

SOUTH FLORIDA BUSINESS JOURNAL

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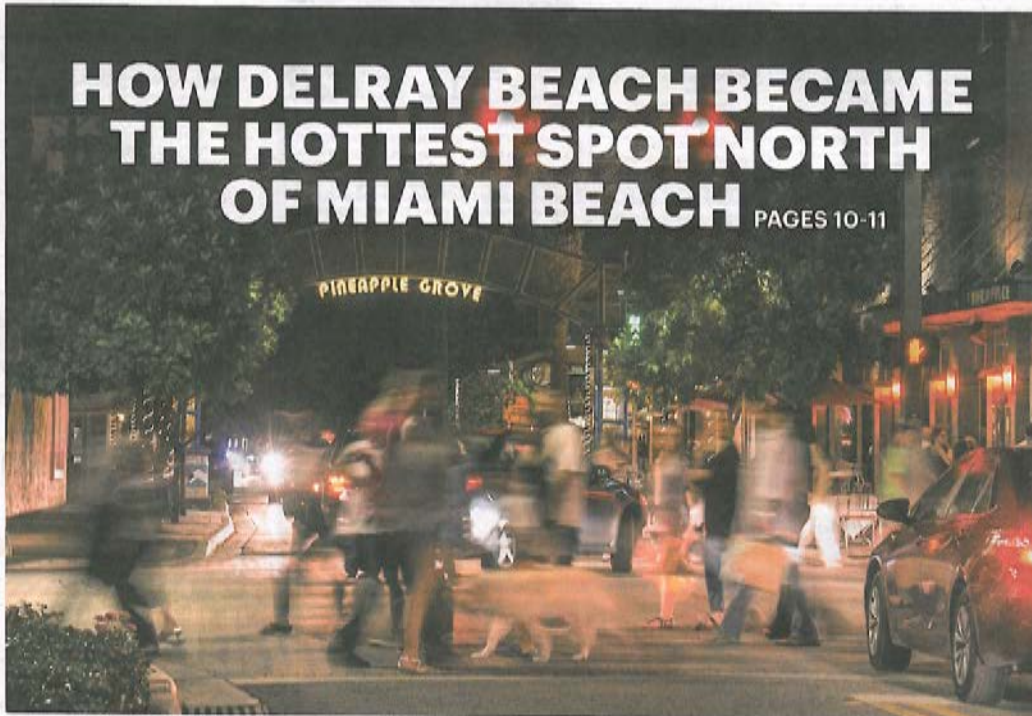
New Miami digs
Business Journal signs lease
for newsroom in Brickell
BRIAN BANDELL, 4



T H E L I S T TOP-SELLING INSURANCE AGENCIES, 36-37

HOW DELRAY BEACH BECAME THE HOTTEST SPOT NORTH OF MIAMI BEACH

PAGES 10-11



JOCK FELICK

EXECUTIVE PROFILE



**A CEO'S TAKE
ON LEADING A
HIGH-STAKES
BUSINESS**

PAGE 38

EMERGE AMERICAS

**Tech conference
kicks off today**

The second annual eMerge Americas tech conference launches today at the Miami Beach Convention Center, where it's expected to draw 10,000 participants.

PAGE 9

BUSINESS OF THE YEAR

**Jackson wins
lifetime award**

The Business Journal is proud to honor AutoNation CEO Mike Jackson with its highest honor in a year when his Fort Lauderdale-based company's success reaches new heights.

PAGES 39-42

POWER LEADERS

**Real estate
leaders honored**

The 2015 Power Leaders in Real Estate highlights 110 individuals for their professional deeds, leadership skills and standing within the area's real estate community.

PAGES 13-30

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POWER LEADERS IN REAL ESTATE

JEFFREY SOFFER

Chairman/CEO, Turnberry Associates
www.turnberry.com
19950 W. Country Club Drive
Aventura 33180
(305) 937-6262

ONE OF the country's most highly regarded real estate developers, Soffer has been dedicated to Turnberry Associates' growth for more than 25 years. He led the \$1 billion expansion and renovation of Turnberry's landmark Fontainebleau Miami Beach, oversees development and management of the company's resort and hotel portfolio, and has built numerous residential landmarks throughout South Florida, across the U.S. and abroad. Soffer recently launched the 52-story Turnberry Ocean Club, and also entered a joint-venture partnership with LeFrak to develop a 183-acre site in North Miami. Turnberry will next introduce the JW Marriott Hotels & Resorts brand to Nashville.

**PHILIP J. SPIEGELMAN**

Principal, ISG World
www.isgworld.com
2875 N.E. 191st St., Suite 200,
Aventura 33180
(305) 931-6511

AS FOUNDER and chairman of ISG World, Spiegelman is widely recognized as one of the world's most successful and influential experts in the marketing and sale of luxury condominium projects. Since founding ISG, he and partner Craig Studnický have been responsible for more than \$8 billion in sales of properties for leading developers. Spiegelman is also a principal of International Realty Services, a leading service provider and consultancy for major investors in the real estate market. He works with the ISG World marketing team to create story angles for the sought-after ISG Miami Report, providing statistics on the Miami market.

**NOËL STEINFELD**

Senior VP, JLL
www.us.jll.com
1221 Brickell Ave., Suite 200,
Miami 33131
(305) 704-1338

STEINFELD focuses on investment sales, strategic repositioning, debt, joint venture structuring and advisory projects for all asset types throughout the southeastern U.S. She has been involved in \$250 million in transactions over the last year, including the sale of Miami's Courvoisier Centre, One Boca Place in Boca Raton and the lease transaction with Berkley Insurance Co. at 600 Brickell at Brickell World Plaza. She also sits on the board of Commercial Industrial Association of South Florida.

**TERRY STILES**

Chairman/CEO, Stiles Co.
www.stiles.com
301 E. Las Olas Blvd.,
Fort Lauderdale 33301
(954) 627-9300

STILES heads a 64-year-old, full-service real estate firm that in 2013 had \$122.9 million in gross billings in South Florida and \$212.9 million in contracts awarded. The company recently expanded into North Carolina, where it is developing Publix-anchored shopping centers, and Nashville, Tennessee, where it is completing a 23-story luxury condominium project. Stiles completed the \$60 million, mixed-use, LEED-certified One Plantation apartments and adjacent 67,000-square-foot retail center project in 2013, and is currently underway with a 254-unit luxury residential tower located one block from Las Olas Boulevard, in downtown Fort Lauderdale.

**JEANNE STORMES**

Senior VP of Property Operations, Flagler
www.flaglerdev.com
2855 Le Jeune Road, 4th floor,
Coral Gables 33134
(305) 520-2300

STORMES oversees the daily operational site management across Flagler's property management portfolio, which consists of more than 8 million square feet of commercial space throughout Florida. Buildings in this managed portfolio are consistently recognized in the real estate community as employing the best in operational standards, with demonstrated tenant and employee retention as key aspects of success. The 30-year industry veteran has been recognized as one of Real Estate Forum's Most Influential Women. She holds a B.A. in corporate finance from the University of North Florida.

**CRAIG S. STUDNICKY**

Principal, ISG World
www.isgworld.com
2875 N.E. 191st St., Suite 200,
Aventura 33180
(305) 931-6511

STUDNICKY brings a wealth of expertise in sales training and management to ISG World, an exclusive sales and marketing firm for developments. In partnership with Philip J. Spiegelman, he has contributed to the development of downtown Miami, plus such cities as Boca Raton, Fort Lauderdale, Las Vegas and Panama City, Panama. Under Studnický's leadership, ISG World in 2011 announced the opening of offices in Argentina, Brazil, Panama and Asia. The firm's research team also provides up-to-date market information and trends through its quarterly ISG Miami Report, covering data on South Florida real estate inventory, buyer demographics and competitive analysis of condo projects.

**ERIC SWANSON**

Director, Real Estate Investment,
Odebrecht USA
www.odebrecht.com
201 Alhambra Circle, Suite 1000,
Coral Gables 33134
(305) 341-8836

IN HIS CURRENT post, Swanson oversees real estate investment with the global organization of Brazilian origin. With a presence in 21 countries, diversified business activities and a decentralized structure, the company does business in engineering and construction, real estate and many other businesses, creating integrated and innovative solutions that serve their clients and their communities. Swanson works within a development/investment team that pursues projects in the private and public markets, specifically focused on transit oriented development and projects located near airports and seaports.

**LON TABATCHNICK**

President, The Lojeta Group
www.lojeta.com
3501 N. Ocean Drive,
Hollywood 33019
(954) 922-6491

TABATCHNICK currently is developing the Margartaville Hollywood Beach Resort, a \$147 million, 350-room resort hotel and convention center on Hollywood Beach. The latest hotel to take shape along Broward's oceanfront, the 17-story property on 5 acres of city of Hollywood land is slated to open in summer 2015 and host its grand opening in November. The Lojeta Group also developed Positano Beach, a 17-unit luxury condominium located next to the Villas of Positano.

**HARRY G. TANGALAKIS**

Senior VP, Industrial Brokerage Services, CBRE
harrytangalakis@cbre.com
200 E. Las Olas Blvd., Suite 1620,
Fort Lauderdale 33301
(954) 745-7651

TANGALAKIS is a top industrial broker who has been involved in the sale of numerous industrial user buildings, multi-tenant and single-tenant investor sales and industrial land opportunities for both build-to-suit and speculation. This extensive background in the various transaction types gives him a wealth of experience and knowledge, which he uses to provide superior client service. In 2014, he and his team completed 77 industrial lease and sale transactions worth \$223 million.

**JAMES "JIMMY" TATE**

Principal, Tate Capital Real Estate Solutions
www.tatecapital.com
1175 N.E. 125th St., Suite 102,
North Miami 33161
(305) 891-1107

JAMES "JIMMY" TATE has been an integral part of the multi-faceted Tate family business for over 25 years. With his brother Kenny, he co-founded Tate Development Corp., which has developed, owned and managed commercial, industrial and residential properties. The various Tate companies have developed and constructed properties in excess of \$500 million, and have owned, operated and managed a real estate portfolio in excess of \$1 billion. The firm has developed, built and/or managed more than 7,000 single and multifamily residences nationwide, plus some 2 million square feet of retail and offices, hotels and casinos, golf courses, motels and industrial parks.

