

# RealEstateFlorida

A Supplement to Real Estate Forum Magazine

May/June 2009

## Forty UNDER Forty

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An incisivemedia publication

### Also in this Issue:

#### Has Office Vacancy Finally Peaked?

page 18

#### Miami-Dade Looks To Grow Into Its Excess Space

page 20



**SCOTT RENAUD, 37**  
Principal  
CNL Commercial Real Estate  
Orlando

Renaud has been successful at combining engineering, property management, leasing and ownership into one targeted approach. He was successful in reducing costs at CNL Center I & II by more than \$215,000 annually.



**RASHID SIAHPOOSH, 38**  
Vice President  
Transwestern  
Miami

Siahpoosh capitalizes on a unique background in business consulting, marketing, sales and finance to offer a comprehensive approach to tenant representation for mid-size offices. His 15-year entrepreneurial background includes helping launch an Internet software company.



**ESTRELLITA SIBILA, 29**  
Associate  
Weiss Serota Helfman Pastoriza Cole & Boniske PL  
Miami

Sibila is the first attorney in Miami-Dade

County to obtain the LEED AP credential from the US Green Building Council. She has devoted her time to educating the community and other lawyers about green building and sustainability, presenting seminars to the Dade County Bar as well as University of Miami law students.



**MATT SMITH, 38**  
VP and General Counsel  
Lake Nona Property Holdings LLC  
Orlando

Smith is involved in all major transactions in the 7,000-acre development of regional impact in Southeast Orlando. His accomplishments include managing various development issues related to the property's 600-acre medical city, entitlement strategy, legislative affairs and ongoing strategic planning.



**DAVID SOBELMAN, 37**  
Executive Vice President  
Calkain Cos.  
Tampa

Sobelman has been with Calkain since its inception and opened its Southeast office three years ago, making it the region's only firm specializing in net lease investment brokerage. He has since procured over \$300 million in net lease listings.

**Marcus & Millichap**  
Real Estate Investment Services

Marcus & Millichap congratulates  
**Matthew Kesterson,**  
**Douglas Mandel**  
and **Alex Zylberglait**  
on being recognized as one of  
*Real Estate Florida's 40 Under 40.*



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CNL COMMERCIAL REAL ESTATE CONGRATULATES  
**GREGG ICKES & SCOTT RENAUD**  
ON BEING RECOGNIZED AS TWO OF  
FLORIDA'S TOP 40 UNDER 40

Great job guys! We are proud of your efforts and leadership. Both of you were critical to the start of our company and we are grateful for your continued commitment to our firm.

*CNL Commercial Real Estate is comprised of a veteran team focused on investment, development and real estate services in commercial markets throughout the United States. The firm operates within the CNL family of companies, a privately held global real estate company. Since its inception in 1973, CNL has formed or acquired companies with more than \$23 billion in assets in all 50 states, including office, industrial, hotel, retail, restaurant, senior housing and lifestyle properties.*

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**WILLIAM VANOS, 37**  
**Partner**  
**Lowndes Drosdick Doster Kantor & Reed**  
**Orlando**

Vanos' practice focuses on all aspects of commercial real estate acquisition and development. Over the past three years, he has assisted clients with more than \$400 million in resort property acquisitions.



**JARED WEINER, 30**  
**Principal**  
**PEBB Enterprises**  
**Fort Lauderdale**

Weiner has been involved in the design, development and construction of several commercial projects, such as the \$45-million Shoppes at Isla Verde in Wellington, totaling 210,000 square feet. He is credited with taking the point on PEBB's development activities before reaching age 30.



**JAY WHELCHER, 38**  
**Vice President**  
**Flagler Real Estate Services**  
**Palm Beach**

Whelchel recently completed the \$97-million sale of an eight-building portfolio

at the Florida Atlantic R&D Park and has completed more than \$200 million worth of third-party investment sales transactions over the past three years. Community involvement includes the Greater Boca Raton Chamber of Commerce, George Snow Foundation and the Boca Blue Group.



**TODD ZEHNER, 39**  
**Chief Operating Officer**  
**Lowe Destination Development**  
**Palm Coast**

Zehner manages the operating assets and staff of Lowe Enterprises' hospitality development subsidiary. He has also been involved in the acquisition, entitlement and development of \$75 million in resort projects including the 500-acre Hammock Beach and 1,000-acre Sawmill Creek golf course community.



**ALEX ZYLBERGLAIT, 37**  
**Associate VP Investments**  
**Marcus & Millichap**  
**Miami**

Over the past nine years, Zylberglait has been involved in the sale of more than \$1.5 billion in real estate transactions and was recognized as the top agent in the Miami office in 2006, 2007 and 2008. He was ranked second nationally in the company's National Office and Industrial Properties Group last year. -REFLA

**Rockefeller Group  
 Development Corporation**

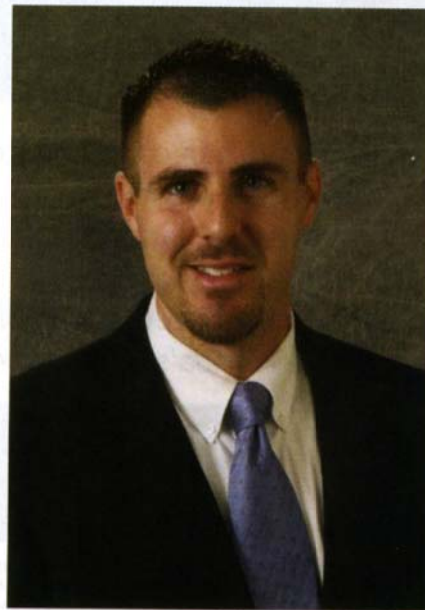
is pleased that  
**Real Estate Florida**  
 has selected  
**Nick Hamann**  
 as one of the  
**40 under 40.**

Edgar C. Jones, Jr.  
 Vice President and  
 Regional Development Officer/Florida  
 Rockefeller Group Development Corporation  
 rockgroupdevelopment.com

*The  
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Congratulations David! The Rowley Group Team is pleased to congratulate David Duckworth on his selection to Real Estate Florida's 40 under 40 Honor.