in 1989 was named president of [Codina Construction Corp.](#), a subsidiary and a division that he had grown from scratch. By 2001, the division was among South Florida's largest privately held construction companies. In 2002, Hevia added president of development to his responsibilities. He helped secure development deals for [Office Depot](#)'s 635,000-square-foot world headquarters in Boca Raton, and [Bacardi U.S.A.](#)'s 230,000-square-foot world headquarters in Coral Gables. Hevia was promoted to CEO of Flagler, one of Florida's largest full-service, commercial real estate firms, in 2008.
- Personal note: Hevia spends his free time with family – Barbara, his wife of 23 years, and children Alexander, Pauline and Ada. He is also triathlete. Most recently, he participated in the Miami Nice Triathlon and is currently training to participate in the Escape to Miami Triathlon.

**J. Keith Kidwell***President and CEO, Sperry Van Ness Commercial Realty***Website: [www.svncr.com](http://www.svncr.com)****Address: 1770 N.W. 64th St., Suite 300, Fort Lauderdale 33309**

(954) 771-1212

- Education: B.S. in building construction, [University of Florida](#)
- Career highlights: Over the past 18 years, Kidwell completed more the 600 transactions valued at more than \$700 million. He specializes in the sale and leasing of industrial, office and value-add properties. Past sales include: Footec warehouse, 150,000 square feet; [WorldCom](#)'s 76,290-square-foot facility on 32 acres; the 84-acre Broken Woods Golf Course; Orlando's 291,292-square-foot Church Street Station entertainment center; Station Square mixed-use center; and the 103-unit fractured Grand Isle condominiums. Kidwell has earned the designations of Society of Industrial and Office Realtors (SIOR) and Certified Commercial Investment Member (CCIM). He has served as a board member for many organizations including, [Society of Commercial Realtors](#), CCIM, [Broward Alliance](#), [Pompano Beach Community Redevelopment Agency](#) and [Florida Association of Realtors](#).
- Personal note: Kidwell was the heavyweight boxing champion at the University of Florida's Slugfest Tournament in 1988. He has a true love for the sea, a passion for fishing and a slight obsession for tournament fishing. Most recently, he took third in the [Miami Dolphins](#)' FinsWeekend Fishing Tournament and first in the Saltwater Slam Tournament.

**Alan R. Kleber***Senior Director, Cushman & Wakefield***[www.cushmanwakefield.com](http://www.cushmanwakefield.com)****200 S. Biscayne Blvd., Suite 2800, Miami 33131**

(305) 533-2860

- Education: B.S. in real estate and finance, [Florida State University](#)
- Career highlights: During his 14-year career at Cushman & Wakefield, Kleber has advised corporate-space occupiers in the development and implementation of real estate strategies worldwide, encompassing more than 3.5 million square feet of consulting assignments with values in excess of \$900 million. He has been fortunate to be recognized by many trade journals as a thought leader in the commercial real estate industry as a result of his experience. Most recently, he was honored with the invitation to serve on Cushman & Wakefield's [Global Executive committee](#) for its Corporate/[Tenant Advisory Practice Group](#).
- Personal note: He recently competed in Ironman Germany.

**Christian R. Lee***Vice Chairman, [CB Richard Ellis Institutional Group](#)***[www.cbre.com/usa/us/fl/miamidt/pprofile/ChristianLee](http://www.cbre.com/usa/us/fl/miamidt/pprofile/ChristianLee)****777 Brickell Ave., Suite 900, Miami 33131**

(305) 381-6425

- Education: B.S.B.A. in
- finance, [Boston University](#); studied planning and site design, [Boston Architectural School](#)
- Career highlights: Lee has 20 years of experience in the commercial real estate and investment banking business. He, a co-leader of a seven-person team that focuses on the sale and finance of investment properties in Florida, has closed more than \$6 billion in transactions during his career. In 2003, 2005, 2006 and 2007, Lee was awarded the Colbert Coldwell Circle Member, given to CB Richard Ellis' top 3 percent of producers nationwide. Significant assignments throughout his career include the \$207.6 million financing of [Peachtree Center](#) in Atlanta; the \$200 million financing of the Highlands portfolio in Tampa and Charlotte, N.C.; the \$192.7 million sale of the [T-Rex Corporate Center](#) in Boca Raton; the sale of 100 North Tampa;

and the \$97.5 million sale of The Atrium buildings at Waterford in Miami.

- Personal note: Lee is an avid saltwater fly fisherman.

### **Jack Lowell**

*VP, **Flagler Real Estate Services***

**www.flaglerdev.com**

**2855 Le Jeune Road, 4th floor, Coral Gables 33134**

(305) 520-2454

- Education: [Harvard College](#)
- Career highlights: As VP, Lowell currently handles leasing and sales of office buildings throughout Miami-Dade County, including leasing of [Wells Fargo Center](#) (formerly [Met 2 Financial Center](#)), a 47-story, 750,000-square-foot office tower scheduled for completion in this year; Sabadell (formerly Mellon) Financial Center, a 30-story, 522,000-square-foot building on Brickell Avenue; and the new Bacardi USA headquarters building in Coral Gables. Prior to Flagler, Lowell was the owner and CEO of [Summa Properties](#), a commercial real estate brokerage, leasing and management firm. From 1983 to 1991, as the partner in charge of Tishman Speyer Properties' Miami office, he was responsible for development of the Brickell Square project, the [Westside Corporate Center](#), and leasing and management of Airport Corporate Center and the SunTrust building. Earlier in his career, Lowell was a VP at CB Richard Ellis.
- Personal note: Lowell has a full Scottish kilt outfit.

### **Steven J. Medwin**

*Executive VP, Jones Lang LaSalle*

**www.am.joneslanglasalle.com**

**1221 Brickell Ave., 2nd floor, Miami 33131**

(305) 416-5105

- Education: B.A., [University of Vermont](#)
- Career highlights: Medwin leads the South Florida industrial division of Jones Lang LaSalle and is tasked with expanding the agency leasing and tenant representation business. He represents owners, occupiers and investors in site selection, build-to-suit projects, acquisitions, dispositions and leasing of industrial properties nationwide. During his 20-year career, Medwin has completed more than 500 real estate transactions with a value in excess of \$1 billion. Previously, Medwin was senior VP with [Lincoln Property Co.](#) in Miami. He has held the SIOR designation since 1997. In 2003, Medwin obtained his CCIM designation.
- Personal note: Born and raised in Rhode Island, Medwin is active with the University of Miami Sylvester Cancer Center and Make-a-Wish of South Florida. He can be caught playing golf at [Doral Country Club](#), trying to improve on his low score of 76.

### **Neil Merin**

*Chairman, **NAI/Merin Hunter Codman***

**www.mhcreal.com**

**1601 Forum Place, West Palm Beach 33401**

(561) 471-8000

- Education: B.S.B.A., Boston University
- Career highlights: A wide range of assignments and opportunities has given Merin a broad base of knowledge and experience in commercial real estate. His notable accomplishments include: tenant representation for [AT&T](#) on more than 2.5 million square feet of deals; development and redevelopment of more than 650,000 square feet of Class A offices in Palm Beach Gardens, which later sold for \$248 million to a single investor; establishing a portfolio of 500,000 square feet of refurbished Class A office buildings in Boca Raton; recent workout of a \$200 million portfolio of failed loans for an overseas bank; and creating a property management company with more than 4.5 million square feet under management in Broward and Palm Beach counties.
- Personal note: Over the last eight years, Merin has been a professor of real estate studies at [Florida Atlantic University](#) and a backpacking counselor at a boys camp in upstate New York, leading 11- and 12-year-olds on their first camping expeditions.

### **Christopher J. Metzger**

*Executive Director, Cushman & Wakefield of Florida*

**www.chrismetzger.com**

**800 Corporate Drive, Suite 700, Fort Lauderdale 33334**

(954) 771-0800

- Education: B.A. in marketing, Florida Atlantic University
- Career highlights: Metzger started the Broward County/Palm Beach County industrial department at Cushman & Wakefield in 1983. He has since grown it to a dominant, five-member industrial team that includes him, Rick Etner, Sky Groden, Christopher Thomson, and Justin Cope. Metzger was named NAIOP Industrial Broker of the Year three times and is an active member of SIOR.
- Personal note: Metzger was an art major in college until his junior year.

### **Rick Miller**

*Managing Director, CB Richard Ellis*

**[www.cbre.com/rick.miller](http://www.cbre.com/rick.miller)**

**5355 Town Center Road, Suite 701, Boca Raton 33486**

(561) 394-2100

- Education: B.S., Florida State University
- Career highlights: Miller is the co-managing director for CB Richard Ellis' South Florida Region. As such, he is responsible for the overall operation of the company's four South Florida locations and provides executive oversight to CBRE Florida's Corporate Services/Occupier account practice. Since 1987, Miller has been dedicated to corporate real estate in South Florida. He has a diverse real estate background, including corporate real estate positions with [BellSouth](#), [California Federal Bank](#) and [Glendale Federal Bank](#). Miller is a board member of [Junior Achievement](#) and the Greater Fort Lauderdale/Broward Alliance, a member of the Business Development Board of Palm Beach County, CoreNet, SIOR and CBRE Cares.
- Personal note: Miller is an accomplished singer and songwriter, and is the creator of the children's book series "The Adventures of Charlie and Magoo." He resides in Boca Raton with his wife, Elizabeth, and children Charles and Paige.

### **Alan Ojeda**

*CEO, Rilea Group*

**[www.rileagroup.com](http://www.rileagroup.com)**

**1450 Brickell Ave., Suite 1420, Miami 33131 (305) 371-5254**

- Education: Madrid School of Law; [Madrid School of Economics](#)
- Career highlights: Witnessing and helping facilitate the growth of the Brickell Avenue entrance neighborhood has been a significant achievement. Ojeda saw the potential in this area prior to developing One Broadway and his firm's newly opened 1450 Brickell office tower. The area, he says, is now emerging as a destination for businesses, residents and visitors. It is an important part of the downtown Miami and the Brickell Avenue puzzle. He says he is proud that Rilea Group projects were catalysts for this growth.
- Personal note: Ojeda is heavily involved in the Miami community. He serves on the board of directors for Carrfour Supportive Housing, a nonprofit entity dedicated to creating affordable homes for the previously homeless, and is on the board of the Miami Children's Hospital Foundation.

### **Andy Petry**

*VP, Liberty Property Trust*

**[www.libertyproperty.com](http://www.libertyproperty.com)**

**750 Park of Commerce Blvd., Suite 105, Boca Raton 33431**

**Phone: (561) 999-0310**

- Education: B.S. and M.B.A., University of Florida
- Career highlights: As VP and city manager for Liberty, Petry oversees the real estate investment trust's 2 million square feet of office and industrial space in South Florida. Prior to joining Liberty in 2007, Petry was a senior VP and director of leasing at [Grubb & Ellis](#). Prior to that, he spent nine years at [Trammell Crow](#) Co. as a senior VP. He is a past president of [National Association Industrial and Office Properties'](#) South Florida chapter and currently sits on the local and corporate boards.
- Personal note: Petry drinks at least 20 Diet Cokes a day.

### **Pike Rowley**

*President, Flagler Real Estate Services*

**[www.flaglerdev.com](http://www.flaglerdev.com)**

**5900 N. Andrews Ave., Suite 626, Fort Lauderdale 33309**

(954) 938-1807

- Education: [Clemson University](#)
- Career highlights: Rowley is a 25-year real estate veteran specializing in office building sales and leasing on behalf of institutional clients. He was principal owner of [Property Trust Realty](#) from 1988 to 1998, when he sold it to Codina Group. He then became director of the Broward County division for Codina Realty Services, which is now part of Coral Gables-based Flagler. In 2005, Rowley formed the [Rowley Group](#), which he later merged with Flagler Real Estate Services. Rowley has represented American Express in more than 600,000 square feet of office transactions in Florida. He also represented [Duke Realty](#) in the leasing of more than 500,000 square feet in Weston and Sunrise. His other clients include [SunTrust Bank](#), [TA Associates Realty](#), [St. Joe Corp.](#), [Champion Paper Co.](#) and [Provident Mutual Life Insurance Co.](#)
- Personal note: Rowley is married to the former Laurie Fleming, a state and national junior tennis champion and member of the Broward County Sports Hall of Fame.

### Andrew Rudzinski

*Managing Director, CB Richard Ellis*

[www.cbre.com/andrew.rudzinski](http://www.cbre.com/andrew.rudzinski)

777 Brickell Ave., Suite 900, Miami 33131

(305) 374-1000

- Education: Master's degree in city planning, [University of Pennsylvania](#)
- Career highlights: Rudzinski has been actively involved in the real estate industry for more than 15 years and is CB Richard Ellis' co-managing director for Miami-Dade, Broward and Palm Beach counties. Prior to assuming this role, Rudzinski was instrumental in growing CBRE's new business development initiatives in Philadelphia, generating in excess of \$3 billion in total transaction value. Rudzinski successfully created account management platforms for clients, servicing more than 10 million square feet of office, industrial and retail space in Pennsylvania, New Jersey and Delaware.
- Personal note: Rudzinski is a classically trained violinist.

### Richard Schuchts

*Senior VP, Jones Lang LaSalle*

[www.am.jll.com](http://www.am.jll.com)

1221 Brickell Ave., Suite 200, Miami 33131

(305) 728-3696

- Education: B.S. in marketing, [Virginia Tech](#); J.D., Wake Forest School of Law
- Career highlights: With 15 years of extensive landlord and tenant representation expertise, along with the marketing of major redevelopment projects, Schuchts has participated in some 600 transactions valued at \$500 million. He was previously VP at Codina Realty Services. Three significant projects are currently under his leadership are office leasing representation for the new 1.6 million-square-foot University of Miami Life Science & Technology Park; repositioning the [U.S. Southern Command](#) headquarters in Doral, one of 10 [Unified Combatant Commands](#) headquarters; and representing law firm [Hunton & Williams](#) in its space search for 70,000 square feet in Miami.
- Personal note: A graduate of the Wake Forrest School of Law, he successfully completed the Florida Bar Examination.

### Terry Stiles

*Chairman and CEO, [Stiles Corp.](#)*

[www.stiles.com](http://www.stiles.com)

300 S.E. Second St., Fort Lauderdale 33301 (954) 627-9021

- Career highlights: Stiles leads a multifaceted organization, formed in 1951, that has grown into one of the largest in the Southeast. With more than 37 million square feet completed, Stiles and his 300-employee firm have helped to reshape the Fort Lauderdale skyline and have garnered numerous awards for development and construction projects, including office, mixed-use residential, retail shopping centers, build-to-suit facilities and master-planned, mixed-use corporate parks. Stiles was named Citizen of the Year by the city of Fort Lauderdale in 1999. He was recently presented the Business Hall of Fame Laureate Award by Junior Achievement of South Florida and the Industry Leader of the Year award by University of Florida.
- Personal note: "In 1971, after my father passed away, my wife and I heard that Disney was doing mass recruiting to prepare for the grand opening of Magic Kingdom," he says. "They were offering good salaries and all the benefits, so I decided to make the trip and apply for a job. By the time I got there, there was a line about 100-people long and all the jobs except for the canoe guide at Fort Wilderness were taken. Sometimes, I wish I'd taken the job."