

INFLUENTIAL BUSINESS WOMEN

SFBJ HONORS 25 LEADERS WHO
HELP SHAPE SOUTH FLORIDA

AWARDS SECTION
PAGES 25-53



JOCK FISTICK/SOUTH FLORIDA BUSINESS JOURNAL

THE LIST

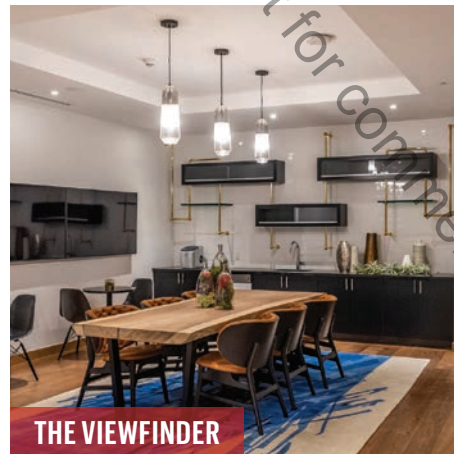
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SOUTH FLORIDA
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READERS GUIDE

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- ▶ **March 20:** Breweries
- ▶ **March 27:** Colleges & Universities, MBA Programs
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We are currently surveying for the Franchisors, Insurance Brokers, Women-Owned Businesses, Fastest-Growing Companies and Coworking Spaces lists. Want to be considered for a list? Email Jessica Bryant at jbryant@bizjournals.com to request a survey.

SPOTLIGHT



Dr. Steven Lee is the new president of Miami-based Conviva Physician Group, one of the largest private physician practice groups in Florida. Lee replaces Dr. Roy Beveridge, who had been serving as interim president. He started the position immediately. A native of Jamaica, Lee was previously Conviva's managing partner for North Florida and Texas.

EVENTS

South Florida Business Journal hosts networking, award and education events throughout the year. View the schedule and register at SouthFloridaBusinessJournal.com/event.

- ▶ **April 23:** Business of the Year Awards
- ▶ **May 28:** Healthiest Employers Awards
- ▶ **July 31:** 40 Under 40 Awards

▶ RESOURCES

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▶ CONTACT US

PRESIDENT & PUBLISHER: Melanie Dickinson, 786-533-8201, mdickinson@bizjournals.com

EDITOR-IN-CHIEF: Mel Meléndez, 786-533-8221, mmelendez@bizjournals.com

MANAGING EDITOR: Michael Adams, 786-533-8216, madams@bizjournals.com

ASSOCIATE EDITOR: Eileen Cukier, 786-533-8218, ecukier@bizjournals.com

DIGITAL EDITOR: Emon Reiser, 786-533-8223, ereiser@bizjournals.com

AUDIENCE DEVELOPMENT DIRECTOR: Catherine Richman 786-533-8210, cleslie@bizjournals.com

ADVERTISING DIRECTOR: Yasmine Gahed, 786-533-8204, ygahed@bizjournals.com

OFFICE ADMINISTRATOR: Christine Gieson, 786-533-8203, cgieson@bizjournals.com

EVENTS MANAGER: Maureen D'Silva, 786-533-8202, mdsilva@bizjournals.com

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NEWS

▶ FROM THE EDITOR

LOCAL WOMEN TOUTED FOR THEIR INFLUENCE, SUCCESS



There's no shortage of winning executives who contribute to South Florida's thriving business market.

Our special section, Influential Business Women Awards, illustrates how many of these leaders are diverse. That's important, as studies show that diversity of thought can result in smarter decision-making.

Now in its 13th year, IBW recognizes 25 female executives for their business acumen and charitable efforts.

Women such as:

- ▶ Aroma360 owner Farah Abassi, who created scents for brands such as Disney, Lexus, Ritz-Carlton and Romero Britto, and recently opened a flagship store in Miami's Wynwood neighborhood.
- ▶ The Miami-Dade Beacon Council's CFO and COO Camela Glean-Jones, who worked with small and large businesses before arriving at the Beacon Council, where she's known for her sound leadership and finance skills.
- ▶ Joanne Li, dean of the Florida International University College of Business, whose helped boost the business school's graduation rates and standing among undergraduate and international business programs.
- ▶ Meital Stavinsky, partner and co-chair of Holland & Knight's Israel Practice, and a public policy expert in agriculture working to advance and improve the sector.

These executives, and the other 21 women who will be recognized at an awards luncheon, exemplify what can be accomplished with commitment to excellence, innovation and community involvement.

More importantly, their success can inspire other women and men to succeed in business while improving their local communities.

For that, we thank you.

- Mel Meléndez

▶ THIS WEEK IN ... 1998

Owner unveils plans for new Diplomat

Efforts to revamp South Florida's third-largest hotel have made headlines for decades.

In past years, the 1,000-room Diplomat Beach Resort in Hollywood sold in major real estate transactions. Architects and developers re-envisioned it. Multiple brands attached their name to it at different points in time.

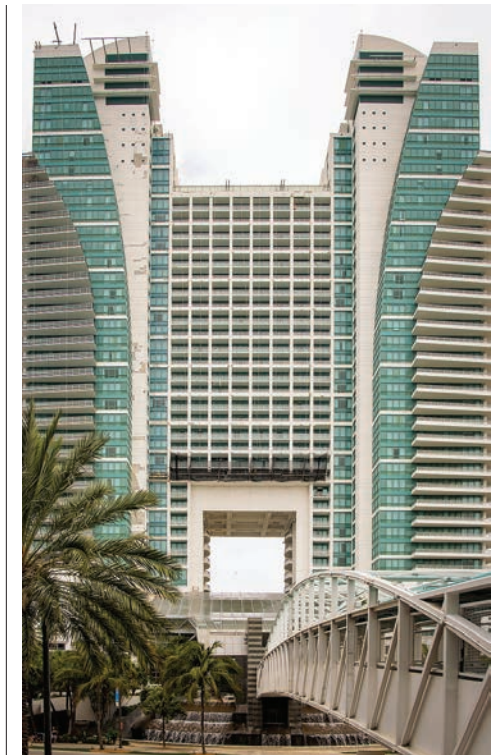
But it was this week in 1998 that the United Association of Plumbers, Pipefitters and Sprinkler Fitters released plans to implode the existing Diplomat and rebuild it from the ground up for a grand opening set for New Year's Eve 1999. The goal was to boost activity in Hollywood, which had not been targeted for as many major developments as Fort Lauderdale and Miami.

It turns out, the \$400 million plan would balloon to \$800 million and was paid for from the association's \$4.2 billion pension fund. Construction would last two years longer than intended. The U.S. Department of Labor sued the union over the deal.

The association, which originally bought the property in 1997, sold the hotel - then called the Westin Diplomat - in 2014 for \$535 million in the largest commercial real estate deal of the year.

Recently, the buyer, Thyer Lodging Group, proposed changes to the property, which could potentially spark construction for hundreds more rooms, residences and a major convention space. The goal, as it was then, is to boost activity to the property and surrounding area.

- Emon Reiser



JOCK FISTICK/SOUTH FLORIDA BUSINESS JOURNAL
The Diplomat Beach Resort

"This Week In ..." looks back on 40 years of Business Journal coverage.

AVAILABLE PROPERTY IN LAKE WORTH BEACH, FL



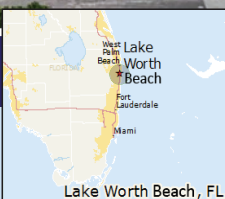
1715 NORTH DIXIE HIGHWAY

PROPERTY FEATURES:

- Rapidly growing area
- 3/4 mile to I-95 / 7 miles to FL Turnpike
- One mile from beach
- 6.5 miles from Palm Beach International Airport
- 14.5 miles from Port of Palm Beach
- Adjacent to new 230 unit mixed-use rental development + new 59 single-family home development

LAND USE / ZONING:

- 2.29 acres
- Zoning: Mixed-use Dixie Highway
- Land Use: Mixed-Use East
- \$2.6 million value
- Over 100 units allowed + up to 5 stories



**DEMOGRAPHIC OVERVIEW
5 MILE DRIVE TIME:**

- Daytime Population: 64,890
- Average household income: \$57,917
- Growth Rate: 8.37%

FOR FULL RFP VISIT:
bit.ly/LWB_CRA_RFP

BID DEADLINE:
MAY 5, 2020 3:00PM



FOR MORE INFO PLEASE CONTACT: cdabros@lakeworthbeachfl.gov www.lakeworthcra.org

AVAILABLE PROPERTY IN LAKE WORTH BEACH, FL



TWO SITES IN DOWNTOWN

PROPERTY FEATURES:

- Burgeoning downtown area
- .8 miles to beach
- 5 miles from Palm Beach International Airport
- Less than 2 miles from Palm Beach State College
- Less than one mile from Tri-Rail
- One mile to I-95
- Several redevelopment projects underway nearby
- Frontage on Lake Avenue

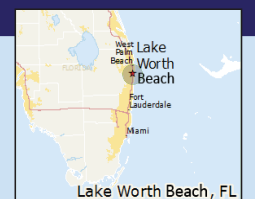
LAND USE / ZONING:

- Zoning: Mixed-Use East
- Land Use: Downtown Mixed-Use
- Over 90 residential units allowed + up to 5 stories
- Over \$4.5 million value

SITE 1:
1.67 acres

SITE 2:
.229* acres
(350 ft west of site 1)

* PLUS possible City Parking Site (.60 acres)



**DEMOGRAPHIC OVERVIEW
5 MILE DRIVE TIME:**

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WHAT'S NEXT



LAKSHMIPRASAD S / EYEEM / GETTY IMAGES

Insurer waives coronavirus testing fees

In an effort to encourage people to seek treatment, Florida Blue said it will waive all copayments and deductibles for testing tied to the COVID-19 epidemic, commonly known as coronavirus.

Florida Blue, a licensee of Blue Cross Blue Shield, will cancel those fees for all of its commercial insurance plans, including Affordable Care Act and Medicare Advantage policies.

Four cases of the novel coronavirus have been reported in Broward County, the only reported cases in the tri-county region as of March 10. Two Florida residents died, and about 300 are being monitored for the virus.

Florida Blue President and CEO Pat Geraghty said the company will make adjustments as needed to make coronavirus treatment available to policyholders once it is found.

"As the impact of COVID-19 spreads, we want to ensure our members that we will do all we can to make health care treatment and services readily available," he said.

The insurer said members should seek immediate medical care if they experience symptoms indicative of COVID-19, such as fever and coughing.

With more than 993,000 members, Florida Blue is the state's largest health insurer, according to *Business Journal* research. The company earned nearly \$6.6 billion in direct premiums in 2019.

► THE BIG NUMBER

\$50,000

Tax incentives awarded to reality TV series "Latin Queens," which wants to film in Miami-Dade County. The county's board of commissioners voted to award the incentives March 3. The series will follow the lives of Latin music stars Thalia, Natti Natasha and Lali.

MARKET WATCH

Bank to close eight South Florida branches



ROLF VENNERBERND/BLOOMBERG VIA GETTY IMAGES

H SBC Bank USA will close eight South Florida branches as it consolidates its local footprint.

The bank, a subsidiary of HSBC Holdings (NYSE: HSBC), recently filed notices with the Office of the Comptroller of the Currency, announcing it will shutter several tri-county area branches. The following locations will close:

- 101 N. Federal Highway, Boca Raton. As of June 2019, the branch had \$78 million in deposits, according to the Federal Deposit Insurance Corp.
- 19102 S. State Road 7, Boca Raton,

which had about \$68 million in deposits.

- 1600 S.E. 17th St., Fort Lauderdale, which had \$82 million in deposits.
- 301 N. Federal Highway, Pompano Beach, which had \$25 million in deposits.
- 900 S. State Road 7, Wellington, which had \$31.8 million in deposits.
- 9501 Harding Ave., Surfside, which had nearly \$70 million in deposits.
- 2 S. Biscayne Blvd., Suite 106, Miami, which had \$49 million in deposits.
- 9469 S. Dixie Highway, Pinecrest, which had \$44 million in deposits.

With a total of \$4.1 billion in local deposits, the bank controls about 1.7% of the tri-county market.

Matt Klein, head of communications for HSBC Bank USA, said the bank is reducing its presence in areas where customer "preferences and behaviors have changed."

"We will continue to invest in new technology to deliver a better customer experience, and launch new products and services for our globally mobile clients so they can bank when, where and how they want," he said.

► COMINGS AND GOINGS



Alberto Peraza and Millar Wilson

AMERANT BANK

CFO STEPS DOWN

Amerant Bancorp CFO Alberto Peraza resigned earlier this month. The Coral Gables-based bank (Nasdaq: AMTB) announced Carlos lafigliola, currently senior VP and treasury manager, will serve as interim CFO, effective March 16.

"[Peraza] has been instrumental to the success of the company and played a key role in our 2018 IPO, as well as our subsequent transformation into a domestically focused community bank," Amerant CEO Millar Wilson said. "We appreciate [his] dedication to Amerant all these years, and wish him all the best in his new endeavors."

To assist with the transition, Peraza, also the company's co-president, will serve as an adviser for the bank until April 28.

lafigliola, who joined Amerant in 2004, has been a senior VP since 2015.



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▶ THE BIG NUMBER

\$1 million

The minimum amount of damages sought in a lawsuit by Broward County residents Ronald and Eva Weissberger. They are accusing Carnival Corp. subsidiary Princess Cruises of negligence. The Weissbergers were onboard the *Grand Princess*, which has been quarantined off the coast of San Francisco since March 4. The couple claims Princess Cruises was negligent in allowing the ship to depart San Francisco on Feb. 21, despite knowledge that at least two passengers from the ship's previous voyage exhibited signs of the coronavirus.

▶ RESTAURANT ROUNDUP

POKE OG

The 1,200-square-foot Asian restaurant, at 161 S.E. First St. in Miami, got its start in December 2017 at the 1-800-Lucky food hall in Miami's Wynwood neighborhood. This brick-and-mortar location, which seats 37 patrons, opened March 6.

DOYA

This Aegean restaurant is slated to open in Wynwood the first week of May. The 9,500-square-foot Doya will seat 160 customers inside and 60 to 70 outside.

FIRST WATCH

The popular brunch restaurant chain signed a lease to open at Delray Beach Plaza this spring. First Watch will occupy 3,500 square feet at the shopping center, which is anchored by Whole Foods Market. Katz & Associates, which has an office in Boca Raton, represented the tenant.



LIBBY VOLGYES

ALMOND

Located at 207 Royal Poinciana Way in Palm Beach, the 100-seat restaurant is the third location for the chain. There are other Almond restaurants in Manhattan and Bridgehampton, New York.

WHAT IT MEANS



SPIRIT AIRLINES

Spirit Airlines anticipates losses related to coronavirus

The travel industry has been hit hard by the coronavirus outbreak, and Miramar-based Spirit Airlines isn't immune.

The discount airline's stock price has declined by more than 50% since the start of the year. This comes as the coronavirus – more specifically referred to as COVID-19 – has spread across the country, affecting more than 100,000 people.

Spirit's (NYSE: SAVE) route network extends nationwide, but the majority of its flights are focused in the southeastern U.S., Latin America and the Caribbean, three regions that have not experienced a significant amount of reported cases. Still,

all airlines have faced a dip in demand for flights in recent weeks.

Helene Becker, an analyst at New York-based Cowen Inc., said in a March 3 investment note that she expects business and leisure travel to take the biggest hits in March and April, but booking should improve in May "as the virus plays itself out and media attention slows."

"When thinking about how to approach estimates, we are more concerned with corporate [and] international travel than we are with leisure," she wrote. "Given leisure travel has a longer booking curve and can be stimulated through low fares,

we expect the declines to be less severe and the recovery to be quicker."

That's good news for Spirit.

Becker's investment note shows Cowen expects all of Spirit's estimated domestic revenue to come from leisure travel.

For airlines that cater to leisure travelers, she anticipates declines of 20% in April, 10% in May, and 5% in June.

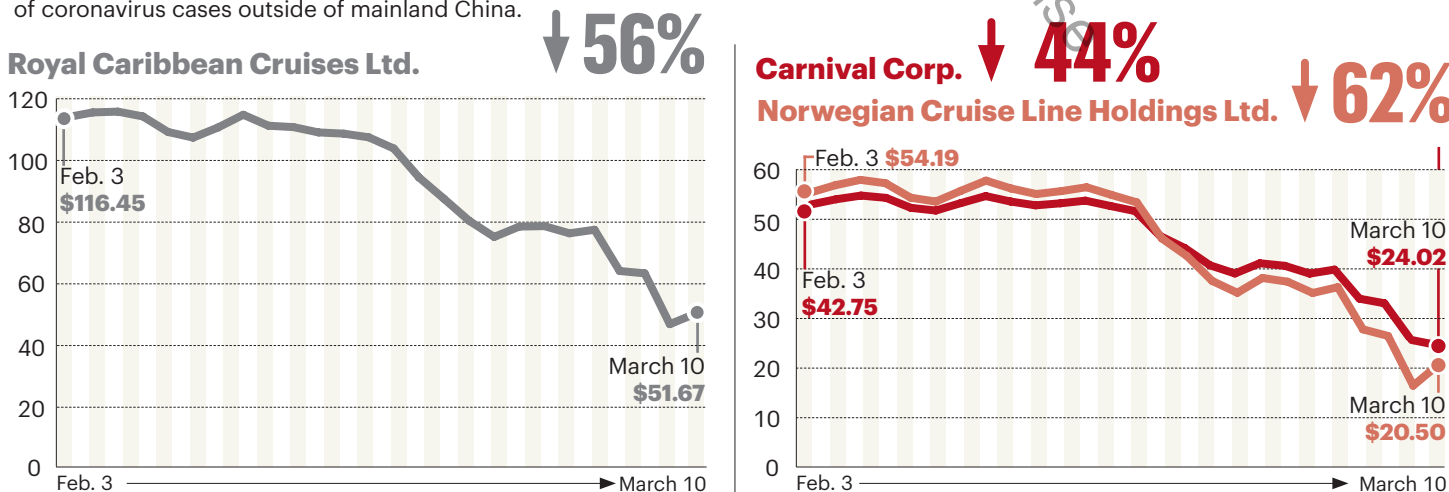
"To us, it is a matter of when people start to fly again, not if," she wrote.

Becker lowered Spirit Airlines' price target 35.7%, to \$36 from \$56. The company's earnings per share estimate for 2020 was lowered 22.7%, to \$4.60 from \$5.95.

MARKET WATCH

CORONAVIRUS SINKS CRUISE COMPANY STOCKS

Cruise company stock prices have declined sharply in line with the number of coronavirus cases outside of mainland China.



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BEHIND THE DEAL

WORLD FUEL SERVICES CORP. COMPLETES ACQUISITION

World Fuel Services has closed on the acquisition of UVair from Houston-based Universal Weather and Aviation.

The oral-based energy giant (NYSE: INT) announced the \$170 million deal to be paid over three years, in August. As part of the transaction, Universal will work exclusively with World Fuel Services to provide fuel supply for their customers. Universal will maintain its international trip planning services.

"This acquisition complements our organic growth initiatives and will provide additional momentum for the advancement of our global aviation platform," World Fuel Services Corp. Chairman and CEO Michael J. Kasbar said.

World Fuel Services Corp. offers fuel services for aviation, marine and logistics businesses. It is South Florida's top public company and the region's largest Fortune 500 firm, with \$36.82 billion in revenue for 2019. It has 5,000 employees worldwide.

WHO'S RAISING?



INSIGHTEC

\$150 MILLION

Series: F

Investors: Koch Disruptive Technologies

CEO: Maurice R. Ferré

HQ: Miami; Haifa, Israel

Details: Koch Disruptive Technologies led another \$150 million funding round in the incisionless surgery company. The Koch Industries subsidiary also led the company's Series E funding round in 2017. To date, Insightec has a valuation of \$1.3 billion.

DEAL OF THE WEEK

Biotech firm secures funding to research coronavirus vaccine

Miramar-based Generex Biotechnology Corp. announced a contract with Beijing Zhonghua Investment Fund Management Co. last week for \$1 million to research a means of slowing down the rapidly spreading coronavirus, also known as COVID-19.

The company would earn an additional \$5 million in licensing fees for its Ii-Key technology if it's used to produce a vaccine for the illness with promising results, plus royalties of \$2 for every dose administered.

CEO Joe Moscato said an "optimal" vaccine could be made with Generex's Ii-Key platform within five months. Once they can get started amid the government-ordered shutdowns and quarantines in China, about six Generex researchers will work to apply the Ii-Key technology to the novel coronavirus.

First, they will test blood samples of patients who have recovered from the virus. Then, after identifying compounds in the blood samples that are best at fighting coronavirus, they would seek to reproduce them using the Ii-Key peptide vaccine platform of Generex's majority-owned subsidiary NuGenerex Immune-Oncology (NGIO), formerly Antigen Express.

Once those compounds (peptides) are reproduced synthetically using Ii-Key, testing on human subjects would

begin.

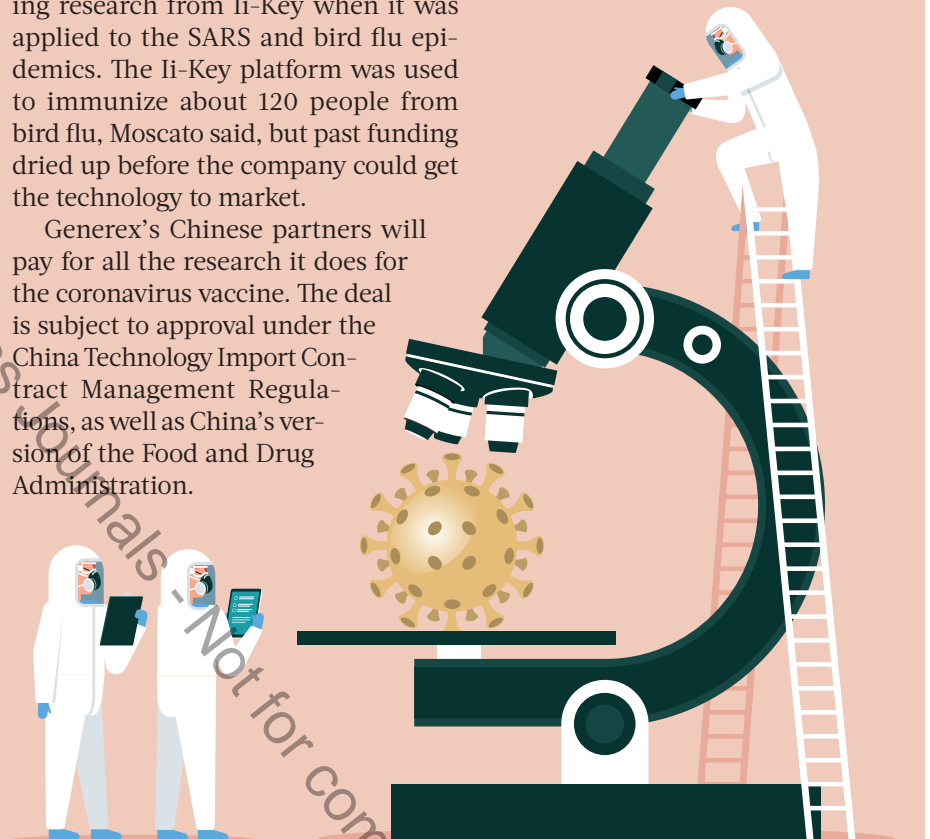
"We're taking portions of the virus that are critical in mounting an immune response, using those portions for peptides we're making synthetically, and educating their immune systems if they do encounter the coronavirus," NGIO President Dr. Eric Von Hofe said.

Von Hofe says he had promising research from Ii-Key when it was applied to the SARS and bird flu epidemics. The Ii-Key platform was used to immunize about 120 people from bird flu, Moscato said, but past funding dried up before the company could get the technology to market.

Generex's Chinese partners will pay for all the research it does for the coronavirus vaccine. The deal is subject to approval under the China Technology Import Contract Management Regulations, as well as China's version of the Food and Drug Administration.



Eric Von Hofe



SORBETTO/GETTY IMAGES

MARK YOUR CALENDAR



EMERGE AMERICAS

Where: Miami Beach Convention Center



Info:

www.emergeamericas.com

The seventh annual eMerge

Americas conference has been rescheduled due to fears about the coronavirus. The conference, originally scheduled to begin March 30, was slated to attract 16,000 attendees from 400 companies and 40 countries.

"We look forward to holding our 2020 conference later this year with an extraordinary lineup of keynote speakers and participating investors, startups and government officials," eMerge Americas President Melissa Medina said. "We remain excited to host our attendees later this year."



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FORECLOSURE ROUNDUP

MIAMI BEACH DEVELOPMENT SITE COULD BE SEIZED

A proposed hotel and condo development site on the north side of Miami Beach could be seized in foreclosure.

Lion Financial filed a \$14.2 million foreclosure suit against Collins and 72nd Developers LLC and guarantor Silvia Sabates Coltrane. It concerns the 25,000-square-foot site with a combined 12,205 square feet of retail buildings at 7124, 7134 and 7140 Collins Ave., plus 7121 Harding Ave.

Attorney Bernard L. Egozi, who represents Lion Financial in the lawsuit, declined comment.

Collins and 72nd Developers LLC bought the property for \$12 million in 2015. In 2018, it proposed combining its land with several neighboring properties owned by other parties to build a hotel/condo building. The 10-story tower would have 187 hotel rooms, 24 condo units, 23,753 square feet of retail space, and a restaurant.

Coltrane, CEO of Transacta Developers, said she is close to selling the property and expects the lawsuit to be resolved shortly.

BOCA RATON OFFICE BUILDING FACES FORECLOSURE

An office building in Boca Raton is subject to a \$20.4 million foreclosure lawsuit after its sole tenant decided to vacate the property.

HSBC Bank USA, representing a commercial mortgage-backed securities trust, filed a foreclosure lawsuit against Lexington Boca LLC. The litigation targets the 143,530-square-foot office building at 5600 Broken Sound Blvd.

The building is in the Park at Broken Sound, one of the largest business parks in South Florida.

Attorney Matthew Blackshear, who represents HSBC Bank in the lawsuit, declined comment.

Lexington Boca LLC is an affiliate of New York-based Lexington Realty Trust, which wasn't named in the lawsuit. Lexington Realty Trust VP Joseph Bonventre, who was named in the lender's letter seeking payment, declined to comment.

According to a report by CMBS analysis firm Trepp LLC, the property was fully leased to Canon Solutions America. However, that lease expired Feb. 14 and the tenant did not renew it.

RESIDENTIAL SPOTLIGHT

Palm Beach mansion sel

Alfred "Chip" D. Malley and Janis V. Malley, who own the Little Red School House group of preschools, sold their Palm Beach mansion for \$10.43 million.

The 8, 53-square-foot home at 110 Clarendon Ave. was sold to New York-based North Fifth LLC. The buyer is a Delaware-registered company, so it's not clear who manages it. The price equated to \$1,164 a square foot.

Lore Smith of Sotheby's International Realty Palm Beach represented the sellers.

She said the home was built in 1999 in the traditional Mediterranean Palm Beach style. It has a dramatic double staircase. All of the homes on Clarendon Avenue have access to a private beach, she added.

The home last traded for \$9.87 million in 2012. Its 0.74-acre site is one lot west of the beach.

The home has six bedrooms, 8.5 bathrooms, a pool, an elevator, a fireplace and a fountain.



7 MSF Completed or Under Development in South Florida Since 2012

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IN THE PIPELINE

PROVIDENCE PLANS ASSISTED LIVING FACILITY IN PEMBROKE PINES

Providence One Partners wants to build an assisted living facility at Pembroke Pines City Center.

The city agreed to sell 3.15 acres on the west side of Palm Avenue, just south of Pines Boulevard, to the Lake Mary-based developer. It plans to build a three-story, 114,003-square-foot facility. It would have 117 residential units with 130 beds of assisted living and memory care. There would also be 66 parking spaces.

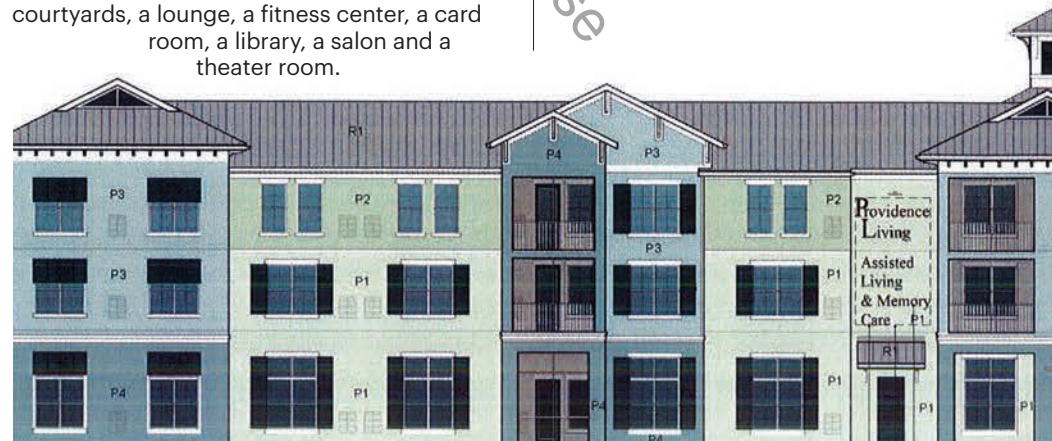
Amenities at Providence Living at Pembroke Pines would include a dining hall, two courtyards, a lounge, a fitness center, a card room, a library, a salon and a theater room.

DEVELOPER PROPOSES APARTMENTS IN WEST PALM BEACH

Alliance Residential wants to build 280 apartments in West Palm Beach.

The developer has 30.8 acres at 3600 Village Blvd. under contract from the First Baptist Church of West Palm Beach, which would retain 5.5 acres of its property for its existing sanctuary.

Broadstone at Lakeside would have six four-story buildings. It would have 268,240 square feet of leasable space and 548 parking spaces. The development would include a clubhouse and a pool.



Providence One Partners wants to build an assisted living facility in Pembroke Pines.

ls for \$10.4M



ANDY FRAME PHOTOGRAPHY

► BY THE NUMBERS

\$31.5 million

Price that PEBB Enterprises and Tortoise Properties paid for the Jupiter Innovation Center

46%

Portion of Miami residents who say an increase in the frequency of natural disasters from climate change factors into their decision to buy a home, according to Redfin

\$29 million

Price that Bankers Healthcare Group paid for its new headquarters office in Miramar

198

Residential units converting to condos at Quadro in Miami's Design District

\$54.7 million

Construction loan that Related Cos. obtained for the Bombardier facility at Miami-Opa Locka Executive Airport

6.4%

Portion of 2019 South Florida home sales that were flips, according to ATTOM Data Solutions

OFFICE/COMMERCIAL PROJECT SLATED FOR MIRAMAR

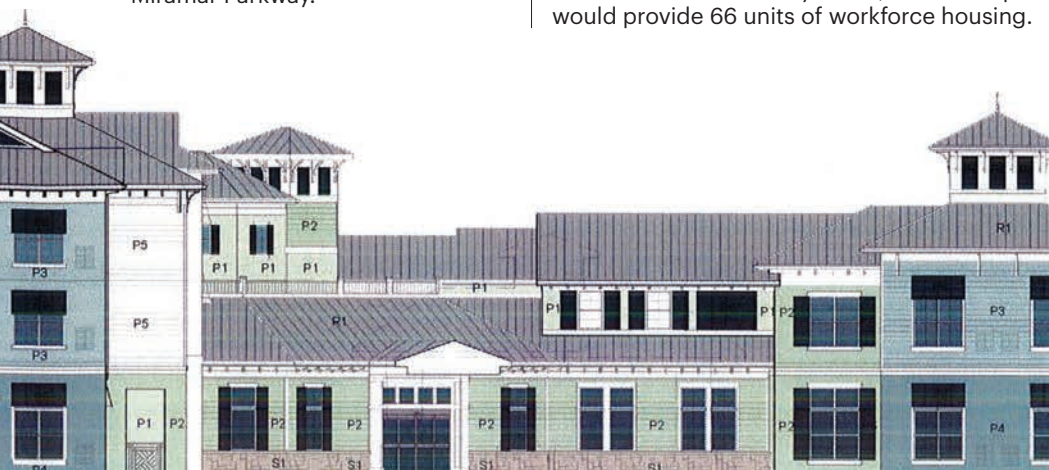
A vacant property in Miramar could be rezoned from strictly offices to a mix of office and commercial space.

Pacific Stewart Holdings wants to build a 40,000-square-foot building on the 1.58-acre parcel at 3240 S. Douglas Road. Managing Member Victor Sabbagh said the two-story complex would have offices and retail. He noted there's a waiting list for space at his neighboring office building at 8910 Miramar Parkway.

MIXED-USE PROJECT ENVISIONED NEAR BOYNTON BEACH

Hatzlacha WP Holdings, managed by Charles M. Scardina Jr., filed plans for the Windsor Place mixed-use project west of Boynton Beach.

It would be located on the 39.7-acre site at the northwest corner of Hypoluxo Road and Lyons Road. Windsor Place would consist of 206 townhouses, 194 apartments in a three-story building, 30,193 square feet of retail and restaurants, and 1,050 parking spaces. In order to obtain a density boost, the developer would provide 66 units of workforce housing.



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EXECUTIVE PROFILE

'It was a once-in-a-lifetime opportunity'

MARLINS' O'CONNOR ON TRANSITIONING FROM FINANCE TO BASEBALL



**Caroline O'Connor
in the Club Room
at Marlins Park.**

JOCK FISTICK/SOUTH FLORIDA BUSINESS JOURNAL

Caroline O'Connor always enjoyed sports, but she was never a superfan who dreamed of working in the industry. So it came as a surprise when she was handpicked to interview for a leadership position with the Miami Marlins. After more than a decade working in financial services for some of the biggest firms on the planet, O'Connor decided to switch gears, trading a Manhattan office tower for Marlins Park.

As a member of the Marlins' C-Suite, O'Connor is one of the highest-ranking women in Major League Baseball. With a role in everything from budgeting to long-term strategy, O'Connor's influence reverberates across the MLB franchise.

What was your first job out of college?

I started with IBM as a consultant. That was during the dot-com boom, so we'd go in and help companies set up digital back-office processes. After that, I spent six years at UBS while doing my MBA part time, and was eventually promoted to COO. Then, I made the transition to Morgan Stanley, also as COO.

How did you make the leap from financial services to the Marlins? A mutual acquaintance knew the ownership group,

CAROLINE O'CONNOR

Age: 43

Birthplace: Freehold, New Jersey

Residence: South Miami

Current position: COO, Miami Marlins

Previous position: Chief of staff, Miami Marlins; COO, Morgan Stanley

Education: B.S., computer information systems, Rutgers University; MBA, New York University

Board: Miami-Dade Parks Foundation

led by [majority owner and Chairman] Bruce Sherman and [CEO] Derek Jeter, after they bought the team. I was fortunate enough to be on a short list of people they were considering for the chief of staff role. I knew it was a once-in-a-lifetime opportunity, and I felt my organizational skills and problem-solving abilities made me a good fit for the position.

Have you always been interested in sports? Yes. I like watching sports at home, especially college basketball. Both of my sons both play baseball here in Miami. But, I have to say, I never expected I'd work for a team in Florida.

What's it like to interview for a job with such a well-known celebrity? There was certainly some anxiety going into it because it felt like such an unknown. I hadn't interviewed for a job in six years, and now I had to sit down with Derek Jeter! That's big. But as soon as I started speaking to him, he put me at ease. Hearing him talk about what he wanted to build in Miami was inspiring. He definitely exhibited the leadership qualities I had always read about when he was a professional athlete.

What does your average workday look like? There aren't too many average days. I start early, before 8 a.m., so I can take care of strategic and long-term projects before the activity of the day starts. If it's baseball season, we're meeting to discuss strategy, goals and managing the budget. Then, if it's a home game, we go into game mode. We'll start prepping for a game in the afternoon, greet fans when they arrive, interact with them and get a feel for their experience. We want to know their thoughts on the park, the concessions, the atmosphere. I'll often stay until the end of the game and say "goodbye" to fans as they exit.

How many baseball games do you think you watch each year? Well, I'm definitely here for 81 home games. Then I'll watch games on the road, spring training ... it's a big number.

Do you eat a lot of stadium food? It happens. Some of my favorites are the concessions from Miami's Best Pizza, Novecento and Pincho. There's enough variety that, if you attend a lot of games, you never have to eat the same thing.

How do you prepare for long days at work? I'm excited about the goals I'm moving toward, so that fuels me. I'm always focused on improving our organization. I definitely drink a lot of coffee some days. I was used to long days from when I worked in banking, but I'd say banking has nothing on baseball.

What do you do to relax? Spend time with my family. Spring training season is a more relaxing time for me because activities are outside of Marlins Park. So I can just take my family and watch the players practice. We like to spend a lot of time outside and on athletic activities.

Do you have any hobbies? I like keeping up with news, especially following all I can about sports. I like to read about the business side of the industry.

What's the most challenging part of your job? Probably making people aware of all the changes we're making at Marlins Park, and coordinating those changes. Last year, we brought local restaurants to our concessions, created our "305" menu and reduced ticket prices to make baseball an affordable activity for families. We're trying to create experience for everyone, not only hardcore baseball fans.

– Ashley Portero

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THE VIEWFINDER BY JOCK FISTICK

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Clockwise from top left: the clubroom; Park-Line Miami's lobby; and one of the daybeds on the pool deck.

Apartments completed at Brightline station

The Park-Line Miami apartment towers have been completed at the Brightline passenger rail station in downtown Miami.

The 16-unit project, at 100 N.W. Sixth St., has two 30-story towers atop the rail platform at Virgin MiamiCentral, which also has a food court and offices. That gives residents a direct connection to the train that stops in Fort Lauderdale and West Palm Beach, with future stations in Orlando, Aventura and Boca Raton.

Park-Line Miami amenities include a 2-acre pool deck with cabanas, outdoor movie screen, a

3,500-square-foot fitness center, yoga lawn, quarter-mile running track, dog park, pet spa, grilling stations, a coworking center, clubroom, package lockers and bike storage. The building has Wi-Fi throughout, and the Rise Living mobile app allows residents to access smart technology in their units and the building. There is also a 24-hour concierge and valet parking.

Park-Line Miami was designed by Nichols Brosch Wurst Wolfe & Associates, with interior design by One Line Design. The general contractor was Suffolk Construction. Bozzuto is the building manager.

— Brian Bandell



Left, the pool deck includes a quarter-mile running track, yoga lawn and grilling stations. Right, the resort-style pool.

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T H E L I S T

Compiled by Jessica Bryant
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jbryant@bizjournals.com

WEBSITE DESIGN & DEVELOPMENT COMPANIES

RANKED BY TOTAL SOUTH FLORIDA DESIGNERS, TIES BROKEN BY SUPPORT STAFF

Company / Prior (* Not ranked in 2019) / URL	Address Phone	S. Fla. web designers	S. Fla. support staff	Websites designed	Websites hosted	Websites maintained	Top local executive(s)
1 THAT Agency ① thatagency.com	2000 Palm Beach Lakes Blvd., Suite 601 West Palm Beach 33409 561-832-6262	74	10	42	27	110	Bill Teubner
2 PeakActivity * peakactivity.com	1880 N. Congress Ave., Suite 210 Boynton Beach 33426 574-404-7325	47	7	200	200	200	Manish Hirapara
3 Web Services LLC ② webservices.us.com	2440 Wilton Drive Fort Lauderdale 33305 954-839-8612	35	20	950	1,500	750	John Lewis john@webservices.us.com
4 PaperStreet Web Design ⑪ paperstreet.com	219 S.W. 17th St. Fort Lauderdale 33315 954-523-2181	25	3	111	621	800	Peter Boyd peteboyd@paperstreet.com
5 Absolute Web Services ④ absoluteweb.com	2875 N.E. 191st St., Suite 404 Miami 33180 305-937-2526	24	24	458	82	129	Roman Yoffe ryoffe@aws3.com
6 TECKpert ③ teckpert.com	2750 Coral Way, Suite 201 Miami 33145 786-393-5826	23	2	307	172	290	Adrian Esquivel aesquivel@teckpert.com
7 MDG Advertising ⑤ mdgadvertising.com	3500 N.W. Boca Raton Blvd., Suite 601 Boca Raton 33431 561-338-7797	19	29	172	555	573	Michael Del Gigante mdg@mdgadvertising.com
8 Link2City.com ⑨ link2city.com	13501 S.W. 136th St., Suite 203 Miami 33186 305-239-7776	19	18	2,725	4,357	6,439	Danny Sibai danny@link2city.com
9 IWD Marketing ⑧ iwdmarketing.com	433 Plaza Real, Suite 275 Boca Raton 33432 561-392-0783	18	6	90	225	250	Brian Simmons
10 Wrecking Ball ⑦ getwrecked.com	2890 State Road 84, Suite 106 Fort Lauderdale 33312 888-789-7138	18	4	36	28	60	Joseph Princz
11 Starmark ⑥ starmark.com	210 S. Andrews Ave. Fort Lauderdale 33301 954-874-9000	17	11	8	30	25	Peggy Nordeen pnordeen@starmark.com Jacqui Hartnett jhartnett@starmark.com
12 JLB Florida ⑱ jlbflorida.com	600 W. Hillsboro Blvd., Suite 130 Deerfield Beach 33441 954-530-6125	15	0	1,500	1,259	1,259	Chris Wolff wolff@jlbworks.com
13 Rave Digital ⑯ ravedigital.agency	3111 N. University Drive, Suite 604 Coral Springs 33065 954-228-1060	10	5	150	0	45	Ravi Mittal
14 First Class Alliance * firstclassalliance.com	135 E. Atlantic Ave. Delray Beach 33444 305-707-7173	9	12	100	5	10	John Bejarano john@firstclassalliance.com
15 BFW Advertising Interactive ⑫ gobfw.com	2500 N. Military Trail, Suite 400 Boca Raton 33431 561-962-3337	8	30	100	75	75	Jim Workman
16 Digital Resource * yourdigitalresource.com	218 Datura St., 3rd Floor West Palm Beach 33401 561-429-2585	8	10	400	248	248	Shay Berman
17 LGD Branding + Marketing ⑮ lgdcom.com	444 Brickell Ave., Suite 900 Miami 33138 305-576-9400	6	8	14	23	25	Len Dugow len@lgdcom.com
18 Exults * exults.com	4901 N.W. 17th Way, Suite 503 Fort Lauderdale 33309 866-999-4736	5	12	250	100	100	Zach Hoffman zach.hoffman@exults.com
19 Ultium Consulting ⑳ ulltium.com	12209 N.W. 106th Court, Suite 104 Medley 33178 305-823-2200	5	9	280	0	220	Humberto Comellas
20 Design House Agency ⑩ designhouseagency.com	2222 Ponce De Leon Blvd., Suite 300 Coral Gables 33134 305-456-7253	4	6	5,000	4,500	4,500	Liz Rodriguez
21 BMG Creative ⑱ bmgcreative.com	6250 Coral Ridge Drive, 2nd Floor Coral Springs 33076 754-229-2256	4	5	500	300	300	Doug Scott
21 Diaz & Cooper Advertising * diazcooper.com	1450 Madruga Ave., Suite 402 Coral Gables 33146 305-909-0933	4	5	200	0	20	Otmara Diaz-Cooper
23 Local Management ⑬ localmanagement.us	200 Lindell Blvd, Suite 914 Delray Beach 33483 866-304-6502	4	4	5,000	5,000	5,000	Anurag Chadha chadha@localmanagement.us
24 Artisan Agency ¹ ㉔ artisanmedia.com	4960 S.W. 72nd Ave., Suite 202 Miami 33155 786-787-0500	3	4	78	78	78	Daniel Bustamante Danny@artisanmedia.com
25 iHealthSpot ⑰ ihealthspot.com	6415 Lake Worth Road, Suite 312 Greenacres 33463 954-978-2184	3	3	3,000	1,500	1,500	Mary Hall mhall@ihealthspot.com

¹ Formerly Artisan Media



INSIDE THE LIST BY JESSICA BRYANT

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Strong web design important to businesses' success



Every successful business understands the importance of having a digital presence, and that often begins with a strong website. The

Business Journal spoke with executives at two of the region's top web design firms to discuss clients' requests, current trends, and the relevance of great web design in an era of do-it-yourself tools.

What are the latest website trends?



Manish Hirapara, CEO of Peak Activity: Consumer expectations have gotten much higher in the age of power sites like Amazon and Facebook. Sites have to be fast, responsive in design, and

flexible in functionality. No longer do customers want cookie-cutter sites, but

rather sites that are highly tailored to meet their audience's intent.



Danny Sibai, director at Link-2City.com: Based on industry trends and what we are seeing from our client requests, asymmetric layouts are making a comeback. [Customers also

want] responsive web design (for mobile devices); accessible web design (for disabled users); speed optimized and Google/SEO-friendly development; and a secured and stable host environment.

Can you fulfill all customer requests?

Hirapara: With recent and continuing advances in browser technology, most requests have become much more feasible than in the past. Technology is very rarely a barrier to what a website can do. **Sibai:** Almost all requests are possible.

The challenges we face are that they are not practical, or scalable without huge capital investments and client involvement. The biggest problem we encounter is the client that wants to build their online presence using offline print collateral versus dedicating time/effort for a graphic designer and copywriter.

Do you ever feel the need to encourage your customers to embrace certain trends and stay away from others?

Hirapara: We do tend to make many recommendations on trends to our customers. With the introduction of single-page applications and powerful frameworks such as React, it's important that our customers embrace what the future of the web is going to be, rather than focusing on what's available in the present.

Sibai: Technically, we don't really refuse any requests; the one thing that we do not tolerate is any black hat marketing or design. A good customer base is not built by tricking the visitor to complete a call to action they did not intend, or by

using technology to identify them without permission.

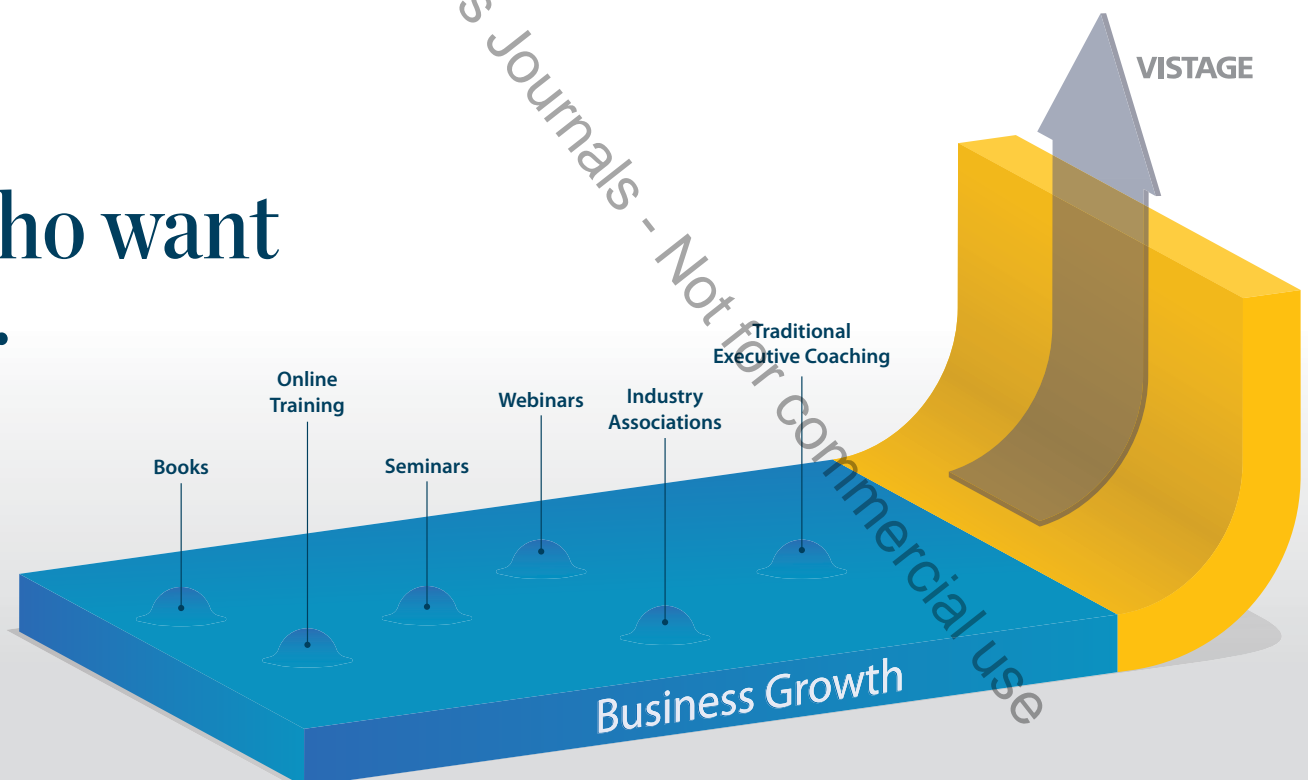
Are customers still willing pay for great web design?

Hirapara: Great web design is one of the single largest differentiators between growing, healthy businesses and stagnant operations. Companies that opt for do-it-yourself tools typically find themselves playing catch-up to competitors that have invested in the proper strategy and journey upfront. The companies that have growth mindsets typically embrace the power the web has brought to business and are willing to invest in the tools necessary to do it right.

Sibai: Businesses that are more marketing savvy tend to understand great web design and are willing to pay for it. Unfortunately, most businesses that use do-it-yourself tools to build a website soon learn about the limitations with the ownership, functionality and organic marketability of the platform and, unfortunately, end up having to start over.

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NEWS IN BRIEF



CUSHMAN & WAKEFIELD

Courthouse Place in Fort Lauderdale recently sold for \$18.2 million.

► **Value Store It Self Storage**, at 2801 John P. Lyons Lane in Pembroke Park, has signed on as a **U-Haul** neighborhood dealer, offering trucks, towing equipment, moving supplies and in-store pick-up for boxes. www.uhaul.com.

► **Upchurch Watson White & Max Mediation Group** relocated its Miami office to 2 Biscayne Blvd., Suite 2030. www.uww-adr.com.

► **Hanley Center at Origins** has opened **Hanley Center Counseling** at its resource center offices 933 45th St. in West Palm Beach. www.hanleycenter.org/treatment/counseling.

► Miami-based **EVI Industries** acquired Richmond, Virginia-based **Commercial Laundry Equipment Co.** www.evi-ind.com.

► The **University of Miami Miller School of Medicine** announced a 20-year partnership with **Justinien Hospital** in Haiti to expand and improve maternal and pediatric health services. www.friendsofhospitaljustinien.org.

► **Integrity Implants** relocated its corporate headquarters to 15,000 square feet at 354 Hiatt Drive in Palm Beach Gardens. www.integrityimplants.com.

► Boca Raton-based private equity firm **AE Industrial Partners LP** acquired Marlborough, Massachusetts-based **Adcole Maryland Aerospace** and Brattleboro, Vermont-based **G.S. Precision**. www.aeroequity.com.

► Hollywood-based **NV5 Global** was awarded \$6 million for the expansion of two contracts with the **Nassau County Department of Public Works** in Long Island, New York. www.nv5.com.

► **Merrick Manor** in Coral Gables named **Berkshire Hathaway HomeServices EWM Realty** its residential sales and marketing representative. www.merrick-manor.com.

► **Cushman & Wakefield** represented Miami-based **HRE/SEFIRA Courthouse Place LLC** in the sale of **Courthouse Place**, a 66,426-square-foot office building at 12 S.E. Seventh St. in Fort Lauderdale. New Haven, Connecticut-based **ABCD Courthouse Place LLC** acquired the property for \$18.2 million.

www.cushmanwakefield.com.

► **LV Lending** closed \$4.62 million in refinancing for a 1.75-acre residential site at 1515-1543 N.W. South River Drive in Miami. The borrower, **1515 Miami River Development, L.P.**, led by **Marlon Gomez** of **Gomez Development Group**, plans to redevelop the site into a 40-unit townhome project with new boat slips. www.lvending.com.

► **Franklin Street** represented seller **Maven Real Estate** and buyer **Axiom Holdings** in the \$3.8 million sale of the 30-unit **Normandy Apartments** at 1751 N.E. 31st St. in Pompano Beach. www.franklininst.com.

► **The Rotella Group** represented **Capital Homes & Investments** in the \$1 million sale of a 5,580-square-foot, eight-unit apartment building at 44 N.W. 11th Ave. in Miami to **Bernardo Duran**. The firm also represented landlord **InteliGroup LLC** in the 10-year-lease of the 10,389-square-foot building at 9800 W. Sample Road in Coral Springs to **Optumcare Florida LLC**. www.rotellagroup.com.

► Coral Gables-based **Beacon Hill Property Group** represented buyer **Mindy Solomon** in the \$740,000 purchase of a 4,360-square-foot warehouse on a 5,713-square-foot lot at 848 N.W. 22nd St., in Miami's Allapattah neighborhood. **Lombardi Properties** represented seller **Hawkins Park Properties LLC**. www.beaconhillpg.com.

► **Crocker Partners** signed three new tenants at the **Boca Raton Innovation Campus: National Holdings Corp.** (17,479 square feet); **BCN Telecom** (11,523 square feet); and **OOMA** (12,014 square feet). www.crockerpartners.com.

► **Berger Commercial Realty/CORFAC International** signed a 4,204-square-foot lease for **Legacy Fit FLL LLC** at **SOLO Shoppes**, 550 S. Andrews Ave. in downtown Fort Lauderdale, on behalf of landlord **Blackhawk Properties & Investments**. www.bergercommercial.com.

► **Touchstone Webb Realty Co.** leased 1,008 square feet of office space to **Giddens Security Corp.** at 155 Blue Heron Blvd., Suite 404 in Riviera Beach. www.touchstonewebb.com.

BRIEFCASE

CALENDAR



Miami Dade College's Mike Fernandez Global Business Leadership Series featuring Adriana Cisneros, 9:45 a.m., MDC Idea Center, 315 N.E. Second Ave., Bldg. 8, 5th floor, Room 8503, Miami. <https://tinyurl.com/t3eamdj>.

Palm Beach SCORE's Strategic Steps to Growing Your Business, Workshop 3: Marketing Your Business, 10 a.m.-noon, SCORE, 500 S. Australian Ave., Suite 115, West Palm Beach. \$25 in advance, \$30 at the door. 561-833-1672 or palmbeach.score.org.

SCORE Broward's Creating Your Business Plan, 5:30-8:30 p.m., Nova Southeastern University, Carl DeSantis Building, Room 2057, 3301 College Ave., Davie. \$35. broward.score.org or 954-356-7263.



Florida International University Jorge M. Pérez Metropolitan Center's Grant Writing 101: Introduction to the Grants Process, 9 a.m.-4 p.m., FIU @ I-75, 1930 S.W. 145th Ave., Room 336, Miramar. \$295. <https://tinyurl.com/ube2th7>.



Chamber of Commerce of the Palm Beaches' Corporate Breakfast featuring Florida Chamber of Commerce CEO Mark Wilson, 7:45-9 a.m., Palm Beach County Convention Center, 650 Okeechobee Blvd., West Palm Beach. \$50 members, \$60 nonmembers. business.palmbeaches.org.

Greater Miami Chamber of Commerce's CRA Affordable Housing Symposium, 8-11 a.m., GMCC, 1601 Biscayne Blvd., Ballroom Level, Miami. \$25, includes breakfast. www.miamichamber.com.

Education Foundation of Palm Beach County and Business Development Board of Palm Beach County's Distinguished Alumni & Leadership Awards, 11 a.m.-1 p.m., Palm Beach County Convention Center, 650 Okeechobee Blvd., West Palm Beach. \$75. <https://>

BEST OF THE WEEK

SCORE Miami Dade is hosting Federal Contracting 101 on Wednesday, March 18.

The federal government is the largest buyer of goods and services worldwide, purchasing over \$500 billion annually. This class will introduce attendees to the federal marketplace and reveal the minimum requirements to do business.

The event takes place 10 a.m.-noon at the Center for Social Change, 2103 Coral Way, 2nd floor in Miami. The cost to attend is \$25. For more information, go to miamidade.score.org.

tinyurl.com/sznj8m8.

Greater Fort Lauderdale Chamber of Commerce's Oakland Park/Wilton Manors/Uptown Council Luncheon, 11:30 a.m.-1 p.m., Westin Fort Lauderdale, 400 Corporate Drive, Fort Lauderdale. \$40 members, \$50 nonmembers in advance; add \$10 at the door. www.ftlchamber.com/OPWMLuncheon.

8, 5th floor, Miami. Free public attendance. www.herimpact.net/miami-fl.



Chamber of Commerce of the Palm Beaches' Business Builder, 8:30-9:45 a.m., Chamber Boardroom, 401 N. Flagler Drive, West Palm Beach. Free. business.palmbeaches.org.

Palm Beach SCORE's Financial Forecasting for Your Business Plan, 10 a.m.-noon, SCORE, 500 S. Australian Ave., Suite 115, West Palm Beach. \$25 in advance, \$30 at the door. 561-833-1672 or palmbeach.score.org.

Chamber of Commerce of the Palm Beaches' Business After Hours, 5:30-7:30 a.m., Shark Wake Park, 2041 Vista Parkway, Level 2, West Palm Beach. \$15 members through March 19; \$20 members after March 19; \$30 nonmembers. business.palmbeaches.org.



LeTip East Broward's Business Professionals Breakfast Meeting, 7 a.m., Holiday Inn Fort Lauderdale Airport, 2905 Sheridan St., Hollywood. 954-771-1717 or dkmink@minkandmink.com.

Alliance for Aging's 4th Annual New Face of Aging Healthcare and Senior Services Conference, 8:30 a.m.-3:30 p.m., DoubleTree by Hilton Hotel Miami, 711 N.W. 72nd Ave., Miami. \$125 expo/lunch only, \$195 full day, www.afaconference.miami.

Email calendarsfbj@bizjournals.com at least three weeks prior to the event. Include event host, title, date, time, location, cost and contact for more details.



LeTip East Broward's Business Professionals Breakfast Meeting, 7 a.m., Holiday Inn Fort Lauderdale Airport, 2905 Sheridan St., Hollywood. 954-771-1717 or dkmink@minkandmink.com.



Network Lead Exchange Business Breakfast, 8-9:30 a.m., United Franchise Group, 2121 Vista Parkway, West Palm Beach. Free. <https://tinyurl.com/vdtyvd8>.



Palm Beach SCORE's Strategic Steps to Growing Your Business, Workshop 4: Growing Your Sales, 10 a.m.-noon, SCORE, 500 S. Australian Ave., Suite 115, West Palm Beach. \$25 in advance, \$30 at the door. 561-833-1672 or palmbeach.score.org.

SCORE Broward's Legal & Tax Implications of Starting a Business in Florida, 5:30-8:30 p.m., Nova Southeastern University, Carl DeSantis Building, Room 2057, 3301 College Ave., Davie. \$35. broward.score.org or 954-356-7263.

HI-HERImpact Miami Pitch Competition, 6-9 p.m., Idea Center at Miami Dade College, 315 N.E. Second Ave., Building

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ADVICE

Cheaters never win



Harvey Mackay

Don Sutton, the Hall of Fame baseball pitcher, was occasionally accused of altering baseballs to create more movement on his pitches and make them harder to hit. When asked if it was true

that he used a “foreign substance” on baseballs, Sutton replied: “Not true at all. Vaseline is manufactured right here in the United States of America.”

Cheating and integrity are back in the news big time, as we hear about the Houston Astros, and possibly other Major League Baseball teams, having used technology to steal signs of their opponents, causing irreparable damage to the game. After an extensive investigation, it was determined that the Astros video replay room was decoding opponents’ pitching signals using a centerfield camera and relaying the information to their batters via various signals.

Like the college admissions scandal, it will have far-reaching effects for years to come. While it should be easy to verify credentials and performance history online, it should not be easy to lie about test scores or use technology to misrepresent one’s accomplishments. Yet, it happened, and it came at a price much greater than the donations were worth. Respect was on the line, and reputations were destroyed. The parents and students learned a hard lesson, and yet got no college credit for their efforts.

The statistics are alarming when it comes to cheating on tests and homework, plagiarizing and copying papers from the internet. In one survey, a stunning 95% of high school students admitted to some form of cheating during their high school years.

I recently heard from a college professor who was trying to figure out how to deal with a former student who posted his old tests (as well as other professors’ tests) online, and the current students who benefited from ill-gotten answers. The proposed punishments went from current students losing course credit to taking away the perpetrator’s degree. That’s a high price to pay for an already-expensive college education.

Ask any human resources manager how many resumes contain a little – or a lot – of creative-but-not-quite-accurate self-promotion. Then, ask them how many of those cheaters land the job. Or, if they actually got hired, how long it took to expose their lack of

qualifications.

Wikipedia defines cheating as “various actions designed to subvert rules in order to obtain unfair advantages. This includes acts of bribery, cronyism and nepotism in any situation where individuals are given preference using inappropriate criteria.”

But the rest of the definition has longer implications: “A person described as a ‘cheat’ doesn’t necessarily cheat all the time, but rather relies on deceitful tactics to the point of acquiring a reputation for it.”

Is that a reputation anyone wants attached to their name?

As any businessperson knows, when you cheat at business, you lose business.

In sports, there is a referee or umpire to make sure participants play by the rules, and consequences of violations are usually immediate. But it’s different in business. Regulations and watchdog groups do their best to guard against malfeasance, but those decisions are rarely swift enough to benefit affected customers. Cheaters can drag out complaints for months or years of court proceedings. And the beleaguered client often feels doubly cheated when they have to wait for resolution.

We’re way beyond the butcher with his thumb on the scale here, although even those misdeeds are inexcusable. Little acts of deception often lead to bigger acts. As Sir Walter Scott wrote: “Oh, what a dangerous web we weave when first we practice to deceive.”

My advice is to play by the rules, no matter how hard or expensive or lonely it may be. Set your code of conduct higher than the rules so your customers know that you will never cheat them, and they can trust your word and your products and services. Your reputation as a person and a businessperson should line up. And, if all else fails, ask yourself: Would you want someone to treat your grandmother this way?

Once, when Abraham Lincoln was censured for his unwavering policy, he gave this answer to his critics: “I am not bound to win, but I am bound to be true. I am not bound to succeed, but I am bound to live up to what light I have. I must stand with anybody that stands right; stand with him while he is right and part with him when he goes wrong.”

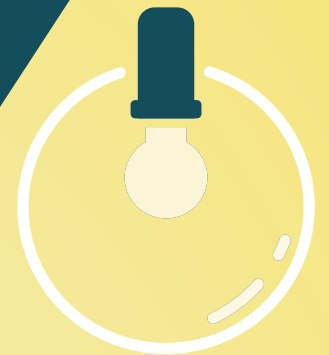
Mackay’s Moral: If you have to cheat to get ahead, you’ve already lost.

Harvey Mackay is the author of the New York Times bestseller “Swim With The Sharks Without Being Eaten Alive.” Reach him at harvey@mackay.com.

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SOUTH FLORIDA SENTIMENT: WHAT TO KNOW IN 2020 AND BEYOND

Continued population growth driving challenges and opportunities



What is the overall business sentiment in South Florida?

Nick Miceli: Business sentiment remains positive in South Florida, despite some global factors such as trade and coronavirus, and it's not difficult to see why. Unemployment is at record lows for the past 20 years and population growth is increasing. Business starts are among the highest in the country. The U.S. Conference of Mayors released a report last year showing that South Florida has the 12th largest economy in the U.S. and is bigger even than many countries. These factors combine to create a climate where businesses want to grow, which drives credit need as well, so nearly all sectors are expanding.

Tony Argiz: South Florida's economy is solid with an unemployment rate of 2.2%. It may not be growing as rapidly as it was four to five years ago, but several industries are doing very well, like tourism, agriculture, financial services and international trade.

Deanne Butchey, Ph.D.: I echo Nick that currently the overall business sentiment is excellent. There are very good jobs in the financial services, technology and hospitality industries. Technological innovations are opening the door to new types of jobs, both in manufacturing and services.

What trends do you think will have the biggest impact on South Florida in 2020?

Argiz: The biggest trend impacting South Florida, in my opinion, is the influx of people moving here every day. The Miami metro area alone welcomes nearly 94 people a day, according to Bloomberg. There are many positives and negatives to this. Many of those moving here are leaving high income tax states and bringing their wealth to South Florida, which helps fuel consumer spending across industries and boosts the economy. However, it also contributes to more traffic and pollution.

Miceli: Two trends come to mind as something to watch this year. First, Governor DeSantis has made it clear that he wants fintech companies and technologically savvy workers to come to Florida and grow the industry in the state. Second, we are seeing large firms, including Carl Ichan's hedge fund and dozens of other private equity firms, hedge funds and other financial management companies moving into the area from higher tax states like New Jersey, New York and Connecticut. Florida's tax situation makes company relocations attractive, which, in turn, is creating additional jobs in South Florida.

Dr. Butchey: Using data analytics to gain insights and inform machine learning in order to improve efficiency and scale is one major trend I see coming down the pipeline. We will also see more companies using blockchain technology to innovate and find better ways of record keeping and also to design new more effective and efficient services.

There's been talk of a recession for a while. What is the national economic outlook for 2020, and would Florida be better or less favorably positioned if one hit?

Miceli: Floridians understandably are wary of recession talk because of the deep recession and long recovery that happened in the state in the last decade – effects that lingered well past when the national economy was deemed “recovered.” What we see is that privately-held small to medium-sized businesses tend to be affected by their local and state economies more than national or global factors. The good news is that Florida, right now, is well-positioned. Business growth and population growth are positive, and wages are up slightly.

Dr. Butchey: This has been one of the longest economic recoveries I have ever seen. I personally think there are two reasons: One is that South Florida was hit harder than most

parts of the country because it was ground zero for the housing crash, so the stimulus we have had both in federal funding and cheap interest rates have played a large role in this recovery. The second reason is we continue to have an accommodating Federal Reserve, which has contributed to positive sentiment. We must remember there is always overshooting on the upside, and falling too low on the downside. Economic conditions always revert to the mean. So, I think we are okay in 2020, but the later part of the year may get a little treacherous. I think this is because the world has not yet acknowledged how the coronavirus will affect the global economy. It affects the supply chain and the global markets for goods and services is contracting. Just as 9/11 curbed people's willingness to spend money and travel, this virus will affect people's sentiments. I think that because Florida has recovered faster than the rest of the country, it may also suffer a little more from a pull back in spending, especially because we are so dependent on the hospitality industry. If the rest of the country has less to spend, they will vacation less. To circumvent this from happening, it is important to diversify the economy with more high-tech manufacturing and innovations.

Argiz: Florida will be much more favorably positioned than the rest of the country for several reasons. First, as I mentioned previously, there's an influx of people moving to the region who have money to spend –



Suncrest Court is being redeveloped by the Housing Authority of the City of Fort Lauderdale, with financing from TD Bank, to provide 116 units of affordable housing for the city.

whether it's on real estate, goods and services, etc. We will need to see the impact of not having the same level of foreign investment as we did when the last economic crisis hit, but I still expect that Florida will remain strong even during a recession. And it will perform better than the rest of the nation.

How is the explosive population growth impacting the state? What are the benefits?

Argiz: As I mentioned before, it's having a major impact, as more than 900 people are moving to the state every day. The benefits for the state are massive in the amount of money it pumps into the economy, as well as bringing more workers to fill positions and keeping unemployment as low as it is. However, we have to see how this affects the environment – think about the impact on drinking water, the Everglades and more.

Dr. Butchey: There are pluses and minuses associated with the explosive growth and they are happening at multiple levels of the economic strata. There are the wealthy leaving

As our higher education institutions become highly competitive, the public school systems have been challenged to continuously improve, which has only made Florida a more welcome place to live, work, play and raise your family.

NICK MICELI, Regional President of Metro Florida, TD Bank

high tax states, and others looking for opportunities in a rapidly growing economy. The benefits of having more moneyed individuals is a multiplier effect, they will spend more on goods and services and contribute to higher tax bases for municipalities and cities. This will also lead to stronger investment in industries that produce better paying jobs.

Miceli: Florida resident students traditionally have tended to stay in-state for college, but the population growth means that schools such as University of Miami, Florida State, UF and UCF are becoming increasingly difficult to get into. As our higher education institutions become highly competitive, the public school systems have been challenged to continuously improve, which has only made Florida a more welcome place to live, work, play and raise your family.

What sectors are best positioned to benefit from Florida's changing demographics?

Dr. Butchey: A high proportion of immigrants in South Florida want to be educated, so education. Healthcare is also exploding. While the tourism industry has benefitted in the last few years, there will be a blip caused by the coronavirus, but once this challenge has been addressed, the hospitality industry should recover. I think Miami and its environs will benefit from stability in the midst of Brexit and Latin American upheaval, so there is also the potential for South Florida to become a well-respected financial services region, similar to London and New York.

Miceli: Dr. Butchey touched on this, but the obvious answer is healthcare. It is no longer focused as much on healthcare for an aging population. The population boom means we also have a major influx of younger people and families who will require greater access to medical, dental and specialty care to treat pediatrics, sports medicine, ob-gyn and more. Healthcare is an area of opportunity as the

industry responds to an increasing population of younger families.

Argiz: Healthcare, professional services and tourism will continue to reap the benefits. I also see banking and construction having a strong year, again due to the number of people moving to Florida and pouring their money into the economy as well as needing more housing to accommodate them.

How are companies responding to rising housing prices? Are there concerns as housing prices continue to rise that their employees could be priced out of the market like what happened in New York and Boston?

Miceli: Housing supply in Florida is low right now, which means that there is increased demand for new projects. This presents an opportunity for Florida developers and real estate companies. The rising housing prices have also been a boon for the multi-family sector. A combination of low mortgage rates and low supply have kept housing prices strong, and most experts are predicting that prices will continue to rise throughout 2020.

While the rising prices are a great opportunity for Florida landlords, real estate investors and developers, on the other side there is concern that it is causing a strain for South Florida residents. Affordable housing has long been a pain point in Florida and many long-term residents are being priced out of the sales and rental markets, while those moving from the Northeast and immigrating from other countries are driving prices even higher. I think the concern for local employers is: When do housing costs become so high that wages can't keep up and force young people out of the area and then decrease the talent pool?

Argiz: In the professional services space, it means a constant adjustment to compensation.

Employers are being more aggressive with their offers due to the housing situation and need for skilled workers, so this will help increase wages for those in South Florida and improve the marketplace overall.

Dr. Butchey: Companies are beginning to think of subsidized housing options. Similar to New York and Boston, area suburbs will become more affordable options. However, given low interest rates, employees who are in stable jobs may be encouraged to purchase homes. Research shows that in the South Florida market it might be cheaper to purchase than to rent in some areas. There are multiple infrastructure advancements in roads, public transit and bridges currently being undertaken, but there is a need for much more. It is possible that private corporations will begin investing in these solutions as well.

How has the market responded to increased volatility early this year? How do you think this will impact the rest of 2020, especially in an election year?

Miceli: Going into 2019, most thought interest rates would rise, but the unexpected interest rate cuts throughout last year have made financing more attractive for businesses. Thus far in 2020 we've seen the Phase 1 China deal, which calmed some of the turmoil around tariffs, and then the economic upheaval of the Novel Coronavirus. In South Florida especially, we are in a state of uncertainty about the viral outbreak's sustained impact on the cruise industry and state tourism. Given the upcoming presidential election, global turmoil and other factors, there remains plenty of uncertainty about how the market will do in 2020 and what impacts there will be locally.

Dr. Butchey: The market seems to be consistently shrugging off bad news so far, and I think this will remain the case until the election. Then it is possible that all the bad news will seem insurmountable, and some may realize that

PARTICIPANTS:



TONY ARGIZ,
Chairman and CEO,
MBAF, LLC



DEANNE BUTCHEY, PH.D.,
University Lecturer & Faculty Advisor,
Department of Finance,
Florida International University



NICK MICELI,
Regional President of Metro Florida,
TD Bank

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University Lecturer & Faculty Advisor,
Department of Finance,
Florida International University

the increase in the demand for money to pay for recent deficits will eventually cause rates to rise, which has the potential to slow growth. A lot of funding in recent years has come from China, so if that country gets a cold and it hits their economy the rest of the world may get pneumonia.

Argiz: I have not seen a big, sustained drop in the market, but I do believe that many companies are overly priced right now so it is a stock pickers game. Because of the Fed saying they're not going to raise rates, it will keep the economy humming, despite any impact from the presidential election. There may not be the same high level of returns that we saw in 2019, but 2020 will still be a positive year.

Are local companies facing any challenges in attracting and retaining talent?

Argiz: It is a big challenge, especially in the professional services industries, such as technology and accounting. At MBAF, we're actively looking outside of Florida to try to

recruit people because we need to hire and are trying to go outside of our usual channels to bring in the best talent possible in addition to recent college graduates. Not having enough employees slows down the growth of a company, so we place a heavy emphasis on recruiting.

Not having enough employees slows down the growth of a company, so we place a heavy emphasis on recruiting.

TONY ARGIZ,
Chairman and CEO,
MBAF, LLC

Dr. Butchey: Absolutely yes! Many of South Florida's residents have conflicting pressures for their time, including the need to hold down multiple jobs while pursuing an education and dealing with adverse traffic conditions. These challenges impact productivity. Also, the economic environment is changing quickly because of technology, and people are not being retrained at a fast enough pace.

Miceli: Low unemployment means that there are fewer job seekers in the market, and so companies may need to be competitive to find or keep talent by offering higher wages or better benefit packages.

2020 is a census year. What benefits or challenges will this bring to Florida given its major growth since the last census?

Argiz: I see it as being a major challenge, because the Census is done by temporary workers and unemployment is so low in the state right now. If there aren't enough workers available, because they're all employed already, it's going to be difficult to complete the count. With everything that is at play with the Census, from more congressional seats to federal funding, if we cannot get enough workers to help, it will be a major problem. Also, given Florida's immigrant population and the current environment, it will be difficult to get an accurate count.

Dr. Butchey: Rising housing costs in Florida have been exacerbated by increased demand and this problem will only be heightened by the eventual increase in interest rates. Climate change could also worsen this problem, as there is a need for new infrastructure to protect against potential flooding and extreme weather conditions. We also need more social services to address the housing shortages and protect against hardships like job loss.

Additionally, not enough time is being spent on residents' education, contributing to a shortage of knowledgeable workers who understand cutting edge technology. Job retraining programs have not been adequately funded. There is also continued uncertainty in immigration rules and regulations, causing further stress on the work force.

Companies have benefitted from the reduction in corporate tax rates because of the 2017 Tax Cuts and Jobs Act introduced by President Trump. However, the huge after-tax earnings growth seen in the last two years will not be replicated and investors may feel that the potential for large returns has deteriorated, leading to future pessimism.

What advice do you have for businesses for 2020?

Miceli: Businesses of all sizes need to think about downturn readiness. The economy has been very strong for years now and a recession is not immediately looming, but it is inevitable because these market corrections are a normal part of the economic cycle and this could even be sped up by factors like the coronavirus.

Executives need to think about what they learned from the last recession and evaluate how to prepare, whether it's setting aside capital for leaner times, preordering materials to avoid supply-chain issues or paying down debt. Talk to your banker to anticipate potential impacts and understand financial options ahead of time to prepare and create contingency plans for your business.

Argiz: It will be harder to grow revenues this year, so the focus needs to be on retaining as much of your revenue as possible. In order to do that, it's important for business owners to go back and look at expenses to see if all of the expenditures are really needed. Are you investing your money wisely in your business expenses or capital investments? How much have your expenses gone up in the last 24-36 months, aside from payroll? Now is the time to take stock and make adjustments to continue to prosper.

Dr. Butchey: Be defensive and limit the use of debt, engage in Lean Six Sigma and invest in Agile thinking and methodologies. Lean Six Sigma allows companies to amend their processes to minimize wastage of resources and focus on growth and continuous improvement. Agile thinking and methodologies promote collaborative work and better management of projects through technology and allowing more flexibility. Combining them has the potential of enhancing collaboration and management support, reducing the supply chain, improving organizational performance and the quality of goods and services, and overall customer satisfaction.



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SFBJ celebrates female executives of influence

Competitive companies recognize the advantage they gain as they promote and guide women to the C-suite.

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The 5 women honored this year as part of the *Business Journal's* Influential Business Women Awards exemplify these findings.

Many tout decades of experience in their respective industries, which range from banking to technology to economic development. They spearhead successful initiatives that improve how their businesses secure clients, invest in new opportunities and train the next generation of workers, all while contributing to the local community.

Now in its 13th year, this awards program has made a tradition of celebrating women whose work makes a lasting impact.

The *Business Journal's* 2020 Influential Business Women honorees will be celebrated at a luncheon at Signature Grand in Davie. The event will be presented by Wells Fargo, with corporate sponsors FIU Business and GCI Worldwide Corp., and associate sponsors Crown Castle Fiber, Durée & Co. and Gallagher.

— Emon Reiser

Profiles by Jeff Zbar

Photos by Jock Fistick/South Florida Business Journal

HONOREES

FARAH ABASSI

Owner, Aroma360

REBECCA BARKIN

VP, Magic Leap

CLAIRE BERGQUIST

Executive VP, Power Financial Credit Union

DENISE BOBER

Senior VP of human resources, The Breakers Palm Beach

GAIL BULFIN

VP, Greater Fort Lauderdale Alliance

ANITA BYER

CEO, Setnor Byer Insurance & Risk

BRIGID F. CECH SAMOLE

Shareholder and chair of the Miami Appellate Department, Greenberg Traurig

JACQUELINE CHARIFF

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COO, KW Property Management & Consulting

AMY FEDERMAN

VP of corporate communications and community relations, Ryder System

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AMY FURNESS

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Together we'll go far



FARAH ABASSI

Owner, Aroma360

BIRTHPLACE:
Vancouver,
Canada

If success has a scent, Abassi wants to bottle it. With 15 years of olfactory experience, she is behind scents for brands including The Ritz-Carlton, Lexus and Disney. Her clients include artist Romero Britto, who tapped Aroma360 to develop his inaugural home fragrance collection. Last year, her company opened its first retail scent showroom in Miami's Wynwood with a library of more than 100 scents.

PEARL OF WISDOM: Hire people for their passion, not their skills. Skills can be taught. Passion and a shared vision are critical elements for a company's culture and growth path.

WHAT MAKES A GOOD LEADER? The qualities I value most in leadership are leading by example, vision, passion, resilience, empathy and integrity.

WHAT ARE THE POSITIVES – AND NEGATIVES – OF DOING BUSINESS IN SOUTH FLORIDA? We are so fortunate to live and work in such a vibrant environment. South Florida is growing tremendously, especially the hotel and travel industry, which is a huge sector of our business.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? I start my day with gratitude. Every morning, I write out 10 things I am grateful for.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? How scent can influence our moods and emotions. There is a huge amount of data and anecdotal evidence to break down the immense power of scent.

WHAT'S YOUR DREAM VACATION SPOT? South Africa and the Seychelles

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Marjorie Merriweather Post

WHAT'S YOUR FAVORITE COCKTAIL? Dia De Los Muertos at Swan



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Together we'll go far



REBECCA BARKIN

VP, Magic Leap

BIRTHPLACE:
Pittsburgh

EDUCATION:
B.A.,
Carnegie
Mellon
University

If the Magic Leap spatial computing device becomes as widely used as smartphones, Barkin and other executives at the growing technology company will have met their goal. The company's emphasis on entertainment to reel in the masses is familiar to Barkin, who has worked with artists and storytellers across industries in previous positions at tech firms. In 2019, she helped lead the release of the "Game of Thrones"-inspired *The Dead Must Die* game on Magic Leap 1 during the HBO show's final season. This year, she is working with partners to integrate Magic Leap with live entertainment experiences. Barkin, who is passionate about mentoring young women, serves as executive sponsor of the Magic Leap Women Inclusion Network.

PEARL OF WISDOM: Take your seat at the table, trust your right to be there, and participate. If someone challenges you on a position, don't get defensive. Real confidence is calm.

WHAT MAKES A GOOD LEADER? A good leader knows her people and shines a light on their success. When it comes to culture, she protects the team over the star performer with a toxic attitude.

WHAT'S THE HARDEST PART OF YOUR JOB? The adrenaline, potential and competitive nature of startups can be all-consuming, but it's critical to protect time for envisioning.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? I protect my slow mornings with my kids because it's an

essential dose of love and perspective for long days. Also, drive-time music is key.

WHAT'S YOUR FAVORITE PODCAST? NPR's "Hidden Brain" with Shankar Vedantam. I love behavioral economics.

WHAT ARE YOUR GO-TO CLOTHING BRANDS? Helmut Lang, Victoria Beckham, Alexander McQueen. And I love Stella McCartney's work in premium sustainable fashion.

WHAT'S YOUR FAVORITE COCKTAIL? Either Negroni or Chopin martini with three olives



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Congratulates

JOANNE LI

Dean, Florida International University College of Business

as well as our notable alumnae

Jacqueline Chariff, BA Carta '82

Katalina Cruz, BAcc '96

Cheryl Rees, MSF '92



and all the

2020 Influential Business Women honorees

CLAIRE BERGQUIST

Executive VP, Power Financial
Credit Union

BIRTHPLACE:
Philadelphia

EDUCATION:
B.S.,
accounting,
Villanova
University

Bergquist is credited with introducing a fresh HR perspective to Power Financial Credit Union's robust culture since joining the company in her current role in 2017. She recently oversaw the redesign of the company's performance management instrument, a document that gave better structure to the financial institution's mission and drove home its values with both employees and customers under her direction.

PEARL OF WISDOM: Always stay positive, no matter the circumstances, and remember to always lead with the utmost integrity. A very wise former colleague once told me: "There's no wrong way to do the right thing."

WHAT MAKES A GOOD LEADER? One of my colleagues recently gave me a plaque for being a Lighthouse Leader. Lighthouse Leaders exhibit characteristics of showing direction, being dependable and making ongoing adjustments to succeed by providing valuable contributions to the team and to the organization, all while possessing a positive attitude and light that shines bright on those around them.

HOW DO YOU SHAKE OFF STRESS? There is a lot of power in music. Whenever I feel stressed, I make it a habit to listen to peaceful music. To me, music refuels the body and brings me down a notch. In fact, I not only listen to music when I am stressed, but I make a daily habit of it for

30 minutes before I sleep. A special thanks to "Alexa."

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? I read a book once called "The Power of Nice." I think there is not enough kindness in this world, and the business world could benefit from tips on running an effective business while always having kindness front and center.

A SUPER POWER YOU WISH YOU HAD? I wish I could fly to see the world from a different view.

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? It would be my dad, who, unfortunately, passed away at 49 years old, when I was a teenager.

WHAT'S YOUR FAVORITE COCKTAIL? I love a good margarita with salt on the rocks.



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GCI Worldwide Corporation is committed to developing leaders of excellence with honorable values. We salute IBW honorees for embracing these values.

Thank you to all of the Extraordinary Women who have been a part of our mission, and who have been past South Florida Business Journal Influential Business Women honorees!



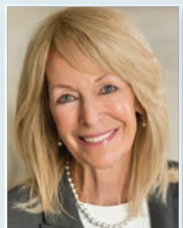
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President and CEO,
Celebrity Cruises



Erika Marshall
GM and Program Director,
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Regional Healthcare
Director, SF
Walgreen Co.



Mary Zalaznik
Senior Vice President,
VITAS Healthcare



Cynthia McCauley
CEO, Tenet Florida
Physician Services



Darran Blake
Senior VP of wealth
management,
UBS Financial Services



Mary Jo Eaton
Executive Managing
Director,
CBRE



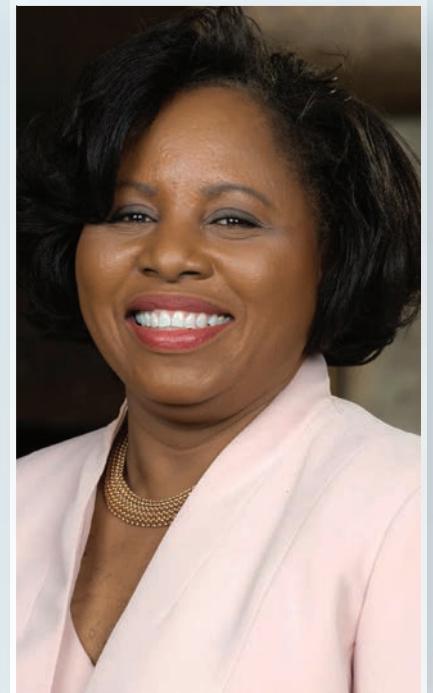
Luciana Carvalho
Senior Vice President,
Blanca Commercial
Real Estate



Shana Crittenden
Chief Operations Officer,
North Shore
Medical Center



Susie Levan,
President & CEO
Bee Hive Publishing
EWLC Meaningful Legacy
Leadership Awardee, & Author
of Getting to Forgiveness



Camela Glean-Jones,
Chief Financial Officer & COO
The Miami Dade Beacon Council
Panelist, EWLC Energy
Influencers Executive Panel



HOST



Giselle Cheminand
President & CEO
GCI Worldwide Corporation
Founder of EWLC

KEYNOTE



Wael Barsoum, MD
President & CEO
Cleveland Clinic Florida

SPEAKERS



Heather Geronemus
Director, Public Relations &
Social Responsibility
Ultimate Software



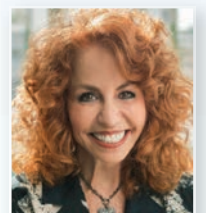
Robert Piloto, MD
Internal Medicine
Huizenga Executive Health
Program



Juliet Roulhac
Director of Corporate &
External Affairs
FPL



Alex Price
National Director,
Community Investment
Office Depot, Inc



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Date: Thursday, April 30th 2020

Events Hours: 10am-4pm

Location: Cleveland Clinic Florida

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DENISE BOBER

Senior VP of human resources,
The Breakers Palm Beach

BIRTHPLACE:
Brooklyn,
New York

EDUCATION:
Bachelor's
degree,
hospitality
management,
Nova
Southeastern
University;
M.S.,
organizational
development,
Palm Beach
Atlantic
University

Bober found her calling at The Breakers Palm Beach. Since joining the historic hotel in 1988, she is credited with achieving a far-reaching impact with the iconic brand and beyond. In 2018, she was named a Leader in Workplace Wellness at the Global Wellness Summit in Cesena, Italy. Bober was appointed to the board of trustees for Palm Healthcare Foundation in 2014, and was named chair of its executive committee in January.

PEARL OF WISDOM: Be grateful every day for the simple pleasures in life, those that make you most happy. For me, it's my first sip of morning coffee while walking the dog and watching the sunrise. These are the moments that matter most.

WHAT MAKES A GOOD LEADER? The most important behaviors: humility, kindness, perseverance and curiosity.

WHAT'S THE HARDEST PART OF YOUR JOB? Sitting in traffic during my commute, and sitting in long meetings during my workday.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? Workplace wellness. I'm passionate about it. I think it is critical that the workplace where we spend so much of our day, be a healthy and thriving environment.

WHAT CAR SUMS UP YOUR PERSONALITY? BMW, a high-performing vehicle

A SUPERPOWER YOU WISH YOU HAD? To transport myself from one place to another, like they did in "Star Trek"

WHAT'S YOUR FAVORITE SOUTH FLORIDA GETAWAY SPOT? South Beach.

WHAT'S YOUR FAVORITE TV SHOW RIGHT NOW? "This is Us"



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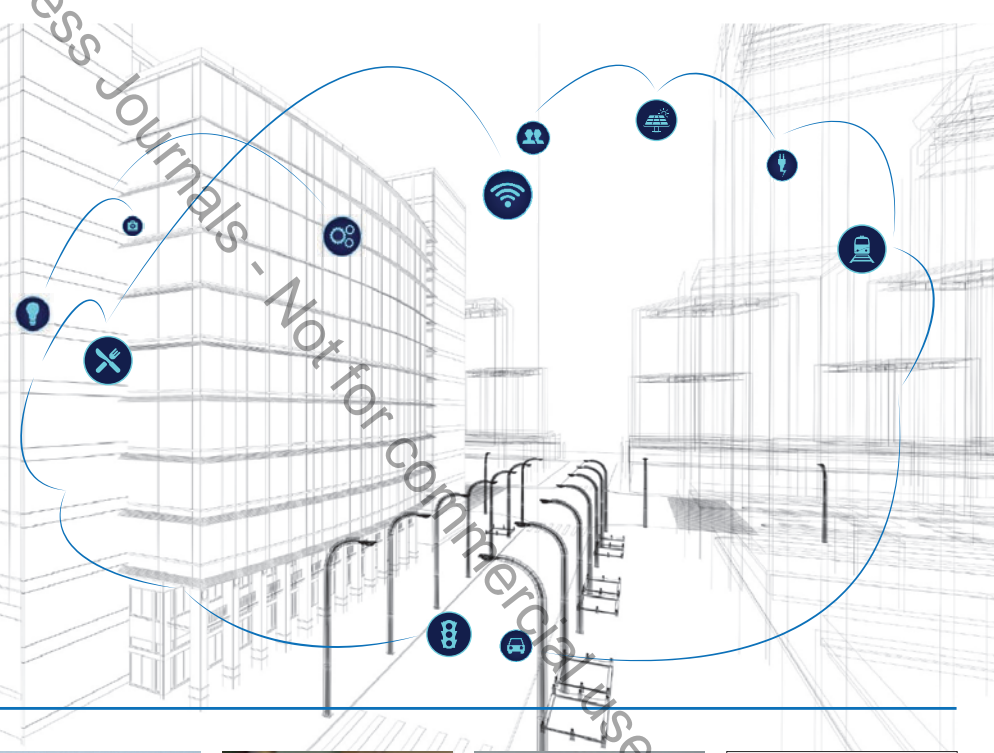
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Director of
Information Technology,
City of Hollywood



ZACH THOMPSON,
Virtual Design and
Construction Lead,
DPR Construction



GAIL BULFIN

VP, Greater Fort Lauderdale Alliance

BIRTHPLACE:
Washington,
D.C.

EDUCATION:
B.A.,
University
of Delaware

The Alliance's membership growth has surged 75% to an all-time high with Bulfin at the helm. From promoting seaport and airport connections to elevating member engagement, she has generated significant revenue increases for the economic development agency in its efforts to position Broward County as a top relocation and expansion destination for growing companies. A career journalist, editor and patron of the arts, Bulfin is the immediate past chair of Business for the Arts of Broward.

PEARL OF WISDOM: Don't assume. Make sure you have your facts correct. If people can't trust you to get the little things right, they won't trust you with the bigger, more complicated matters.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? Actually, it's before I get to work. In the early morning hours at home, I read several papers and websites, allowing me to organize my thoughts for the day. Being aware of what is going on in the world allows me to prepare for any issues that might have a local impact.

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Dr. Eugenie Clark. She was a world-class marine biologist – the female Jacques Cousteau – who was often called “the shark lady.” She was a trailblazing scientist who didn't let others define or limit her

because of her gender.

WHAT'S YOUR FAVORITE COCKTAIL? Tito's cosmo, straight up, extra cold

WHAT'S YOUR FAVORITE TV SHOW RIGHT NOW? “The Boys.” Superheroes gone bad. What's not to like?



ANITA BYER

CEO, Setnor Byer Insurance & Risk

BIRTHPLACE:
Miami Beach

EDUCATION:
B.A.,
University
of Florida

Byer isn't resting on her laurels, even after two decades in the insurance industry. She works in “one of the most challenging professions,” she says, and is constantly remaking her independent full-service agency's business model to stay a step ahead in a constantly changing sector. That means adopting the latest technologies and educating executives and entrepreneurs on why insurance can make or break their businesses. Byer joined the insurance industry out of college and found her calling, entering the same career as her parents. She and her sister launched the firm in 1981.

PEARL OF WISDOM: When one sees work as more than a path to economic freedom, but rather a path to independence, education, personal development and empowerment, then one will never see work as an obstacle to self-fulfillment and will assuredly reach scales of success never contemplated.

BUSINESS-WISE, WHAT DO YOU WISH YOU WERE BETTER AT? I like people and respect humanity. I do not like the process of discipline, and would prefer to struggle less when making life-changing decisions for others.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? A cup of coffee, a smile from my husband, positive affirmations, and an hour, alone, with *The Wall Street Journal*.

HOW DO YOU SHAKE OFF STRESS?

Yoga is my go-to practice for shaking off stress. But a good cardio workout does wonders, as does my evening glass of wine.

WHAT SUPERPOWER DO YOU WISH YOU HAD?
Mindreader

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Abraham Lincoln

WHAT'S ON YOUR BUCKET LIST?
Time travel



BRIGID F. CECH SAMOLE

Shareholder and chair of the Miami Appellate Department, Greenberg Traurig

BIRTHPLACE: Barrington, Illinois

EDUCATION: B.J., journalism, University of Missouri-Columbia; J.D., Washington University in St. Louis School of Law

Cech Samole this year was named chair of Greenberg Traurig's Miami Appellate Department. She is a 13-year member of the firm's national appellate practice, and represents high-profile clients throughout the country. But she delivers her greatest community impact by helping those who cannot afford a lawyer. Last year, she was named chair of the firm's Miami pro bono program, which serves low-income clients, as well as the civic and charitable organizations that assist them. During her tenure, the number of pro bono hours provided by Greenberg Traurig rose significantly.

PEARL OF WISDOM: Listen. You have two ears and one mouth, so listen twice as much as you speak. You will learn more and, when you do speak, you add twice the value to the conversation.

WHAT MAKES A GOOD LEADER? A good leader embodies a number of qualities. First, a good leader empowers and assists her people to achieve their goals and the goals of the team. Second, she uses and encourages clear and decisive communication with and by the team. Third, a good leader takes responsibility for her actions and the actions of her team. Finally, she works as hard or harder than the team members.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? Each morning, I make a list of things that must be done, things that ideally would be done, and things that I would like to get done. This

helps me focus on what is important and manage my time.

HOW DO YOU SHAKE OFF STRESS? I try to take a spin class or other workout each day. Once stress hits, I work to figure out how I can solve the issue that is causing the stress. But the best way to shake off stress is to spend time with my family as they help me keep things in perspective.

WHAT'S YOUR FAVORITE PODCAST? "The Daily Show with Trevor Noah: Ears Edition"



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JACQUELINE CHARIFF

CEO, CosmeticPerks

BIRTHPLACE:
Havana

EDUCATION:
Bachelor's degree, marketing and communication, Florida International University

Chariff prides herself on having the ability to spot the next big trend. Before she was the longtime chairman of Continental National Bank, she launched multiple innovative and successful companies in Latin America. Once a distributor for hair care products, Chariff is going back to her roots with her latest venture, CosmeticPerks, which provides a Class Pass model for cosmetic and wellness procedures. In the community, Chariff is involved in SachaMama.org, the global warming initiative geared toward the Latino community.

PEARL OF WISDOM: Don't take no for an answer. That's how I live my life.
#Relentless

WHAT MAKES A GOOD LEADER? It's all about the team. She knows how to select people who are good at certain things, is able to identify people's fortes and bring them on the team specifically to succeed.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? It starts with exercise, then I'm on the phone for several hours in the morning, giving direction to the leaders of my business entity.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? My expertise is having a great vision for the up-and-coming, seeing what the next big thing is going to be, and then capitalizing on it. Aesthetics, CBDs – all the new, hot initiatives that really change and

improve your life.

WHAT CAR SUMS UP YOUR PERSONALITY? BMW 850

WHAT'S YOUR DREAM VACATION SPOT? The Ocean Club, or anywhere in the Bahamas

WHAT'S THE BEST DEAL YOU EVER MADE? I sold my domain Krypto.com, which only cost me \$10 a year, for \$750,000. I'd had it since 1988.

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Oprah Winfrey

WHAT'S YOUR FAVORITE DRINK? Tequila



GAIL COHEN

Chairman, president and CEO, Fiduciary Trust International of the South

HOMETOWN:
Jersey City, New Jersey

EDUCATION:
B.A., Mount Holyoke College; J.D., Brooklyn Law School

For the last 26 years, Cohen has helped establish her firm's presence in South Florida and other major markets. In the past year, she brought on wealth directors in Boca Raton and Coral Gables, and recently announced acquisitions in the Boston and Philadelphia regions. She has more than 30 years of experience in the trusts and estates industry, and was the first female member of the New York Bankers Association. She sits on the association's investment committee, and is active with the Boca Raton Museum of Art.

PEARL OF WISDOM: A parent with a career outside of the home lives in a state of constant imbalance, so don't strive for a perfect balance. Become comfortable with the fact that sometimes family takes precedence, and other times career takes precedence.

WHAT MAKES A GOOD LEADER? A good leader must have vision and be able to communicate that vision clearly and with passion. A good leader can understand all sides of an issue and be able to move forward by resolving issues in a manner that demonstrates that understanding.

WHAT'S THE HARDEST PART OF YOUR JOB? Managing the various personalities of my team is the most challenging – but most rewarding – part of my job. It requires an uncanny ability to listen and to cut through to what the true issues are. Once I understand that, I can resolve all issues.

WHAT'S YOUR FAVORITE SOUTH FLORIDA GETAWAY SPOT? My home on the beach

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? My wonderful husband, four amazing children and one awesome grandchild.

WHAT'S ON YOUR BUCKET LIST? Kiteboarding. I watch the kiteboarders fly through the air from my apartment, and would love to do that.



KATALINA CRUZ

COO, KW Property Management & Consulting

BIRTHPLACE:
Costa Rica

EDUCATION:
Bachelor's degree, accounting, MBA, Florida International University

In a business climate increasingly in need of skilled talent, Cruz spearheads her company's growth and development program, which more efficiently trains employees and helps them rise through the ranks. Over the last year, she has fine-tuned major aspects of the company, including improving its technology infrastructure and hiring quality control administrators to ensure KWPMC's future success.

PEARL OF WISDOM: Live your dream. Create clarity around your vision, set concrete goals and act. Plan every day, remove obstacles and get whatever help you need to turn those dreams into reality.

WHAT MAKES A GOOD LEADER? A good leader knows, first and foremost, that the achievements of her team will determine her success and the success of her company. That she must share a clear and compelling vision and provide the right people, in the right roles, focused on the right things with a culture of mutual dignity and respect. Her team is keenly aware that she wants them to succeed, but will tolerate no less than high value.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? Exercise helps to clear my mind, start my day with a fresh perspective and, most importantly, I feel it helps me be objective and solve problems more effectively.

WHAT'S THE HARDEST PART OF YOUR JOB? The hardest part of my job is to ensure each leader on our team is providing the guidance, support and expectations that will allow all employees in our company to succeed and grow.

WHAT SUPER POWER DO YOU WISH YOU HAD? I wish I could read minds.

WHAT'S YOUR FAVORITE SOUTH FLORIDA GETAWAY SPOT? The Spa at Mandarin Oriental, Miami

WHAT'S YOUR FAVORITE PODCAST? "How I Built This"



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AMY FEDERMAN

VP of corporate communications and community relations, Ryder System

BIRTHPLACE:
Waynesburg,
Pennsylvania

EDUCATION:
B.S.,
broadcast
journalism,
politics and
public affairs,
University of
Miami

Since joining Ryder in 2018, Federman is credited with rerouting the public relations strategy for the 86-year-old, \$8.4 billion transportation giant. She started the "On Location with [CEO] Robert Sanchez" video series and launched "a-day-in-the-life" vignettes centered on the company's 40,000 employees. Her efforts have spurred a spike in engagement across intranet and social media channels. Ryder earned double-digit growth in mainstream and trade media coverage under her leadership. As executive director of the Ryder Charitable Foundation, Federman manages funding for more than 100 organizations.

PEARL OF WISDOM: Always ask questions. It's important to never stop learning, remain curious and don't be afraid to ask questions – especially the tough or thought-provoking ones. It's not a sign of weakness, but rather a sign of intelligence.

BUSINESS-WISE, WHAT DO YOU WISH YOU WERE BETTER AT? I wish I had more of an expertise in financial communications to better help navigate the various and complex financial challenges that arise for publicly traded companies. My advice for aspiring business leaders – no matter the industry – is to take a few finance and business management classes.

WHAT MAKES A GOOD LEADER? A good leader is one who leads by example each and every day with an abundance of passion.

WHAT'S THE MOST IMPORTANT PART

OF YOUR DAILY ROUTINE? Starting my day off with an early-morning workout. Getting that workout done sets me up for success, as I begin the day with an accomplishment or a "win" from the get-go.

A SUPERPOWER YOU WISH YOU HAD? Time travel

WHAT'S THE BEST DEAL YOU EVER GOT? The use of a beautiful home atop a mountain in Mallorca, Spain, for seven nights for \$500 total. My mother, son and I enjoyed a trip of a lifetime.

WHAT'S YOUR FAVORITE COCKTAIL? Grey Goose vodka and Fever-Tree soda with a lime in a rocks glass. No straw, please.



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We invite you to nominate an "Outstanding Voice." This can be an LGBTQ business leader, individual, ally or advocate in the South Florida area who is making a difference in advancing equality in the business world.

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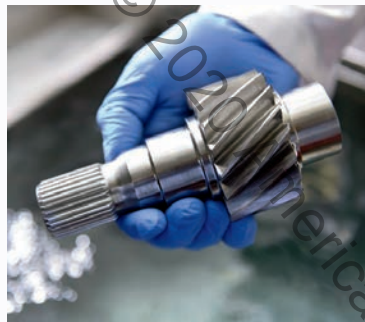
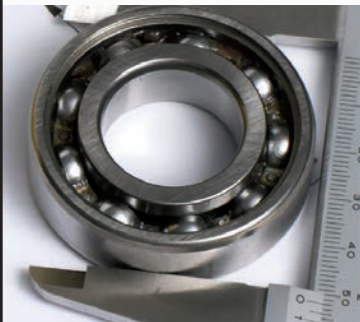
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For more information, contact **Maureen D'Silva** at mdsilva@bizjournals.com or 786-533-8202

DEBBIE FIORINO

COO, Dream Vacations

BIRTHPLACE:
Medford,
Massachusetts

EDUCATION:
B.S.,
University of
Massachusetts
Boston

Under Fiorino's leadership, Dream Vacations broke records in the number of franchises sold and overall sales revenue in 2018. Promoted to her current role in 2019, Fiorino is a frequent motivational speaker and is recognized as a Power Woman by *Moves* magazine and a Woman of Wonder by *Franchise Dictionary* magazine. She was named Godmother of AmaWaterways' newest ship, the *AmaSiena*, which launches this summer.

PEARL OF WISDOM: Work-life balance is a myth. Everyone needs a village – you can't do it all alone. Sometimes you will be out of balance at work, sometimes at home, and sometimes with your personal growth.

WHAT MAKES A GOOD LEADER? Someone who is not afraid to take risks, is transparent, believes in servant leadership and seeks out failure. If you don't try, you will never achieve anything.

WHAT'S THE HARDEST PART OF YOUR JOB? Always saying what needs to be said, even when it is not what everyone wants to hear.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? Easier said than done. When coaching others, I often think this is easier said

than done. We all struggle with something.

WHAT SUPERPOWER DO YOU WISH YOU HAD? Mermaid. Is that a superpower? It's what I want to be.

WHAT ARE YOUR DREAM VACATION SPOTS? Africa and Bora Bora. I have been to both, but I would go back to both a million times.

WHAT'S ON YOUR BUCKET LIST? Skydiving



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Meital Stavinsky

for being honored with the *South Florida Business Journal's* 2020 Influential Business Women Award.

We are proud of Meital's leadership as co-chair of our Israel Practice and in the community, as well as her advocacy for women in law, technology and agriculture. From Florida to Israel, she is a role model for women everywhere.



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AMY FURNESS

Partner and Miami office co-managing shareholder, Carlton Fields

BIRTHPLACE:
Philadelphia

Furness co-leads the Miami office of one of the region's largest law firms. Her practice represents both domestic and foreign corporations in the pharmaceutical, aviation, chemical, tobacco and consumer products industries. It specializes in complex civil litigation, particularly product liability and commercial litigation.

EDUCATION:
B.S., Drexel University;
J.D., Widener University School of Law

PEARL OF WISDOM: A true leader knows that her success was made possible with the help of many. She never forgets to be thankful for those who paved her way, and she always looks for opportunities to pay it forward.

WHAT MAKES A GOOD LEADER? Honesty, integrity and the ability to motivate are the hallmarks of a good leader. She also needs to be humble.

WHAT IS THE HARDEST PART OF YOUR JOB? Achieving everything I would like to achieve professionally and personally. Twenty-four hours is just too short a day.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? The simplicity of dressing in one color saves time and keeps me looking elegant all at once. Therefore, I dress from an almost entirely black wardrobe.

WHAT CAR SUMS UP YOUR PERSONALITY? Ferrari. It is beautiful, classic, powerful and quite rare.

A SUPERPOWER YOU WISH YOU HAD? Mindreading

WHAT'S YOUR FAVORITE SOUTH FLORIDA GETAWAY SPOT? The Florida Keys



MÓNICA GIL

Executive VP and chief marketing officer, NBCUniversal Telemundo Enterprises

BIRTHPLACE:
Santa Barbara, California

Gil oversees the reputation, brand and culture of a media company serving 60 million U.S. Latinos. Since joining Telemundo in 2017, she has transformed the company's marketing organization and helped drive its rise as the No. 1 Spanish-language network for three consecutive years. She played a critical role in the 2018 FIFA World Cup strategy that led Telemundo Deportes to record-setting viewership. An oft-honored Latina executive, Gil led empowerment initiatives including the award-winning corporate social responsibility platform The Power in You, and Unstoppable Women, which focuses on women's advancement.

EDUCATION:
B.A., political science, University of California, Berkeley;
M.A., University of Southern California School of Public Administration

PEARL OF WISDOM: I have learned that an effective leader manages energy, not people. When you have good energy within a team, it ignites creativity, collaboration, authenticity and an appropriate attitude.

WHAT'S THE HARDEST PART OF YOUR JOB? Building high-performing teams because it requires bringing out the best in people and finding the right mix of skills.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? A Latina's Survival Guide to Corporate America: The things I wish someone would have told me. I have been blessed to have the best mentors, employers and bosses who took a bet on me. While I always had a solid work ethic growing up, I never knew that there were some basic unspoken rules about the workplace. I would like to share the rules of the game that I have learned,

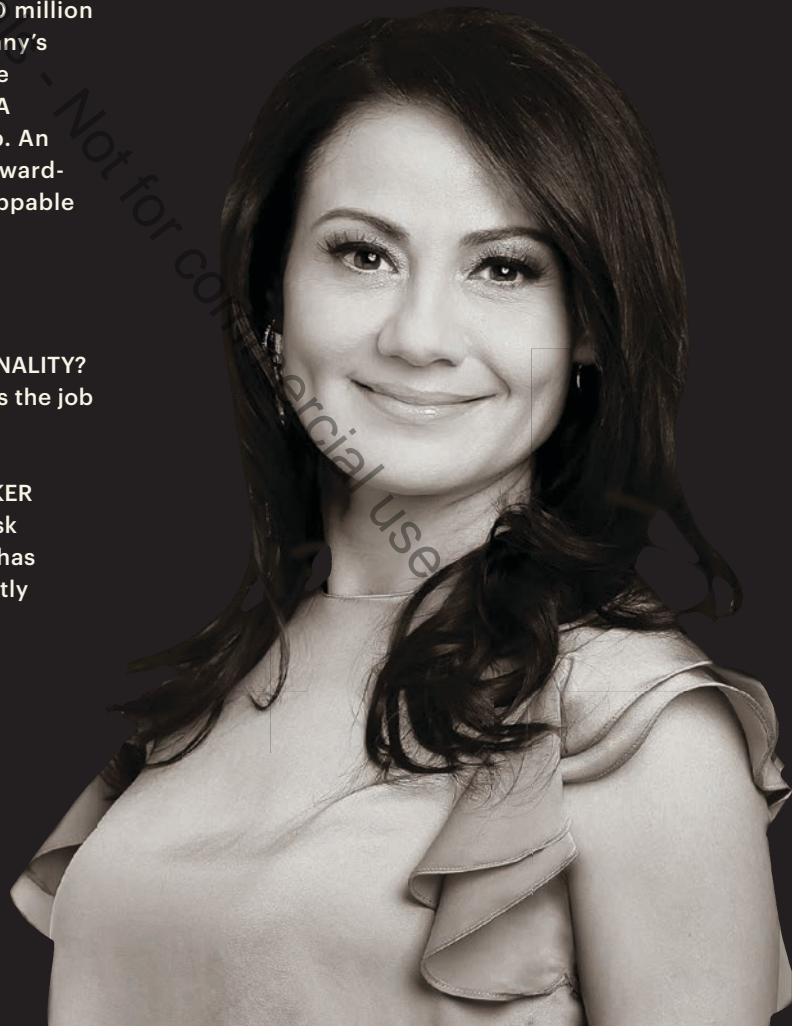
to pay it forward.

WHAT CAR SUMS UP YOUR PERSONALITY? Prius. Practical and effective. Gets the job done.

WHAT'S YOUR FAVORITE ICEBREAKER CONVERSATION TOPIC? I like to ask people what's the best thing that has happened to them today. It instantly frames a conversation, forcing people to think about something good, instead of the little things that bog them down.

A SUPERPOWER YOU WISH YOU HAD? To freeze moments in time

WHAT'S THE BEST DEAL YOU EVER GOT? Free "Hamilton" tickets



CAMELA GLEAN-JONES

**CFO/ COO, Miami-Dade
Beacon Council**

BIRTHPLACE:
Panama City

EDUCATION:
B.A.,
accounting,
University of
Panama

Glean-Jones boasts a three-decade career with entrepreneurial firms, Fortune 500 companies and the Miami-Dade Beacon Council, which she joined in 1993. Most recently, she developed and implemented the economic development agency's five-year strategic plan, overhauled its information technology infrastructure, streamlined its HR functions and managed a \$2.8 million buildout and leasehold improvement project – coming in 14% under budget. Her stringent cash control policies have resulted in a \$5.8 million reserve fund, equivalent to about one year of operating resources.

PEARL OF WISDOM: Continue to be curious and never stop learning.

WHAT MAKES A GOOD LEADER? A keenly developed listening skill, particularly in today's environment

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? Breakfast with our son

HOW DO YOU SHAKE OFF STRESS? By embracing it

WHAT CAR SUMS UP YOUR PERSONALITY? Most convertibles

WHAT'S YOUR FAVORITE SOUTH FLORIDA GETAWAY SPOT? Spending time at Fairchild Tropical Botanic Garden

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? My husband. The conversation would center on the gift of parenthood, specifically our son and the great citizen he is becoming.



Power Financial Credit Union would like to congratulate **Claire Bergquist** on being recognized as an **Influential Business Woman!**

Claire's caring demeanor defines the credit union philosophy of **People Helping People**. She lives our purpose of guiding family members to better lives today and for generations to come.

powerfi.org



Congratulations Goly Jafari

Global Head of Surety Operations and Strategy



2020 Most Influential Business Women - SFBJ

WillisTowersWatson

GOLY JAFARI

Global head of surety operations, Willis Towers Watson

BIRTHPLACE:
Tehran, Iran

EDUCATION:
B.B.A.,
Arizona
State
University

Fluent in Farsi and French, Jafari is new to Miami, but not its international flair. She contributes to numerous regional and national organizations, and actively seeks to improve her workplace and community. She serves as a career mentor for recent college graduates, with a commitment to empowering both young and female professionals.

PEARL OF WISDOM: Surround yourself with excellence.

WHAT MAKES A GOOD LEADER? A great leader is someone of service and personal character, always striving to bring the best out of those around them.

WHAT'S THE HARDEST PART OF YOUR JOB? Ensuring that my team has the opportunity and delineated path to foster their personal growth and support their career aspirations.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? My morning is by far the most important part of my day. It starts in the gym and sets the stage for how I perform.

WHAT CAR SUMS UP YOUR PERSONALITY?
Porsche. It's little and powerful.

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE?
Ronald Reagan

WHAT'S YOUR FAVORITE COCKTAIL? Skinny extra-spicy margarita



The Alliance Congratulates our own
Gail Bulfin

Vice President, Membership Development

2020 South Florida Business Journal
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and all of the honorees for their tremendous leadership and contributions to our community.

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DODIE KEITH-LAZOWICK

CEO, Keith

BIRTHPLACE:
Fort
Lauderdale

EDUCATION:
B.S., land
surveying,
University of
Florida

Keith-Lazowick knows the lay of the land in South Florida – and for good reason. A second-generation land surveyor with four decades of experience under her belt, Keith-Lazowick succeeded her father and firm founder, Bill Keith. She guides a team of 170 employees as they plan, design and build major projects across the region. She also chairs the Broward Partnership for the Homeless, is on the School Board of Broward County’s Supplier Diversity Committee, the Pompano Beach Economic Development Council, and the Broward County Small Business Development Advisory Board. She helped spearhead the Bill Keith Nature Preserve in Fort Lauderdale.

PEARL OF WISDOM: Don’t let your self-doubt paralyze you; power through it. Know yourself and your own values, because life will continually change around you. Turn a crisis into an opportunity by being creative and thinking about it differently. And do unto others as you would have them do unto you, always.

WHAT MAKES A GOOD LEADER? Sincerity, honesty and knowing the true strengths and weaknesses of the whole team. Being able to motivate people to be the best they can be while trusting in themselves to find the right solution. Not being afraid to chart a unique path or to fail and try again.

WHAT’S THE HARDEST PART OF YOUR JOB? Navigating ever-increasing government regulations that impede growth and efficiency.

HOW DO YOU SHAKE OFF STRESS? I snuggle or play with my French bulldog, Yoda. He only knows loving the world and happy days. He goes to the office with me every day and makes the whole team smile.

WHAT CAR SUMS UP YOUR PERSONALITY? 1965 Ford Mustang convertible. A traditional, spunky V-8, loving-life, hair-blowing, sun-in-your-face kind of car.

WHAT’S YOUR FAVORITE SOUTH FLORIDA GETAWAY SPOT? Anywhere with warm water, a sunny beach and a cold cocktail.



Ocean Bank proudly recognizes the achievements of

Cheryl Rees

Senior Vice President &
Director of Marketing,
Ocean Bank



Congratulations on the honor of being recognized as a
SFBJ 2020 South Florida Influential Business Woman



oceanbank.com

SUSIE LEVAN

President and CEO, Bee Hive Publishing

BIRTHPLACE:
Havana

EDUCATION:
Attended
Nova South-
eastern
University;
graduated
Florida
Religious
Studies
Institute

After spending 16 years as executive VP and COO at a male-dominated NYSE-listed company, Levan launched a business and magazine focused on helping women discover work-life balance. For the past 20 years, her bimonthly *Women's Wisdom Circle* teaches the practice of daily meditation, metaphysical topics and practical knowledge in pursuit of life transformation. In November, Levan released her memoir, "Getting to Forgiveness: What a Near-Death Experience Can Teach Us About Loss, Resilience and Love," based on her kidnapping and near-death experience in 1988. The book includes a foreword by Gloria Estefan.

PEARL OF WISDOM: Bob Marley said: "You never know how strong you are until being strong is your only choice."

BUSINESS-WISE, WHAT DO YOU WISH YOU WERE BETTER AT? Social media

WHAT MAKES A GOOD LEADER? Honest communication, integrity, delegation and empowerment make a good leader. I like to inspire and motivate my staff. I'm a very consistent person and always have a positive attitude, no matter what's happening, and I choose not to sweat the small stuff.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? My daily routine is meditating for about 15 to 20 minutes when I first wake up and in the middle of the day, or when I get home from a full

calendar of activities.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? I'm currently writing my TEDx Talk, and the topic is how adversity can push us to divine destiny.

WHAT'S YOUR FAVORITE ICEBREAKER? If it's a woman, I ask: "Do you meditate? Do you want to learn how?"

DREAM LUNCH PARTNER? Oprah Winfrey

WHAT'S YOUR FAVORITE TV SHOW RIGHT NOW? "Grace & Frankie." It's hilarious.



JOANNE LI

Dean, Florida International University College of Business

BIRTHPLACE:
Hong Kong

EDUCATION:
Doctorate in
business ad-
ministration
with a con-
centration in
finance and
a support
area in
economet-
rics, Florida
International
University

Li has overseen a string of milestones and accomplishments that have helped propel the university onto the global stage. The state's largest business college and the biggest producer of master's degree candidates in the U.S., FIU Business boasts a four-year graduation rate that has increased to 45% from about 29% when Li joined the university. *U.S. News and World Report* ranked its undergraduate international business program No. 2 in the nation in the 2020 Best Colleges rankings. Meanwhile, Li has expanded the college's artificial intelligence-based career management programs, and boosted financial and scholarship support.

PEARL OF WISDOM: Be comfortable with who you are. No one can define you. You define you.

WHAT MAKES A GOOD LEADER? Always put others' interests ahead of your own. Be brave enough to set an aspiring vision and gutsy enough to carry it through.

WHAT'S THE HARDEST PART OF YOUR JOB? Seeing students struggle to finish their degrees or not being able to land a job. I feel like it is a personal failure, and I am personally driven to help them succeed.

WHAT CAR SUMS UP YOUR PERSONALITY? A Mini Cooper convertible with the expensive package.

DESCRIBE THE BEST DEAL YOU EVER GOT? My husband: a hot guy with a lot of brains.

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Christine Lagarde, the French politician and lawyer serving as president of the European Central Bank since November 2019.



JOHANNA MIKKOLA

CEO, Wyncode Academy

BIRTHPLACE: Toronto; moved to Helsinki as a child

EDUCATION: Bachelor's degree in political science and economics, University of Toronto

A recent *South Florida Business Journal* 40 Under 40 honoree, Mikkola leads a top Miami coding bootcamp fueling the growth of skilled talent within the region's burgeoning technology sector. Under her leadership, the company increased its graduate job placement rate to 93% last year from 90% in 2018. Mikkola is bullish about women having a seat at the table in the local tech sector, and serves as an entrepreneur in residence for Babson College's WINLab, which supports female startup founders. In 2018, Wyncode committed \$1.4 million in scholarships for female candidates, driving the share of women in its full-time programs to 31% from 24%.

PEARL OF WISDOM: Everything you need to succeed you already have: determination, perseverance, positivity and hard work. I believe the way we speak to ourselves has a massive impact on our progress. Whether you think you can or you think you can't, you are right.

WHAT MAKES A GOOD LEADER? What matters most is what your team would say about what makes for a good leader. I have found that there are three things that every leader should work toward: empathy, clear expectations, and bringing the energy you want your team to feel and have.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? I was asked to give a TEDx Talk for Wynwood Women. I spoke about the need for those hiring technology talent to challenge

and, more importantly, update the method they use to identify that talent. Updating the lens used to identify talent and ensuring that you give people of all backgrounds an opportunity is vital for growing companies.

WHAT CAR SUMS UP YOUR PERSONALITY? Mercedes-Benz AMG E 63 S Wagon. Lots of utility, great for a whole variety of people, but determined and quick when needed.

WHAT'S YOUR FAVORITE PODCAST? "Tribe of Mentors" and "The Knowledge Project" are my current favorites. "Oprah's Soul Conversations" has some great guests, as well as "How I Built This."



LEADING BY EXAMPLE

Congratulations to **Amy Federman**, Ryder VP of Corporate Communications, and all honorees named 2020 Influential Business Women by the South Florida Business Journal.



Congratulations Rebecca Barkin

Magic Leap, VP of Experience
Recipient of *South Florida Business Journal's*
Influential Business Women of 2020

Congratulations from all of your friends at Magic Leap. We benefit from your leadership, vision, and ability to create magic everyday. And we are thrilled that we aren't alone in recognizing your incredible talents.

LISA MORLEY

VP, Maritime Professional Training

BIRTHPLACE:
New York

Morley plays a leading role in preparing the next generation of marine professionals to grow South Florida's \$12 billion maritime sector. Her students and clients include commercial shipping companies, marine corporations, the military, vessel management firms and captains guiding the world's largest superyachts. In the community, Morley has worked with groups such as the Marine Industry Cares Foundation, Kids in Distress and the Children's Diagnostic & Treatment Center.

EDUCATION:
Broward
College

PEARL OF WISDOM: Endeavor to start every morning by reminding yourself to be grateful. I believe that this is a conscious choice that we must make each day. In a world often plagued by negativity, it is our responsibility as leaders to be positive influencers.

BUSINESS-WISE, WHAT DO YOU WISH YOU WERE BETTER AT? Keeping up with emerging trends in digital and social marketing.

WHAT MAKES A GOOD LEADER? Passion, commitment, empathy, honesty and the ability to inspire your team. A leader must understand their role is to literally lead, and to bring the team and company along with them. Leadership, like life, is a journey.

HOW DO YOU SHAKE OFF STRESS? My family grounds me and helps me remember my "whys" for everything I do. A nice glass of wine and a long cruise certainly work wonders, too.

WHAT CAR SUMS UP YOUR PERSONALITY? Porsche Panamera. Sporty and fun, but with room for my grandkids.

WHAT'S ON YOUR BUCKET LIST? Travel to Antarctica on an expedition ship

WHAT'S YOUR FAVORITE COCKTAIL? Chocolate martinis



SOUTH FLORIDA
BUSINESS JOURNAL

2020
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**Nominations
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The 40 Under 40 awards program is focused on leadership and strong community involvement. Each year we recognize South Florida professionals who have made their mark in the business world while shaping our community's future.

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DEADLINE FOR APPLICATION SUBMISSIONS: FRIDAY, APRIL 17, 2020

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CHERYL REES

Senior VP and director of marketing, Ocean Bank

BIRTHPLACE:
Kingston,
Jamaica

EDUCATION:
B.B.A.,
University of
Miami; MBA,
finance,
Florida
International
University

Rees is a much-celebrated banking marketer who has spent the last 13 years growing Ocean Bank. She is regularly lauded for her leadership and received recent praise from the International Association of Business Communicators. Additionally, she was listed among the Most Powerful Black Professionals and Who's Who in Black South Florida. Rees previously spent nine years as senior VP at Regions Bank, and before that served nearly 15 years in a similar role at Barnett Bank. In the community, Rees is chairwoman of The Education Fund and is a member of the Miami-Dade Cultural Affairs Council. She is also a Leadership Miami graduate.

PEARL OF WISDOM: Life is filled with choices. Choose wisely.

WHAT MAKES A GOOD LEADER? I believe that good leaders are masters at the art of listening. They know what to listen for, when to listen and how to listen. Listening before talking makes a huge difference on how you respond, and how others listen to your response.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? My days always begin with a reflection of gratitude. Sometimes it's with tranquility while I take my first sip of coffee, and other times it's when I am in bumper-to-bumper traffic on U.S. 1. No matter where I am, I always give thanks for beginning a new day.

HOW DO YOU SHAKE OFF STRESS?

I am still working on that. But in the meantime, I exercise. Give me a coupon for a new gym or wellness center, and I'm there.

A SUPERPOWER YOU WISH YOU HAD? Teleporting

WHAT'S YOUR DREAM VACATION SPOT?
Santorini, Greece

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Martin Luther King Jr.



LISA SHIM

Executive VP, BankUnited

BIRTHPLACE:
Los Angeles

EDUCATION:
Bachelor's
degree,
Stanford
University;
MBA,
Northwest-
ern Univer-
sity Kellogg
School of Man-
agement

Shim leads several major initiatives under BankUnited's 2.0 program. Her strategy centers on a multimillion-dollar digital transformation program and building a digital banking team. The impact of her technology efforts is poised to transform the company.

PEARL OF WISDOM: Your time is currency that only you get to set the value for. Spend it on life-giving activities, pursuits and relationships.

WHAT MAKES A GOOD LEADER? A good leader has the ability to draw the best out of people and inspire through character, actions and words – in that order.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? The first 30 minutes of my day are sacred. I have the luxury of having those first waking moments to myself, and I use it to make coffee, pray and prioritize my day. If I'm lucky, I'll squeeze in a run.

HOW DO YOU SHAKE OFF STRESS?
There's no silver bullet, but going without technology for a period of time helps. Also, I find that if I write down or articulate the cause of the stress, many times, it's not as significant as I had imagined it to be in my head.

WHAT SUPERPOWER DO YOU WISH YOU HAD? Having the ability to be in multiple places at the same time

WHAT'S THE BEST DEAL YOU EVER GOT? Living rent-free for three years after college

WHAT'S YOUR FAVORITE DRINK? Coffee. I know I should give a more spirited answer, but I probably consume more coffee than any other beverage.



MEITAL STAVINSKY

Partner and co-chair of Israel Practice, Holland & Knight LLP

BIRTHPLACE:
Herzliya,
Israel

A public policy specialist, Stavinsky is an expert in an industry that serves as the backbone of society: agriculture. In 2019, she was nominated by Florida Agri-Women and appointed by Commissioner Nikki Fried to serve on the Florida Department of Agriculture and Consumer Services' innovations workgroup. She is among a class of government officials, businesses, academic and technical experts, and more than 20 farmers who make recommendations to Fried's office on actions that influence the future of agriculture in the state.

EDUCATION:
LL.M.,
computer
and internet
law, Tel Aviv
University
Faculty of
Law; LL.B.,
Tel Aviv
University
Faculty of
Law

PEARL OF WISDOM: If there is a cause you feel passionate about, a group you wish to belong to, a position you wish to have that doesn't exist, create it.

WHAT ARE THE POSITIVES – AND NEGATIVES – OF DOING BUSINESS IN SOUTH FLORIDA? Our diversity, favorable business tax structure, leading international airports and deepwater shipping ports are our greatest strengths. We have room for growth in creating a more skilled tech workforce.

WHAT'S THE HARDEST PART OF YOUR JOB? My practice requires lots of traveling. And while I love traveling, it can be stressful when flights are delayed. Though, on the flights to Israel, there is always a special invigorating energy.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND

WHY? I would talk about the world's food security challenge and how agricultural technological innovations can help alleviate those challenges.

A SUPERPOWER YOU WISH YOU HAD? Teleportation

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Golda Meir, Israel's first – and so far only – female prime minister.

WHAT'S YOUR FAVORITE TV SHOW RIGHT NOW? "The Marvelous Mrs. Maisel" – a witty show that always puts a smile on my face.



SOUTH FLORIDA BUSINESS JOURNAL // LEADERSHIP TRUST

Ask South Florida's Business Experts

LEADERS SHARE EFFECTIVE SMALL-BUSINESS TRENDS

We asked four of South Florida's top business leaders to share small-business trends that should be on everyone's radar.



Dennis Custage

Principal,
Liquid Capital

Successful, fast-growing companies conserve cash in several ways. Contract manufacturing or outsource until volume justifies bringing an activity in-house. Reduce lead times (inventory holding costs) by purchasing from distributors rather than manufacturers. Use supplier credit or trade finance, which grows as volume grows and is less expensive and time-consuming than raising capital.



Michael Sluka

Partner,
B2B CFO Partners

Forty years ago, "outsourcing" was replacing internal labor with external labor on a large-scale basis. Today, a better application of "outsourcing" is the leveraging of technology applications. There is now an "application" solution to just about every function a company needs to perform, scalable to volume and sophistication. Small businesses can achieve high-level functioning at an affordable cost.



Durée Ross

President & CEO,
Durée & Company, Inc.

A very inexpensive trend that has historically worked well for us is the art of the handwritten note. Whether to say thank you, send a holiday wish or something else, it's been extremely successful for us, especially in a time when everything is digital.



Jaime Sturgis

CEO,
Native Realty

Digital nomads, the gig economy and a fluid workforce have changed the traditional business model. Employees value freedom, autonomy and flexibility. It is very much an "adapt or die" model for many older businesses right now. It is critically important to evolve the business model to continue to attract and retain top talent, which ultimately dictates the success or failure of a company.

What business advice has fueled your success? As a member of our invitation-only community, you could share similar insights. Apply for your opportunity at

southfloridabusinessjournal.com/trust

GIULIA VALMASSOI

CEO, Thema North America

BIRTHPLACE:
Venice, Italy

EDUCATION:
Bachelor's degree, economics and foreign trade, Università Ca' Foscari of Venice

Daughter of Italian eyewear designer Giorgio Valmassoi, Giulia Valmassoi is spearheading the company's growth in the U.S. and Canada. Since launching the brand in North America in 2013, it has attracted \$2.5 million in annual sales, and grew in the double digits last year. Thema's eyewear, manufactured in Miami since 2017, is now available in more than 1,000 optical retailers nationwide. Last year, *Vision Monday* recognized her as one of the Most Influential Women in Optical.

PEARL OF WISDOM: Aim to use your words and actions to leave a positive mark on this world. That is how you'll find lasting success in your life, creating a movement even bigger than yourself.

DESCRIBE A TIME YOU WERE FACING POSSIBLE FAILURE AND HOW YOU OVERCAME IT. When I started this business, I was very young with zero experience. I thought I could have never made it to the top by myself. Then, I convinced myself that when one is smaller, by definition, they must be more agile, faster and more innovative. That's what I did.

WHAT'S THE MOST IMPORTANT PART OF YOUR DAILY ROUTINE? Interacting with my employees.

HOW DO YOU SHAKE OFF STRESS? For me, there's nothing quite as relaxing as staying with my dog and getting out on the water, whether it's sailing or just relaxing on the

shore. My dog comes to the office every day with me.

IF YOU WERE ASKED TO DO A TED TALK, WHAT TOPIC WOULD IT BE ON AND WHY? The Future of Retail: How product personalization has become one of the hottest trends in most industries.

WHAT CAR SUMS UP YOUR PERSONALITY? Fiat 500 (vintage model), a timeless Italian Icon

A SUPERPOWER YOU WISH YOU HAD? The ability to control or stop time

IF YOU COULD LUNCH WITH ANYONE, ALIVE OR NOT, WHO WOULD IT BE? Oprah Winfrey



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**Thank you for
inspiring us.**

Carlton Fields congratulates **Amy Furness**, Miami Office Co-Managing Shareholder, and all 2020 Most Influential Business Women Award honorees, for their leadership, performance, innovation, and community service.

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Susie Levan

Named as one of the SFBJ Top 25 Most Influential Business Women in South Florida for 2020. Thanks to all the honorees for your inspiration and dedication to our community.

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IN SOUTH FLORIDA

PHILANTHROPY



Susanne Cornfeld Hurowitz
Board Member
Community Foundation of Broward Inc.

Susanne Cornfeld Hurowitz has been selected to join the Community Foundation of Broward Board of Directors. Hurowitz is President of HB Capital Group, a privately-held, real estate investment and management company. She was formerly President of SCH Consulting. Susanne is currently on several Boards including Memorial Hospital Foundation, Nova Southeastern University and the Institute for Children and Poverty. She holds a BA from Tufts University and an MBA from Columbia University.



Dara Levan
Board Member
Community Foundation of Broward Inc.

Dara Levan has been selected to join the Community Foundation of Broward Board of Directors. Levan is a communication specialist, writer and editor who publishes the weekly blog and website, Every Soul Has A Story. She previously worked as a speech-language pathologist and has edited several published books. She is currently a member of the United Way of Broward County Tocqueville Society and a board member of Memorial Hospital Foundation and the Alvin Sherman Library at NSU.



Marcell Haywood
Board Member
Community Foundation of Broward Inc.

Marcell Haywood has been selected to join the Community Foundation of Broward Board of Directors. Haywood is CEO of Thesis Holdings and Founder & CEO of Encompass Onsite Solutions. He is also a board member of Holy Cross Hospital and Broward Workshop. Haywood graduated Magna Cum Laude from Florida State University with a Master's degree in Information Technology and has received continuing executive education at London Business School.



David W. Horvitz
Board Member
Community Foundation of Broward Inc.

David W. Horvitz has been selected to join the Community Foundation of Broward Board of Directors. Horvitz is the Chairman of the Board and Chief Executive Officer of SouthOcean Capital Partners, and previously Chairman of WLD Enterprises. He is also a board member of United States Artists and a founder and former chair of the board of Camp Boggy Creek. He is a graduate of Kenyon College and has a J.D. from the University of Florida College of Law.

PHILANTHROPY



Mark Kotler
Senior Director
Community Foundation of Broward Inc.

Mark Kotler has joined the Community Foundation of Broward as Senior Director, Philanthropic Services. Kotler has more than 30 years of experience in nonprofit development and has held senior positions at the American Committee for the Weizmann Institute of Science, the National Multiple Sclerosis Society and the American Red Cross of Greater Miami and the Keys. He is a graduate of Binghamton University in New York with a bachelor's degree in English and General Literature.

COMMERCIAL REAL ESTATE



Ann Klee
Executive Vice President
Suffolk

Suffolk, one of the most innovative and successful builders and real estate enterprises in the country, announced it has hired former General Electric Company (GE) vice president Ann Klee as its new executive vice president. In her new role, Ms. Klee will be responsible for leading Suffolk's national business development function and external and government affairs, with the goal of expanding the company's presence nationally.

LEGAL SERVICES



Abigail Roberts
Partner
RumbergerKirk

Abigail Roberts practices in the areas of aviation law, drone law and appeals. She represents airlines in matters involving the Warsaw and Montreal Conventions, negligence claims, security issues, as well as catastrophic injuries and wrongful death.

AVIATION VIP SERVICES AND REAL ESTATE



Lisa Holland
President
Sheltair Aviation

Lisa will oversee the day-to-day operations and manage the company's continued growth in FBO services, aviation real estate development, leasing, and construction management.

CLASSIFIEDS

Contact Kim Cabrera at 786-533-8205 or kcabrera@bizjournals.com to advertise

PUBLIC NOTICES

NOTICE OF SALE

RAINBOW TITLE & LIEN, INC.
3389 SHERIDAN ST PMB 221
HOLLYWOOD, FLA 33021
(954) 920-6020
Rainbow Title & Lien, Inc. will sell at Public Sale at Auction the following vehicles to satisfy lien pursuant to Chapter 713.78 of the Florida Statutes on April 02, 2020 at 10 A.M.
*** AUCTION WILL OCCUR WHERE EACH VEHICLE IS LOCATED ***
2007 AUDI, VIN#
WA1JNF78PX7A098258
2015 TOYOTA, VIN#
2T1BURHE4FC468040
Located at: 4751 SW 30TH ST, DAVIE, FL 33314 I
2002 MITSUBISHI, VIN#
JA4MT41R22J025843
Located at: 2550 S PARK RD, PEMBROKE PARK, FL 33009
2016 TA01, VIN#
L9NTELK3G1200465
2006 MAZDA, VIN#
JM1NC25F26011843
Located at: 7540 W. MCNAB RD BAY E25-26, NORTH LAUDERDALE, FL 33068
2012 CHEVROLET, VIN#
2GNFLEEKXC6273877
2002 PONTIAC, VIN#
1G2NF12F82C102633
1998 CHEVROLET, VIN#
1GCCS1941W8225153
2003 CHEVROLET, VIN#
2G1WW12EX39211703
2014 CHEVROLET, VIN#
2G1115SL3E9200897
2004 HONDA, VIN#
1HGCM56834A028291
Located at: 2150 SW 58TH WAY, WEST PARK, FL 33023 I
2006 CHEVROLET, VIN#
2GCEC13T861126709
Located at: 8112 NW 75TH AVENUE, TAMARAC, FL 33319 I
2013 HYUNDAI, VIN#
5NPDH4AEXDH429988 1998 FORD, VIN# 1FAPF52S6WA191644
Located at: 2350 SW 57TH WAY, WEST PARK, FL 33023 -
2013 KIA, VIN#
5XYKT3A15DG401438
Located at: 2309 SW 60TH WAY, MIRAMAR, FL 33023
1996 TOYOTA, VIN#
4T1BG12K9TU918539
2010 MAZDA, VIN#
1YVH28CH7A5M19907
Located at: 746 NW 5TH AVE, FT LAUDERDALE, FL 33311
2008 FORD, VIN#
1FMCU03188KA43518
Located at: 5353 S. STATE ROAD 7, DAVIE, FL 33314
2009 MAZDA, VIN#
JM1FE17M890401013
2018 HYUNDAI, VIN#
KMHD74LF9JU664937
Located at: 819 NW 7TH AVE, FT LAUDERDALE, FL 33311
2018 BMW, VIN#
WBA4Z1C55JEA31222
Located at: 2114 PIERCE ST, HOLLYWOOD, FL 33020
2018 YNGF, VIN#
LLOTCPH2JY784227
2014 HYUNDAI, VIN#
5XYZW3LA7EG197536
Located at: 4000 SW 47TH AVE, DAVIE, FL 33314
2005 NISSAN, VIN#
1N4AL11D85C117372 2013 RAM, VIN# 1C6RR6K7DS532466
2004 MERCEDES, VIN#
WDBRF61JX4F527223
2006 CHRYSLER, VIN#
2C3KA53G36H493547
2017 NISSAN, VIN#
JN8AT2MTOHW401511
2008 NISSAN, VIN#
1N4AL21E08N543452 2016 RIYA, VIN# LEHTCB133GR000047
2004 HONDA, VIN#
2HGES16304H600852
Located at: 3816 NW 49TH STREET,
1 of 2 3/13/2020

TAMARAC, FL 33309
Any person(s) claiming any interest(s) in the above vehicles contact: Rainbow Title & Lien, Inc., (954) 920-6020
*** ALL AUCTIONS ARE HELD WITH RESERVE *** Some of the vehicles may have been released prior to auction
LIC # AB-0001256
2 of 2 3/13/2020

NOTICE OF SALE
RAINBOW TITLE & LIEN, INC.
3389 SHERIDAN ST PMB 221
HOLLYWOOD, FLA 33021
(954) 920-6020
Rainbow Title & Lien, Inc. will sell at public sale at auction the following vehicles to satisfy lien pursuant to Chapter 713.585 of the Florida Statutes on 04/02/2020 at 10 A.M. ***Auction will occur where vehicles are located***

2010 Ford
VIN#NMOL57AN3AT034313
Amount: \$11,435.00 At: 6026 SW 23rd St, Miramar, FL 33023
2011 Hyundai
VIN#5NPEC4AC6BH294071
Amount: \$5,700.95 At: 1927 NW 40 Ct, Pompano Bch, FL 33064
2014 Toyota
VIN#2T1BURHE8E079920
Amount: \$5,841.61 At: 1927 NW 40 Ct, Pompano Bch, FL 33064
2018 Nissan
VIN#3N1AB7APXJY347686 Amount: \$5,582.77 At: 1927 NW 40 Ct, Pompano Bch, FL 33064
2013 Infiniti
VIN#JN8CS1MW7DM172816
Amount: \$6,900.00 At: 196 NE 33rd St, Oakland Park, FL 33334
2007 Buick
VIN#2G4WD552X71109047
Amount: \$3,695.78 At: 2080 NW 29th St, Oakland Park, FL 33311
2008 BMW
VIN#WBAWR33598P152593
Amount: \$5,984.70 At: 2309 SW 60th Way, Miramar, FL 33023
2017 Mitsubishi
VIN#JA4AD3A38HZ063674
Amount: \$6,468.75 At: 3873 Pembroke Rd, Hollywood, FL 33021

Notice to owner or Lienor that he has a right to a hearing prior to the scheduled date of sale by filing with the clerk of the court. Owner has the right to recover possession of vehicle by posting bond in accordance with Fla. Statutes Sect. 559.917 Proceeds from the sale of the vehicle after payment lien claimed by lienor will be deposited with the clerk of the court. Any person (s) claiming any interest(s) in the above vehicles contact: RAINBOW TITLE & LIEN, INC. (954-920-6020) **ALL AUCTIONS ARE HELD WITH RESERVE.** 25% Buyers Premium Some vehicles may have been released prior to the sale date.
Lic#AB-000125
Interested Parties must call one day prior to sale.
3/13/2020

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ALL COUNTY TOWING NOTICE OF SALE

THE FOLLOWING AUTOMOBILES WILL BE SOLD AT PUBLIC AUCTION PER FLA. STATUTE 713.78/715.07 FOR CHARGES DUE AT 10:00 AM ON MARCH 30, 2020 AT ALL COUNTY TOWING, 520 NW 7 ST., FT. LAUDERDALE, FL. 33311

2008 BMW WBAWL73598PX44312
2008 CHEVROLET 3GNCA13D88S706739
2013 CHEVROLET 2G1WF5E3XD1243195
2010 DODGE 1B3CC4FD9AN164231
2010 DODGE 3D4PG4FB8AT224599
1994 FORD 1FDPK74CXRVA34898
2004 FORD 1FTYR44U54PA02658
2000 HONDA 1HGCG5643YA148957
1999 JEEP 1J4GW5850XC681344
2005 KIA KNAFE121355124391
2000 MERCURY 1MEFM55S7YA625277
2000 SUZUKI JS2GB41S2Y5180991
LOAD RITE TRAILER 5A4YNSJ1362018385
SEADOO OH0330FV

THE FOLLOWING AUTOMOBILES WILL BE SOLD AT PUBLIC AUCTION PER FLA. STATUTE 713.78/715.07 FOR CHARGES DUE AT 10:00 AM ON MARCH 31, 2020 AT ALL COUNTY TOWING, 520 NW 7 ST., FT. LAUDERDALE, FL. 33311

2017 HYUNDAI 5XYZT3LB7HG412807

THE FOLLOWING AUTOMOBILES WILL BE SOLD AT PUBLIC AUCTION PER FLA. STATUTE 713.78/715.07 FOR CHARGES DUE AT 10:00 AM ON MARCH 30, 2020 AT ALL COUNTY TOWING, 2467 PEMBROKE RD, HOLLYWOOD, FL 33020

2004 CADILLAC 1G6DM577X40114277
2003 CHEVROLET 1GNDU03E23D193897
1997 DODGE 3B7MC33D5VM598275
2001 FORD 3FAFP13P31R183292
2002 NISSAN 1N4AL11D12C136776
2006 NISSAN 5N1AN08W66C507051
2009 NISSAN 3N1BC13E19L499763
2014 TOYOTA 4T1BF1FK0EUS311168

THE FOLLOWING AUTOMOBILES WILL BE SOLD AT PUBLIC AUCTION PER FLA. STATUTE 713.78/715.07 FOR CHARGES DUE AT 10:00 AM ON MARCH 30, 2020 AT ALL COUNTY TOWING, 1865 NW 22 ST, POMPAHO BEACH, FL 33069

2007 HYUNDAI 5NPET46C77H262181
3/13/2020

NOTICE OF SALE

FLORIDA FINEST LIEN SERVICE

Will sell at public sale at auction the following vessel(s) to satisfy lien pursuant to Chapter 328.17 of the Florida Statutes on April 8, 2020 at 9A.M.
1987 HGY Vessel 38' HIN
HGY40045C787
Owner1: Stephen E. Martin
Owner2: Carla Steele Martin
Owner3: Curtis L. Johnson
Location: 151 N. Beach Rd., Dania Beach, FL 33004

AUCTION WILL OCCUR WHERE VESSEL(S) ARE LOCATED
Any person(s) claiming any interest(s) in the above vessel(s) contact:
FLORIDA FINEST LIEN SERVICE
(305)549-8787
ALL AUCTIONS ARE HELD WITH RESERVE
Interested parties must call prior to sale date.
Some vessel(s) may have been released prior to the sale date.
3/13/2020-3/20/2020

NOTICE OF SALE

The following vehicles / vessels will be sold at public auction to the highest bidder, in pursuant to FL Statutes 713.78, 713.785, 713.585, 677.102, 677.209 or 677.210 at Lienor's address to satisfy a lien against said vehicles for towing, repairs and/or storage charges. No titles, as is, cash only. Net proceeds deposited with clerk of court; owner/lienholder have right to hearing and post bond; owner may redeem vehicle(s)/vessel(s) for cash sum of lien; auction held in reserve.
D Auto Express Services 3056 S State Road 7 #65 Miramar, FL 33023

Account of Imogene Carter
2006 Mercedes Benz VIN
WDBUF26J86A869944 Cash sum to redeem vehicle is \$2974.00 Sale date is March 29, 2020 at 9 AM
Speedy Towing & Storage 1541 S 21st Ct. Hollywood, FL 33020
Account of Jonathan Alvarez 1992 Suzuki VIN JS4JD31C3N4100884
Cash sum to redeem vehicle is \$4092.80 Sale date is March 22, 2020 at 9 AM
Account of Maciej Siejek 1957 Oldsmobile VIN 578C03670 Cash sum to redeem vehicle is \$3842.42
Sale date is March 22, 2020 at 9 AM
3/13/2020

NOTICE OF SALE

Ted & Stan's Towing gives Notice of Foreclosure of Lien and intent to sell these vehicles on , 10:00 am at 3183 NW S. River Drive Miami, FL 33142, pursuant to subsection 713.78 of the Florida Statutes. Ted & Stan's Towing reserves the right to accept or reject any and/or all bids.

2015 Ford, Transit
Vin# 1FTNR2ZMXFKA40466
Lien Sale Date: 3/27/2020 10:00 a.m

2011 Nissan Versa
Vin# 3N1BC1CP6BL423608
Lien Sale Date: 3/27/2020 10:00 a.m.

2006 Nissan, Altima
Vin# 1N4AL11D96C232886
Lien Sale Date: 4/8/2020 10:00 a.m.
3/13/2020

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KIM CABRERA
786.533.8205

AUCTION



U.S. BANKRUPTCY AUCTION
LIVE AUCTION EVENT APRIL 30TH 11:00 AM ET
6.23 ± ACRE PRIME DEVELOPMENT SITE
3195 W. HALLANDALE BEACH BLVD., PEMBROKE PARK, FL 33023
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MARCH 13-19, 2020

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PUBLIC NOTICES

NOTICE OF PUBLIC AUCTION

Pursuant to Ch 713.585(6) F.S. United American Lien & Recovery as agent w/ power of attorney will sell the following vehicle(s) to the highest bidder; net proceeds deposited with the clerk of court; owner/lienholder has right to hearing and post bond; owner may redeem vehicle for cash sum of lien; all auctions held in reserve Inspect 1 week prior @ lienor facility; cash or cashier check; 18% buyer premium; any person interested ph (954) 563-1999 Sale date April 3, 2020 @ 10:00 am 3411 NW 9th Ave Ft Lauderdale FL 33309

34430 2007 Hummer VIN#: 5GTDN13E678180427 Lienor: Alfonso's Auto Repair Inc 2701 N Armenia Ave Tampa 813-254-8782 Lien Amt \$2175.00

34431 1972 Pontiac VIN#: 2Y27D2W424179 Lienor: Lou's Total Car Care Inc 5050 S Cleveland Ave Ft Myers 239-278-1682 Lien Amt \$5167.60

34432 2008 BMW VIN#: WBAWL73598P178054 Lienor: AN Fort Myers Imports LLC/Autonation Collision Center Ft Myers 4400 Evans Ave Ft Myers 239-938-3170 Lien Amt \$7518.50

34433 2005 Ford VIN#: 1FMZU62K15UB43371 Lienor: Service Center of Orlando Inc 9800 S Orange Ave Orlando 407-888-2582 Lien Amt \$2790.00

34434 2004 Toyota VIN#: JTEZU14R440043123 Lienor: BBurgett LLC 6220 All American Blvd #6213 Orlando 407-466-9235 Lien Amt \$4448.70

34435 2009 Dodge VIN#: 2B3KA43D39H616328 Lienor: BBurgett LLC 6220 All American Blvd #6213 Orlando 407-466-9235 Lien Amt \$6075.00

34436 2006 Buick VIN#: 3G5DA03L76S595121 Lienor: BBurgett LLC 6220 All American Blvd #6213 Orlando 407-466-9235 Lien Amt \$3539.52

34437 2015 Kia VIN#: KNDPBCAC9F7695775 Lienor: Lenny's Auto Service LLC 2354 N Military Trl #201 W Palm Bch 561-408-2706 Lien Amt \$2174.44

34438 2014 Dodge VIN#: 1C6RR6FG7ES214779 Lienor: C & C Automotive Repair Svcs 4680 Dyer Blvd Riviera Bch 561-315-6300 Lien Amt \$4095.00

34439 2009 Nissan VIN#: 1N4AL21E79N540324 Lienor: Europcar Auto Repair LLC 100 Se 4 St Delray Bch 561-278-9743 Lien Amt \$3750.49

34440 2015 Volkswagen VIN#: 1VWAT7A38FC059069 Lienor: County Auto Inc 3068 Lake Worth Rd Lake Worth 561-433-8035 Lien Amt \$4251.31

34441 2013 BMW VIN#: WBADW3C52DJ525972 Lienor: Palm Beach Imports Inc/Braman Motorcars 2901 Okeechobee Blvd W Palm Bch 561-640-2900 Lien

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Amt \$7429.55

34442 2017 Honda VIN#: 1HGCR2F52HA180218 Lienor: Ed Daley Motors Inc/Simmon's Auto Body 14705 NW 22 Ct Opa Locka 754-281-0959 Lien Amt \$4885.00

34443 2009 Mercedes VIN#: WDDNG66X29A257906 Lienor: LP Evans Motors of WPB Inc/Mercedes Benz of Miami 1200 NW 167 St Miami Grdns 305-919-8000 Lien Amt \$7661.50

34444 2001 Mercedes VIN#: WDBKK49F91F204844 Lienor: LP Evans Motors of WPB Inc/Mercedes Benz of Miami 1200 NW 167 St Miami Grdns 305-919-8000 Lien Amt \$6618.19

34445 2013 Mercedes VIN#: WDDGF4HB7DA768574 Lienor: LP Evans Motors of WPB Inc/Mercedes Benz of Miami 1200 NW 167 St Miami Grdns 305-919-8000 Lien Amt \$7897.21

34446 2013 Mercedes VIN#: WDDGF4HB8DA793063 Lienor: LP Evans Motors of WPB Inc/Mercedes Benz of Miami 1200 NW 167 St Miami Grdns 305-919-8000 Lien Amt \$4920.99

34447 2007 Lexus VIN#: JTHBK262472040800 Lienor: Countyline Auto Center Inc/Lexus of No Miami 14100 Biscayne Blvd No Miami 305-372-1400 Lien Amt \$2844.43

34448 2006 Lexus VIN#: JTHBN96SX65004445 Lienor: Countyline Auto Center Inc/Lexus of No Miami 14100 Biscayne Blvd No Miami 305-372-1400 Lien Amt \$5506.94

34449 2005 Nissan VIN#: 1N4BL11D75N906766 Lienor: Spice Island Auto Repair LLC 7527 W Oakland Park Blvd Lauderdale 954-776-1149 Lien Amt \$4052.66

34450 2017 Nissan VIN#: 5N1DR2MN4HC909485 Lienor: MNBLR Inc/Master Auto Body 825 NW 61 St Ft Lauderdale 954-776-1990 Lien Amt \$7152.04

34451 2012 BMW VIN#: 5UXZV8C52CL422576 Lienor: Holman Automotive Inc/Lauderdale BMW of Ft Lauderdale 2601 N Andrews Ave Ft Lauderdale 954-763-4777 Lien Amt \$4973.24

34452 2006 BMW VIN#: WBSNB93536B583584 Lienor: V & S Auto Body Tech Inc 1919 NW 21 St #A Pompano Bch 954-975-0680 Lien Amt \$8236.00

34453 2005 BMW VIN#: 5UXFB53555LV11569 Lienor: V & S Auto Body Tech Inc 1919 NW 21 St #A Pompano Bch 954-975-0680 Lien Amt \$3421.00

34454 2018 Nissan VIN#: KNMAT2MT7JP584613 Lienor: Lorenzo Enterprises FI Corp/Lorenzo Nissan Ft Lauderdale 1051 S Federal Hwy Ft Lauderdale 954-527-3400 Lien Amt \$3552.39

34455 2019 Nissan VIN#: 3N1AB7AP1KY280638 Lienor: Lorenzo Enterprises FI Corp/Lorenzo Nissan Ft Lauderdale 1051 S Federal Hwy Ft Lauderdale 954-527-3400 Lien Amt \$3552.39

34456 2018 Nissan VIN#: 3N1CP5CU3JL512024 Lienor:

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Lorenzo Enterprises FI Corp/Lorenzo Nissan Ft Lauderdale 1051 S Federal Hwy Ft Lauderdale 954-527-3400 Lien Amt \$3552.39

34457 2018 Nissan VIN#: 5N1AT2MT7JC774141 Lienor: Lorenzo Enterprises FI Corp/Lorenzo Nissan Ft Lauderdale 1051 S Federal Hwy Ft Lauderdale 954-527-3400 Lien Amt \$4065.58

Sale Date April 10, 2020 @ 10:00 am 3411 NW 9th Ave #707 Ft Lauderdale FL 33309

34459 2000 Isuzu VIN#: JACDJ58X1Y7J00235 Lienor: Elite Automotive Consulting/Aamco Transmissions 125 NE 23 Ave #E Gainesville 352-378-7288 Lien Amt \$5392.32

34460 2009 BMW VIN#: WBANV935X9C132842 Lienor: Tom Bush Volkswagen Inc/Tom Bush Regency Motors 9850 Atlantic Blvd Jacksonville 904-725-0911 Lien Amt \$2125.08

34461 2014 Toyota VIN#: 4T3ZK3BB3EU067406 Lienor: Puerto Rico Auto Sve & Body Works 1060 E Carroll St Kissimmee 407-343-8199 Lien Amt \$5143.00

34462 2005 Nissan VIN#: 5N1AA08AX5N713086 Lienor: Gerry's Auto Repair Inc 1417 E Vine St Kissimmee 407-932-5009 Lien Amt \$3903.22

34463 2011 BMW VIN#: WBAFU7C54BC778606 Lienor: Kingkoupe Auto Repair LLC 888 Duncan Ave Kissimmee 407-978-6775 Lien Amt \$5986.78

34464 2016 Toyota VIN#: 5TFDW5F15GX577749 Lienor: L & M Motors 5712 15th St E Bradenton 941-592-0034 Lien Amt \$15504.00

34465 2008 Ford VIN#: 1FMFU15508LA87218 Lienor: Sam Galloway Ford Inc/The Collision Ctr at Galloway Direct 15565 S Tamiami Trl Ft Myers 239-274-2480 Lien Amt \$7799.18

34467 2013 Ford VIN#: 3FA6POH77DR346470 Lienor: Sam Galloway Ford Inc/The Collision Ctr at Galloway Direct 15565 S Tamiami Trl Ft Myers 239-274-2480 Lien Amt \$4703.66

34468 2004 Ford VIN#: 1FTRX12W04NA90432 Lienor: Sam Galloway Ford Inc/The Collision Ctr at Galloway Direct 15565 S Tamiami Trl Ft Myers 239-274-2480 Lien Amt \$2909.20

34469 1996 Kawasaki VIN#: JKBVNCB18TA037302 Lienor: Motorcycle Parts & Accessories/Everything Motorcycles.com 12948B SW 87 Ave Miami 305-238-0005 Lien Amt \$3445.00

34470 1968 Cord VIN#: S18S Lienor: Shel's Auto Repair LLC 7150 Devons Rd #5 Riviera Bch 561-685-0982 Lien Amt \$12959.00

34471 2005 Yamaha VIN#: JYARN13E45A016284 Lienor:

3 of 4 3/13/2020

Image Customs LLC 350 Business Park Way #105 Royal Palm Bch 561-793-0606 Lien Amt \$2672.00

34472 2014 GMC VIN#: 3GTP1VEC9EG209770 Lienor: Diaz Mobile Auto Svc Inc 1750 Osceola Dr #3 W Palm Bch 561-502-7668 Lien Amt \$8043.75

34473 2012 Toyota VIN#: 5TFJU4GN5CX023271 Lienor: Surprise Motors Inc/Pioneer Auto Care 401 N Railroad Ave Boynton Bch 561-375-7977 Lien Amt \$8660.22

34474 2019 Mitsubishi VIN#: ML32F3FJ2KH16489 Lienor: Southern Automotive Dealer Group Corp/Delray Mitsubishi 1800 N Federal Hwy Delray Bch 561-926-9599 Lien Amt \$3694.72

34475 2013 Ford VIN#: 1FM5K7D83DGC43416 Lienor: English Car Care LLC 737 NW 8 Ave Ft Lauderdale 954-854-4403 Lien Amt \$5047.08

34476 2014 Hyundai VIN#: 5NPEB4AC7EH925479 Lienor: PGH International LLC/Maaco Collision Repair & Auto Painting 1825 S Powerline Rd Deerfield Bch 954-429-0308 Lien Amt \$4885.00

34477 2014 Dodge VIN#: 1C4RDJG66EC501599 Lienor: Vic's Automotive & AC Inc 2021 Sw 70 Ave #B3 Davie 954-793-2094 Lien Amt \$22809.46

34478 2018 Chevrolet VIN#: 1G1YE3D76J5382738 Lienor: Autotronics USA Enterprises 246 N St 7 Margate 954-917-5060 Lien Amt \$15323.65

34479 2011 Mini VIN#: WMWSU3C54BTX96353 Lienor: Pompano Imports Inc/Vista Motor Co/Coconut Crk 4401 W Sample Rd Coconut Crk 954-935-1700 Lien Amt \$4787.06

34480 2012 Mini VIN#: WMWZB3C55CWM30535 Lienor: Pompano Imports Inc/Vista Motor Co/Coconut Crk 4401 W Sample Rd Coconut Crk 954-935-1700 Lien Amt \$4766.73

Licensed Auctioneers FLAB422 FLAU 765 & 1911

4 of 4 3/13/2020

NOTICE OF PUBLIC AUCTION

Pursuant F.S. 328.17, United American Lien & Recovery as agent w/ power of attorney will sell the following vessel(s) to the highest bidder. Inspect 1 week prior @ marina; cash or cashier check; 18% buyer prem; all auctions are held w/ reserve; any persons interested ph 954-563-1999

Sale Date March 27, 2020 @ 10:00 am 3411 NW 9th Ave #707 Ft Lauderdale FL 33309

V12766 2001 RGM FL0891LM Hull ID#: RGMMA116K001 in/outboard pleasure gas fiberglass 23ft R/O Eytan Benzeno Lienor: Active Development Co/Keystone Point Marina 1950 NE 135 St No Miami V12767 1991 CDR FL8352HL Hull ID#: CDRR6030K091 inboard pleasure gas fiberglass 35ft R/O James Joseph Griffin Lienor: Marina Resorts/Marina Bay 2424 Marina Bay Dr W Ft Lauderdale V12768 1993 Hydra Sport FL6347ER Hull ID#: HSX4C118M83C outboard pleasure gas fiberglass 23ft R/O Brian Mark Hoffman Lienor: SHM New Port Cove/New Port Cove Marina 255 E 22nd Ct Riviera Bch V12769 2007 TJJ FL1593NL Hull ID#: TJJ2R136A707 outboard pleasure gas fiberglass 22ft R/O David Michael Dudgeon Lienor: WMJB Marine Inc/Palm Beach Yacht Center 7848 S Federal Hwy Hypoluxo V12770 1987 Phoenix MS7882BH Hull ID#: PMG71183C787 inboard pleasure gas fiberglass 36ft R/O Saltybonz Sportsfishing Lienor: WMJB Marine Inc/Palm Beach Yacht Center 7848 S Federal Hwy Hypoluxo

Licensed Auctioneers FLAB422 FLAU765 & 1911

3/6/2020-3/13/2020

NOTICE OF PUBLIC AUCTION

Pursuant to FS 713.78(5) United American Lien & Recovery as agent w/ power of attorney will sell the following vehicle(s)/vessel(s) to the highest bidder; net proceeds deposited with the clerk of court; owner/lienholder have right to hearing and post bond; owner many redeem vehicle(s)/vessel(s) for cash sum of lien; auction held in reserve.

Inspect 1 week prior @ lienor facility; cash or cashier check; 18% buyer prem; any person interested ph (954) 563-1999

Sale Date March 27, 2020 @ 10:00 am 3411 NW 9th Ave #707 Ft Lauderdale FL 33309

34458 2013 Honda VIN#: 2HGFB6E58DH704610 Lienor: FM72 Truck Corp 548 SW 17 Terr Homestead

Licensed Auctioneers FLAB422 FLAU 765 & 1911

3/13/2020

EMPLOYMENT OPPORTUNITIES

Risk Analyst for innovative loan solutions company (Dania Beach, FL). Analyze and manage risk issues by identifying applicant ability to handle loans and define best structure for payment schedule. Recommend ways to control or reduce risk. Document and ensure communication of key risks. 2 years experience in credit risk management. Mail resume to Fabio Torelli at BlincLoans, LLC, 225 E. Dania Beach Boulevard, Suite 202, Dania Beach, FL 33004

Credit Manager (Hollywood, FL) Duties incl analyzing credit/fin'l data to determine degree of risk; review files to identify delinquent acct's. for collection; generate fin'l ratio & prep reports; recommend payment plans. Bachelor's or its foreign equiv req'd in Bus. or Public Administration or rlt'd discipline + 2 yrs exp in job or rlt'd exp in credit analysis. Mail resumes to Full Life Natural Health Products, LLC, Attn: Elsa Gonzalez, Sales Director, 1932 Hollywood Blvd, FL 33020.

Developer needed at Farelogix, Inc. in Miami, FL to support dynamic real-time personalization of pricing information & automatic calculation of airline fares & prices to match travel queries. Must have bachelor's degree in computer field + min 5 months' work exp in agile enterprise full SDLC incl OOP server-side technologies, SOA, web services using soap, writing build & deployment scripts. Remote work available. Apply online at Farelogix.com

Operations Manager. Requirements: 36 months of experience on Job or as Beauty Salon Manager. Send resume to: Diamond Miami Corp., 1022 NE 215 St., North Miami Beach, FL 33179.



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SOUTH FLORIDA SEEN



Soleste Blue Lagoon grand opening

The state Cos. celebrated the grand opening of Soleste Blue Lagoon, a luxury rental community in Miami, on Feb. 20. 1. Seth Heller, Tony Castro and Elisheva Levin. 2. Miguel Poyastro, Robert Suris, Ricardo Caporal, Jeffrey Ardizon and Tony Castro. 3. Jackie Suris and John Rodriguez.



SoFIA Celebrates: Uniting Communities

The South Florida Institute on Aging hosted SoFIA Celebrates: Uniting Communities, a gala honoring community leaders and SoFIA volunteers for their work with the aging community, Feb. 27 in Fort Lauderdale. 1. SoFIA Board Chair and Advisory Council members Ed French, Ted Perrell, Lynn Brewer, Aleida Espinosa and Todd Radosevich. 2. SoFIA volunteer honorees Thelma Love and Geraldine Darrisaw, SoFIA Senior Director of RSVP Kathy Leone, and honorees Christopher Couzens and Albert Durso. 3. AARP Florida Director of State Operations Dionne Polite, Piney Grove Boys Academy student Nathan Smith and SoFIA foster grandparent Dorothy Chestnut.



Florida Atlantic University CAST Party

Florida Atlantic University's Dorothy F. Schmidt College of Arts and Letters held the inaugural Culture, Arts and Society Today (CAST) Party fundraiser Feb. 20 at The Loft at Congress in Boca Raton. 1. Marilyn Weinberg with Jim and Marta Batmasian. 2. Walter and Lalita Janke. 3. Margo Green and Vee Lambert.

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