

GULFSHORE BUSINESS

KNOWLEDGE IS POWER
FEBRUARY 2012



Tenth Anniversary Issue

10 YEARS, FORTY ALL-STARS

10 PEOPLE TO WATCH

10 GREAT IDEAS TO BOOST GROWTH



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ANNIVERSARY

BEST
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GULFSHORE BUSINESS

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CELEBRATING 10 GB YEARS

BY PHIL BORCHMANN AND LORI JOHNSTON Stories start p. 18

10 great ideas to boost the economy • 40 influential people of the past decade • 10 people to watch



10 YEARS, 40 ALL-STARS

COMPILED BY LORI JOHNSTON AND PHIL BORCHMANN

The past 10 years have yielded a wild mix of unprecedented growth and colossal failure compliments of economic forces. Through it all, the well-being of our communities has been guided by strong leaders. Below, we've identified many of these influential people by asking other business leaders and perusing our archives. Space doesn't allow us to feature all of the prominent individuals, but we did our best to include a healthy cross-section—in alphabetical order.



Jack Antaramian
PRESIDENT,
ANTARAMIAN
DEVELOPMENT CORP.

The Massachusetts native helped revive downtown Naples, where his mixed-use residential and commercial buildings transformed Fifth Avenue South into an elegant corridor. His luxury developments abound in Southwest Florida, but it's the Naples Bay Resort project he partnered in that's now catching notice—and not just for its grandeur. It's been beset by legal wrangling and red ink.

The people of influence who have guided our communities during the past decade.

Bill Barnett

FORMER NAPLES MAYOR
Barnett has maxed out his time as mayor of Naples, with a total of 12 years (in three nonconsecutive terms) leading the town. But he's not ready to step away from his civic involvement yet; now he's vying for a city council seat, so that he can continue serving in public office.



Samira Beckwith
PRESIDENT AND CEO,
HOPE HEALTHCARE
SERVICES

In two decades as Hope's leader, she's grown the non-profit from a small storefront to 18 offices in seven counties (expanding into Collier soon), caring daily for more than 2,400 people nearing the end of their lives. Beckwith—a two-time cancer survivor—has been described as a “visionary” by former Gov. Jeb Bush and the recipient of numerous national and local awards.

Lucas Benitez

CO-DIRECTOR, COALITION OF
IMMOKALEE WORKERS

Ronald McDonald and that creepy Burger King “King” mascot don't want to pick a fight with Benitez. The farm worker from Mexico has helped the Coalition of Immokalee Workers successfully take on Taco Bell, McDonald's, Burger King and Subway to fight for fair wages for Florida tomato harvesters.



Wilson Bradshaw
PRESIDENT, FLORIDA
GULF COAST

UNIVERSITY
He had big shoes to fill when Bill Merwin stepped down in 2007, but Bradshaw has received glowing reviews from his board and the community for his performance. That includes backing FGCU's immersion into renewable energy research and partnerships such as one with the Backe Group to eventually create a 1.2-million-square-foot research and development campus.

Dwight Brock

COLLIER COUNTY CLERK OF
COURTS

He fought with some Collier

County officials for several years over his denied request to review a county-related bank account. He filed suit in 2004, beginning a legal battle that reached the Florida Supreme Court. Roughly one year ago, he won, and in December a judge greenlighted his ability to audit bank accounts holding county money.

Robert Cacioppo

FOUNDER AND PRODUCING
ARTISTIC DIRECTOR, FLORIDA
REPERTORY THEATRE

The New York City native opened the Florida Rep in the historic Arcade Theater in downtown Fort Myers in 1998. The ensuing years brought adulation, crowds and notoriety. Wall Street Journal's theater critic Terry Teachout has even stopped by a few times. He once wrote that the theater “is one of America's top repertory companies.”



**Myra Janco
Daniels**

FOUNDING CEO
(NOW RETIRED), NAPLES
PHILHARMONIC CENTER FOR
THE ARTS

The former advertising agency president (and first female in that role) made her mark on Naples by building The Phil into

January 2002

Gulfshore Business debuts under editor Lori Johnston

December 2002

Year-in-review story highlights construction of RSW new airport

May 2003

Editor Lori Johnston moves on, Phil Borchmann moves in

June 2003

Barrett completes his consulting period

July 2003

The magazine runs its first Top Companies list



Southwest Florida's pre-eminent cultural institution. The sensational lineup of performers and artists are worthy of applause, having developed Naples' arts scene into one that exceeds the expectations of its well-heeled visitors and residents.

Don Eslick

CHAIRMAN, ESTERO COUNCIL OF COMMUNITY LEADERS
He's been called "Mr. Estero" for his prolific work to establish strict development standards in this unincorporated community. Eslick helped spearhead a community plan in 2002 that requires developers to present plans to residents before requests go before county officials. Since then, the community has guided designs of projects like Lowe's and earlier brushed away Wal-Mart.

Pason Gaddis

PRESIDENT AND PUBLISHER, FLORIDA WEEKLY
He left the News-Press, where he had served as general manager of business development, and started Florida Weekly in 2007. Joined by a few N-P colleagues, Gaddis offered hyper-local coverage of regional, business and entertainment news in Lee and Collier counties. The paper's market has expanded to Charlotte and Palm Beach counties, and circulation has reached 75,000.

Sam Galloway Jr.

PRESIDENT, GALLOWAY FAMILY OF DEALERSHIPS
The leader of this family auto business, circa 1927, has received high praise and recognition locally and nationally. He supports several different charitable organizations throughout Southwest

Florida, from the preservation of the Edison-Ford Winter Estates to raising millions of dollars towards providing food with dignity and hope to local homeless and hungry neighbors.



Todd Gates
CHAIRMAN, GATES
The Virginia

native's mark on the region is evident in high-profile projects such as The Ritz-Carlton and the Phil. But Gates hasn't let the local work and accolades keep him from thinking globally. Gates' forward-thinking strategy has prompted the Naples-based construction services firm to diversify and focus on opportunities in Panama, where it has an office.

J. Dudley Goodlette

ATTORNEY, FORMER STATE REPRESENTATIVE
As a state representative from Naples, he promoted economic development and FGCU's founding and growth, as well as infrastructure needs such as transportation. Goodlette also played a crucial role in standardizing the statewide pre-K program before his legislative tenure ended in 2006.



Amy Gravina
FOUNDER, GRAVINA, SMITH, MATTE &

ARNOLD MARKETING AND PUBLIC RELATIONS
Since 1983, Gravina has played influential behind-the-scenes roles in many initiatives and public/private partnerships including marketing Naples tourism internationally, helping to launch FGCU, shaping the future of Southwest Florida with Bonita Bay Group, generating transportation funding, influencing water quality and

building consensus on environmental, government and business issues.



Ray Judah
COMMISSIONER, LEE COUNTY BOARD

He resigned his position as principal land-use planner for Lee County in 1988 to run for a commission seat, largely driven by a sense of environmental stewardship. Over the years, he led conversations on water quality, land conservation and pollution, particularly from farm run-off. In 2007, the Florida Wildlife Federation named him Conservationist of the Year.

Wayne Kirkwood

PRESIDENT, KIRKWOOD ELECTRIC
His deep community and business roots—he runs a fourth-generation company—have made Kirkwood a sought-after guru for various organizations in Southwest Florida. For example, he has served on Horizon Council for several years and is now president. He's been involved in Lee County's \$25-million First Incentive Program that has helped companies expand and create jobs.

Bruce Laishley

VICE PRESIDENT, SOUTHWEST LAND DEVELOPERS INC.
Since 1975, Laishley has owned and operated retail stores and businesses in Charlotte County. His ventures include Smuggler's Enterprises, which runs four restaurants; Southwest Engineering & Design Inc.; and Laishley Park Municipal Marina. Laishley also built Punta Gorda's Airport Commerce Center and its 373-acre landfill.

Norman Love

CHEF/OWNER, NORMAN LOVE CONFECTIONS
In 2001, Norman Love Confections opened in Fort Myers with three employees. Today, it has grown to 38, opened a second location in Naples and partnered with Godiva and Fannie May. His company attracts positive national attention for Southwest Florida and annually supports hundreds of philanthropic organizations. His entrepreneurial spirit continues in 2012 with the opening of Artisan Gelato by Norman Love.

Clive Lubner

FORMER PRESIDENT, ROBB & STUCKY INTERIORS
The South Africa native bought into the company in 1979 and grew the small chain into a high-end, design-oriented operation with stores in Florida, Texas and Arizona. The furnishings graced countless homes in our region. The company went into bankruptcy last year and was sold, but Lubner and his son, Daniel, recently launched a CliveDaniel-Home.

David Lucas

CHAIRMAN OF THE BOARD, BONITA BAY GROUP
Under Lucas' leadership, the Bonita Springs-based company became a prominent developer of high-end communities, although it recently fought off bankruptcy by selling golf communities. Lucas' philanthropy also built up major institutions and nonprofit organizations, as a member of the FGCU board of trustees and the board for the United Way of Lee County.



Scott Lutgert
CHAIRMAN, THE LUTGERT COS.

GB TIMELINE Highlights from Gulfshore Business magazine's past 10 years.

September 2003
40-under-40 story and awards event debut

December 2004
Former WCI boss Al Hoffman gets personal

April 2005
Associate publisher Rob Wardlaw joins the magazine as an account rep

May 2005
The late FGCU president Bill Merwin weighs in on its tremendous growth

(PREMIER SOTHEBY'S INTERNATIONAL REALTY, LUTGERT INSURANCE AND LUTGERT TITLE)
Lutgert's beachfront high-rises in the Park Shore neighborhood and stroll-worthy shopping centers, including The Village on Venetian Bay and Mercato, have changed the local landscape. Those aren't the only high-profile activities connected with Lutgert—he and wife Simone are trustees of the Naples Children & Education Foundation, which holds the Naples Winter Wine Festival, and he's chairman of the board of trustees for FGCU.

Gail Markham
FOUNDER AND PARTNER, MARKHAM NORTON MOSTELLER WRIGHT & CO. Markham's accounting and consulting firm has proven wrong people who questioned that her female-run business would make it here. Markham, an abuse survivor, also seeks to help girls served by the PACE Center for Girls of Lee County. As board chairwoman, she is heading up a \$3 million capital campaign to open a new school for the girls.

Phil McCabe
OWNER, INN ON FIFTH AND MCCABE'S IRISH PUB & GRILL While some hoteliers and restaurateurs have given up, McCabe believes in Naples' tourism appeal. Construction is underway on a \$15 million, 40,000-square-foot building on Fifth Avenue that will add 32 hotel rooms. Philanthropically, McCabe's contributions to The Education Foundation of Collier County's Take Stock in Children Program has helped 45 students go to college.



Terry McMahan
PRESIDENT, HODGES UNIVERSITY

He took over the reins of what was called International College in 1990 when it held classes in a small Naples storefront. Under his leadership, the private institution grew rapidly and expanded to two large, freestanding campuses in Naples and Fort Myers that now serve nearly 3,000 students. In 2007, International College became Hodges University.

Tom Monaghan
FOUNDER, AVE MARIA UNIVERSITY AND AVE MARIA SCHOOL OF LAW The Domino's Pizza mogul donated much of his fortune to creating Ave Maria University in 2003 in devotion to his strong Catholic faith. Now, there's a new campus and town that share the school's name in eastern Collier County. He also backed the law school's move from Michigan to Naples.

Jim Moore
EXECUTIVE DIRECTOR, FORT MYERS REGIONAL PARTNERSHIP He leads the mission to: attract diversified businesses that provide high-wage, high-skilled jobs; retain and encourage expansion of existing businesses; and improve Lee County's business environment. Since he started in 2008, more than 5,000 new direct/indirect jobs and more than \$686 million in economic impact have been committed to.



Abdul'haq Muhammed
EXECUTIVE DIRECTOR, QUALITY OF LIFE CENTER

In his nearly 10 years with the nonprofit, Muhammed

has led programs that support education, youth enrichment, personal development, community development and social services for at-risk youth and their families primarily in Fort Myers. The center also provides nutritious meals and programs for children and adults in a safe environment.



Jim Nathan
PRESIDENT AND CEO, LEE MEMORIAL HEALTH SYSTEM

Nathan has grown Lee Memorial Health System to one of the state's largest health care networks and Lee County's largest employer, with more than 9,000 workers. It acquired Gulf Coast Hospital and Southwest Florida Regional Medical Center, merging them into Gulf Coast Medical Center in 2009. Now, LMHS is raising funds to build a new Children's Hospital.

Nancy Payton
SOUTHWEST FLORIDA FIELD REPRESENTATIVE, FLORIDA WILDLIFE FEDERATION She's been a formidable advocate for environmentally friendly development as well as conservation restoration, the smart use of Florida's natural resources. She helped plan Ave Maria, fought successfully for the Red Sox to leave Edison Farms alone and was named the 2009 recipient of the Pathfinder Award by the Urban Land Institute.

Fred Pezeshkan
CEO, MANHATTAN CONSTRUCTION (FLORIDA) From the Red Sox spring training complex to Veteran's Affairs Clinic, Pezeshkan's firm continues to be awarded multimillion-dollar con-

struction. The Iran native, who received the Ellis Island Medal of Honor in 2006, also co-chairs the Annual Celebration of Reading to benefit the Bush Family Literacy Initiative. Pezeshkan sold his controlling interest in Naples-based Kraft Construction to Manhattan Construction in 2008.

Steve Pontius
EXECUTIVE VICE PRESIDENT, WATERMAN BROADCASTING Pontius arrived in Southwest Florida in the mid-1980s to serve a general manager of the channel now known as NBC-2, and he oversees operations of ABC-7 in Fort Myers, plus an NBC station in Charlottesville, Va. Pontius serves with the Lee County Horizon Council and organizations, including The Foundation for Lee County Public Schools and Junior Achievement of Southwest Florida.

Will Prather
OWNER, PRATHER ENTERTAINMENT GROUP

First Lady Michelle Obama, then campaigning for her husband, made Broadway Palm Dinner Theatre a stop on her tour, showing that Prather's venue isn't just about make believe. The Fort Myers theater joins two others that Prather owns, in Arizona and Pennsylvania, seeking to entertain guests and residents as the country's largest purveyor of dinner theaters.

Anna Rodriguez
FOUNDER, FLORIDA COALITION AGAINST HUMAN TRAFFICKING Her work as a victim advocate with the Collier County Sheriff's office exposed her to a human trafficking case involving a young female, whom Rodriguez eventually

July 2005
Art Director Jesse Adams begins his reign of creativity



January 2006
Developer Syd Kitson talks about his ambitious plans for Babcock Ranch



October 2006
Editor Phil Borchmann departs, Jill Tyrer takes over, David Sandler becomes editor in chief

July 2007
Top Companies reaches its highest peak (to date): 80



helped free. In 2004, she founded the coalition, which now has offices in Bonita Springs, Orlando, Pensacola and Tampa. Rodriguez has received numerous accolades, including induction into the Florida Women's Hall of Fame.

Mayela and Orlando



Rosales
FOUNDERS, MEDIA
VISTA GROUP

The pioneering power couple arrived in Naples from their native Venezuela in 1996 and by 2003 launched a Spanish-language lifestyle magazine, *D'Latinos*, serving the Hispanic community. Eventually, the Rosaleses expanded into television, partnering in *Azteca America*. (Mayela is the host of the popular TV show *D'Latinos al Dia*.) The addition of *Dlatinós.tv* has rounded out their media empire.



Reinhold Schmieding
FOUNDER AND PRESIDENT, ARTHREX

Schmieding's business, which has grown into a \$1.2 billion global manufacturer of medical devices, represents the type of successful high-wage employer that the region needs. Evidence of its stature here: When Arthrex, one of Collier County's largest employers with more than 1,200 employees, protested Jackson Laboratories' coming to Collier, Jackson changed its plans to relocate here.

Judy Sproul

DEVELOPER, AND EXECUTIVE COMMITTEE AND BOARD MEMBER, BARRON COLLIER COS.

The granddaughter of pioneering landowner Barron Collier, Sproul has been developing Grey Oaks since 1990. Barron Collier Cos. has played a key role in the devel-

opment of Ave Maria Town and the university. She has chaired numerous charitable organizations, and in 2010 was named Hodges University Humanitarian of the Year along with her daughters.

Victoria Stephan

FORMER PRESIDENT, JUNIOR ACHIEVEMENT OF SW FLORIDA
Stephen retired in late 2011 after 12 years as president of Junior Achievement of Southwest Florida, whose volunteer network includes executives and professionals seeking to help students improve their financial literacy, work readiness and entrepreneurship skills. She helped increase program growth and volunteer hours, causing the program to receive accolades from JA Worldwide.



Sandy Stilwell
CEO AND FOUNDER,
STILWELL

ENTERPRISES

This serial entrepreneur's businesses include Keylime Bistro, Latte Da Coffee and Paradise Shopping Center on Captiva, and Sunshine Grille in South Fort Myers. But she is also on the scene throughout the region serving on several boards such as Hodges University, Lee County Pace Center for Girls and Gulfshore Life magazine.

Gary Trippe

MANAGING DIRECTOR, BB&T-OSWALD TRIPPE AND CO.
He started his Fort Myers insurance firm in 1982 with one client and one employee, and then built it into a major company with several offices in Florida and North Carolina. In 2009, the OTC was acquired by BB&T Insurance Services. Trippe also has offered the company's backing to numerous causes, such as the Blue Chip Awards.