

South Florida CEO

The Business Magazine of Miami-Dade, Broward & The Palm Beaches

River Renaissance



The Industrial Miami River is now an urban redevelopment hotspot

PLUS:

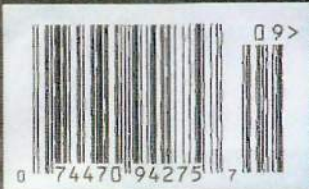
Manny Medina Proves His Critics Wrong, So Far

Jose Concepción Builds His Bank The Old Fashioned Way

Boca's Nabi Keeps The Pipeline Full With New Drugs

Miami River Developer Lissette Calderon

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Commercial Real Estate

land of entrepreneurs.

In the Miami-Dade industrial market, for example, Miami Lakes had positive absorption of 36,000 square feet as of mid-year 2003, compared to negative absorption in Airport West, Hialeah and Central Dade. One reason is the focus which developer Graham Companies has paid to the type of client they serve.

"We're seeing a little more vacancy than we'd like, but industrial has held its own," says Graham Companies vice president Style. "We don't have big box distribution, but bio tech and high tech – the Cordis-type companies of the world. They tend to stay put." They also tend to pay higher rates. While Miami Lakes did lose Kos Pharmaceuticals this year to Weston, "We found the CEO lives in Weston, so we lost the toss of that double-headed coin."

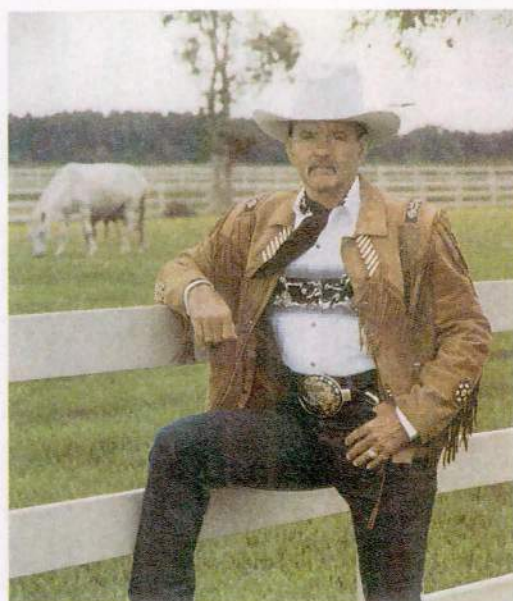
Further north in Broward's Pembroke Pines, developer Ron Bergeron has been highly successful with his Bergeron Park of Commerce and Industry. There, thanks to his rare M3 and M4 zonings, he has been able to accommodate heavy industry. "We have a variety of companies, from auto repair to metal manufacturing," says Bergeron. "True Green is one of the anchor tenants, which required an M3 for

the storage of chemicals."

Bergeron got his zonings decades ago, when his 300-acre development – a former cow pasture – was strip-mined for some 40 million tons of road building materials. Today it is landscaped to produce a "campus like setting," with a special focus on smaller firms. With 250,000 square feet built out, Bergeron plans to break ground on another 250,000 square feet in March 2004.

Another niche player is Levitt Commercial, which specializes in building spec warehouses and then selling the bays to small business owners. "We build a large building and sell the bays, very much like a condo," says Levitt Commercial president Seth Wise. "We're working on five [South Florida] projects – three in Boynton Beach, one in Sunrise, and one under development in Pompano."

Wise says that he works with the Small Business Administration in a program that provides 90 percent financing of the purchase price. "We operate, in our industrial business, in below-radar-size, smaller bays. We operate in less than 10,000 square feet. That market is very vibrant. The larger bays have some areas of softness, but the small bays are doing very



Riding the Edges: Developer Bergeron has parlayed his former cow pastures into warehouse space for heavy industry.

well. Corporate America is circling, but an entrepreneur needs to feed his family."

In the office market, developer Michael Adler is successfully addressing a similar market, with his Flexx Space concept for small- and medium-sized businesses. Adler has taken 2 million square feet of office space he controls in South Florida