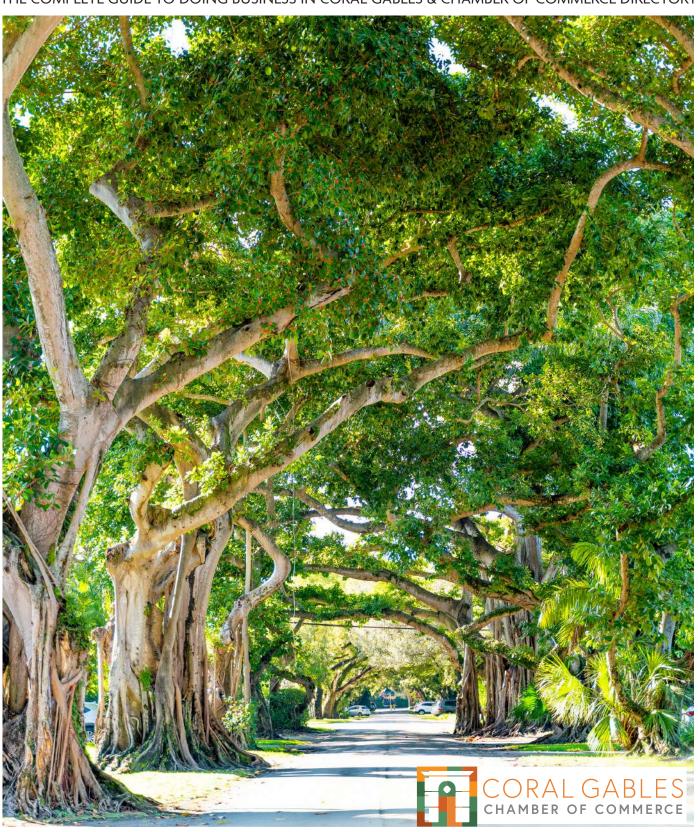
CITY BEAUTIFUL

THE COMPLETE GUIDE TO DOING BUSINESS IN CORAL GABLES & CHAMBER OF COMMERCE DIRECTORY



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Physical Therapy

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Neurology

Neurosurgery

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WELCOME TO CORAL GABLES

As our city approaches its 100th Anniversary, I am proud to say our future has never looked brighter. Coral Gables continues to grow as an international city and hub for business while maintaining an exceptional quality of life for those who live and work here.

Today, more than 10,000 businesses call Coral Gables home. These include more than 100 multinational corporations and regional headquarters, along with an ever-growing roster of small businesses, entrepreneurial enterprises, and professional services. As corporations and businesses continue to move to Florida in record numbers, Coral Gables ranks at the top of the list for the best places to relocate. Why?

Location. We offer more than 11 million square feet of commercial space, including highly desirable new construction within walking distance of our historic downtown and its renowned restaurants, shops, and services. Coral Gables is ideally situated just eight miles from downtown Miami and the adjacent Brickell Avenue financial district with easy access to Florida's Interstate System and two of the region's most powerful economic engines – Miami International Airport and PortMiami.

Lifestyle. Our elegant residential areas include a diverse selection of options for homes ranging from distinctive Mediterranean Revival Style design in lush, tree-lined neighborhoods to new luxury high-rises that offer easy walkability to our Central Business District. Coral Gables

is home to excellent elementary and secondary schools, as well as the University of Miami and its top-rated business school. The city's offerings in the arts, music, and entertainment remain exemplary. Long known as the *City Beautiful*, the Gables takes great pride in its well-landscaped, tidy streets, and, in partnership with residents and the business community, we work to keep it that way.

Leadership. Coral Gables is recognized as a leader in tech-savvy *Smart City* infrastructure that provides an edge in managing municipal services, including new online permitting that expedites the process for establishing a business or beginning a construction project. Smart City advanced technology allows us to deliver traffic management and public safety programs powered by artificial intelligence. We are proud to be at the forefront of innovation in delivering municipal services for emerging businesses looking to set up shop here.

As Mayor, I invite you to discover what makes Coral Gables so special. As is all of Florida, we are a no-income tax entity offering an exceptional quality of life in an excellent locale for domestic or international investment. In partnership with the Coral Gables Chamber of Commerce, we look forward to helping you learn more about our community.

Sincerely,

Vince Lago Mayor

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YOU MAKE THE MEMORIES



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GREETINGS, CORAL GABLES

Welcome to our new businesses, new leaders, new residents, new consumers, and a whole new vibe that has been stoked by the stellar growth and recovery of our community this past year. Yes, it's been an incredibly challenging 30 months for the businesses in the City Beautiful, but together we have embraced our future.

As we continue to define and refine the meaning of a post-pandemic "New Normal" in our community, our downtown is reaping the benefits of a red-hot economic boom. Coral Gables is ripe for opportunity, and I am so proud of our local businesses and their resiliency in the face of an unforgiving pandemic.

The idea of social distancing and mask-wearing was our daily reality in 2020 and 2021, with 2022 giving way to greater engagement, connectivity, and togetherness. During this past summer and into the fall, we have been welcoming a multitude of new businesses, including exciting restaurants featuring chef-driven concepts. Names like Keller, Bernstein, Bachour, Zitzmann, Patel, and Arpaia continue to win awards and raise our profile in the South Florida foodie community.

With our Chamber's centennial less than three years away, the time is perfect to think about our future. This latest edition of our comprehensive business guide and membership directory contemplates just that, produced by our much-valued publishing partner, Coral Gables Maga-

zine, and supported by our city's Economic Development Department. It's just what you need to help navigate all things business in Coral Gables, and get further acquainted with the people and firms that shape our City Beautiful.

Most importantly, you will find detailed information on each of our GEM Level investors, Trustees, and business members – the companies that have made a significant investment in our Chamber and amazing city, and have led with great conviction in the face of a devastating pandemic. We hope you will recognize and honor their commitment by patronizing their establishments throughout the year and trusting them with your business.

Since our founding by the visionary George E. Merrick in 1925, the Coral Gables Chamber of Commerce has been dedicated to making our community an epicenter for business, including a significant nod to the international marketplace and Consular Corps community, while diligently serving our resident, employee, and visitor populations.

As we are ALL IN as a community in the ever-evolving City Beautiful, we will continue to work collaboratively to make Coral Gables the premier destination to do business, raise a family, get a world-class education, enrich your lives, and immerse yourself in unparalleled culture. Thank you for joining us on this journey!

48:

Mark A. Trowbridge President & CEO Coral Gables Chamber of Commerce

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THERE IS NO PLACE LIKE CORAL GABLES

On behalf of the Coral Gables Chamber, welcome to one of the most unique and desirable communities to live, work, play, and learn anywhere in the world.

I am so fortunate to have been born and raised in Coral Gables, with the privilege to witness the growth and evolution of this City Beautiful for many decades. There simply is no comparison to other communities.

Yes, we have it all here. From the most sought-after residences and neighborhoods to the most outstanding schools to the best restaurants and retail stores to the most dynamic corporate business residents (including over 100 global and regional multinational headquarters) to the best healthcare facilities to supreme culture, arts, and athletic facilities – and last but not least, the most engaging Chamber of Commerce!

This year our theme is "ALL IN!" It also happens to be the title of a recent life-changing book written by Allen

Morris. Given the rough past few years dealing with the pandemic and the current (and future) challenges and opportunities, we have decided as a Chamber to go ALL IN.

Specifically, ALL IN for equality, diversity, and inclusion; ALL IN for supporting and growing the success of our community, businesses, and our members; ALL IN to expand our networks like never before; and ALL IN to address the key challenges to and opportunities for our great city.

This Chamber is also so fortunate to have the ALL IN greatness and dedication of CEO Mark Trowbridge and the entire staff that makes this organization excel beyond measure

I look forward to our journey this year and the results. which follow.

Best Regards,

Thad W. Adams Chair, The Coral Gables Chamber of Commerce

Managing Director, The Allen Morris Company

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THE RIGHT PLACE AT THE RIGHT TIME

We are incredibly fortunate to be living and working in Coral Gables, and to be doing so now. We are, in the proverbial sense, at the right place at the right time.

The Greater Miami area is currently experiencing a major influx of population, capital, and corporate relocations attracted by our low taxes, temperate climate, and international connectivity. Coral Gables is in the crosshairs of this explosive growth.

While the rest of the country is suffering increases in crime, shrinking talent pools, high taxes, and an outflow of corporations and residents, our South Florida markets suffer from none of these maladies. Quite to the contrary, we are experiencing growth in construction, real estate sales, corporate relocations, and new hiring from a deepening well of talented, well-educated workers (and recent college graduates). We are, in fact, a recipient of those seeking a better life: a safe and secure neighborhood, high-paying jobs, quality education, top healthcare – even better weather. Coral Gables is simply a better neighborhood to raise a family and enjoy one's life.

South Florida as a whole is experiencing a business renaissance, re-emerging as an international hub for commerce and investment. Coral Gables is a beneficiary as well as a genesis for this expansion. While brand names like Blackstone, Microsoft, Citadel, and Spotify are absorbing

space in Brickell, their executives are buying homes in the Gables. The global offices here in the City Beautiful continue to grow as well, from a relocated ACI Worldwide to an expanded PayCargo, joining such multinational firms as American Airlines, Bacardi, Fresh Del Monte Produce, Tiffany's Latin America, and many others.

The Gables' international community stands to benefit even more, as the post-Covid resurgence results in massive gains in international trade. PortMiami and Miami International Airport's growing trade numbers are exceeding pre-Covid levels. This means job growth, a strong labor market, career opportunities, investment, and strong capital flow. The American Dream. It thrives here. Mr. Rogers would love this neighborhood.

Dante Fascell once said that the greatest insurance policy we have is international trade. It never stops. He was right. Coral Gables, with its proximity to the port and airport, with its strong business infrastructure of banking and finance, legal and accounting, educational facilities, quality global healthcare, magnificent homes, incredible weather (and a population that defines the meaning of "neighborhood") gives credence to Fascell's admonition.

Sincerely,

Richard Roffman Chief Executive Officer and Publisher Coral Gables Magazine

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Photo: Rodolfo Benitez

A COMPLETE GUIDE TO DOING BUSINESS IN CORAL GABLES

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PRESIDENT & CEO Mark A. Trowbridge

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YouTube: GablesCommunications
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CORAL GABLES

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Gables Tour

Founded in 1925, Coral Gables is a city that is dedicated to its history, preserving many of its long-standing historic monuments as well as constantly adding to and changing its skyline to reflect its modernity. Over the near century since its founding, the Gables remains an oasis amidst the high rises of Miami.

LEADING HOTELS

- Aloft Coral Gables
- 2. The Biltmore
- 3. Courtyard by Marriott
- 4. Hotel Colonnade
- 5. Hyatt Regency Coral Gables
- 6. Hotel St. Michel
- 7. THēsis Hotel

ATTRACTIONS & CULTURE

- 8. Actors' Playhouse at Miracle Theatre
- 9. Books & Books
- 10. Coral Gables Art Cinema
- 11. Coral Gables Museum
- Fairchild Tropical Botanic Garden
- 13. Lowe Art Museum
- 14. Matheson Hammock Park & Marina
- 15. Merrick House
- 16. Venetian Pool
- Montgomery Botanical Center
- 2. GableStage

SITES & MONUMENTS

- 18. Alhambra Water Tower
- 19. Alhambra Entrance
- 20. Coral Way Entrance
- 21. De Soto Fountain
- 22. Douglas Entrance
- 23. Granada Entrance
- 24. Country Club Prado Entrance

HISTORIC VILLAGES

- 25. Chinese Village
- 26. Florida Pioneer Village
- 27. Dutch South African Village
- 28. French City Village
- 29. French Country Village
- 30. French Normandy Village
- 31. Italian Village

SHOPPING & DINING

- 32. Shops at Merrick Park
- 33. Miracle Mile Shopping & Dining District
- 34. Giralda Plaza

GOLF COURSES

- 35. Biltmore Golf Course
- 36. Granada Golf Course
- 37. Riviera Golf Course

TENNIS COURTS

- 38. Tennis at Biltmore Hotel
- 39. Jaycee Park
- 40. Phillips Park
- 41. Salvadore Park

CIVIC VENUES

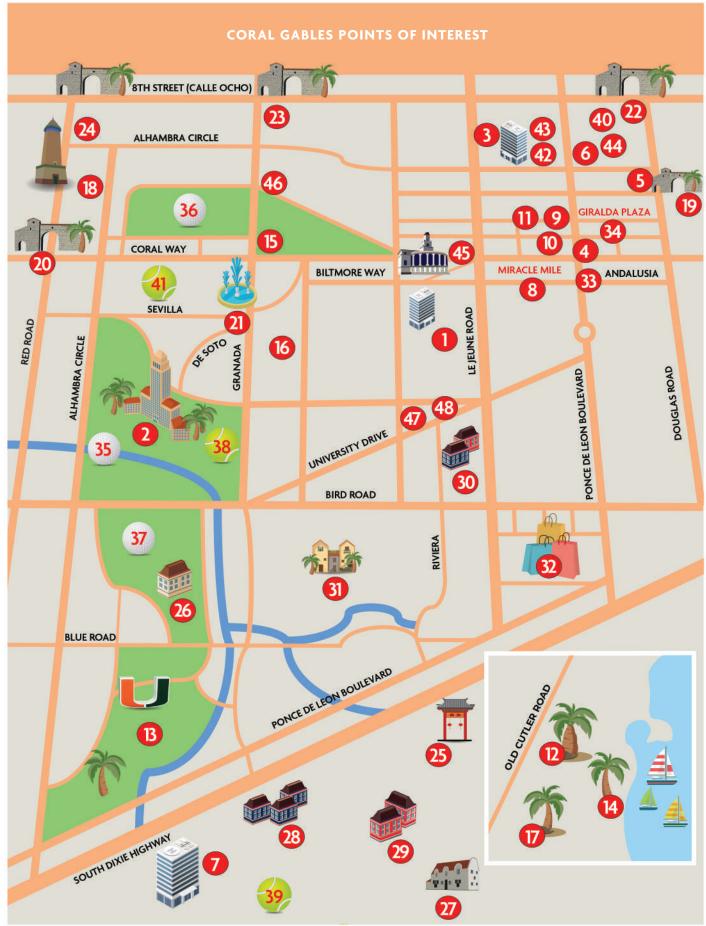
- 42. Chamber of Commerce
- 43. Coral Gables Welcome Center
- 44. Woman's Club
- 45. City Hall
- 46. Coral Gables Country Club
- 47. Coral Gables Library
- 48. Coral Gables War Memorial Youth Center



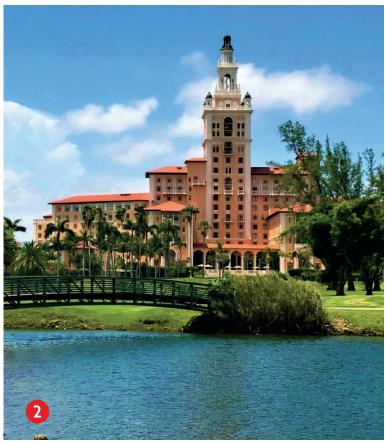


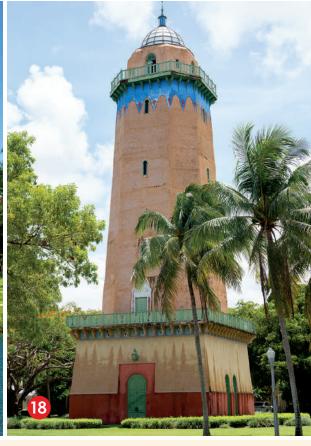






Historic Landmarks





CORAL GABLES 1920s

Historic **Timeline**

1924

City founder George Merrick assembles 3,000 acres of land, plans an ideal community based on the City Beautiful movement of the 1920s, and designs it in the Mediterranean Revival style.

1921

The Alhambra Water Tower is built,

designed to look like a lighthouse. The Venetian Pool is opened, created from a four-acre coral rock quarry used to construct homes and public buildings.

1925

The city is officially founded. The University of Miami is chartered, with land and funding donated by Merrick. The Coral Gables Chamber of Commerce is founded by Merrick.

1926

The city now covers 10,000 acres, with \$100 million spend on development. The Biltmore Hotel and Golf Course open this year, followed by a devastating hurricane that stops development.

CONGREGATIONAL CHURCH 1923



Fairchild Tropical

Botanic Garden is

created by bota-

nist David Fairchild.

VENETIAN POOL OPENS 1924



1936 1942-45

Navy pilots and mechanics are trained in Coral Gables. The Biltmore becomes an Army hospital.

1947

The Miracle Theatre is built, designed by architect William H. Lee.









BILTMORE HOTEL OPENS 1926



BILTMORE HOTEL WAR-TIME 1942-45



MIRACLE MILE OPENS 1955



CORAL GABLES MUSEUM OPENS 2010



1955

The commercial stretch of Coral Way in the city is rebranded as Miracle Mile, thanks to developer/ merchant Albert H. Friedman.

1973

The city adopts its first historic preservation ordinance and establishes its Historic Preservation Board.

2000s

Multinational headquarters for companies like MasTec, Fresh Del Monte Produce, and Bacardi relocate to Coral Gables.

2002

The Shops at Merrick Park opens, replacing a city transportation and storage facility.

2010

The Coral Gables Museum and the Coral Gables Art Cinema open.

2018

The city goes on a campaign to revamp its municipal technologies, winning numerous national awards for its digital infrastructure in the ensuing years.

2021

The city opens its new Public Safety Building and its new Trolley Building.

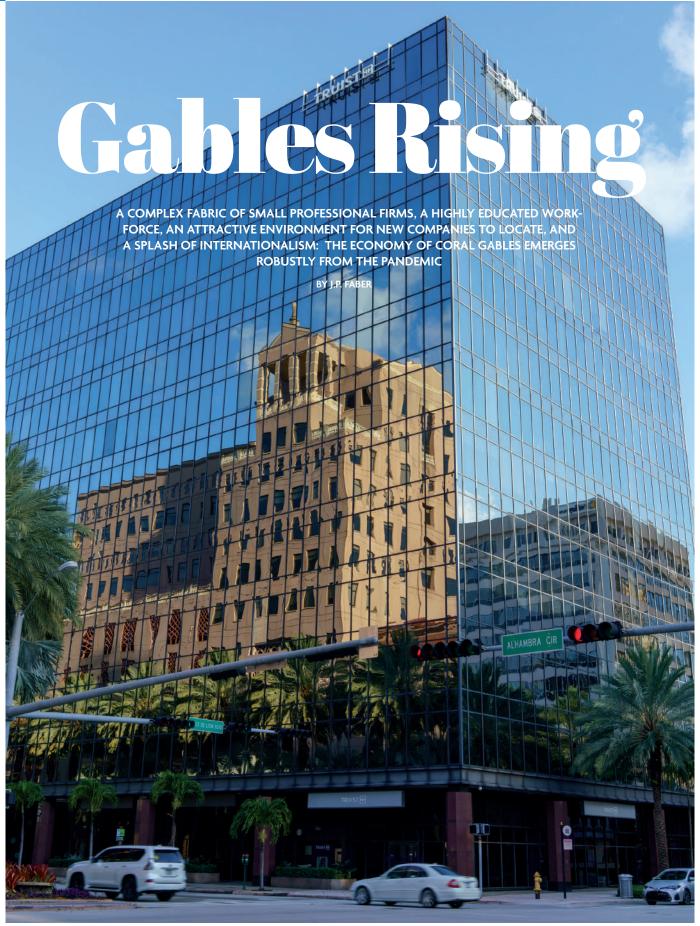


Photo: Rodolfo Benitez



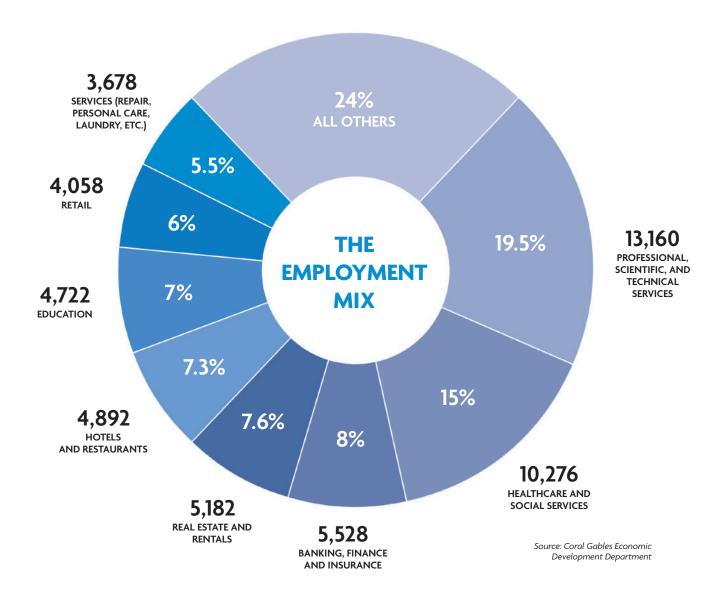
Photo: Rodolfo Benitez

"Small businesses are the backbone. They drive the economy of this city."

MARK A. TROWBRIDGE, PRESIDENT AND CEO OF THE CORAL GABLES CHAMBER OF COMMERCE

Ask anyone who understands the economy of Coral Gables, and they will tell you that it's driven by small-sized businesses. "Small businesses are the backbone," says says Mark Trowbridge, President and CEO of the Coral Gables Chamber of Commerce. "They drive the economy of this city." But what makes Coral Gables thrive is not just its array of small enterprises, but their composition, and how they are evolving. According to GIS Planning Research, there are more than 77,000 employees who work in the Gables,

The Economic Mix of the Gables



LARGEST JOB COUNTS BY INDUSTRY TYPE

PROFESSIONAL, SCIENTIFIC, AND 11,346 JOBS **TECHNICAL SERVICES** ADMINISTRATIVE AND SUPPORT SERVICES 8,297 JOBS ACCOMMODATION AND FOOD SERVICES 7,719 JOBS

Source: GIS Planning

LABOR FORCE AND JOB COUNT

TOTAL EMPLOYEES 77,637 **TOTAL LOCAL LABOR FORCE** 24,122 LOCAL UNEMPLOYMENT RATE 2.6% **BLUE COLLAR WORKERS** 24% WHITE COLLAR WORKERS 75%

Source: GIS Planning



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LEADING EMPLOYERS



EMPLOYERS	EMPLOYEE
UNIVERSITY OF MIAMI	4,895
BAPTIST HEALTH SOUTH FLORIDA/CORPORATE OFFIC	E 2,485
DOCTORS HOSPITAL	2,184
AMERANT BANK	918
CITY OF CORAL GABLES	856
BAYVIEW ASSET MANAGEMENT	788
CORAL GABLES HOSPITAL	659
DADE COUNTY PUBLIC SCHOOLS	602
THE BILTMORE HOTEL	436
THE COLLECTION	351
GABLES ENGINEERING, INC.	313
QUIRCH FOODS	311
BACARDI USA	300
DEL MONTE	285
BILL USSERY MOTORS MERCEDES-BENZ	251
HYATT REGENCY CORAL GABLES	223
HBO LATIN AMERICA	218
BHHS / EWM	211
PROTRANSLATING INC.	199
MILICOM	150
KINDRED HOSPITAL	135
YARD HOUSE RESTAURANT	120
DIAGEO	120
HOME FINANCING CENTER	116
THE COLONNADE HOTEL	111
AMERICAN AIRLINES	103
AMAZON	100
STANTEC	94
AECOM	80

Source: Coral Gables Economic Development Department; company reports



Photo: Jonathan Dann

"This is how the local economy is going to expand and grow, with advanced industries."

JULIAN PEREZ, FORMER DIRECTOR,
CITY ECONOMIC DEVELOPMENT DEPARTMENT

three-quarters of them in white collar jobs. That means most are professionals or office workers.

It is this category where the future of the Gables' economy lies, especially in what former city Economic Development director Julian Perez calls "the advanced industry sectors." These include professional, scientific, and technical consulting services, which generated more than 1,200 new jobs last year and this. Next comes architectural, engineering, and related services, which added another 671 jobs, "a number that is going to increase with the relocation of several consulting firms, including Bermello Ajamil & Partners, which will bring in 150 full-time jobs," says Perez.

Other sectors for future job growth include those in computer systems and design, and in medical technologies and diagnostic labs. "This is how the local economy is going to expand and grow, with advanced industries," says Perez, who served as Economic Development director through August of this year. "They are crucial because of all they bring – innovations and technological advances that will expand



A unique collaboration between leading senior housing provider Belmont Village Senior Living and renowned Baptist Health South Florida is redefining senior living. Belmont Village Coral Gables, opening in 2023, is the first in a series of senior living communities coming to South Florida through this innovative partnership. Along with five-star hospitality and amenities, first-class accommodations, a rich social environment, and first-rate care, Belmont Village Coral Gables will feature Live Healthy by Baptist Health on the ground floor, a wellness-focused center for its residents and seniors in the greater Coral Gables area.



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our business ecosystem."

For Trowbridge, the latest layer of job growth is part of a business evolution that began with the "internationalization" of the Gables economy, which started in the '70s and accelerated in the '90s. This was followed by the arrival of financial services, then the supporting "industries" of legal, accounting, design, marketing, and so forth. "These paved the way to create an environment attractive to all types of businesses," he says. "Today, those industries work together well, in a symbiosis" – with the added "roar" of the real estate industry.

"Coral Gables has a strong multinational, corporate base and many domestic offices for financial institutions, technology companies, and professional service firms," says Tere Blanca, CEO of Blanca Commercial Real Estate which handles The Plaza's office rentals. That contrasts with Miami's Brickell, downtown, and Wynwood, which tend to appeal more to larger venture capital, hedge fund, private equity, consulting, financial-technology (fintech), and cryptocurrency companies, says Blanca.

From a big picture standpoint, Coral Gables' corporate mix has helped it do better in economic activity and employment than most cities, with a 2.6 percent unemployment rate compared to the nation's 3.6 percent rate as of April 2022. What is also driving the economy is the city's affluent population, full of what are known as HENRYs (high earners, not rich yet), who make up a significant percentage of consumers. The median household income of \$101,000, for example, is 50 percent higher than the national average.

The city has also benefited from the flood of new immigrants to Greater Miami from other areas in the country, especially New York. "In terms of where people are coming from," says Laura Kozelouzek of her now nearly full Quest shared-work facility on Ponce, "I see three drivers. Number one is people starting new businesses. Number two is from relocations, from the downtown [Miami] and New York. And three, companies are downsizing, using a hybrid situation."

RETURN OF THE OFFICE WORKER

When the pandemic hit, the most obvious local impact was on the hospitality sector, which lost thousands of jobs in restaurants and hotels. One big reason was that workers who patronized these establishments stayed home. Pre-pandemic, approximately 50,000 people commuted to the Gables each day for their jobs. That army of mostly office workers evaporated during Covid, and has only recently made a recovery, with many businesses still allowing workers to stay at home – at least for some of the time. What worried the commercial real estate industry was that this would lead to a collapse in the office market. But this has not materialized.

"Like everywhere, Covid had a significant impact on the office sector," says Thad Adams, a senior VP at the Allen Morris company, and the incoming chair of the Coral Gables Chamber of Commerce. "But the market conditions, based on companies returning to work, new-to-market companies, and expansions, improved significantly in 2021 and the first two quarters of 2022. Coral Gables is now one of the strongest markets in terms of demand."

Adams says that more office space is now occupied than before the pandemic, despite flexible work schedules. "There continues to be a hybrid work environment, but with the majority of companies having employees in the office four days, not just one or two days," he says. "I don't think we will ever go back to a non-hybrid working



Photo: Rodolfo Benitez

"Coral Gables is now one of the strongest markets in terms of demand."

THAD ADAMS
MANAGING DIRECTOR, THE ALLEN MORRIS COMPANY
CHAIR, CORAL GABLES CHAMBER OF COMMERCE

environment, but the [employee] presence in the office continues to be in demand, for purposes of recruiting, training, and collaboration that you can't do remotely." As Trowbridge puts it, "The rumors of the demise of the great American office are a bit premature."

In the meantime, the Chamber that is being chaired this year by Adams and directed by Trowbridge, continues to welcome the relocation of new businesses, and assist those that are expanding — such as the recent arrivals of ACI Worldwide and HIG Capital, and the merger between Bradesco and BAC. Both Adams and Trowbridge are also looking forward to the opening of the Loews Hotel in the Plaza Coral Gables, which will offer a meeting space for between 500 and 600 people, "larger than any [space] we have had," and another asset to be leveraged.

"What is amazing about Coral Gables is that it is always doing heavier lifting than other communities our size," says Trowbridge. "When you look at our economy in that regard, we are starting from a more advanced place and that gives us tremendous attractiveness. We provide the corporate infrastructure to be successful."

CORAL GABLES

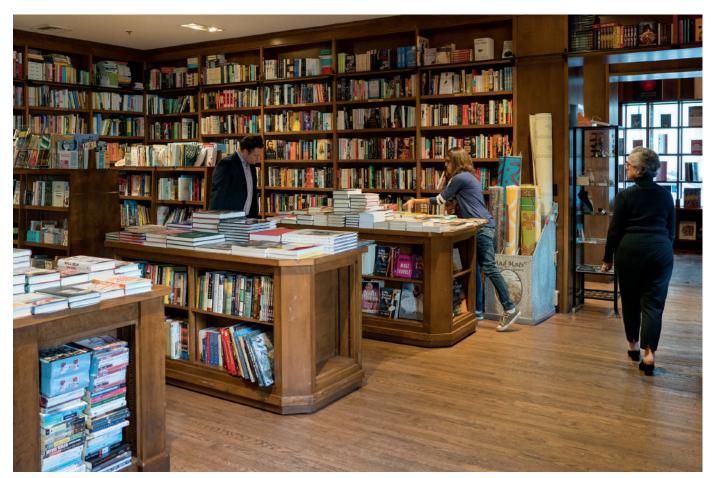


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LOEWS

E Pluribus

WANT TO KNOW WHAT COMPRISES THE GABLES ECONOMY? **SMALL BUSINESSES**



BOOKS & BOOKS, 265 ARAGON AVE

BY J.P. FABER AND KYLIE WANG

oral Gables is nothing if not a quilt-work of small enterprises. That doesn't mean "small" by Federal SBA standards, which caps a small business at 500 employees. It means businesses with less than 10 employees, says Mark A. Trowbridge, President and CEO of the Coral Gables Chamber of Commerce, which translates into 90 percent of the companies that operate in Coral Gables. Drilling down further, about three-quarters of all businesses in the Gables employ four or fewer employees, according to studies by GIS Planning and the Financial Times.

"If you look at Coral Gables in its 100-year history, one cannot deny the importance of small businesses and mom-and-pops for being the heart of our economy," says Trowbridge, who ascribes the city's draw for small businesses to its concentrated support infrastructure. "You could literally open a business on Ponce and Miracle Mile and within a couple of blocks find a CPA, banker, and financial services professional, get your dry cleaning done, have lunch, and pick up a great gift on your way home – and that describes every type of business we have here. The only thing I can't find is a great shoeshine in my lobby."

While the array of mom-and-pop retailers is the most visible manifestation of this, a preponderance of the small businesses here are comprised of highly educated, talented professionals, many of them refugees from larger firms – and more dense urban areas – who've chosen the prestigious location of Coral Gables to hang out their shingles.

Lillian Ser, herself the lead partner in a firm comprising five attorneys, says that the phenomenon of small business profusion is an inherent part of the city's culture. "From what I have seen over the years, because we are an area [Greater Miami] that is so populated by immigrants, starting a business is sometimes at lot easier than making your way up in a corporation. And having a small business is the natural path in many foreign countries."

The wrinkle for the Gables, says Ser, is the professional services spin. "I think for the Gables itself it's more on a professional front — attorneys, designers, architects, etc. I think that is a big portion of it [the small business community] in the city. I have certainly seen such a change in the last 10 years, where Coral Gables itself had a lot more [big] businesses than it has now... I remember how [large law firms] looked down at those of us who set up shop."

In cooperation with the Chamber, Ser & Associates launched an annual Small Business Summit two years ago. In its first year, it attracted about 50 attendees in-person. In 2022, it drew 110. "We look at the future as well as what's going on right now, like how to recruit and retain employees, and how to use Bitcoin... We are trying to focus the Summit on more in-depth topics that are not your typical marketing 101."

Ser's firm itself provides a wide range of services with the small business in mind, a one-stop shop for everything from trademarks to litigation and estate planning – "90 percent" of what a small business requires.

The sense of being a small town, albeit with a cadre of highly educated professionals filling its office buildings, is another hallmark of the Gables, and a draw for small businesses. "I feel like in Coral Gables, because it's a small city within a larger [metropolis], you have a neighborhood feel, and the locals appreciate the small, independent businesses here," says Jill Hornik, the current president of the downtown Business Improvement District. Her family has operated Jae's Jewelers on Miracle Mile for three generations.

Another factor supporting the city's plethora of small professional businesses, as well as its tonier shops, is an affluent population that needs a coterie of service providers.

"We see a lot of customers saying, 'You know what? I'm going to leave a review for you because you guys are a small business and we see that you're competing with Home Depot, and we want to buy from you," says Jonathan Taylor of Andromeda District, whose "biophilic" firm designs "living walls" of plants for its customers, both businesses and individual residents. "We see a lot of people take it



Photo: Jonathan Dann

"People want to keep local businesses going, and they want that level of service."

FRANCESCA VALDES, THE CITY'S RETAIL STRATEGIST, OUTSIDE THE BEN & GIULES POP-UP ON MIRACLE MILE

upon themselves to support local businesses. At the core, I believe that with Covid and everything else that has happened, people understand the value and the power that they have in their hands when it comes to where they invest their money." Says Francesca Valdes of the city's Economic Development Department: "People want to keep local businesses going, and they want that level of service."

Buying from local businesses has long been a priority for many consumers, and the pandemic only accelerated this trend as consumers rushed to save their favorite small businesses. Coral Gables is replete with these small industry titans, from Books & Books to Banana Berry, many of which survived Covid only through customer loyalty

and unique services.

One way to understand the mix of small businesses in the Gables is through its shared workspaces, which are a popular location for small businesses looking to avoid the investment required for everything from conference rooms to kitchens and mailrooms.

"A lot of people want to get into a commercial space where there are other people," says Rishi Kapoor, whose Gables-based firm Location Ventures created the Forum shared workspace on Alhambra. "Personally, I love the energy of my colleagues, the creativity, those atoms bouncing off of each other," he says. "A practical solution is flex space, where you can scale up or down according to your needs." In terms of occupancy at Forum, which is now 90 percent full, "it really is a mix of solo creatives that provide their creative services, plus we have a law firm, political consultants, architects, and so on."

At the Quest shared workspace in the 2525 Ponce building, CEO Laura Kozelouzek reports that 90 percent of her clients are small firms with just a few employees, and that nine out of 10 are professional service providers in real estate, finance, legal, and business consulting, with the remainder providing "creative" services. "One thing I've been finding in the last few years is that, besides professional services, there is an increase of creative businesses. Coral Gables at one point was all attorneys, all weighted toward legal... Now it's a nice mix, a little more diverse."

Regardless of their makeup, says Kapoor, the Gables remains an excellent location to start or expand a small business. "I think we are in one of the greatest places in all of the U.S. for the ecosystem of a small business. You have such a professional ecosystem established here, in banking, finance, great places to entertain – everything consolidated in such a condensed space. What more could you ask for?"

TAKING IT TO THE STREETS

Nothing says small business more than the independent retailers who populate the streets of Coral Gables' commercial districts – the downtown, South Gables, and the Merrick Park district. Right now, retail is thriving, with a high occupancy rate – better than 98 percent city wide, and more than 92 percent on Miracle Mile. "Not to sound overly optimistic, but things are going really well," says Francesca Valdes, the city's retail strategist.

Valdes says she sees several strong trends in the local retail market, including an increase in the number of stores servicing the home furnishing and design market, such as the recent relocation from the Design District to Giralda Avenue by JANUS et Cie, and the opening of the first U.S. showroom for Sierra Muebles, a high-end furniture retailer from Peru that leased nearly 4,500 square feet of space in the Merrick Manor building just south of Bird Road. The company offers handcrafted pieces made from solid wood extracted from forests sustainably harvested and replanted – and as such reflects another trend toward artisanal products. "People are really looking for unique, interesting items," says Valdes, one reason that shopping in stores is still holding its own against online platforms. "Online-only brands are now opening in downtowns nationwide. They see the value of having a physical space where you can touch and feel the items."

A good example is The Bakery, one of Miracle Mile's more controversial recent leases, a one-stop shop for exotic snacks, beers, and smoking products. Owner Raameel Anwaar is a big proponent of the experience of shopping: the friendliness of the face at the counter,



"I think we are in one of the greatest places in all of the U.S. for the ecosystem of a small business."

RISHI KAPOOR OF LOCATION VENTURES, WHICH LAUNCHED FORUM WORKSPACE

the look of the store, the ability to find "something you didn't even know existed because you weren't looking for it online." His customers range from a 13-year-old boy looking to buy new foreign cookies to older Gableites looking for pain management CBD products for arthritis

Nonetheless, it remains a daunting investment to open a retail store, both for the landlord and the tenant. One solution: the popup, a temporary opening to test the waters with smaller spaces and flexible leases. "A lot of people want to test the market first," says Valdes, who helped spearhead the city's pop-up policy to encourage new businesses. One of those is the Ben & Guiles store on Miracle



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GABLES-BASED ORGANIZATIONS THAT ASSIST SMALL BUSINESSES

THE ECONOMIC DEVELOPMENT DEPARTMENT

The mission of the city's Economic Development Department is to help grow the overall economy of the city. It oversees everything from inbound recruitment of new companies to developing strategies for successful retailing. It routinely holds a symposium for small business development and assists in times of crisis – such as its distribution of checks for \$15,000 to 60 small businesses during the pandemic to help those hit hardest to pay rent. Currently, the department offers more than a dozen business workshops online. One series shows small businesses how to optimize their exposure via Google searches, ads, and through YouTube. A second series shows how to use technology – digital marketing, e-commerce, social media, etc. Recordings of workshops on small business technology and retail strategies are also available.

CITY OF CORAL GABLES 2506 PONCE DE LEON BLVD. 305.460.5392 CORALGABLES.COM/ECONOMIC

THE CORAL GABLES CHAMBER OF COMMERCE

As small business attorney Lillian Ser puts it, "Mark [Trowbridge] and the Chamber are so focused on small business that they support anything and everything that helps." For that reason, Ser & Associates partners with the Chamber each May for a Small Business Summit to explore topics relevant to small enterprises. Each month, the Chamber engages its membership – comprised largely of small businesses – with opportunities to network and attend local events. These include their Wind Down Wednesday, their IMPACT seminar series for small businesses, their Women's Business Network Luncheon, their Good Morning Coral Gables breakfast, and their Business Book Club. Each year, it holds numerous awards ceremonies to recognize small businesses and their leaders, including their Rising Star Awards, Businesswomen of the Year Awards, and their Diamond Awards.

201 ALHAMBRA CIRCLE, SUITE 100 305.446.1657 CORALGABLESCHAMBER.ORG

BUSINESS IMPROVEMENT DISTRICT

The Business Improvement District (BID) is a nonprofit organization created to help market businesses located in downtown Coral Gables. This is done largely through staged events designed to attract more shoppers to the area. The BID also provides a plethora of resources (under that title on their website) including "Toolkits" on how to market your business, how to connect with city officials, even how to wrap your storefront prior to opening. In their Marketing Support there is information on how to set up an e-marketing database, how to use social media, advice on public relations, how to create special events, how to create an effective website, etc. "The BID believes in the personal touch," says BID Executive Director Aura Reinhardt, "to learn the real issues for a business."

220 MIRACLE MILE, SUITE 234 305.569.0311 **EXPERIENCECORALGABLES.COM**

eMERGE AMERICAS

Founded by Gables serial entrepreneur Manny Medina, eMerge Americas aims to transform Greater Miami into the hub for technology and innovation in the Americas. It is a platform that connects the dots between startups, investors, government officials, higher-education institutions, and corporate enterprises to help spur investment in South Florida and Latin America. Gables-based eMerge Americas hosts an annual tech conference which gathers over 16,000 attendees and over 100 different



DAY SPAS AND BEAUTY CLINICS ARE PART OF A GROWING SELF-CARE RETAIL TREND IN THE GABLES

Mile, which sells handmade products from Central and South America. "She is doing very, very well," says Valdes. "She had no exposure to the Gables prior to our pop-up program."

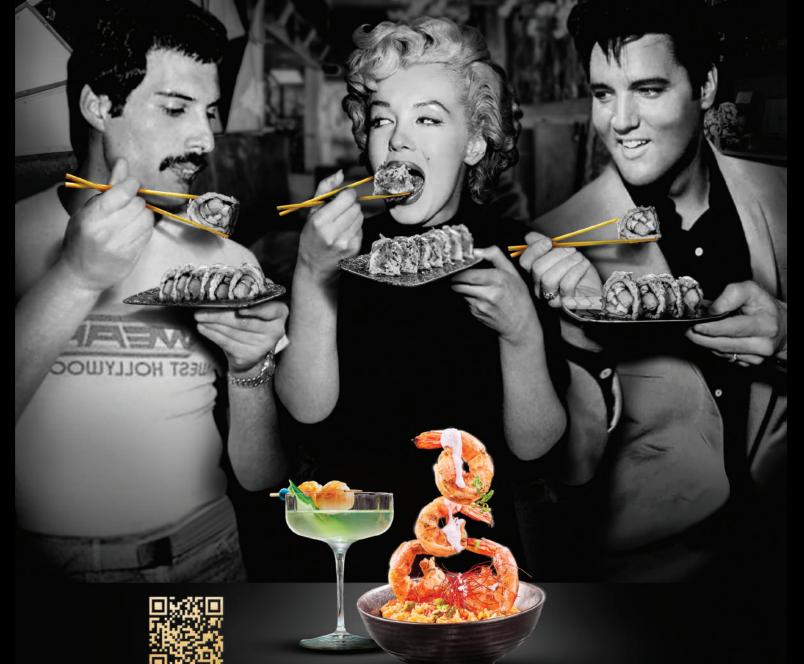
Another retail trend in the Gables is more self-care, beauty, and healthcare locations. More space is now going to everything from day spas to yoga studios, urgent care clinics to centers for acupuncture, cryotherapy, and intravenous drips. There are countless gyms currently in the Gables, from specialized training like the classes at Life Time, to women-only Figurella, which combines oxygen baths and resistance training, to more traditional gyms like Equinox. You can take spin classes, practice jiu-jitsu, or push yourself to the limit with CrossFit. Those services cannot be obtained by clicking on websites for Amazon or other online retailers.

Of course, nothing is more hands-on and in-person than restaurants; more than 100 eateries populate Coral Gables. And while the city does not endeavor to recruit even more restaurants, "great restaurants attract great retail," says Valdes. "People are looking for reasons to be



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305.407.8568 **EMERGEAMERICAS.COM**

OUTLIERS INSTITUTE

On weekday evenings, the Coral Gables Museum becomes an interactive classroom. Here you will find a band of dedicated entrepreneurs and small business owners looking to become larger, listening to real-world experiences that can guide them in startups or scale ups. This is Outliers Institute, a new Gables business school for new companies. "My class is full of business leaders, owners, managers – it's really an immersive incubation to learn how to overcome challenges," says Wayne Eldred, the proprietor and ringmaster of the nonprofit academy. The institute focuses on self-development, leadership, hospitality in business, management, sales, and innovation. Classes start at 6 pm, but students arrive at 5 pm for a happy hour of networking and dinner. Semesters are one month long and cost \$1,500.

285 ARAGON AVE. 305.603.8067 **OUTLIERSINSTITUTE.COM**

UNIVERSITY OF MIAMI

The University of Miami has several resources for entrepreneurs within the UM community

LAUNCH PAD

Since 2008, over 500 companies have been created through Launch Pad, two-thirds of them making it past the five-year mark. Through Launch Pad, entrepreneurs affiliated with UM can participate in counseling and comprehensive workshops. Entrepreneurs utilize free co-working space, a resource library, events, and lectures.

305 284 2789 THELAUNCHPAD.ORG

WALLACE H. COULTER CENTER FOR TRANSLATIONAL RESEARCH

The Wallace H. Coulter Center for Translational Research supports transforming biomedical science and engineering research into products. A committee of executives, investors, and entrepreneurs look at the most promising projects and select a few each year to receive funding and development support.

305 243 5689 COULTER@MED.MIAMI.EDU

STARTUP PRACTICUM

Startup Practicum was started in 2016 by Dan Ravicher, a law school professor. The clinic connects University of Miami law students with new entrepreneurial clients needing legal assistance for issues that arise as they launch and grow their businesses.

305.284.8486 **UMSTARTUP.COM**

'CANE ANGEL NETWORK

The 'Cane Angel Network was launched in mid-March 2020 to bring together the extended UM network to support the growth of startups. It serves UM students, alumni, and faculty; it also includes direct family members of students and alumni. It connects start-ups with investors. caneangelnetwork.miami.edu

305.284.2211

CANEANGELNETWORK.MIAMI.EDU



"What makes CG unique is that it has so many artisans and boutique shops. It is a city of small businesses..."

STEPHANIE CHEUNG OF STEPHANIE'S CRÊPES

here, and we want people to spend as much time as possible here, to go to brunch and walk to a shop."

"What makes CG unique is that it has so many artisans and boutique shops," says Stephanie Cheung of Stephanie's Crêpes on Galiano Street, just south of Miracle Mile. "It is a city of small businesses, and I think that's why the City Beautiful is just that." Cheung's biggest problem now is to survive the cost of her inputs, such as butter and eggs, the price for which has risen astronomically this year. She now keeps her shop open until 11 pm on weekdays and 12 am on weekends. "It's one of the many ways we are able to stay in business, to catch the late-night crowd when there aren't a lot of healthy options... You do what it takes. It's like raising a child. You just have to keep that child alive somehow."



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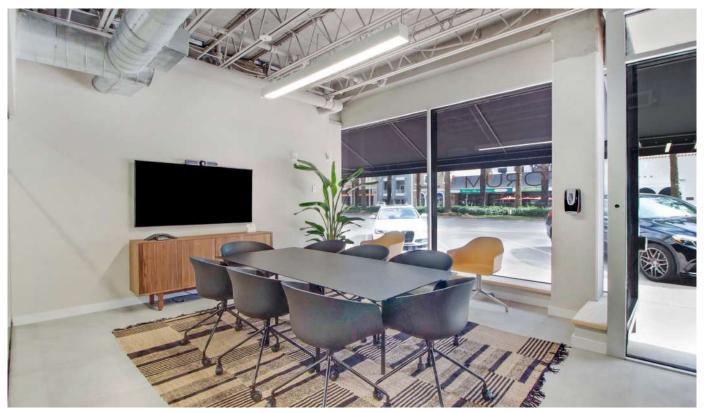


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WEWORK (PONCE)		•		•	•	•	•	•		•	•	•	
ESQ. SUITES	•	•					•	•			•	•	•
REGUS	•	•		•	•	•	•	•			•	•	•
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PLATINUM SUITES: \$1400/MO

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The Big Bank Theories

WITH HIGH EXPECTATIONS FOR IN-PERSON AND ONLINE SERVICES FOR CUSTOMERS, GABLES BANKS ARE PIVOTING POST-COVID TO EXPAND THEIR CAPABILITIES – AND LOCATIONS

BY DOREEN HEMLOCK

"In my experience, the best way to raise brand awareness is to align with other very successful organizations"

THE CEO OF AMERANT, JERRY PLUSH, RAISES
THE BANK'S PROFILE BY LINKING ITS NAME TO
WELL-KNOWN SPORTS FRANCHISES



Talk around the University of Miami campus these days, and you'll see signs touting Amerant as the official "Hometown Bank" of UM's Hurricanes sports teams and UM athletic programs. Visit the Miami Heat basketball arena, and there's even a lounge named for Amerant, now the Heat's "Official Bank."

It's all part of a push by the biggest bank headquartered in Coral Gables to elevate its brand name and deepen its community roots to increase business. Credit Jerry Plush, who took the helm at Amerant in 2021 and has been making bold moves that show how banking is changing in South Florida.

Amerant has had roots in Coral Gables since the 1980s. It used to be called Mercantil before it was spun off from Venezuela's Mercantil Group, and in late 2018, it sold its shares on Wall Street for the first time. Efforts to promote its new name were crimped by the onset of the Covid pandemic in early 2020.

When Plush became CEO, he sought to raise Amerant's profile by linking its name to well-known community groups. Besides forging UM and Heat partnerships, he got Amerant's logo on helmets for the Florida Panthers hockey team. And the bank teamed up with respected local nonprofits, recently sponsoring a 5K race in Coral Gables to benefit United Way Miami, to name just one collaboration.

"With the name change to Amerant, it was like we were starting over," says Plush. "And in my experience, the best way to raise brand awareness is to align with other very successful organizations."

The moves come as banks in South Florida face complex challenges. Customers increasingly want quality service both in-person and online. Yet adding digital features costs big bucks and requires specialized staff. With costs soaring for tech, talent, and government compliance, banks strive to bulk up and spread their key expenses over a bigger base. To grow, some are expanding north. Others are adding specialty lines of business, from wealth-management services to lending aimed at law firms or yacht buyers.

Here's a look at some trends in banking and how Amerant and others are approaching them.

BANKS



AMERANT BANCORP.

Assets: \$7.8 billion as of March 31, 2022 Location: 220 Alhambra Circle

Founded: 1979, formerly known as Mercantil Bank Key personnel: Jerry Plush, chairman and CEO

BRADESCO BAC FLORIDA BANK

Assets: \$2.9 billion as of March 31, 2022

Location: 169 Miracle Mile

Founded: 1973, as Popular Bank of Hialeah

Key personnel: Julio Rojas, vice chairman; Henrique Lima, president

CITY NATIONAL BANK OF FLORIDA

Assets: \$22.1 billion as of March 31, 2022 Location: 2855 South Le Jeune Road Founded: 1946, as North Shore Bank

Key Personnel: Jorge Gonzalez, vice chairman and CEO

GROVE BANK & TRUST

Assets: \$1.2 billion as of March 31, 2022 Location: 2151 S. Le Jeune Road, Suite 100

Founded: 1926, longest-running bank in Miami-Dade Key Personnel: Sheldon T. Anderson, chairman and CEO

PNC BANK

Assets: \$534.8 billion as of March 31, 2022 (after purchase of BBVA USA) Location: 2728 Ponce de Leon, seventh floor

Founded: 1845, as Pittsburgh Trust and Savings Company

Key personnel: Benny Gonzalez, head of corporate banking for South Florida; Lillian Martinez Peters, senior VP for PNC Private Bank Miami; Audrey Otero, VP and branch manager

PROFESSIONAL BANK

Assets: \$2.8 billion as of March 31, 2022

Location: 396 Alhambra Circle

Founded: 2008

Key Personnel: Abel L. Iglesias, president and CEO

SUNSTATE BANK

Assets: \$512.2 million as of March 31, 2022

Location: 2901 S. Le Jeune Road

Founded: 1999

Key personnel: Lloyd DeVaux, president and CEO

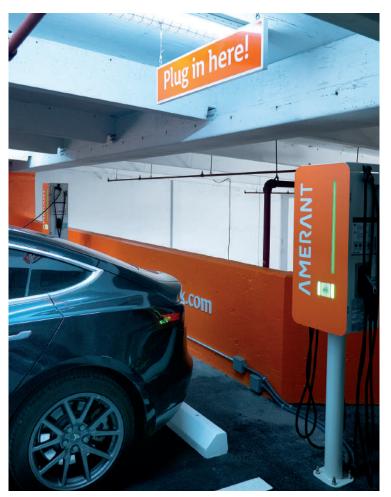
U.S. CENTURY BANK

Assets: \$1.9 billion as of March 31, 2022

Location: 396 Alhambra Circle

Founded: 2002

Key personnel: Luis de la Aguilera, president and CEO



AMERANT IS TECH-SAVVY AND ALWAYS LOOKING FOR OPPORTUNITIES TO PROVIDE NEW FEATURES

GOING DIGITAL

"Going through the pandemic accelerated the trend for people's to desire to bank when you want, where you want – online on your mobile app," Plush says. That means banks must keep boosting digital capabilities, often partnering with financial tech companies (fintechs) to add new features quickly.

Amerant (assets: near \$8 billion) recently teamed with Numerated on software for small business lending. With a few key pieces of information, the program can grant or deny funds in the \$50,000 to \$250,000 range within minutes, using a robust matrix and artificial intelligence, he says. Of course, those denied can talk with a banker who may have personal knowledge to inform loan decisions.

In addition, Amerant linked with Marstone to let customers open wealth management accounts and access financial-planning tools. The bank in mid-2022 even hired its first Chief Digital Officer to lead all of its growing online efforts, says Plush, himself an accountant active for 30-plus years in banking.

Likely the most tech-intensive among banks based in Coral Gables is Bradesco BAC Florida (assets: near \$3 billion), the one-branch bank that serves mainly Latin American customers. Formerly called BAC, it was purchased in 2020 by Brazil's financial titan Bradesco, partly to help Bradesco's clients in Brazil hold deposits in dollars and obtain loans for U.S. real estate, among other activities. Many of Bradesco BAC Florida's overseas clients handle their banking remotely online, according to CEO Henrique Lima.

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WEALTH MANAGEMENT



4000 PONCE DE LEON BLVD., THE HOME OF EVENSKY & KATZ / FOLDES FINANCIAL WEALTH MANAGEMENT

CALAMOS WEALTH MANAGEMENT

Assets: \$3.3 billion under management as of March 31, 2022 (\$1.5 billion

from the Coral Gables office)

Location: 220 Alhambra Circle, seventh floor

Founded: 1977 in Chicago

Key Personnel: Joe Nader, head of the nationwide firm, based in

Coral Gables

CORAL GABLES TRUST COMPANY

Assets: About \$2 billion under management as of March 31, 2022

Location: 255 Alhambra Circle, Suite 333

Founded: 2004

Key personnel: James W. Davidson, chairman and CEO; John Harris,

managing director and chief wealth officer

EVENSKY & KATZ/FOLDES FINANCIAL WEALTH MANAGEMENT

Assets: About \$2.7 billion under management as of March 31, 2022

Location: 4000 Ponce de Leon Blvd., Suite 850

Founded: 1985

Key Personnel: Harold R. Evensky, founder; Matt McGrath, managing

partner; David Evensky, chief marketing officer

FIRESTONE CAPITAL MANAGEMENT

Assets: About \$640 million under management as of March 31, 2022

Location: 1501 Venera Ave., Suite 310

Founded: 1991

Key personnel: Carlos A. Carbonell, managing partner

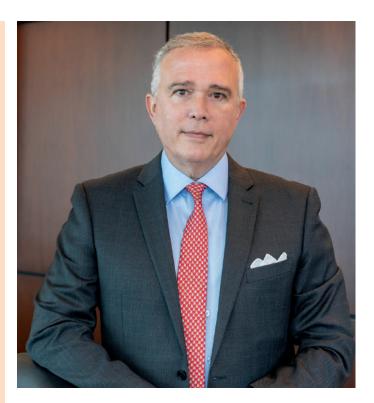
KAUFMAN ROSSIN WEALTH

Assets: About \$151 million under management as of March 31, 2022

Location: 3310 Mary Street in Coconut Grove

Founded: 2019

Key personnel: Jay Pelham, president



"This is not the time to be a lending generalist"

LUIS DE LA AGUILERA, CEO, U.S. CENTURY BANK

HEADING NORTH

To bulk up and better compete, some banks based in Miami-Dade County are expanding north in Florida. Amerant in June 2022 opened its first commercial office in Tampa, citing "exponential growth" in that area. The office focuses largely on commercial real estate and other services for businesses. It already employs more than 10 people, many experienced bankers from greater Tampa, says Plush.

Among the most active is City National Bank of Florida, the Miami-based dynamo that runs its executive offices from Coral Gables (assets: near \$22 billion). City National now offers more than 30 branches statewide, including a large Central Florida headquarters opened in 2020. It even has an Orlando advisory committee made up of business and community leaders to help deepen ties there.

Smaller South Florida banks are growing north too. Coral Gables-based Professional Bank (assets: near \$3 billion) recently opened loan production offices for the St. Petersburg/Tampa and Jacksonville areas, eager to tap growth in tech, health, small business, real estate, and other industries there.

ADDING NEW BUSINESS LINES

Banks also are adding heft with new or expanded specialty lines of business. Ask Luis de la Aguilera, the chief at Doral-based U.S. Century Bank (assets: near \$2 billion). He became CEO at U.S. Century in 2015 and turned around its finances, leading its first stock sale on Wall Street in 2021 that raised \$40 million.

De la Aguilera has been diversifying U.S. Century's lending focus from commercial real estate to more broadly serve owner-operated businesses, from companies that borrow U.S. Small Business Administration funds to homeowner associations and even buyers of yachts.



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JORGE MAS (LEFT), CEO AND MANAGING OWNER OF INTER MIAMI CF AND JORGE GONZALEZ, VICE CHAIRMAN AND CEO OF CITY NATIONAL BANK

Indeed, U.S. Century recently opened a Coral Gables office at 396 Alhambra Circle, offering a specialty in serving law firms and professional service providers. With competition growing among banks in Coral Gables and across Florida, de la Aguilera says, "This is not the time to be a lending generalist."

EXPANDING SERVICES

Perhaps the hottest specialty area for growth these days is wealth management, sometimes targeting executives who moved to Florida during Covid from New York, California, and other higher-tax states. Pittsburgh-based behemoth PNC Bank is building out a wealth management team at its office at The Plaza Coral Gables, adding certified financial planners and other advisors to help families invest for the future. PNC bought BBVA USA in 2021 to become the country's seventh largest bank (assets: \$540 billion-plus).

To attract clients new to Florida, PNC Private Bank, PNC's wealth management arm, even offers webinars that spell out procedures for state residency, such as the number of days you must live here. Folks can't claim Florida domicile for tax purposes and spend most of their time in New York, for instance. Officials from higher-tax states often check that residency rules are followed to protect revenue for their state coffers.

Lisa Simington, who leads Florida operations for PNC Private Bank, advises newcomers to set up more than an address to qualify as residents. "It's also about having new service providers such as dentists, doctors, pet care, and financial advisors in our state," says Simington.

Also focusing more on trusts and wealth management is Grove Bank & Trust (assets: \$1.2 billion), the longest-running bank in Miami-Dade County founded in 1926. The Coconut Grove-based bank works not only with families but also with foundations and endowments, says CEO Sheldon Anderson.

COMMUNITY OUTREACH

Like Amerant, many banks are increasing community outreach to build goodwill and attract clients.

City National Bank, for example, recently signed a partnership with the Major League Soccer team InterMiami CF. It also teamed up on a grant competition with Coral Gables-based eMerge Americas, the group working to make South Florida the tech hub for the Americas. It launched The CNB Startup Studio, a five-week program for early-stage, minority-led companies, providing an initial \$50,000 in grants.

Of course, banks face headwinds too: mounting inflation, rising interest rates, and a slumping stock market. A recession is possible in 2023, says Lloyd DeVaux, CEO of Palmetto Bay-based Sunstate Bank, (assets: near \$500 million), which has a Gables branch. Fortunately, U.S. banks are generally flush with liquidity and strong nowadays, thanks in part to measures adopted after the 2008 financial crisis.

At Amerant, Plush acknowledges banks generally "are in for a bumpy ride" in the coming months. Yet he remains focused, deepening community ties for the long term. He recently named the bank's first Diversity & Inclusion Officer to hire staff that look more like bank customers. And he's backed new Environmental, Social, and Governance (ESG) reporting on Amerant's efforts on sustainability, which include installation of electric-vehicle charging stations on premises.

"We're on a journey to become one of the best," says Plush amid dramatic changes in the banking industry. "This is not a 100-yard dash."

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*Loan Production Offices



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President & Chief Executive Officer

Daniel R. Martinez

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Miriam Lopez

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Photo: Rodolfo Benitez

THE INTERNATIONAL CLOCKS AT 201 ALHAMBRA CIRCLE

CORAL GABLES IS HOME TO 110+ MULTINATIONAL COMPANIES, BASED HERE FOR THE CITY'S INTERNATIONAL BUT NEIGHBORHOOD FRIENDLY FOOTPRINT

BY MIKE CLARY

rom its headquarters in Coral Gables, Fresh Del Monte Produce managers oversee a vast agricultural empire that extends across tens of thousands of acres in several Latin American nations, supplying fruits and vegetables to the world. Chances are good that the banana or pineapple you enjoyed at breakfast this morning was grown on a Del Monte farm in Costa Rica or Guatemala. "We are farmers at heart," says Hans Sauter, the firm's chief sustainability officer and senior vice president of research & development. "We grow about 50 percent of what we sell."

For Del Monte, which reported sales of more than \$4 billion last year, maintaining corporate headquarters in the City Beautiful makes perfect sense in more ways than one. "Coral Gables offers the advantages of a big city with the footprint of a friendly neighborhood,"

says Sauter, noting the Gables' walkability, its panoply of first-class restaurants, and its proximity to Miami International Airport. "It's a great place to be. And there are all the trees, which definitely connect us with our mission."

Connections are what has made Coral Gables a hub for U.S.-based multinationals for decades. "Coral Gables is an incredibly attractive place for gateways, for offices, a live-work-play place for so many," says T.J. Villamil, senior vice president for international trade and development with Enterprise Florida, headquartered downtown on Alhambra Circle. "It's a very international city, very integrated with the global economy. What Coral Gables has done so well is to provide quality of life while being a part of a thriving metropolitan area."

Coral Gables is currently home to more than 120 multinational

MULTINATIONALS IN CORAL GABLES: A SAMPLER OF 110 COMPANIES



ACI WORLDWIDE

ACS INFRASTRUCTURE DEVELOPMENT

AECOM

AERSALE

AMC NETWORKS INTERNATIONAL

AMERANT BANK

AMERICAN AIRLINES

AMERICAS MARKET INTELLIGENCE

APPLE LATIN AMERICA & CARIBBEAN

APPGATE

ARX SOLUTION

AUXADI USA CORP

ARTHUR MURRAY INTERNATIONAL

AVISON YOUNG

BACARDI USA

BANCO DE CREDITO DEL PERU

BANCO INTERNACIONAL DE

COSTA RICA

BANK OF AMERICA

BECKER, PA

BROWN & CALDWELL

BUNGE LATIN AMERICA

CALLISON RTKL

CARGILL FINANCIAL SERVICE CENTER

CARIBBEAN HOTEL & TOURISM ASSOC.

CARTIER LATIN AMERICA & CARIBBEAN

CHARLES SCHWAB L.A. & CARIBBEAN

CHERRY, BEKAERT AND HOLLAND

CHESTNUT HILL FARMS

CHOPARD AMERICAS

CHRISTIE'S FINE ART AUCTIONEERS

CITRIX SYSTEMS

COLDWELL BANKER

COLLIERS INTERNATIONAL

COSENTINO NORTH AMERICA

CPM

CROSSWELL INTERNATIONAL

CRYSTAL LAGOONS

CYXTERA TECHNOLOGIES

DATAPRO INC.

DEL MONTE FRESH PRODUCE

DELL EMC

DELTA AIR LINES

DIAGEO

DRAGADOS USA

EGON ZEHNDER INTERNATIONAL

ENTERPRISE FLORIDA

ESRIFICO

FIDELITY INVESTMENTS

FIDUCIARY TRUST INTERNATIONAL

FOX LATIN AMERICA

FRIESLAND CAMPINA

FTI CONSULTING

FYFFES NORTH AMERICA

GRUNENTHAL

GRUPO UNO INTERNATIONAL

HAZEN AND SAWYER

HBO LATIN AMERICA



HBO LATIN AMERICA HEADQUARTERS AT 396 ALHAMBRA CIRCLE

firms, including household names such as Bacardi, Hyatt, HBO Latin America, Terumo Corp., and American Airlines. Also located here are 17 consular and trade offices representing Spain, Colombia, Italy, and other nations, which facilitate commerce.

Unlike other cities that scramble to attract the headquarters of multinational firms, the Gables does not offer economic incentives to lure firms into establishing offices here. Rather, "It's about quality of life," says Julian Perez, former director of the city's Economic Development Department. "What can our community offer to a company's employees and executives? Is there housing available? How safe is the community? How far are you from the airport, the seaport? Is there a qualified workforce available in the area? And is the city government run efficiently and easy to do business with?"

In order to ease a company's move into the Gables, the city recently initiated an expedited permitting process, dedicating one person in the city manager's office to work with in-bound companies. "We are trying to eliminate uncertainties," says Perez.

Over the last two years, companies new to the city or expanding their presence here include ThriveDX, a global leader in cybersecurity and digital skills training, founded in Israel; Alava International, an architectural and engineering firm from Spain; and Amazon Web Services, which has rented nearly 9,000 square feet of office space at a WeWork building on Giralda Avenue, according to published reports. The global giant plans to add some 60 employees to the 100-per-

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MULTINATIONALS IN CORAL GABLES: A SAMPLER OF 110 COMPANIES



HKS ARCHITECTS

HLB GRAVIER

HEINEKEN AMERICAS

HERMÉS

HILL AND KNOWLTOWN/SAMCAR

HINSHAW & CULBERTSON

HSBC BANK

HYATT HOTELS & RESORTS

IBM

IMG WORLDWIDE

INTELSAT INTERORIENT NAVIGATION

JLL

KRAFT HEINZ FOODS LATIN AMERICA

LATIN AMERICAN AGRIBUSINESS

DEVELOPMENET

LVMH WATCH & JEWELRY CARIB. & L.A.

MARRIOTT

MASTEC

MERCON COFFEE GROUP

MERRILL LYNCH

MEXBRIT

MILLICOM INTERNATIONAL CELLULAR

(TIGO)

MONDELEZ INTERNATIONAL

OBM INTERNATIONAL

OGILVY & MATHER, LATINA

ONE SOTHEBY'S INTERNATIONAL

PAN AMERICAN LIFE INSURANCE

PAYCARGO

PEDELTA

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RAYMOND JAMES & ASSOCIATES

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RTKL ASSOCIATES

RWDI USA

S & K WORLDWIDE REALTY

SOCIETÀ DANTE ALIGHIERI

SPENCER STUART

STANTEC

STEINER MANAGEMENT SERVICES

SWAROVSKI

TD AMERITRADE

T.Y. LIN INTERNATIONAL

TERUMO

TIFFANY & CO.

TMP WORLDWIDE MARKETING

UBS INTERNATIONAL

UNIVISION/KATZ

WALT DISNEY TELEVISION

INTERNATIONAL WELLS FARGO

WILLIAM GRANT & SONS DISTILLERS

ZEMSANIA GLOBAL GROUP



"You'd be surprised at how many large firms start by answering the question, 'Where is a good place to live?"

JOHN PRICE, CO-FOUNDER AMERICAN MARKET INTELLIGENCE

son workforce now there, according to the Wall Street Journal, with Amazon Prime Video and AWS adding many staffers coming in from Latin America. (Amazon did not respond to repeated email requests for comment.)

Veteran market consultant John Price has been in Coral Gables for more than 20 years, and has advised more than 50 of the world's largest firms on business strategies tailored for Latin America and the Caribbean. He co-founded American Market Intelligence in 2011, and the company now has offices in Mexico City, Sao Paulo, and San Francisco. But Coral Gables is home.

"You'd be surprised at how many large firms start by answering the question, 'Where is a good place to live?" says Price. "There is no doubt that Coral Gables is a safe, pleasant place to be. And it was clear to me, as someone serving the needs of multinationals in Latin America, that the Gables was the right fit."

Not only is the international airport just minutes away to the north of the city, he adds, but the runways are laid out east-west, meaning most of the roar of jet engines remains remote.

Sauter is also a frequent flyer, these days spending time in Costa Rica and Guatemala, where Del Monte has joined forces with the



Plan ahead: It wasn't raining when Noah built the ark."

- RICHARD CUSHING

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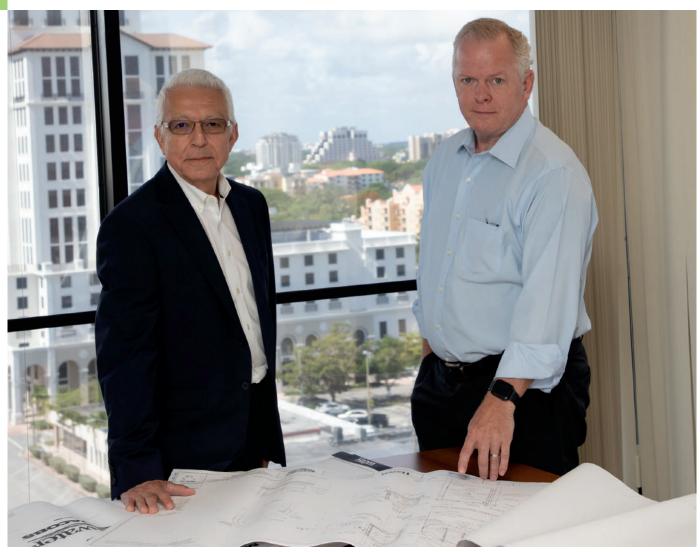


Photo: Jonathan Dann

than 200 Del Monte collaborators.

German federal government in a three-year partnership to empower local organizations and to maximize the use of natural resources. The program aims to boost development of communities impacted by Covid-19, conserve water resources in watersheds, and provide education for sustainable development in lands surrounding Del Monte's banana and pineapple farms. Currently more than 24,000 acres of farmland has been set aside for conservation efforts benefitting more

The goal, says Sauter, is to use Del Monte sustainable agriculture programs as a catalyst for other such programs to spread throughout the watershed. In keeping with Del Monte's environmental ethic, Sauter recently moved to Coral Gables from South Miami and quickly came to appreciate the city's pedestrian-friendly ambiance. "I love the fact that I am walking more," he says, "and reducing my carbon footprint."

In a similar vein, the environmental engineering firm Hazen and Sawyer, which opened its doors in Coral Gables in the 1990s, focuses on providing safe drinking water and controlling water pollution and its effects on the environment. Clients include municipalities throughout Central and South America, as well as the Miami-Dade Water and Sewer Department and the City of Coral Gables. Current work for the Gables involves upgrades to the wastewater system's electrical equipment to strengthen resiliency, according to company vice president Jayson Page. The firm has also helped the city obtain a Bronze Award

FERNANDO CHIRIBOGA & JAYSON PAGE OF HAZEN AND SAWYER: CLIENTS INCLUDE MUNICIPALITIES ACROSS CENTRAL AND SOUTH AMERICA

for sustainability of its Cocoplum 1 portion of the wastewater system from the Institute of Sustainable Infrastructure.

"We are in Coral Gables because the location puts us close to the Miami-Dade Water and Sewer Department, plus other utilities, and it's a convenient jumping off point for our Latin American folks, currently doing work in Colombia and Ecuador," says Page, who oversees the Gables office operations while co-vice president Fernando Chiriboga travels to Latin America. "The city has always been very accommodating. We have no plans to leave."

During the height of the Covid-19 crisis, many workers were encouraged to stay home, and hiring was put on pause. In recent months, as the pandemic has abated, workers have returned to the office and Miami International Airport is thronged with business travelers. Coral Gables has also resumed its march toward the destiny that founder George Merrick predicted when he said the city would serve as "a gateway to Latin America."

"Coral Gables remains just as attractive as ever," says immigration attorney Deirdre D. Nero, busy unpacking the backlog of visa appointments abroad that made it difficult for non-U.S. entrepreneurs to visit. "Why? Access, proximity to airport, an idyllic, upscale area, walkable, that also has an international business flavor to it."



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Bridgeheads for Global Commerce



oral Gables is home to some 17 consular and trade offices, a number that is expected to grow this year. Each provide services that accelerate and enhance the exchange of people, goods and ideas; i.e., tourism, trade and education.

"Consular offices are important because, at the end of the day, we have a very diverse community that needs representation," says Mayor Vince Lago. "There is nothing better, as our downtown grows, than [helping] people who come to do multiple kinds of business."

Some of the offices are full-scale consulates, with diplomats sent to Florida from their respective homelands. Others feature honorary, or volunteer, consuls, including some local attorneys, such as Steven J. Green, the former U.S. ambassador to Singapore (honorary consul for Singapore) and Don Slesnick, former mayor of Coral Gables (honorary consul for Australia). All provide services that range from helping acquire visas and passports to making trade connections with foreign firms.

"Many of these [consulates] have a significant trade component with companies looking to do business in the U.S. and vice-versa," says Mark Trowbridge, President and CEO of the Coral Gables Chamber of Commerce. "Now, we are working to bring four or five new consulates into the Gables. With these, come an attraction for multinational and international businesses that want to be close to their consulates."

Among the consular offices that the city hopes will relocate to Coral Gables are those of Guatemala (which already has leased space), Ireland, England, and Mexico, says the mayor. "My goal is to have 20 consulates here by the end of the year." In addition to the foreign offices, the U.S. government has a consular-type office in the Gables: an Office of Foreign Missions, which serves foreign diplomats in the U.S. southeast region and ensures diplomatic benefits are properly exercised. Coral Gables is also the home to numerous consular officials who choose to live here because of the city's cultural diversity and its old-world elegance of architecture, cuisine, and streetscapes.

Among the larger offices in the Gables are those for Colombia, Italy, and Spain, all major trading partners with Miami via PortMiami and Miami International Airport. Spain has one of the most extensive presences of any foreign country in Coral Gables. Its consulate, education office, tourist office, cultural center, and trade commission all co-located in a mid-rise at the intersection of Le Jeune Road and Valencia Avenue, overlooking the Publix across the street. Due to the cultural affinity between Coral Gables and Spain (two of the Gables' sister cities, Sevilla and Granada, are located in Spain), Spanish companies comprise more than one-third of all multinational firms with offices in the city.



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Spotlight: Italy

Italy is one of Florida's top trade partners, and the Gables is home to its consulate. We asked Consul General Cristiano Musillo about their presence in the City Beautiful.

What makes Coral Gables the best spot for the Italian Consulate?

Coral Gables is an amazing city with an international calling. The Mediterranean architecture, the love for art and history, the value of tradition and sustainable innovation are only a few of the characteristics that make this city the best spot for the Consulate General of Italy. Its proximity to other key locations also makes it accessible to the public and therefore an ideal spot to offer consular services to Italian nationals and locals that reside in the Greater Miami area.

Why do you think Coral Gables has so many consulates?

The City Beautiful is a very vibrant and multicultural community which makes it an ideal home to many consulates. The Mayor of the City, the honorary Vince Lago, and the Economic Development Department of the City are very involved with us and work to foster cultural programs and collaborations. This ultimately results in a more prosperous and sustainable future for the residents and a perfect environment for a consulate to settle in. This is why we will also be opening an Italian Cultural Institute in Coral Gables very soon.

What kind of trade does Italy do here in Miami? What kind of imports/exports?

Italy has a strong presence in several sectors – maritime, the boating industry, and civil engineering to name a few. Many of the most important developers in Miami are Italian. Also, in the design sector there is a remarkable Italian presence. Probably more than half of the brands in the Greater Miami area are from Italy, and there are many thriving Italian design businesses in Coral Gables as well. In the last two years, we have registered a tremendous increase in both trade and direct investments not only in Miami, but in Florida overall. The most recent data shows a trade exchange of about \$8 billion.

What is your role in that trade?

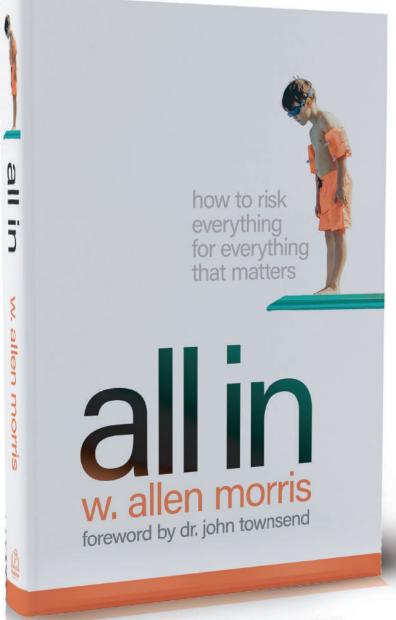
As Consul General of Italy, I have the pleasure to preside over a "Team Italy" that encompasses the Italian Trade Commission based in Downtown [Miami] and the Italy-America Chamber of Commerce-Southeast located in Brickell. We work together along with local authorities to support Italian companies and to promote Florida as one of the best states to do business.



"The City Beautiful is a very vibrant and multicultural community which makes it an ideal home to many Consulates."

CRISTIANO MUSILLO, CONSUL GENERAL FOR ITALY

get unstuck



in life.

All In: How to Risk
Everything for Everything
that Matters by author and
business leader W. Allen
Morris is a freedom manual for
hard-driving, success-oriented
leaders who are ready to
explore the terra incognita of
their hidden self in order to
find and experience the life
they deeply want—the path to
greater freedom, joy, creativity,
and power.

W. Allen Morris
Business Leader
and Author, All In



Discover more about All In here.



Coral Gables Consular and Trade Offices

AUSTRALIA CONSULATE, HONORARY

Location: 1200 Anastasia Ave., Suite CCA-100, Coral

Gables, FL 33134 Phone: 305.448.5672 Email: donslesnick@scllp.com Website: usa.embassy.gov.au

Top Official: Don Slesnick, Honorary Consul

BARBADOS CONSULATE

Location: 2121 Ponce de Leon Blvd., Suite 1300, Coral

Gables, FL 33134 Phone: 786-515-1201

Email: kholdip@foreign.gov.bb Website: visitbarbados.org

Top Official: Kendra Holdip, Consul General

BELIZE CONSULATE, HONORARY

Location: 1600 Ponce de Leon Blvd., Suite 904, Coral

Gables, FL 33134

Phone: 305-503-5741; 305-755-0276 Email: miami.admin@mfa.gov.bz Website: belizeconsulatefla.com

Top Official: Janine Sylvestre Vega, Honorary Consul

CATALONIA TRADE & INVESTMENT OFFICE

Location: 2655 South LeJeune Road, Suite 810, Coral

Gables, FL 33134 Phone: 305-442-4018 Email: miami@catalonia.com Website: catalonia.com

Top Official: Conxita Mun/oz, director

COLOMBIA CONSULATE

Location: 280 Aragon Ave, Coral Gables, FL 33134

Phone: 305-446-6060 Email: cmiami@cancilleria.gov.co Website: miami.consulado.gov.co

Top Official: Pedro A. Valencia, Consul General

HUNGARY, VICE CONSULATE

Location: 2121 Ponce de Leon Blvd., Suite 732, Coral

Gables, FL 33134 Phone: 305-394-5089

Email: consulate.mia@mfa.gov.hu; aniko.kubatov@mfa.gov.hu

Website: miami.mfa.gov.hu Top Official: Viktoria Sass, Aniko Kubatov, Co-Consuls

IRELAND CONSULATE, HONORARY Location: 255 Giralda Ave, Suite 500, Coral Gables, FL 33134

Phone: 305-204-0104

Email: ian.oflaherty@honoraryconsul.ie Website: dfa.ie/irish-consulate/atlanta Top Official: Ian O'Flaherty, Honorary Consul

ITALY CONSULATE

Location: 4000 Ponce de Leon Blvd., Suite 590, Coral Gables, FL 33146

Phone: 305-374-6322; 305-374-3595

Email: italianconsulate.miami@esteri.it; segreteria. miami@esteri.it

Website: consmiami.esteri.it

Top Official: Cristiano Musillo, Consul General

MONACO CONSULATE, HONORARY

Location: 1600 Ponce de Leon Boulevard, Suite 1053.

Coral Gables, FL 33134 Phone: 786-369-0484

Email: tomabreu@monaco-miami.com

Website: monaco-miami.org

Top Official: Tomas J. Abreu, Honorary Consul

NORWAY CONSULATE GENERAL, **HONORARY**

Location: 806 S Douglas Road., Suite 580, Coral

Gables, FL 33134 Phone: 305-358-4386

Email: cg@rncgmiami.com

Website: rncgmiami.com; norway.org

Top Official: Trond Jensen, Honorary Consul General

PERU CONSULATE

Location: 1401 Ponce de Leon Blvd., Third Floor,

Coral Gables, FL 33134 Phone: 786-713-2500

Email: secretaria@consulado-peru.com Website: www.consulado.pe/es/miami

Top Official: Martha Lizarraga Piccioti, Consul General

PORTUGAL CONSULATE, HONORARY

Location: 2000 Ponce de Leon Blvd., Suite 600, Coral Gables FL 33134

Phone: 786-441-5182; 305-542-0299

rendeirocarolina@gmail.com

Email: hcportugalmiami@gmail.com;

Website: washingtondc.embaixadaportugal.mne.pt

Top Official: Carolina Rendeiro, Honorary Consul

SAINT LUCIA CONSULATE

Location: 2 Alhambra Plaza, Suite 850, Coral Gables,

FL 33134

Phone: 786-502-3351

Email: st.lucia.consulate.miami@gmail.com; tassa.

jean@govt.lc Website: N/A

Top Official: Fercinta Louisy, Consul General

SINGAPORE CONSULATE, HONORARY

Location: 1515 Sunset Drive, Suite 44 Phone: 305-858-4225; 305-798-0113

Email: SGreen@sg-miami-consulate.org; info@sg-miami-consulate.org

Website: mfa.gov/sg/overseas-mission/miami Top Official: Steven J. Green, Honorary Consul General

SPAIN CONSULATE

Location: 2655 LeJeune Road, Suite 203, Coral Gables, Florida 33134



Phone: 305-446-5511 (Consulate General); 305-446-4387 (Trade Commission)

Email: cog.miami@maec.es (Consulate); miami@ comercio.mineco.es (Trade)

Website: exteriores.gob.es/consulados/miami Top Official: Jaime Lacadena Higuera, Consul General

TAIWAN/TAPEI ECONOMIC & CULTURAL OFFICE

Location: 2333 Ponce de Leon Blvd, Suite 610, Coral

Gables, FL 33134 Phone: 305-443-8917 Email: tecomia@mofa.gov.tw

Website: roc-taiwan.org/usmia/index.html

Top Official: David K.C. Chien, director general

THAILAND CONSULATE, HONORARY

Location: 2525 Ponce de Leon Blvd, Suite 300, Coral Gables, FL 33134

Phone: 305-445-7577

Email: thaiconsulatemiami@hotmail.com;

mdsariol.law@gmail.com

Website: thaiconsulatemiami.com

Top Official: Maria D. Sariol, Honorary Consul General

U.S. OFFICE OF FOREIGN MISSIONS

Location: 95 Merrick Way, Suite 505, Coral Gables, FL 33134

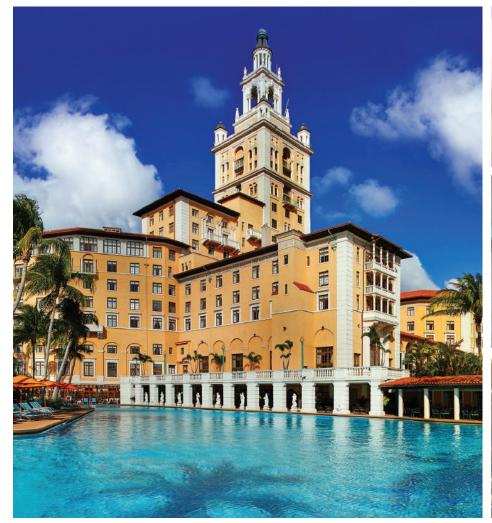
Phone: 305-442-4943

Email: OFMMIAMI@state.gov

Website: state.gov/contact-us-office-of-foreign-

Top Official: Frances Crespo, regional director





















Data Driven

FROM THE USE OF AI TO TRACK TRAFFIC PATTERNS, TO INFORMATION-RICH WEBSITES FOR BUSINESS DEVELOPMENT. CORAL GABLES IS DETER-MINED TO LEAD THE PACK AS A 'SMART CITY'

BY KYLIE WANG



THE COMMUNITY INTELLIGENCE CENTER IN THE PUBLIC SAFETY BUILDING

oral Gables is a city of contradictions: a city with an older population where young people come to work (and sometimes to play, too), architecturally Mediterranean with new modern buildings popping up, a historic city with a futuristic outlook. Nothing encapsulates this quite as well as the IT Department's latest project in collaboration with the U.S. Department of Energy (DOE) and Pacific Northwest National Laboratory.

"We were selected by the DOE to be the first city to test this new technology," says Raimundo Rodulfo, the Director of Information Technology and Chief Innovation Officer for the city. The project will use artificial intelligence (aka AI) to "provide real-time traffic analytics" and demonstrate how transportation efficiencies can be improved and energy dollars saved while also reducing traffic congestion and vehicle emissions. Example: Changing a traffic



THE SMART CITY HUB



TRANSPARENCY PORTALS

Information about city finances, capital improvements, property taxes, city lobbyists, public records, police records, city elections, and more.

CITIZEN ENGAGEMENT

Trolley routes, traffic patterns, portals for public input, city renewals, zoning notices, artificial intelligence assistance, and more.

APP STORE

Downloadable apps for pay-by-phone parking, parking locations, Freebee contacts, "saferwatch" police connections, and more.

eGOV CITY SERVICES

A download of payment portals for business licenses, certificates of use, permits, stormwater fees, and parking permits, plus zoning info.

OPEN DATA

All you need to know about the location of city trees, community demographic data, city budgets, city taxes, city land use, and more.

INTERNET OF THINGS

Data from sensors in downtown Coral Gables that track pedestrian and vehicle traffic, parking availability, local weather, and more

To reach the Smart City Hub go to cg-hubdev-cggis.opendata. arcgis.com or just enter Coral Gables Smart City Hub in your web browser. For the latest updates on IT projects and progress, go to coralgables.com/techstories.

"By the end of the year, all of the new enterprise system will be in use, and we will have a new high end website with Al and a dashboard for users."

PETER IGLESIAS, CORAL GABLES CITY MANAGER

signal for a waiting car when no vehicles are coming the other way. The benefits include everything from reducing commute times to improved air quality.

For the Gables, the choice by the DOE is one of a string of accolades recognizing the city's determined efforts to use technology to assist in everything from citizen safety to where best to locate a new business. Just this year, Coral Gables received the Smart City Innovation Excellence Award from the Washington DC-based Smart Cities Council, recognizing its application of "technology to improve operational efficiencies, quality of life, public safety, and mobility."

What made Coral Gables stand out to the DOE was last year's installation of the first Smart City Pole in the nation, a slender black totem at the intersection of Ponce de Leon Boulevard and Alhambra Circle that uses multiple modules to gather data on pedestrian and vehicular traffic, air quality, noise levels, weather patterns, and more. The pole, as well as other traffic sensors and fiber optics already in place, are critical to the new project. The goal: to develop a prototype system that will improve energy efficiency by over 20 percent and reduce CO2 emissions by at least 20 percent using a combination of virtual reality, AI, and supercomputer number crunching. If it is successful, it will have nationwide applications.

"Improved mobility is a quality-of-life issue that touches all who live and work in urban areas," said Rodulfo in his presentation to the City Commission on the project, which will begin this Fall and last for three years. And it's just the latest innovation in Coral Gables, which has been on an IT tear since 2018, when it won the first place Digital Cities Award for all U.S. cities with up to 75,000 residents. Again, the award was for using technology to advance the city goals and "share government data with the public." That sharing will take a big leap by year's end, when the city website will be relaunched in conjunction with an "enterprise" software system connecting all government services.

"By the end of the year, all of the new enterprise system will be in use, and we will have a new high end website with AI and a dash-board for users," says City Manager Peter Iglesias, a tireless advocate for upgrading city technology. "The [new website] will give you an incredible amount of information, and, using AI, it will grow and learn from its users. It is the same website technology now being used by Tesla and NASA."

As it is, the city's website already offers what it calls its Smart City Hub, "a collaboration of open data platform for a beautiful and smart city." Among its array of data are "Transparency Portals" with information on city finances, taxes, lobbyists, and public records; "Citizen Engagement" with info on transportation, public notices, sustainable living, and public input; and "eGov City Services" with online links for everything from checking the city's zoning code to paying for a business license. There is also a slew of apps that can be downloaded, from the Freebee app to call for a free ride in the downtown, to a

Plastic Surgery

and the Business World

Success in any business involves many components. Competence is a must, but so are human interactions and relationships. Like it or not, appearance matters. We shouldn't judge a book by its cover, but it's in our nature to do so - the fashion and beauty industry thrives on this.

First impressions include physical appearance, even before you have a chance to show your abilities. We are prone to judge prematurely. Well dressed and looking well emits signals that we are evolutionarily geared to interpret. Favorable appearance is interpreted as healthy, strong, and capable. The opposite, as weak or ineffectual. (For more on that, see Harvard psychologist Nancy Etcoff's book on "Survival of the Prettiest"). Thus, Plastic Surgery, the surgery of appearance, is a relevant topic in business.

Looking your best always helps, including in a competitive work environment. Society's preoccupation with youth can, unfortunately, put those not 'looking so young' at a competitive disadvantage while appearing 'well and vigorous' provides measurable benefits. So, it's not just about personal vanity.

When consulting with prospective patients, I emphasize the importance of physical, and emotional, wellness. It's hard to look your best if you're overstressed, overweight, drinking too much, smoking, and never exercise. So, Plastic Surgery shouldn't be your initial thought at self-improvement. First, try to get yourself in better, preferably the best, shape within your reach. Plastic Surgery can do a lot, but not the many things you can, and should do for your health and well-being.

Plastic Surgery is, however, a powerful tool to manage the inevitable signs of aging. Fundamentally, it artistically removes excess and sagging skin caused by aging something you cannot accomplish on your own.

For example, heavy, tired looking eyelids, due to redundant skin, can be rejuvenated with eyelid surgery ('blepharoplasty') and, if indicated, with a conservative brow lift. Saggy jowls and droopy necks can be corrected with a 'lower face and neck lift', rendering a younger, refreshed, natural-looking appearance, radiating with renewed vigor, potentially a substantial plus in a competitive business environment.



Stephan Baker MD

Other highly effective procedures include the tummy tuck ('abdominoplasty') which re-defines the mid-section, and usually dramatically so, allowing for a new wardrobe. In the case of implants, reducing their size or removing them after a certain age, along with a lift ('mastopexy') or a reduction in case of age-induced breast enlargement can also contribute to a trimmer and younger appearance.

So, Plastic Surgery, along with non-surgical treatments, can help substantially in managing the physical signs of aging and making you more visually 'competitive', especially if combined with a healthy lifestyle. In the final analysis, your success in business is the product of many personal variables, yet the impact of appearance is not to be underestimated.

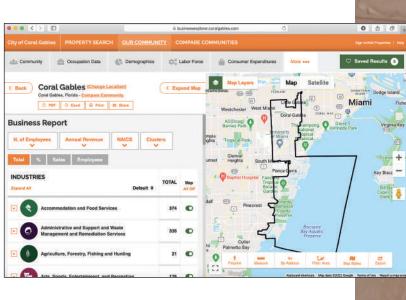
As always, research carefully, be realistic, before proceeding. And be sure that your surgeon has the necessary specialized Plastic Surgery training, experience, and reputation, to provide you with safe and happy results.

STEPHAN BAKER, MD, FACS

Plastic Surgery of the Face Breast and Body Certified by the American Board of Plastic Surgery



305.381.8837



"[The website] will show trolley routes, Freebee boundaries, Wi-Fi in the city, and land use... things that would be relevant to developers and well as business owners."

BELKYS PEREZ, INTERIM DIRECTOR OF THE ECONOMIC DEVELOPMENT DEPARTMENT, ON THE BUSINESSEXPLORER.CORALGABLES.COM WEBSITE

Saferwatch app that connects you to the police department to report suspicious activities or receive safety alerts.

For incoming business owners, the city's Department of Economic Development has just launched the new businessexplorer.coralgables.com website that displays a tsunami of helpful data, from basic population demographics like age and gender to more specific criteria like jobs by industry, average household income, and where people are spending their money.

"For new businesses, this is very helpful," says Belkys Perez, interim director for the city's Economic Development Department. "It will tell you where there is an opportunity to open a business, where we are missing something," allowing you to search for the location of specific types of business, as well as income distribution, traffic patterns, and population, neighborhood by neighborhood. The property search function shows available spaces for both office and retail and can be sorted by things like which LEED standard they meet, whether or not they have fiber optics, even the height of the ceilings. "It will show trolley routes, Freebee boundaries, Wi-Fi in the city, and land use," says Perez, "things that would be relevant to developers and well as business owners."

One example was a request by the downtown Business Improvement District, which wanted to know how many people live within the downtown boundaries of the BID. Answer: 850. What's more, all the city's data – from where to find EV charging sites and trolley stops to the latest traffic slowdowns and accidents via the WAZE app — can be accessed by anybody with an Internet connection. And if you need one, you can go to the city's Smart City Hub and find public Wi-Fi near you.

While information gathering is critical to the success of the



city's businesses, it is also vital for the well-being of residents. Rodulfo's IT department operates within the Public Safety Building, where information from the city's scores of cameras, plate readers and speed limit monitors feeds into its Community Intelligence Center, a futuristic array of screens that monitor the city's commercial areas. The feeds from these cameras have helped with everything from apprehending criminal suspects to locating missing persons. Along with the expansion of fiber optic cables to backup emergency services, and the spread of public Wi-Fi access at every higher speed, it is what Rodulfo calls the real purpose of smart city technology: "To improve the quality of life of the residents, whether it's safety, transportation, or communication, and to save money for the city government. The goal is to make the city a better place



City of Coral Gables WORKING TO IMPROVE THE CUSTOMER EXPERIENCE



CORAL GABLES RESIDENTS, BUSINESSES, AND CONTRACTORS

Stop by our new Development Services Center if you need a permit, have questions, or want to schedule an inspection regarding:

- Painting
- Constructing or renovating a building
- Zoning
- Paving a driveway
- Changing windows or doors
- Trimming or removing trees
- Applying for an occupational license

Coral Gables is streamlining the process and making it easier for you to:

- ✓ Receive email notifications
- ✓ Get updates on inspections
 - ✓ Apply online



Remember - all applications, plans and signatures will need to be submitted electronically.



The essential non-governmental organizations



When it comes to doing business and networking in the City Beautiful, institutions in the private sector are an essential part of the commercial fabric. Beyond the assistance provided by the city's departments of Economic Development, Development Services, and Information Technology, several key organizations in the private sector provide critical connectivity for the business community, as well as platforms for private citizens who provide leadership in business and society.

While there are numerous smaller organizations, such as civic advocacy groups (the Coral Gables Neighbors Association), social clubs (the Garden Club, the Woman's Club), and networking groups (the Rotary Club, the VFW, Knights of Columbus), three non-governmental organizations (NGOs) stand out in the city and within the business community in particular: The Coral Gables Chamber of Commerce, the downtown Business Improvement District (BID), and the Coral Gables Community Foundation.

Here we look at these three Gables NGOs: What their missions are, a summary of their agendas and activities, and a look at who the board members are and the companies they represent.

The Coral Gables Chamber of Commerce

LOCATION: 201 ALHAMBRA CIRCLE, SUITE 100
PHONE: 305.446.1657
WEBSITE: CORALGABLESCHAMBER.ORG
DIRECTOR: MARK A. TROWBRIDGE, PRESIDENT AND CEO

MISSION

The Coral Gables Chamber of Commerce is an organization comprised of local businesses and leading professionals. Its mission is to advance business success and member engagement in Coral Gables and beyond through a commitment to inclusiveness, relevance, and integrity.

OVERVIEW

The Coral Gables Chamber of Commerce was founded in 1925 by George Merrick, the visionary city planner and developer who also founded the city itself. Merrick served as the first chairman of the Chamber more than 97 years ago. Today, with 1,700-plus members, the Coral Gables Chamber is recognized as a top-tier chamber of commerce, and one of South Florida's largest, based on membership size, annual budget, and the assets of the organization.

With strong support from a collection of leading local businesses, including The Biltmore Hotel, Fresh Del Monte Produce, Baptist Health, Bacardí, The Allen Morris Company, Florida Blue, UHealth, and Amerant Bank, the Gables Chamber offers a comprehensive series of programs to encourage networking among its members, to educate the area's businesses on best-practices, and to engage the local business community through mixers, educational presentations, breakfast & lunch meetings, leadership interviews, roundtable discussions, annual events, etc. The Chamber also supports an annual trip by members, along with city political leaders, to Tallahassee and Washington, D.C. to present its legislative priorities.

PROGRAMS: MONTHLY EVENTS

HAPPY HOUR MIXERS

Monthly happy hour events, such as "Wind Down Wednesday," for groups of like-minded business and professional participants who are similar or who complement each other.

TROW KNOWS CEOS

A popular monthly breakfast series, in which Chamber CEO Mark A. Trowbridge employs his best Actor's Studio interview techniques to encourage guest CEOs to share the secrets of their successes.

BUSINESS BOOK CLUB

Oprah Winfrey, move over. The Chamber has its own Business Book Club, in which participants discuss timely tomes, often with visits by the author

GOOD MORNING CORAL GABLES

A monthly signature breakfast for members with a presentation by business leaders, consultants, pundits, etc. on a topic of relevance to the community and/or Chamber members. It is also a great opportunity to network with like-minded business professionals.

WOMEN'S BUSINESS NETWORK LUNCHEON

A monthly gathering of women in business to discuss opportunities and challenges.

MONTHLY TRUSTEE EVENTS

These include luncheons and receptions hosted exclusively for Trustees and GEM members.

SMALL BUSINESS SEMINARS

A monthly "Impact" series geared toward small businesses. Subjects include best HR practices, techniques to motivate your sales team, franchising, social media opportunities, etc.

PROGRAMS: ANNUAL EVENTS

DIAMOND AWARDS

The Diamond Awards for "businesses that sparkle" in all industries is the Chamber's most prestigious awards program, including large, small, nonprofit, retail, woman-owned, family, tech, etc.

ANNUAL CONFERENCE

Held each summer, a gathering of the Chamber membership to discuss goals for the coming year, present topics of high impact, and to recognize incoming leaders and members.

SMALL BUSINESS EXPO

A tabletop showcase representing the products and services of small businesses. Nonprofits and local restaurants also participate.

SMALL BUSINESS SUMMIT

Held in May, this annual networking event and seminar celebrates all things small business, discussing topics that are timely and pertinent.

RISING STAR AWARDS

An annual awards program for young professionals who are showing vast promise.

BUSINESSWOMEN OF THE YEAR

An annual awards program honoring women in categories such as small business, corporate, entrepreneurial, startups, real estate, etc.



Photo: SmashPixelStudio

BURGERLISCIOUS

Started during the Great Recession, this fundraiser for the Chamber's Foundation attracts hundreds of participants who sample the best burgers from over two dozen local restaurants.

BOARD OF DIRECTORS 2022-2023

EXECUTIVE COMMITTEE

Chair of the Board: Thad Adams (The Allen Morris Company)

Chair-Elect: Sara M. Hernandez (First Citizens Bank)

First Vice Chair: Addys Kuryla (Florida Power and Light)

Treasurer: Audrey Otero (PNC Bank)

Parliamentarian: Alina Menendez (American Airlines)

Immediate Past Chair: Ana Chaoui (SouthState Bank)

 $\label{thm:continuous} \mbox{Vice Chair, Global Business Affairs: Deirdre Nero (NERO Immigration Law)}$

Vice Chair, Community Affairs: Adrian Nunez (University of Miami)

Vice Chair, Business & Economy: Rick Alberty (Well Groomed Gentleman)

Vice Chair, Member Affairs: Nguyen Cabanilla (ContactLink)

Vice Chair, Special Events: Lauren Dowlen (Lowell International Realty) Vice Chair, Gov't & Legislative Affairs: Maria Garcia (Kozyak Tropin &

Throckmorton)

Trustee Council Chair: Mitchell Mandler (SMGQ Law)

Chairman's Appointee: Jose Romano (Doctors Hospital)

President & CEO: Mark A. Trowbridge

ELECTED - TERM EXPIRES 2023

Steven Bradley (Clutch Burger)
Matthias Kammerer (The Biltmore Hotel)
Cristina Miller (InterMedia Touch)
Anabella Smith (Zyschovich Architects)

ELECTED - TERM EXPIRES 2024

Rosella Papale (HIGGS HUB) Monique Selman (Albany Homes Construction) Myrna Vaca (UHealth) Jessica Wilcox (J. Wilcox Consulting)

ELECTED - TERM EXPIRES 2025

Giselle Breto (Best Practices Title)
Amy Donner (Coral Gables Magazine)
Drew Kern (Berkshire Hathaway Home Services EWM Realty)
Cinthya Urena (City National Bank)
Rosanna Weber (Pita Weber Del Prado)

EX-OFFICIO MEMBERS (NON VOTING) - TERM EXPIRES 8/31/2023

City of Coral Gables Vice Mayor Michael Mena Business Improvement District Ari Bittel Coral Gables Community Foundation Eric Gros-Dubois Miami-Dade Beacon Council James C. Kohnstamm Coral Gables Chamber Foundation Cristina Miller

The Downtown Business Improvement District (BID)

LOCATION: 220 MIRACLE MILE. SUITE 234

PHONE: 305,569,0311

WEB SITE: EXPERIENCECORALGABLES.COM

DIRECTOR: AURA REINHARDT, EXECUTIVE DIRECTOR

MISSION

The mission of the Business Improvement District of Coral Gables is to promote the commercial vitality of Miracle Mile and Downtown Coral Gables through the implementation of marketing and advocacy programs. This collective organization of property owners and merchants positions the downtown as the center of culture and commerce in Coral Gables.

SUMMARY

The Business Improvement District of Coral Gables was founded in 1997 as a special taxing district bound by Le Jeune Road on the west, Douglas Road on the east, Aragon Avenue on the north, and Andalusia Avenue on the south. Using funds from special assessments paid by property owners in this area (typically passed on to the merchant tenants), the BID markets the downtown as a destination for shopping, dining, and experiencing the unique small-town feel of an area comprising mostly owner-occupied shops, with a limited number of national chains. The BID also advocates with local and state governments for the needs of their member merchants. Among their various programs are events that bring people into the downtown area.

PROGRAMS/SERVICES

WEBSITE FOR MERCHANTS

The BID maintains a comprehensive website with a directory of merchants by category. The site also features a calendar of events, local news, blogs, and marketing resources for small businesses.

WEEKLY NEWSLETTER

The BID sends out a weekly newsletter to 26k residents, highlighting experiences in the BID, including special deals and promotions offered by shops and restauranters in the district.

FAMILY EVENTS

The BID organizes family-oriented events in every corner of the BID, indoor and outdoor, encouraging families to bring kids downtown for outdoor movies, magic shows, art classes, and more.

HOLIDAY EVENTS

The BID hosts an annual Halloween event for families in costume to trick-or-treat in shops and restaurants. In partnership with the city, the BID also dresses up Miracle Mile and Giralda Plaza during the Holiday season with a giant Christmas tree, bulbs, lights, and wreaths, and a Holiday Market of local vendors (with Santa and Mrs. Claus).

ENCORE! MUSIC SERIES

Every other Thursday in the winter and spring, musicians from the Frost Music School perform live at McBride Plaza on Miracle Mile, with genres of music from jazz and Latin to funk and opera.

SIP & SAVOR

Sip & Savor in the Gables offers participating restaurants the chance to create a signature drink and appetizer for a special price, every day for two weeks in July from 4 pm to 7 pm.



The BID works with businesses to facilitate window wrap designs, installing empty storefronts with photo montages of local flora and fauna that are applied to the windows.

MURALS ON THE MILE

Four colorful murals decorate Miracle Mile with Coral Gables-esque illustrations and artwork created by Chalk and Brush. The City and BID partnered to bring this project to life for visitors and residents alike.

BOARD MEMBERS

President: Jill Hornik, Jae's Jewelers Vice President: Nick Sharp, Threefold Cafe/Bay 13 Secretary/Treasurer: Ricardo Alberty, Well Groomed Gentleman

BOARD MEMBERS:

Patricia Anton, Violeta's Ari Bittel, Terranova Corp. Zeke Guildford, Property Owner Burton Hersh, Burton Hersh P.A. Steve Bradley, Clutch Burger Kelly McBride, McBride Properties Alberto Perez, AJP Ventures

Chamber Representative: Brian Piper, Sykes Printing City Representative: Mayor Vince Lago, City of Coral Gables Resident Advisor: Marc Schwarzberg, Maven Realty



As you prepare for the future, speak with your family. Then speak with ours.

Together, we'll discover answers and strategies to guide you in achieving long-term financial success. As a fiduciary and trusted advisory firm, we've partnered with our clients and their families for more than thirty years from our Coral Gables home. Let's talk. Call us at 305.669.2119 or visit firestonecapital.com.

Behind every individual is a plan. Behind every plan is a portfolio. Behind every portfolio is a family.



The Coral Gables Community **Foundation**

LOCATION: 220 ALHAMBRA CIRCLE, SUITE 320

PHONE: 305.446.9670

WEBSITE: GABLESFOUNDATION.COM **DIRECTOR: MARY SNOW, PRESIDENT & CEO**

MISSION

The Coral Gables Community Foundation inspires impactful philanthropy through charitable funds and programs using local knowledge, expertise, and trusted relationships.

For 31 years, the Coral Gables Community Foundation has been at the forefront of philanthropy in the City Beautiful. It brings together benefactors and beneficiaries to address our community's greatest needs through the Donor Advised Funds they manage and the programs they support. In 2021, the Foundation launched Support Surfside efforts; previously it provided free meals during the height of Covid. The Foundation also donated computers for home schooling and remote workstations during the pandemic. The Foundation is known for hosting three signature fundraising events each year: the Tour of Kitchens, the Wine Auction, and the Biltmore Ball. It also brought the Umbrella Sky to Giralda Plaza in 2018, creating a social media sensation and doubling foot traffic for restaurants there.

PROGRAMS

DONOR ADVISED FUNDS

The Foundation administers Donor Advised Funds for individuals and families, then manages the investment and facilitates the distribution of those funds. A Donor Advised Fund is a charitable investment account that allows donors to make gifts to charities, while the Community Foundation handles the back office, administrative, and regulatory duties so that fund-holders can support the charities they love.

STUDENT SCHOLARSHIPS

The Foundation managers 14 scholarship programs. Most are managed for third parties (local families and organizations), while the remaining are used to distribute funds raised through annual events.

COMMUNITY GIVING

The Foundation awards annual cash grants through a competitive process to local nonprofits that serve Coral Gables. These range from vision care for senior citizens to the Miami Lighthouse for the Blind to local schools in need of laptops for underprivileged students.

THE TOUR OF KITCHENS

Each February, the Foundation organizes a full-day tour of spectacular local homes. Residents volunteer to open their homes and the Foundation serves food from local restaurants in each. Proceeds of the Tour benefit the Foundation's pivotal outreach programs. The next Tour of Kitchens: Saturday, February 11, 2023.

THE BILTMORE BALL

Each fall, the Foundation organizes a grand black-tie ball with a theme (one year it was the Beatles invasion, another a Cirque du Soleil theme). This year is The Road to Rio, A Gala from Ipanema, on October 21 at The Biltmore Hotel. In addition to raising funds, the gala honors distinguished individuals who have positively impacted Coral Gables.



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100 YEARS OF CREATIONS BY 20 WOMEN ARTISTS (1922 TO 2022)

Elvira Martínez, Viuda de Melero (1858 - 1925)*María Ariza (1873 – 1959) María Capdevila (1881 – 1991)* María Pepa Lamarque (1893 - 1975)Amelia Peláez (1896 – 1968) *Loló Soldevilla (1901 – 1971)* Mirta Cerra (1904 – 1986) Raquel Lázaro (1917 – 2020) *Uver Solís (1923 – 1974)* Gina Pellón (1926 – 2014) Antonia Eiriz (1929 – 1995) Scull Sisters (1931 – 2007, 08) Lourdes Gómez Franca (1933 - 2018)

Flora Fong (b. 1949)
Demi (b. 1955)
Lilian Garcia-Roig (b. 1966)
Belkis Ayón (1967 – 1999)
Tania Bruguera (b. 1968)
Irina Elén González (b. 1978)

Clara Morera (b. 1944)



AMELIA PELÁEZ (1896 - 1968), Woman with Fish, (*Mujer con Pez*), 1948, oil on canvas, 52 x 40 inches

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Seller's Market

HOUSING PRICES ARE RISING AS SUPPLY REMAINS TIGHT IN THE CITY WHERE EVERYONE WANTS TO LIVE

BY DOREEN HEMLOCK



VILLA VALENCIA, A 13-STORY LUXURY CONDO BUILDING BY LOCATION VENTURES

f you're looking to live in Coral Gables these days, be prepared to search for housing. Inventory is so scarce for single-family homes, condos, and even rental apartments that prices are at record highs, with seekers sometimes paying above the asking price – even as interest rates rise and the stock market dips.

Ask Carole Smith, vice president of Compass Real Estate, who's long specialized in residential sales in the City Beautiful. "We have the least inventory I've seen in 27 years," she said in spring 2022. "We have one month's supply of single-family homes. A healthy market should have at least six months' supply, and I've seen times in the Gables when we've had a 12- to 18-month supply."

Little wonder that when Gables houses come on the market, lines often form to see them. In 2021, Smith recalls 120 cars pulling up for an open house at a luxury home. "We were so stacked up, you couldn't find parking," she says. Even in spring 2022, as the stock market dipped, she had 70 people filing through a house on Majorca Ave. The home ended up selling for \$350,000 more than the original asking price.

Specialists cite many reasons for the housing scarcity: more people moving from higher-tax states to South Florida for lower taxes and warm weather, little undeveloped land in the area, limits on building height in the city a permitting process considered slower and more deliberate than in other cities, plus resistance by some Gables

residents to tall multi-family buildings in their neighborhoods.

That means low inventory is likely to remain an issue at least for several more years – until a spate of new projects can be approved and built, real estate leaders say. Here's a look at some of the trends in the Gables housing market.

BUYERS REMODELING OR TEARING DOWN OLDER HOUSES

With inventory scarce, buyers often can't find the exact single-family house they seek. One solution: buy what's available and then either remodel or tear down the house and build anew.

Tere Shelton-Bernace, a principal at Shelton and Stewart Realtors estate, says she sold a waterfront property in Gables Estates last year for some \$14 million to a couple from California, who's tearing down the existing house and investing at least \$7 million to build the South Florida home of their dreams. "I don't even think we ever went inside the house on the lot," says Shelton Bernace. "It was all about the land and location."

Indeed, so many people are renovating older houses that the improvements are boosting home prices. Some residents add extra bedrooms, new kitchens, spa bathrooms, or even pools and extra patios. "Of course, buyers will pay a premium for those homes remodeled or rebuilt," says Shelton-Bernace.

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LUXURY CONDOS RISING IN THE URBAN CORE

With land limited for single-family houses, condos are becoming a popular choice in recent years, especially luxury ones for empty-nesters, retirees, and second-home owners. Buyers like the convenience of locking up their residence while they travel and no longer needing to tend to lawns and pools.

Debuting this year: Villa Valencia, a 13-story luxury condo building. Units have sold for prices starting around \$1.8 million, or more than \$1,100 per square foot, says Rishi Kapoor, CEO of Coral Gables-based developer Location Ventures.

As of June, more than 90 percent of Villa Valencia's units were sold, about three-quarters to locals and the rest to out-of-towners moving from high-tax states, including New York. "Many are paying cash. They're coming from larger homes and more expensive markets," says Kapoor.

DEVELOPERS BUYING OLDER HOUSING TO BUILD NEW

Some developers are offering luxury condos by buying up groups of older apartment buildings, tearing them down, and creating new complexes, with larger units and more modern amenities.

That's the case with MG Developer's Gables Village, a 48-unit, low-rise community rising on 17 lots bordered by Malaga Ave., Santander Ave., Segovia St., and Hernando streets. The luxury project includes townhomes, villas, and condos, plus a wellness center. Prices will likely start around \$2 million and top \$3.5 million per unit, with the house-like villas to feature their own private swimming pools and lots of green space, says Alirio Torrealba, CEO of Coral Gables-based MG Developer.

Torrealba took inspiration for the complex from Gables' founder George Merrick, who built unique villages in the city in styles from French to Japanese. "Our village is authentically Gables, not imitating any other nationality," he adds. He estimates sales of all 48 units will reap some \$120 million.



"Our village is authentically Gables, not imitating any other nationality."

ALIRIO TORREALBA, CEO OF MG DEVELOPER ON GABLES VILLAGE (ABOVE) COMPRISING LUXURY TOWNHOMES, VILLAS, AND CONDOS

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"Redevelopment is not easy," says Torrealba. "There are not a lot of property owners who want to sell. It takes time. For Gables Village, it took us three years to assemble all the adjacent properties."

TALLER APARTMENT BUILDINGS NEAR MASS TRANSIT

Perhaps hardest to find these days in and around Coral Gables are rental apartments affordable for teachers, police officers and other professionals on limited incomes. Part of the problem is resistance from neighbors who don't want lots of cars in their area. One neighborhood group blocked plans for a 12-story apartment complex near the University of Miami, prompting the developer to instead propose a smaller number of luxury condos there.

Location Ventures' Kapoor aims to address the shortage by bringing his URBIN concept to Coral Gables. He plans to offer furnished apartments for extended-stay travelers and long-term rentals, plus a wellness center and retail below. Kapoor's first URBIN live-work-wellness project is underway in Coconut Grove with 54 units. The second is set for Miami Beach, with 69 units. He expects the Gables version "to be three times the size," though details have yet to be finalized.

"You need people to live and work at all price points to have a healthy community," says Kapoor. "You can't have only luxury condos." Prices for the URBIN in Coral Gables are not yet set, but in Coconut Grove, URBIN's one-bedroom units will start at \$1,500 per month. Pushing up prices: rising costs for building materials and for salaries since the covid pandemic began, he says.

MG Developer, unable to find sufficient land for high-rise apartments inside Coral Gables, is looking to build on the city's edge instead - near the Shops of Merrick Park, but on the Miami side. "Miami has incentives for high-density buildings near mass transit," says MG Developer's CEO Torrealba.

Torrealba is proposing a \$204 million project called Merrick Parc with two 20-floor towers offering 440 units spanning studios, one-bedroom, and two-bedroom apartments, plus parking, retail, and dining. It's a joint venture with The Baron Property Group of New York, which has ample experience in high-rise rentals. Tenants at the proposed 3191 SW 39th Ave. complex likely will include professionals working from downtown Miami to the Gables "because of the ease of transport by Metrorail," he says.

Prices for the Merrick Parc apartments are not yet set, but probably will top \$3 per square foot per month, or \$3,000-plus monthly for a 1,000 square-foot unit, says Torrealba. "We'll be competitive with the local market." He hopes to start construction as soon as 2023 and finish in 2025.

APPROVALS OFTEN SLOWER THAN IN OTHER CITIES

Also limiting supply: the time it takes for developers to get approvals and build in Coral Gables, especially for taller structures. Approvals and permits for multi-family buildings sometimes take twice as long as in other cities, developers say. That's partly because of stricter building codes that limit building height to 190 feet – and that only with the addition of "Mediterranean" bonuses of 30 feet – and because of resistance by some residents to apartment towers.

Kapoor figures a larger, multi-family project in Coral Gables typically takes two years for pre-development and two to four years to build these days. "There's are not a lot of projects in the works now and not enough under construction to meet demand" for housing in Coral Gables, says Kapoor. "For the foreseeable future, we'll see low inventory."

/EAR	SALES VOLUME	MEDIAN PRICE
017	\$520 MILLION	\$829,115
018	\$498 MILLION	\$950,000
019	\$482 MILLION	\$915,000
020	\$619 MILLION	\$1.04 MILLION
021	\$831 MILLION	\$1.40 MILLION
'HRU APRIL '22	\$190 MILLION	\$1.83 MILLION
CORAL GABLES	CONDOMINIUMS	
EAR EAR	SALES VOLUME	MEDIAN PRICE
2017	\$261 MILLION	\$355,000
2018	\$299 MILLION	\$375,000
019	\$293 MILLION	\$340,000
020	\$265 MILLION	\$362,500
.021	\$474 MILLION	\$405,000
HRU APRIL'22	\$169 MILLION	\$520,000









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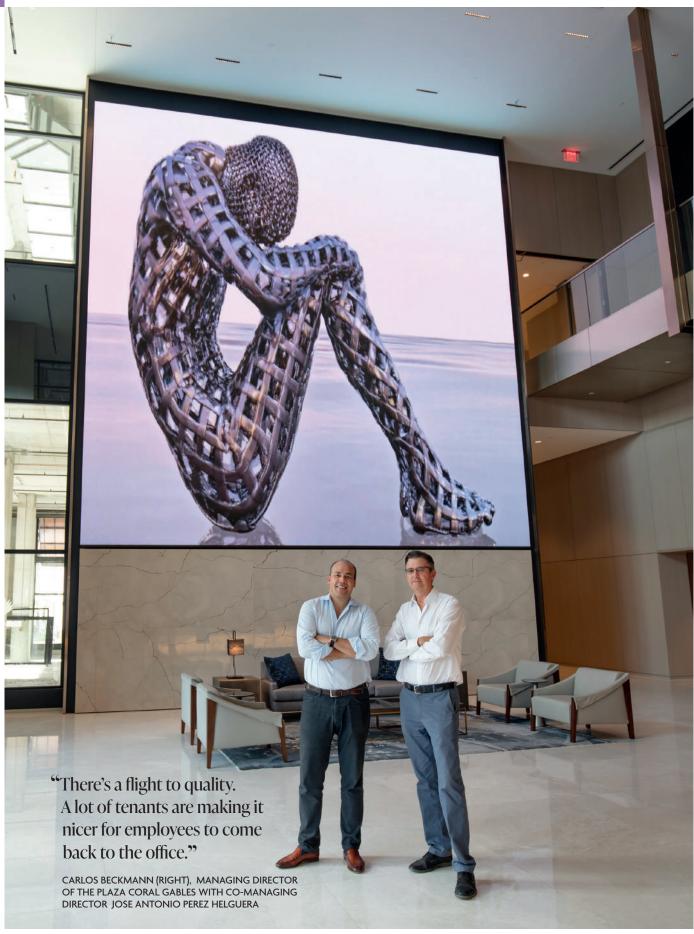
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And the Beat Goes On...

EVEN WITH HYBRID WORK AND NEW SPACE ADDED, THE MARKET REMAINS STRONG

BY DOREEN HEMLOCK AND J.P. FABER



THE PLAZA CORAL GABLES, THE BIGGEST REAL ESTATE PROJECT IN THE CITY

arlos Beckmann has reason to smile these days. He runs The Plaza Coral Gables, the biggest real estate project ever in Coral Gables, and business is brisk. Most of the commercial space in The Plaza's two office towers is leased, mainly to corporate headquarters and professional service firms. Retail spots are filling up, some with world-class restaurants. And the 242-room luxury Loews Hotel is set to debut in late 2022.

Two years ago, when Covid hit, questions swirled about leasing in the \$700 million project and across Coral Gables. But office and retail have rebounded in the city, thanks in part to an influx of new residents and ventures from high-tax states, and the migration of some local companies from the more crowded Brickell and downtown Miami markets. Business travel also is picking up, as is tourism.

Indeed, office rental rates are now the highest in Gables history.

Rates for The Plaza's offices sometimes top \$55 per square foot, up from Class A office rates citywide that averaged \$40 to \$45 per square foot before Covid, according to research from Coral Gables-based developer The Allen Morris Company.

"There's a flight to quality. A lot of tenants are making it nicer for employees to come back to the office," says Beckmann, one of two managing directors at The Plaza for developer Agave Holdings, led by the family that owns Jose Cuervo tequila.

Yet there are challenges for commercial real estate in Coral Gables, developers and brokers say. The Gables has a reputation for taking longer than other cities for permitting, especially for restaurants. Some international brands are still not familiar with the city, tending to set up in better known, more touristy areas nearby such as Miami and Miami Beach. And there's a chance of recession in 2023.

Here's a look at some trends in office and retail space in Coral Gables. $\,$

SMALLER FOOTPRINTS, HYBRID MODELS

When coronavirus struck hard in 2020, many companies sent employees to work from home. Now that the pandemic is waning, they're still offering hybrid options that allow more time to work remotely. That means many office tenants are shrinking their space, often by 10 to 20 percent compared to pre-Covid levels. Some are also reconfiguring space to offer more open desks for employees who don't come daily, real estate leaders say.

William Holly, co-founder and president of Gables-based Patton Real Estate, sees the shift at the 4000 Ponce de Leon building, where his firm is the exclusive leasing agent. Some of the professionals renting offices are renegotiating when their leases are ending. "What they say is, 'We love the building, we'd like to stay here, but we'd like to reduce our footprint," says Holly. "So, we either reduce them or relocate them within the building."

Still, with leases that run seven to 10 years at the building, among the longest in Miami-Dade County, Holly is not worried about office vacancies. "You don't have an environment where everyone is reducing at once," he says. Plus, there's demand for space from newcomers to the area.

OFFICE VACANCIES DIPPING, RENTAL RATES RISING

While The Plaza Coral Gables brought more Class A office space into the city than any single project ever – some 455,000 square feet –





Photo: Jonathan Dann

"If we were not in Miami, there would be a negative trend in office space. But being in Miami, and especially Coral Gables, it's counterbalanced."

WILLIAM HOLLY, PRESIDENT, PATTON REAL ESTATE

there's no glut in that market, specialists say. That's because much of The Plaza's office space was pre-leased, both in the north tower that opened in 2021 and the south tower debuting late 2022. Among tenants: the global headquarters for software company ACI Worldwide, and regional or local hubs for finance groups HIG Capital, Raymond James, and PNC Bank.

Indeed, vacancy rates for Class A office space in the Gables are down, slipping from 12.6 percent in 2021 to 11.5 percent in mid-2022 – and likely to dip to 10.1 percent in 2023, says research from The Allen Morris Company.

"If we were not in Miami, there would be a negative trend in office space," says Holly, referring to worsening vacancies in less vibrant U.S. areas. "But being in Miami, and especially Coral Gables, there continues to be new companies coming here and some are actually expanding."

Rents for Class A offices citywide are up too, both from continued demand and from rising costs for materials, salaries, and fuel, adds Morris. Class A office rental rates citywide averaged about \$43 per

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square foot in 2021, \$44 in 2022, and likely will near \$50 in 2023, says Morris.

UPGRADES AT EXISTING BUILDINGS

So much new office space is encouraging upgrades at existing office buildings. Morris says his company is investing millions of dollars at its prestigious Alhambra Towers to re-do the lobby area "more like a boutique hotel" and to add new tech features including touchless elevator controls.

Maven Real Estate, meanwhile, is now renovating the historic 22,000-square-foot La Palma building near Alhambra Towers for Class A office and retail, with its main restaurant to launch late 2022. It's also refreshing its Class B office buildings near Sunset Place, where demand is rising from small-business owners who live in Coconut Grove, the Gables, or points south and west. Some of those owners used to rent in more congested Miami, but moved closer to home.

"We've seen a migration to the Gables because it's a favorable commute with office product comparable to downtown and Brickell at rates more approachable," says Marc Schwarzberg, who runs Maven with his brother-in-law Jose "Pep" Ortega. "For Pep and I, movin our office to Coral Gables also has been conducive to better work-life balance."

RETAIL ALSO ON THE RISE

Within retail, what's espeically hot are restaurants, as Maven Real Estate can attest. Maven began buying up properties along Giralda Plaza in 2017, starting with the former Church of Scientology building. It's invested some \$20 million in the area to date, with many leases to restaurants, says Schwarzberg. Though Covid intitally **FIRST**

hurt eateries, restaurants that added outdoor seating soon lured customers, especially

FIRST QUARTER 2020

FIRST QUARTER 2021

CITYWIDE RETAIL VACANCY RATES Source: CoStar Realty Information

those with "good food at reasonable price points," incuding Coyo Taco, Sweetgreen, and La Sandwicherie, he says. "Resaurants were faster to recover than other retail."

Across Coral Gables, just 1.7 percent of retail space was vacant mid-2022, according to the city's economic development department. Even Miracle Mile, which suffered the double-blow of Covid and business slowdowns from delays in its Streetscape makeover, had just 7.7 percent of retail vacant then.

"Anything 10 percent or below is considered extremely healthy," says Francesca Valdes, the city's retail strategist. "If you have 100 percent occupancy that's a problem, because you can't bring in anyone new." Besides restaurants, she's seeing increased demand for retail space these days in health and wellness and in stores that offer specialty or exclusive items.



Photo: Jonathan Dann

"We've seen a migration to the Gables, because it's a favorable commute with office product comparable to downtown and Brickell at rates more approachable."

MARC SCHWARZBERG (ABOVE LEFT) AND JOSE "PEPE" ORTEGA, CO-PRINCIPALS OF MAVEN REAL ESTATE

That trend is clear at the 227-unit luxury condo building Merrick Manor, which offers a Health and Beauty Corridor on the ground floor. Retail tenants there include Anais Nails & Spa, Body Details for laser treatments, Elegance Beauty Salon, M&B Dental Associates, and Sweat 440 gym. The building will also host the first U.S. showroom for Sierra Muebles, a high-end furniture retailer from Peru. Sierra Muebles is renting nearly 4,500-square-feet of space, and its owners plan to live in the condo building too, says Manny Chamizo III, commercial director at ONE Sotheby's International Realty Global, who brokered the lease.

At The Plaza, Beckmann can smile about retail prospects too. Among the project's retail tenants: Brazilian steakhouse Fogo de Chao, Mexican restaurant Cantina Leon, and Sweet Paris Creperie & Cafe. Beckmann is looking forward to bringing in more business soon. ■



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UNIVERSITY OF MIAMI BUSINESS STUDENTS

an Brennan, a former army officer, walks into his finance class ten minutes early to review his notes before class starts. His fellow students gradually trickle in and shuffle around to find their seats. After most of his classmates have arrived, Brennan's watch beeps, signaling that it's time for class to begin.

Having spent 11 years in the army, leading hundreds of soldiers and directing weapons and army operations all over the world, Brennan decided he wanted to change careers. So, he traded in his rucksack and combat boots for a backpack and sneakers and enrolled in the University of Miami's full-time MBA program.

"After being in the army, I knew I wanted to challenge myself and do something in the business field. But I knew I had to get my MBA first, or it would have been a mess," says Brennan.

Already in the second year of his MBA program at the University of Miami, Brennan is now interning at Goldman Sachs for the summer, working in personal financial management. Once he completes his MBA, Brennan hopes to pursue a career in finance or explore other realms of the business world.

Brennan might seem like a special case, but every year, thousands of professionals enroll in an MBA program to facilitate a career change or get ahead in their current field. Some enroll full-time, but others enroll part-time while holding down a full-time job. That may seem

"After being in the army, I knew I wanted to challenge myself and do something in the business field. But I knew I had to get my MBA first, or it would have been a mess."

DAN BRENNAN, MBA PROGRAM, UM



intimidating or even impossible, but getting an advanced degree in business is the first step for many individuals looking to boost their careers and increase their salaries.

According to Hari Natarajan, the Vice Dean of Business Programs at UM's Herbert Business School, students who pursue a specialized master's degree can expect to see a 30 to 40 percent increase in starting salary over those with just an undergraduate degree. "The nature of how we work is changing, and markets are always evolving, so, there's a constant need to keep learning and adapt," says Natarajan.

Angel Buros, executive director of Florida International Univer-



FIU BUSINESS STUDENTS

sity's graduate programs, echoes Natarajan's remarks that graduate education is becoming more necessary. "One of the things I tell people when they're thinking about an MBA program is to take a look at the jobs they're interested in. Eight out of ten times, the job they're looking at says 'Master's preferred," says Buros.

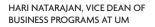
But what if you don't have the luxury to stop working and pursue a degree full-time? Fortunately for Gables residents and professionals, local universities offer programs tailored for individuals still in the workforce. UM, FIU, and the Kellogg School of Management at Northwestern University all have programs created with the "executive" in mind.

"With our Global Executive MBA, you're thinking of the 38-yearold who has about 15 years of work experience and is the director of a marketing firm, and now wants to get to the VP level or the C-suite level," says Natarajan. An important component that makes these Executive MBA programs worthwhile for working professionals is their interactivity and pragmatism. In each school's respective program, students can bring their work experiences to the classroom and solve challenges they may be facing on the job.

"A lot of the value in [our] program is that students are able to bring some of the problems from work into the classroom, and then they can consult professors who have expertise that they don't," says Dustin Saunders, senior director of executive and evening/weekend MBA admissions for the Kellogg School of Management at Northwestern University.

Each school's Executive MBA is designed for someone who wants to build upon their foundation of knowledge but there are differences within each program.

"You're thinking of the 38year-old who has about 15 years of work experience and is the director of a marketing firm and now wants to get to the VP level or the C-suite level."

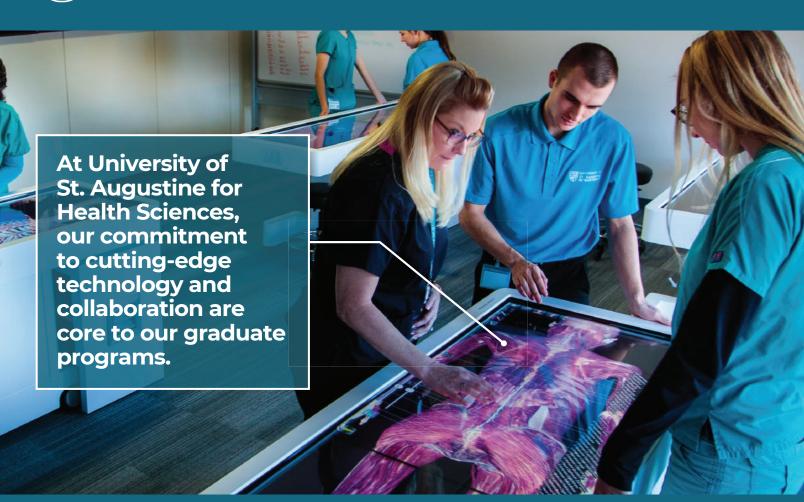




FIU's Executive MBA takes 16 months to complete, for example, broken into four four-month semesters. Each semester, students will have six to nine days of online instruction and six to 12 Saturdays of in-person instruction. Given the frequency of in-person Saturday classes, this program mainly contains area residents.

Kellogg's Executive MBA and UM's Global Executive MBA programs, in contrast, have a more geographically diverse class because of their monthly and bi-monthly meeting times.

The Executive MBA program at Kellogg is two years long, and students meet once a month for a long weekend session – Thursday through Sunday. During their monthly session, students are housed at the Hyatt Regency just a short walk away from their classrooms on Merrick Way. And even if students are locally based, they can still stay onsite at the Hyatt Regency.



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With UM's Global Executive MBA model, students attend classes online for seven weeks and then come to campus for a long weekend session, Friday through Sunday. During their long weekend session, UM's students have the privilege of staying at the Biltmore Hotel. Just like the Kellogg program, even locally based students can take their educational staycation at the hotel. In lieu of an executive-style MBA program, area schools offer other types of advanced business degrees.

FIU offers a series of specialized master's programs that last between 10 to 16 months. These are tailored for someone looking to supplement their knowledge in specific areas like finance, international business, or accounting. Their specialized master's in accounting has been named among the 1 percent of accounting schools worldwide that are accredited by AACSB International.

UM offers a series of STEM-designated specialized master's programs, along with other specific MBA programs like its professional MBA, its accelerated MBA, and its popular accelerated MBA in real estate.

Kellogg, along with both FIU and UM, also offers individuals (and corporations) executive education courses. These are custom designed for specific businesses to educate their employees and address their unique challenges.

Whatever your goals or schedule may be, you're bound to find a program to meet your needs and help you scale the corporate ladder. So, dig your old bookbag out of storage and pack up your pencils, because it's time to go back to school.

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Tuition varies per program for Florida residents, from \$14,315 to \$52,000.



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My husband and I raised our three wonderful girls in Old Cutler Bay, just north of Matheson Hammock. Like their parents, they grew up with a love for Biscayne Bay that runs deep. My daughter Lauren was on a fast-track at Ernst & Young when I convinced her to move back to Miami and join the Toni Schrager Team. She missed the water enough to say yes! Lauren's a smart, strategic thinker, and working with her in Real Estate is priceless.

¶ To underscore our shared passion for the bay, we support MiamiWaterKeeper.org. Biscayne Bay gives us all so much joy, and its health and beauty are integral to our economy. We're blessed to be able to give back, and to live and work in the City Beautiful. ¶ We'll be delighted to talk about your Real Estate interests whenever the time is right — you can rely on us for exceptional personal service, discretion, innovation and results.

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Lauren Schrager

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Twin Pillars

HEALTH AND EDUCATION REMAIN FUNDAMENTAL FOR FAMILY LIFE



PROPOSED SYLVESTER COMPREHENSIVE CANCER CENTER AT UNIVERSITY OF MIAMI

oral Gables is exemplary when it comes to health and educational resources. Its hospitals are highly ranked, it is home to the medical research facilities of the University of Miami, and its array of private and public schools are among the top in South Florida.

"It doesn't matter if you send your kids to private school or public school, education is fundamental to a civil society," says Mayor Vince Lago. "We need to provide the best education to everyone in this community." Currently, between 13 and 14 percent of residents send their children to public schools, "and I would like to see that number increase," says Lago, encouraged by the current \$40 million renovation of Coral Gables High School.

Most city schools are rated A level, and special attention has been paid to school safety in recent years. After the shooting at Parkland, the City Commission immediately authorized the placement of police officers in all schools, until the school board had the resources to replace them. "Nobody ever talked about that," says Lago. "Do you know why? Because there were no incidents...We are making sure we have a safe learning environment for the kids."

On the medical side, the Gables is served by two health networks, Baptist Health South Florida and the University of Miami Health System. UM medical system has a vast medical complex near downtown Miami, while maintaining its Lennar outpatient clinic and Bascom Palmer Eye Institute on campus in the Gables. It recently broke ground on a new 244,000-square-

foot Sylvester Comprehensive Cancer Center research and treatment building to be completed on-campus in 2024. Gables-based Baptist Health, meanwhile, has an enormous medical campus south of the city (in Kendall) while maintaining the top hospital inside the city – Doctors Hospital – along with an Urgent Care center and Medical Plaza in the downtown.

"Since this hospital first opened in 1949, it has had a long-standing relationship with the community, something we have seen even more of in the last two difficult years," says Doctors Hospital CEO Javier Hernandez-Lichtl. Long ranked among the top five hospitals in South Florida, Doctors Hospital did an exceptional job during the pandemic, where it was the first to use convalescent plasma as well as mononuclear antibodies in the state. It is home to cardiovascular care overseen by cardiologists from Baptist Health's Miami Cardiac & Vascular Institute. It is also home to Baptist Health Orthopedic Institute, part of Baptist Health Orthopedic Care, adjacent to Doctors Hospital. The Institute houses several orthopedics and sports medicine clinics and an ambulatory surgery center with four operating rooms.

The Institute used by all of Miami's national sports teams, including the Dolphins, the Heat, the Panthers and the newly minted Inter Miami soccer team. "The emergency department service has also been ranked highly many times," notes Hernandez-Lichtl, including a recent 4.8 out of 5 Google ranking from patients who came to the ER. What follows is a guide to local schools and hospitals.

PRIVATE SCHOOLS

CORAL GABLES PRESCHOOL

TODDLER – KINDERGARTEN

3010 COLUMBUS BLVD. 305.444.9792

GABLESPRESCHOOL.COM

Coral Gables Preschool provides an early learning experience for children ages 2 years to Kindergarten. Curriculum includes reading/writing, language and art/music, math, science, social studies, and Spanish.

TUITION: \$650-\$900 MONTHLY

GRANADA DAY SCHOOL

INFANT DAYCARE – KINDERGARTEN

900 UNIVERSITY DR.

305.444.2028

GRANADADAYSCHOOL.COM

Established in 1954, Granada Day School is a "Christ-centered" school with infant daycare, preschool, and kindergarten programs. Accredited by the Christian Schools of Florida, activities include library time, computer center, music and movement, and gardening.

TUITION: \$7,645-\$12,800

BANYAN DAY SCHOOL

INFANT DAYCARE – KINDERGARTEN

340 PALERMO AVE. 305 447 1233

BANYANDAYSCHOOL.ORG

Located in the heart of Coral Gables, Banyan Day School accepts children from ages 1 to 6-years-old. Class time includes blocks, LEGOS, hand-eye coordination/puzzles, reading, science, and computers.

TUITION: \$885 - \$995 MONTHLY

FIRST UNITED METHODIST: THE GROWING PLACE

TODDLER – SECOND GRADE

536 CORAL WAY 305.446.0846

WELOVECORALGABLES.ORG

The Growing Place is a Christian early childhood center focused on high quality education in a nurturing environment. Small class sizes, with a low teacher-student ratio. Early morning care starting at 7:30 am, after school enrichment until 3:30 pm, and extended care until 5:30 pm.

TUITION: \$6,950 - \$9,500

CARROLLTON SCHOOL OF THE SACRED HEART (NEAR CORAL GABLES)

PRESCHOOL - HIGH SCHOOL

3747 MAIN HWY. 305.446.5673

CARROLLTON.ORG

Located just outside of Coral Gables in Coconut Grove, Carrollton is considered to be one of the top all-girls schools in the area. The curriculum includes religious studies, world languages, and science. Athletics include soccer, volleyball, swimming and diving, basketball, cross country, golf, softball, tennis, track and field, and sailing.) TUITION: \$25,740 - \$38,556

GULLIVER PREP (IN AND NEAR CORAL GABLES)

PRESCHOOL - HIGH SCHOOL

12595 RED RD. (PK-8 CAMPUS) 305.665.3593 6575 N. KENDALL DR. (UPPER SCHOOL CAMPUS) 305.666.7937 8000 SW 56TH ST. (UPPER SCHOOL MILLER CAMPUS) 305.274.9535 GULLIVERPREP.ORG

The Marian C. Krutulis PK-8 campus is in Coral Gables while the other campuses are in Pinecrest and surrounding neighborhoods. Signature academic programs in architecture, engineering, international diplomacy and legal studies. They also offer over 70 clubs, organizations, and honor societies, as well as sports like bowling, golf, and water polo.

TUITION: \$23,610- \$41,420

INTERNATIONAL CHRISTIAN SCHOOL

INFANT – KINDERGARTEN

3930 S. LE JEUNE RD.

305 770 6195

ICSCORALGABLES.COM

International Children's School is a private day care, preschool and school for children from ages 3 months to kindergarten. A broad-based language education with cultural differences an integral part of the school; kindergarten includes instruction in English, Spanish and German.

TUITION: \$8,000- \$10,500

ST. PHILIP'S EPISCOPAL SCHOOL

PRESCHOOL - FIFTH GRADE

1121 ANDALUSIA AVE.

305.444.6366 SAINTPHILIPS.NET

Founded in 1953, St. Philip's mission is to educate each child intellectually, physically, and spiritually. Open to students from preschool through 5th grade, the curriculum includes science and technology, sacred studies, and visual and performing arts. Small class sizes.

TUITION: \$22,820 - \$26,010

THE BILTMORE SCHOOL

PRESCHOOL - EIGHTH GRADE

1600 SOUTH RED RD.

305.266.4666

BILTMORESCHOOL.COM

The first IB (International Baccalaureate) school in South Florida (founded in 1926), the Biltmore School focuses on an international education, including foreign languages. The school guides students to be independent, productive, and accomplished. The arts program includes drama, modern dance, and music.

TUITION: \$10.300 - \$16.300

RIVIERA SCHOOLS

PRESCHOOL - HIGH SCHOOL

6800 NERVIA ST. (DAY SCHOOL) 305.666.1856 9775 SW 87TH AVE. (PREPARATORY SCHOOL) 786.300.0300 RIVIERASCHOOLS.COM

Riviera is a co-educational, independent college preparatory school for students from preschool through 12th grade. Wide-ranging curriculum, including STEM preschool through 12th grade with specialized coursework in biomedical sciences, engineering, computer sciences, and architecture.

TUITION: \$11,950 - \$30,000

PUBLIC SCHOOLS

GEORGE W. CARVER ELEMENTARY SCHOOL

PRESCHOOL - ELEMENTARY SCHOOL

238 GRAND AVE. 305.443.5286 **GWCES.COM**

G.W. Carver Elementary is an A rated international magnet school with programs in Spanish and Italian for a multilingual environment. Small class sizes for grades kindergarten through 2nd and small group instruction for math and reading; book, drama, science, and art clubs.



SUNSET ELEMENTARY

PRESCHOOL - ELEMENTARY SCHOOL

5120 SW 72ND AVE.

305.661.8527

SUNSETINTERNATIONALSCHOOL.COM

Sunset Elementary offers an International Studies (IS) Program with specializations in German, Spanish, and French. This is the only internationally accredited IS Program in the United States to provide such a comprehensive, academically challenging program to elementary school children.

HENRY S. WEST LABORATORY SCHOOL

KINDERGARTEN - MIDDLE SCHOOL

5300 CARILLO ST. 305 661 7661

WESTLABSCHOOL.ORG

Henry S. West Laboratory School is a professional development school in partnership with the University of Miami's School of Education. Aiming to prepare students to become lifelong learners and productive citizens, students participate in various projects with UM faculty and students both teaching here.

PONCE DE LEON MIDDLE SCHOOL

MIDDLE SCHOOL

5801 AUGUSTO ST. 305.661.1611

PONCEDELEONMIDDLE.NET

Ponce de Leon Middle School is an International Baccalaureate Middle Years Programme (IBMYP) that provides education for students. They also offer magnet programs in S.T.E.M., visual & performing arts, international programs, and more.



CORAL GABLES PREPARATORY ACADEMY

KINDERGARTEN – MIDDLE SCHOOL

105 MINORCA AVE.

305.448.1731

GABLESE.DADESCHOOLS.NET

Formerly Coral Gables Elementary School, Coral Gables Preparatory Academy is a nationally recognized School of Excellence and an A rated school since 2000. Kindergarten to 4th graders are in the Lower Academy, 5th to 8th graders in the Upper Academy, both historic landmarks.



CORAL GABLES SENIOR HIGH SCHOOL

HIGH SCHOOL

450 RIRD RD

305.443.4871

CORALGABLESCAVALIERS.ORG

With over 3,200 students, Gables High School has an IB magnet program and an Academy of Finance, ranked among the best in the nation. The school has dual enrollment options with Miami-Dade College and Florida International University.

GEORGE W. CARVER MIDDLE SCHOOL

MIDDLE SCHOOL

4901 LINCOLN DR. 305.444.7388

GWCMIDDLESCHOOL.NET

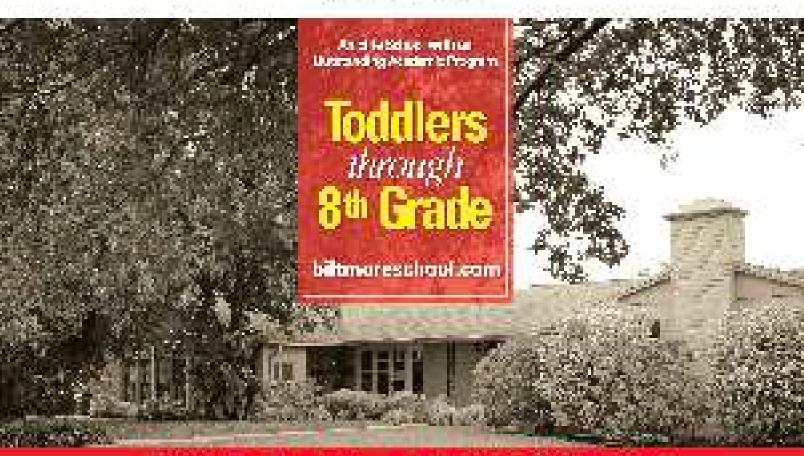
With an A rating from the Florida Department of Education, George

TINTERNATORNAL BACT AT AUTOEATE WORLD SICHOOF





Establisher: 5926



1600 S. Red Road 305.266.4666

102 RELOCATION GUIDE

W. Carver Middle School is considered to be one of the top public schools in the state. A magnet school for international studies and education, it offers Spanish, French, German, and Italian language classes.

hospitals for 2021-2022 and received an A grade for the spring 2021 Leapfrog Hospital Safety Grade. It also achieved Magnet recognition, which is the highest national honor for nursing excellence.

INTERNATIONAL STUDIES PREPARATORY ACADEMY **HIGH SCHOOL**

1570 MADRUGA AVE.

305 663 7200

INTERNATIONALSTUDIESPREP.NET

ISPA is a small magnet high school where the focus is an international education and the study of modern languages (Spanish, French, Italian). ISPA is the first school in the Americas to receive the "LabelFrancÉducation" seal of quality for French dual language education.

HOSPITALS

NICKLAUS CHILDREN'S HOSPITAL

3100 SW 62ND AVE.

305.666.6511

NICKLAUSCHILDRENS.ORG

Located just outside of Coral Gables, Nicklaus Children's Hospital is the only licensed specialty hospital exclusively for children in South Florida. The hospital has over 40 pediatric specialties, including cardiology and cardiovascular surgery, neurology and neurosurgery, cancer and blood disorders treatment, and orthopedic surgery. With more than 800 physicals on staff, 13,800 total surgeries performed in 2021, and 93,000 ER visits in 2021, Nicklaus is dedicated to promoting lifelong health and world-class healthcare to every child.



DOCTORS HOSPITAL

5000 UNIVERSITY DR. 786.308.3000

BAPTISTHEALTH.NET

Located adjacent to the University of Miami, Doctors Hospital has provided high-quality care to the Coral Gables community since 1949. As part of the Baptist South Florida system, it is recognized for its services in orthopedics, sports medicine, general surgery, geriatrics, minimally invasive laparoscopic surgery, intensive care, and its emergency department. It was ranked #5 by U.S. News & World Report for best

CORAL GABLES HOSPITAL

3100 DOUGLAS RD.

305.445.8461

CORALGABLESHOSPITAL.COM

Coral Gables Hospital is a 245-bed acute care hospital offering a wide range of services, including cardiovascular and orthopedics, general and bariatric surgery, urology, and physical and speech therapy. It was the first in Miami-Dade to be certified by The Joint Commission in total hip and total knee replacement and recently earned The Joint Commission Gold Seal of Approval. It was also awarded the Tenet Healthcare "Circle of Excellence" for clinical and operational excellence in 2015, 2017, and 2018.



UNIVERSITY OF MIAMI HEALTH SYSTEM LENNAR FOUNDATION MEDICAL CENTER: 5555 PONCE DE LEON BLVD. 305.689.5555

UNIVERSITY OF MIAMI HOSPITAL AND CLINICS: 1400 NW 12TH AVE. 305.325.5511

SYLVESTER COMPREHENSIVE CANCER CENTER: 1475 NW 12TH AVE. 305.243.5302

UMIAMIHEALTH.ORG

@UMIAMIHEALTH - TWITTER, FACEBOOK, AND INSTAGRAM

The University of Miami Health System includes the Lennar Foundation Medical Center, University of Miami Hospital and Clinics, Sylvester Comprehensive Cancer Center, and the Bascom Palmer Eye Institute. The Lennar Foundation Medical Center is a 200,000-squarefoot outpatient center on UM's Coral Gables campus that provides access to leading physicians to students, faculty, and residents. The 560-bed University of Miami Hospital and Clinics is the region's first university-owned, multi-specialty, acute care hospital and only academic medical center in South Florida. Sylvester Comprehensive Cancer Center is the only National Cancer Institute-designated cancer center in South Florida. Bascom Palmer Eye Institute is considered the nation's top ophthalmology center.



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The City Beautiful is home to numerous cultural organizations. Chief among its cultural institutions, however, are the Coral Gables Museum and the Coral Gables Art Cinema, both of which also serve as venues for events held by the Coral Gables Chamber of Commerce and the city's Economic Development department.

Coral Gables Art Cinema

The Coral Gables Art Cinema first opened in 2010 as an independent movie house dedicated to presenting first run and regional premieres of top American independent and international features, both fiction and documentary, as well as classic films. The Cinema was launched in partnership with the City of Coral Gables, which owns the building and the nonprofit Coral Gables Cinematheque. Funds were provided not only by the city but by the Coral Gables Community Foundation's Perrin Fund.

The Cinema, currently under the guidance of executive director Brenda Moe, offers a smorgasbord of movies — everything from classic comedies and musicals to foreign films and family favorites. Retrospective series often include the appearance of renowned directors and filmmakers, with showings of older films in glorious 35mm. Want to see a live-streaming dramatic performance from the London stage? How about a presentation of Jaws in 3D? The Gables Art Cinema is the place to be, with multiple titles projected on the silver screen each day.



BRENDA MOE OF THE CORAL GABLES ART CINEMA 260 ARAGON AVE. 786.472.2249 GABLESCINEMA.COM







The Coral Gables Museum

The Coral Gables Museum is housed in what was originally the old Police and Fire Station, a 1939 WPA building. After several years of restoration, the building opened as a museum in 2011, and today operates as the nonprofit Coral Gables Museum Corp., a public/private partnership with the City of Coral Gables. Inside, the museum houses a permanent exhibit of Coral Gables history, but also has several large galleries for the display of visiting art exhibits. The building itself is a historical icon; its exterior displays WPA artworks, including firefighter busts, while inside visitors can see the former jail cells and courtroom.

Now under the guidance of executive director Elvis Fuentes, the museum is moving in the direction of fine arts, with exhibits by world-class artists – especially those from Latin America and the Caribbean. The museum also hosts educational and community events, with guest speakers, field trips, arts & crafts, and other activities that teach an art-based curriculum including architecture, urban design, and historical preservation. Twilight Fridays offer free admission for visitors on the first Friday of each month, and through their Artist-In-Residence program, the museum offers a way for artists and cultural organizations to interact through public events, workshops, and school partnerships.



ELVIS FUENTES OF THE CORAL GABLES MUSEUM 285 ARAGON AVE. 305.603.8067 CORALGABLESMUSEUM.ORG







"Unknown Heroes" by Marco Inzerillo, winner of the "Coral Gables at Work" category of the museum's annual "Capture Coral Gables" photo contest

The Revolution Will be Digitized

THE PERMITTING PROCESS IN THE GABLES IS ABOUT TO **UNDERGO A COMPLETE TRANSFORMATION**

BY J.P. FABER



PETER IGLESIAS, CITY MANAGER: ENVISIONING A PAPERLESS FUTURE

o anyone who lives or works in the Gables, the word "permitting" has double-edged implications. On the one hand, tales of endless permitting delays are legendary. On the other hand, it is the very strictness of the permitting process that has made the City Beautiful what it is today, a city with exceptionally high standards for building and design.

That is all about to change – not the quality, but the speed. By the end of this year, the entire practice of obtaining building and occupancy permits will be transformed into a paperless procedure, one that should not only make the process transparent but accelerate it dramatically. In a word, everything is going digital.

"You won't have to submit any more paper," says City Manager Peter Iglesias, who has spearheaded the effort to transform the system. "All of the processes now, where the plans have to travel from one place to another – from the Board of Architects to the building department to zoning to mechanical planning, plumbing, and electrical review – all of that can be done simultaneously."

Right now, in stark contrast to this paperless future of scanned documents, plans must be literally carried from department to department, and from building to building. "We had to bring the plans across the street [from the Building Department to Planning & Zoning]. Sometimes we had to carry them across the street with umbrellas."



"We have actually been working on this for a year. We are abandoning the old system completely and by October we will no longer be accepting paper."

SURAMY CABRERA,
DEVELOPMENT SERVICES DIRECTOR

Even more cumbersome was the journey to the Public Works Department on 72nd Avenue.

"We have actually been working on this for a year," says Suramy Cabrera, Development Services Director, whose department oversees permitting and code enforcement. "We are abandoning the old system completely, and by October we will no longer be accepting paper." The important thing, says Cabrera, is that applicants can have "concurrent review" of their documents. "They won't have to wait for the paper to go from one department to the other, which is what took so much time." The various city services for permitting and building will also be united in the newly refurbished 427 Building across from City Hall, from code enforcement and the Board of Architects to the Building Department and planning & zoning. "All will be at the new location," she says.

Even code enforcement will be linked to the new system, with field inspectors carrying portable tablets to file reports that will go automatically into the dockets for commercial and residential property owners. "We hope it will change the way we do business," says Cabrera. "We hope we can get architects and contractors to use the system, even residents. My goal is to make it as simple as possible for a homeowner that wants a permit – and since we won't have that walkin traffic from developers, we can focus on residents."

Even with the new system, however, the permitting process can be a complex one, especially when it comes to approvals that are needed from county agencies such as DERM (the Department of Environmental Resources Management). "Permitting is not intuitive," admits Cabrera.

"People need some expertise for permitting," says Melissa Castro, whose M.E.D. Permitting firm specializes in helping clients navigate the system. Castro says 60 percent of her company's work is in the Gables. "It's one of the toughest [cities], I have to say, and that's why we have so much work here. When it comes to zoning, some cities aren't so strict. In Coral Gables, they will reject your plans for minor things."

Some stories about permitting in the Gables are urban myths, says Castro, like tales of people having to rip up entire driveways, even when done correctly, because they didn't pull a permit first. "You would only have to rip up one paver to show you did it right," she says. Nonetheless, she says, "Everything needs a permit. Even painting your house the same color." Castro also welcomes the new electronic permitting system to accelerate the lengthy process, which she says can take many months, often more than a year.

"People complain," says Cabrera, but the strict requirements for a building permit are not only necessary to meet design and architectural standards, but necessary to protect the public. "They don't complain about the police and fire departments, but the Building Department also provides life safety on a major scale. If we didn't do it, you would have another Surfside [the condo which collapsed last year, killing scores of residents]... The Building Department has a huge responsibility when it comes to safety. Loss of life is not acceptable, and that is why the system is in place."

Having said that, Cabrera – along with developers and homeowners – is looking forward to the new paperless permitting, despite the herculean effort needed to make the change. "We have thousands of permits in the historic system, and we need to move that data [into the digital system]. We can then shut down the old system, except for archiving. By the end of the calendar year, we should be 100 percent up and running."

THE PERMITTING PROCESS

FOR NEW BUSINESSES "AS IS"

The simplest permits to acquire are for businesses that require no changes to their space and are for a similar usage. A Certificate of Use and a Business Tax License are required, the first from the Zoning & Planning Department, the second from the Finance Department. When the business moving in is different from the previous tenant, applicants should first check with the Zoning & Planning Department to make sure the new use is permissible in that space.

FOR NEW BUSINESSES WITH CONSTRUCTION NEEDS (INCLUDING ADDITIONS AND REPAIRS)

Construction of any kind must be reviewed and approved by the Building Division of the Development Services Department, which issues a Building Permit. All provisions of the Florida Building Code must be met prior to issuing that permit. Any new buildings or exterior changes to existing buildings must be approved by the Board of Architects. Once construction is complete and passes inspection, the business receives a Certificate of Occupancy. The business can then get its Certificate of Use and Business Tax License and start to operate.

HOW THE PROCESS IS ORGANIZED

The Development Services Department is the city's umbrella organization for all business permits and licenses. It is broken down into three parts:

PLANNING & ZONING THE BUILDING DIVISION CODE ENFORCEMENT DIVISION

PLANNING & ZONING

Planning & Zoning is responsible for initial permitting of businesses, as well as making sure businesses comply with city zoning regulations. It is comprised of several important boards that review plans for new use and construction.

PLANNING & ZONING BOARD

A seven-member quasi-judicial board advisory to the City Commission that meets the second Wednesday of each month to review development applications for zoning regulations about density, height, contentious uses, land-use amendments, and the right-of-way.

DEVELOPMENT REVIEW COMMITTEE

An administrative and technical committee composed of city employees from Planning and Zoning, Building, Fire, Police, Public Services, Historical Resources, Parking, Public Works, and other departments. The DRC reviews all new buildings other than single family residences and duplexes in addition to most applications to the planning department.

BOARD OF ARCHITECTS

A volunteer board of seven local architects that meets every Thursday morning to "preserve the traditional aesthetic character of the community" by reviewing applications for construction of new residences and new commercial structures, or exterior changes to these.

BOARD OF ADJUSTMENT

A volunteer seven-member quasi-judicial board that meets on the first Monday of each month. It hears variances and appeals of staff decisions.



THE BUILDING DIVISION

The Building Division oversees the permitting process for any construction. It ensures that the construction plans are within code for architectural, building, structural, mechanical, electrical, and plumbing elements, as well as in compliance with zoning, fire, historical, public works, and other departments as needed. If all passes, then a Building Permit is issued. There are several types of applications for Building Permits:

For Interior Changes, the application goes directly to the Building Division for code compliance review. It may need a review for fire, plumbing, electrical, zoning, etc.

For Exterior Changes and/or Additions, the city requires approval by the Board of Architects (for aesthetic standards), Zoning, and the Building Division. Other departments are brought in as needed – historical, landscape services, and public works, for example.

For New Buildings and/or Projects, the city requires comprehensive reviews, encompassing aesthetic standards, zoning, building, environmental impact, and public services, such as sewage treatment. The largest projects also require approval from the City Commission.



HELPING YOU SURVIVE BUILDING PERMITS

Established in 1997, MED Expeditors, Inc. has processed thousands of projects throughout Florida. They are highly experienced in small home projects to retail projects in the construction industry for the top Fortune 500 Retailers. M.E.D. Expeditors are one of the GEM Investors for the Coral Gables Chamber of Commerce and the exclusive expeditors for The Shops at Merrick Park in our #CityBeautiful. They are highly involved and recognized in the community. As well as known as the best and most prestigious permit expediting company in Florida.

- Permits (Commercial / Residential Revisions
- Expired Permits Extensions Beer & Wine License (2COP)
- Liquor License (4COP)
- Tree Permits Public Work Permits
- Legalizations Temp.Certificate of Occupancy
- Certificate of Occupancy Certificate of Use
- Inspections Project Management
- Personal Representatives.
- Clerk of Courts Recording Microfilm Code Violation
- DBPR Hotels and Restaurants WASA and DERM FDOT.
- Special Events Permit Temporary Certificate of Completion
- Certificate of Completion 40/50 Year Recertification
- Code Enforcement violations Special Event Wine and Beer or Liquor license • Contractor registration.



MELISSA CASTRO,
Owner of MED Expeditors, Inc.

55 Merrick Way, No. 214, Coral Gables, FL 33134 | 786.431.1299
Permits@MEDexpeditors.com | www.MEDexpeditors.com

CODE ENFORCEMENT

The Building Division inspects building elements (structural, mechanical, electrical, and plumbing) while ensuring all other departments' requirements have been met prior to granting a Certificate of Occupancy. The Building Division is also home to the Construction Regulation Board, a five-member volunteer board that enforces construction laws in the city, including, but not limited to, licensing laws, building codes, and land development regulations for the city, county, and state, which construction contractors and subcontractors must comply with in the performance of their professions.

DEMOLISHING BUILDINGS

Coral Gables places a high priority on preserving historic buildings. The demolition of any building requires review by the Historical Resources and Cultural Arts Department. If considered of historic importance, the demolition must be reviewed by the Historic Preservation Board, a nine-member volunteer board which meets on the second Monday of each month. It has the power to designate a building as historic, preventing demolition.

THE PROCESS

PERMITTING PROCESSES FOR A NEW BUSINESS

FOR A NEW, MOVE-IN BUSINESS WITH NO MODIFICATION OF SPACE

Apply for a Certificate of Use from the Zoning Department. Apply for a Business Tax License from the Finance Department. Check with the Zoning Administrator prior to signing a lease to make sure there are no problems with the building or zoning. A different use of the space may not be permitted.

A new Certificate of Use application, especially for a new type of use, may trigger inspections from building and fire officials, as well as county inspectors from DERM.

FOR A NEW, MOVE-IN BUSINESS WITH INTERIOR REMODELING

Present plans to the Development Services Department. If they are simple, they will go to the Building Division to review for building, electrical, mechanical, plumbing, fire, etc. If the plans are extensive and involve a significant change of use, they may go to the DRC as well as Zoning and DERM for approval. Perform the work and apply for a Certificate of Occupancy. Apply for Certificate of Use and Business Tax License.

FOR A NEW, MOVE-IN BUSINESS WITH EXTERIOR **REMODELING/ADDITIONS**

A pre-meeting with the Zoning Administrator is always advised. If there is a new use for the space, check with Zoning first. Present plans to the Board of Architects.

Once approved, submit plans to the Building Division to review for building, electrical, mechanical, plumbing, fire, etc.

If the plans are extensive, they may go to the DRC as well as to Public Works & Landscape, Historic, and the county (DERM) for approval. Perform the work and apply for a Certificate of Occupancy. Apply for Certificate of Use and Business Tax License.

FOR NEW SMALL BUSINESSES, BUILDING FROM SCRATCH

A pre-application meeting with the Zoning Administrator is recommended to make sure the business will be allowed in that location, then to:



"When it comes to zoning, some cities aren't so strict. In Coral Gables, they will reject your plans for minor things."

MELISSA CASTRO OF M.E.D. PERMITTING

The Development Review Committee (DRC), then to:

Board of Architects, then to:

Historic, if needed, then to:

Building Division, then to:

If needed, Public Works, Landscape and Zoning, then to:

County for DERM, DOH (Department of Health), and WASD (Waste and Sewage Disposal) if no sewer available.

Then to Building for C of O, Zoning for C of U, and Finance for Business Tax License.

FOR MAJOR COMMERCIAL PROJECTS

All the same as above, except additional approvals are needed from: Planning & Zoning, and the City Commission, and county departments (DERM, DOH, WASD, etc.)

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DOWNTOWN

Dining Guide

Coral Gables is home to a stunning array of culinary options. The city prides itself on its concentration of top restaurants, which draw not only residents and visitors from out of town, but from neighborhoods across Greater Miami.

Here is a look at some of the leading locations for fine dining, ideal locations to conduct your business meetings - or to reward yourself after hard work.

PRICING BREAKDOWN \$ -- UNDER \$25 \$\$ -- \$25-\$40 \$\$\$ -- \$35-\$75 \$\$\$\$ -- \$70-\$100+

COFFEE SHOPS

CAFÉ DEMETRIO

300 Alhambra Circle. cafedemetrio.com Café Demetrio occupies one of the oldest buildings in Coral Gables, the 1924 home of the Miami News. Today it is an Italian coffee shop, with vintage copper eagles atop modern coffee makers. What makes it extra special is the shaded courtyard - and the signature "Café Demetrio," cappuccino with a secret mix of cacao powder and espresso. \$\$

CAFÉ GRUMPY

2516 Ponce de Leon. cafegrumpy.com Located in a narrow storefront on Ponce, little is served beyond coffee. The beans are from Colombia and Central America and roasted in Brooklyn, where Grumpy was founded in 2005 (there are 11 in NYC). In addition to the usual cappuccinos and lattes, they have rotating specials, such as dulce de leche and orange mocha coffees. \$

CREMA GOURMET ESPRESSO BAR

169 Miracle Mile. cremagourmet.com



Like the name suggests, the coffee at Crema is very creamy. It may be the way they steam the milk before adding espresso shots, but the 'how' is less important that the 'wow.' This is exquisite coffee, with the bonus that you can sit inside or outside on Miracle Mile. They also serve excellent breakfasts, sandwiches, and salads. \$

GROU COFFEE + COWORK

4100 Salzedo St. groucommunity.com Opened in December, Grou's café is gaining a following. Customers like the distinctive local sourcing: coffee from Per'La Specialty Roasters, teas from My Tea Bar, vegan empanadas from The Plantisserie, and cookies from Madame Lecker. And they're keen on signature drinks like Mojito Brew, a coffee lemonade made with cold brew and fresh mint. \$

BACHOUR RESTAURANT AND BAKERY

2020 Salzedo St. antoniobachour.com



This airy, industrial chic spot has become the power breakfast place in town, with amazingly good eggs benedict and challah French toast. It is also open for lunch and an early dinner, but what puts it over the top is the array of stunning pastries, like works of art, by world-renowned chef Antonio Bachour. \$\$

CHOCOLATE FASHION

248 Andalusia Ave. chocolatefashiononline.com Chocolate Fashion is now a breakfast and lunch staple, with a wide selection of things made from the roasted and ground paste of cacao seeds known as chocolate. The most popular pastries are the flaky croissants, but it's hard to take your eyes off the chocolate mousse, the chocolate cakes, chocolate eclairs, chocolate muffins - you get the idea. \$\$

DORA'S BAKERY AND BISTRO

3822 SW 8th St. doraglutenfree.com Advocates of a gluten free diet say it reduces chronic inflammation, increases energy, sharpens cognition, and improves digestion. So said Dora, the Uruguayan great grandmother of Alex Sosadias, who now runs the family bakery. She suffered from celiac, and consequently developed her own recipes for gluten free bread and everything from chocolate chip cookies to cinnamon buns. \$-\$\$

ZUCCA

162 Alcazar Ave.

ALHAMBRA STATION CAFÉ

25 Alhambra Circle. alhambrastationcafe.com It is a little hard to pigeonhole this eatery, which is a local favorite for lunch takeout and quick bites. It's got great sandwiches, quinoa bowls, chicken salads, Caesar salads, smoothies, Cuban pastries, and a darn good café con leche. So, welcome to the melting bowl of American culture. \$\$

THE CHEESECAKE FACTORY

2418 Ponce de Leon Blvd. thecheesecakefactory.com

We still don't know how they can offer over 250 menu items, but there is something for everyone here, from Thai peanut lettuce wraps to chicken salad sandwiches on toasted white bread. Their cheesecake is still a calorie overload, but now balanced by their "SkinnyLicious" menu. Still, our favorite: Godiva chocolate cheesecake. \$\$

HILLSTONE

201 Miracle Mile. hillstonerestaurant.com There are very few restaurants in the Gables where clients will wait in a line outside. Hillstone is one of them. A power lunch spot, a happy hour singles anchor, and a family restaurant at night, the food and service are consistently top notch, with an elegant interior that is both comfortable and sophisticated at the same time. \$\$\$

TWO SISTERS RESTAURANT

50 Alhambra Plaza

hyatt.com/en-US/hotel/florida/hyatt-regency-coral-gables/coral/dining

An upscale but relaxed restaurant in the Hyatt Hotel, Two Sisters blends classic American cuisine with a local Miami twist, i.e. a Latin flair. Therefore, you can expect burgers, mac & cheese, and fried chicken tenders, along with shrimp tacos, cilantro lime chicken, and Mexican chopped salad. \$\$

SEASONS 52

321 Miracle Mile. seasons52.com



The restaurant for healthy eaters who enjoy quality as well. The menu, changing four times a year with each season, is full of inventive treatments for fresh veggies, soups, and salads. Their fish and meat dishes are great values, and the flatbread menu is really a nice touch. It's a chain, but we forgive them. \$\$

INTERNATIONAL

ARGENTINE

GRAZIANO'S

394 Giralda Ave. grazianosgroup.com This large, popular Gables mainstay is true Argentine. A deep selection of Argentine wines (which line several walls) go with beef slowly roasted over a quebracho wood fire, old school style (on display as you enter). They have seafood and pasta, empanadas, and salads, but come here for the meat, a carnivore's delight. \$\$\$\$

SPANISH

BULLA GASTROBAR

2500 Ponce de Leon Blvd.

bullagastrobar.com/locations/coral-gables/
As valued for its cocktails as for its tapas, Bulla is also something Coral Gables needs — an informal, smart neighborhood hangout with a young, boisterous vibe. Great "small plates" and refreshing sangria. Yes, its a national chain, but it still feels local. Voted Best Spanish Restaurant by Coral Gables Magazine readers. \$\$

LAS TAPAS GABLES

276 Alhambra Circle. lastapasgables.com Intimate setting in the space previously occupied by Mynt, Las Tapas is the latest entry in the category of fine Spanish cuisine. Fish flown in from the Atlantic and Mediterranean, with a focus on dishes from Galicia in the northwest and Barcelona on the east. Great cold dishes as well, perfect for summer. \$\$\$-\$\$\$\$

BRAZILIAN

FOGO DE CHÃO CORAL GABLES

2801 Ponce de Leon Blvd. fogo.com



The Brazilian love of fire-roasted meat, and the ceremony of carving and serving it, is writ large at Fogo de Chão. The lofty space with an open, flaming kitchen is a shrine to the Brazilian way of cooking beef, pork, lamb, and chicken. Opt for "The Churrasco Experience," a parade of meats served by "gaucho chefs." \$\$\$-\$\$\$\$\$

ITALIAN

COPPOLA'S BISTRO RISTORANTE

2305 Ponce de Leon Blvd. coppolasbistro.com
The third incarnation of the local chain, with a
substantial menu of pastas (ravioli, fettuccine,
spaghetti, taliatte) as well as beef steaks, with a nice
selection of risotti. They also have a special "Keto
Senza Carboidrati" (no carbs) menu for those on a
diet. This means spaghetti made of zucchini, spaghetti squash carbonara and risotto of cauliflower
and shrimp or chicken. \$\$\$\$

PORTOSOLE ITALIAN RESTAURANT

2530 Ponce de Leon Blvd. portosolemiami.com



Portosole makes its pasta daily, and these dishes are stellar. One must-try is the ravioli stuffed with veal ossobuco and topped with a light saffron pasta sauce. Portosole does a fine job with lamb, veal, and beef dishes (which can be served family style) but seafood rules here – including the branzino, flown in from Italy. \$\$\$

FONTANA RISTORANTE

1200 Anastasia Ave. (Biltmore Hotel) biltmorehotel.com/dining/fontana.php The ambiance is as elegant as it comes: the Biltmore's famed fountain courtyard. You can sit under the stars, in a covered archway, or inside to enjoy classic Italian dishes. Fresh ingredients, from the salads to the pasta that is made daily. Excellent

seafood, pastas cooked perfectly. One of the most romantic restaurants in the Gables. \$\$\$

SALUMERIA 104

117 Miracle Mile. salumeria104.com

Tratorria-style Salumeria has developed a loyal clientele, especially at lunchtime, partly because the food and ambience is authentically Northern Italian and rustic. It may also be thanks to their inventive pastas, and sandwiches of artisan cured meats, always fresh and flavorful. But it's those sliced salumi meats that are so buono! \$\$

ASIAN

SUSHI SAKE CORAL GABLES

202 Miracle Mile. sushisakemiami.com
Part of a chain with area outlets from Key Largo
to Miami Lakes, Sushi Sake brings an upscale edge
to the local sushi scene, with comfortable seating,
a well-designed sound system with upbeat house
music, and a menu that stretches well past sushi,
sashimi, and handrolls to hibachi, katsu, and noodle
dishes. Also, a full bar. \$\$-\$\$\$

SUSHI MAKI

2334 Ponce de Leon Blvd._sushimaki.com



Gables-based Sushi Maki is now a regional chain, with locations across South Florida. That means they must be doing something right, including getting wholesale deals on their fish. Their nigiri platter, with seven pieces plus a soup or salad, is a great value — especially considering that the selection of wahoo, yellowtail, tuna, salmon and eel is fresh and tasty. \$\$

ZITZ SUM

396 Alhambra Circle. zitzsum.com
Brought to you by Chef Pablo Zitzmann of No
Name Chinese fame, this "pop up" restaurant off
the huge lobby of the 396 Building feels like it's here
to stay. The result of a year-long pandemic dive into
dim sum by Zitzmann, the dumplings (dinner only),
hand-rolled daily, are superb. Other menu items are
highly inventive and flavorful. \$\$-\$\$\$\$

ASIAN/MIDDLE EASTERN

SAWA RESTAURANT & LOUNGE

360 San Lorenzo Ave. sawarestaurant.com While the menu has a huge selection of well-crafted Japanese sushi and rolls (plus yakitori and dumplings), for us the play here is their parallel Lebanese menu, with freshly made baba ganoush, falafel, tabouli, lamb lollipops, kefta, kibbe, kebabs, etc. Also, good burgers, salads, pasta, fish, and duck, but who does baklava better? No one. \$\$-\$\$\$

GREEK

CALISTA GREEK SEAFOOD TAVERNA

150 Giralda Ave calistataverna com

There aren't many pure Greek restaurants in Coral Gables, but Calista is aiming to change that, serving up authentic Greek dishes with fresh ingredients sourced from local farmers' markets in a bright, fresh setting. Their specialty dish is the Moussaka, an eggplant or potato-based dish reminiscent of a lasagna. Also, excellent spinach and feta phyllo pie. \$\$-\$\$\$

LATIN FUSION

ECLECTICO RESTARAUNT & BAR

320 San Lorenzo Ave eclecticomiami com



Brought to you by the folks at nearby Sawa restaurant, Eclectico is an open, airy Latin-fusion restaurant that serves "light" and inventive variations on Latin American small plates with a Mexican overlay - and a truly awesome selection of mescal and tequila. A new and fun place for dinner with open walls and outdoor seating. \$\$

MEXICAN

TALAVERA COCINA MEXICANA

2299 Ponce de Leon Blvd.

talaveracocinamexicana.com

High ceilings and ceramics, ad plentiful outdoor seating, make this a pleasant place to dine, but it's the authentic fare that shines. The place for Mexicans homesick for cooking that's not Tex-Mex. The chicken mole poblano is a winner, and their huarache grill – masa flatbreads that are really haute tacos - is excellent. \$\$-\$\$\$

CHEF DRIVEN

LION & THE RAMBLER

804 Ponce de Leon Bld. lionandtherambler.com Chef Michael Bolen is working to win the hearts and minds of patrons with a nine-course tasting menu as much inspired by the three-Michelin-star Denmark restaurant Noma as the humble Cool Ranch Dorito. Everything at this inventive new tasting restaurant is made from scratch, from the creme fraiche to the finishing salts, extracted from local seawater. \$\$\$

ZUCCA

162 Alcazar Ave. zuccamiami.com Located at the elegant St. Michel hotel, this is a star in the galaxy of Italian eateries in the Gables. Distinctly northern Italian, with recipes that chef Manuel Garcia developed in a career that included the legendary Casa Tua on Miami Beach. Lovely outdoor seating, modern Italian design inside, sophisticated, with great service. \$\$\$-\$\$\$\$

TUR KITCHEN

259 Giralda Ave. turkitchen.com



Chef Christian plates beautiful dishes that combine the flavors of Turkey, Greece, Lebanon, and Egypt with his inventive menu of Mediterranean cuisine. Amazing stuffed Turkish pide bread, stunning braised goat with gnocchi and lamb shank better than anywhere else. Elegant seating under arches along Giralda or in the lofty space inside. \$\$\$-\$\$\$\$

1350 S. Dixie Highway. ornomiami.com Located in the same building as Mamey (Thesis Hotel), Orno is Chef Niven Patel's latest creation, focusing on "New American" cuisine with a focus on farm-to-table local produce. An eclectic menu lets Patel stretch his culinary imagination, using a wood-burning oven and a wood-burning grill. Be prepared for new and fascinating flavors. \$\$\$

MAMEY MIAMI

1350 S. Dixie Hwy (Thesis Hotel) mameymiami.com



Chef Niven Patel, who is fast gaining a national reputation, hits it out of the park with this restaurant, heir to the creative Caribbean cuisine of Ortanique, but with its own unique and refreshing overlay of Polynesian, Thai, and Indian gastronomy. If your taste buds seek a new adventure, this is the place. \$\$\$

COYO TACO

126 Giralda Ave. and 1514 S Dixie Hwy. coyo-taco.com/coral-gables Bringing its "Todo es Fresco" philosophy to the Gables, Coyo's guac and array of salsas can't be beat and their tacos are mouthwatering - we love the Grouper Frito. Don't forget to hit the speakeasy

lounge in the back, open until 2 a.m. \$

BAY 13 BREWERY AND KITCHEN

65 Alhambra Plaza. bay13brewery.com



The cuisine is largely Australian pub food – salmon Rangoon, chicken skewers, meat pies, fish & chips the setting is spectacular, and the beer unbeatable at this newest hot spot. You can sit inside by the vast tankards where they brew their beer, or outside with a fine view of the Alhambra fountain. \$\$

CLUTCH BURGER

124 Giralda Ave. clutchburgers.com



You may have to unhinge your jaw to take in some of their burgers, but they are the best. Most of the burgers hover close \$20 because they're made with quality Wagyu beef. The "Clutch" is the cheeseburger of the house, but our favorite is "My Boy Bleu." They also specialize in craft beers brewed locally. \$\$

CRAFT CORAL GABLES

127 Giralda Ave. coralgablesbreakfast.com A classic take on American food with an emphasis on breakfast, CRAFT is one of the latest additions to Giralda Plaza, serving everything from picante pizza sprinkled with Doritos, jalapeños, and onions to their Post-Apocalyptic Brunch Plate (eggs, bacon, mini croissant, mini waffle, granola, prosciutto and melon bite, avo-toast, and goat cheese croquette). \$-\$\$

P.POLE PIZZA

279 Miracle Mile. ppolepizza.com A fresh take on pizza, each pie is made on the spot. At the start of the assembly line process, you choose the dough and sauce you want, then as many toppings as you want before sending it into the miniature oven that cooks it while you watch. Good quality dough, sauce, and toppings. \$

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Before there was a city called Coral Gables, John E. Withers had already established a transfer and storage company in Miami that has remained a family business for more than 100 years. Today, the 5th Generation of the Withers family leads an innovative and dynamic logistics and project management company providing a broad array of exceptional services to their clients around the world.



www.WithersTrans.com



THE ONE ON SUNSET

1586 S Dixie Hwy. theoneonsunset.com Replacing Swensen's, which had been open for 44 years before closing during the pandemic, The One on Sunset has retained much of the same American diner charm with classic milkshakes and burgers and a surprisingly full coffee menu. In a modern twist, patrons can order using tablets while sitting in booths beneath the original Swensen's lamps. \$

FRSHST

241 Sevilla Ave. frshstreet.com



Bowls from the Mediterranean and Latin America, cold pressed vegan juices, open face sandwiches, wraps – everything is built to order in this casual café that is dedicated to showcasing the fresh produce of its mother ship, Delmonte Fresh Produce -- even their "pink glow" pineapples. Also open for Saturday and Sunday brunch, big on take out. \$

THREEFOLD CAFE

141 Giralda Ave. threefoldcafe.com You have to love a place that is dedicated to breakfast all day long. But who needs dinner when you can get shrimp tacos for breakfast, along with salmon scrambled eggs, chicken parma, and that Millenial favorite, smashed avocado toast? The brainchild of Australian Nick Sharp, Threefold is also popular for Sunday brunch. \$\$

NEW RESTAURANTS

KAIA GREEK EARTH GRILL

232 Miracle Mile. kaiagreek.com Lots of wood in the interior of this new restaurant, self-described at "authentic modern Greek," Kaia aims to give the farm-to-table movement a Greek spin. That means recipes inspired by the traditional foods of Mykonos adapted to local ingredients and pared with Greek beers and wines. \$\$

PURA VIDA MIAMI

244 Miracle Mile. puravidamiami.com The expression "pura vida" is part of the vernacular of Costa Rica, where freshness and purity of both life and food is a national obsession. Here it translates into juices, acai bowls, smashed avocado and salmon, almond berry toast, vegan lentil bowls, spicy tuna bowls, and superfood smoothies from their Miami Mocha to the Coco Azul. \$-\$\$

CRUDOS ARTHOUSE

2415 Ponce de Leon Blvd. crudosarthouse.com



For art lovers and foodies alike, Crudos blends Asian and Latin flavors with a wild and eclectic interior (Mondrian lighting, feathered chandeliers). The idea is to make the dining experience just that – an experience – with theatrically presented dishes, a DJ on board and a Japanese whiskey bar on the second floor. \$\$-\$\$\$

TEMPO RESTAURANT

2524 S. Le Juene Rd. tempomiami.com Casual Mediterranean in the Aloft Hotel. Great selection of meats that are cooked with a josper oven, from lamb shank to a half chicken cooked for 16 hours. Great array of inventive cocktails, with interesting sides, such as leeks and grilled broccolini. Inventive desserts? How about roasted squash crème brulee with mandarin saffron sorbet. \$\$-\$\$\$

VINYA TABLE

266 Miracle Mile. vinyawine.com/coralgables A wine lover's retreat, Vinya is a full restaurant with seafood, pasta, charcuterie, and tomahawk steaks, among other meats. But if you're not looking at the wine list first, you might be in the wrong place. Categorized by region, rarity, price, flavor profile, winemaking, and varietal, Vinya has wines for every kind of sommelier wannabe. \$\$-\$\$\$

FLEMING'S PRIME STEAKHOUSE

2525 Ponce de Leon Blvd. flemingssteakhouse.com



Fantastic aged steaks, a seafood tower that won't quit, and a wine cellar that appears to have no end of depth. A place for special celebrations. Recently redecorated, but the open kitchen with its copper "sash" across the top still gives the main dining room a warm glow. Good menu at the bar. \$\$\$-\$\$\$\$

MORTON'S THE STEAKHOUSE

2333 Ponce de Leon Blvd. mortons.com/coralgables Morton's in the Gables is not just another Morton's. Its setting in the Colonnades gives it a unique elegance, with outdoor seating under the arches. Dependable quality, prime-aged beef, and excellent salads. Good place to take that important client. Great bar food with filet mignon sandwiches or short rib tacos, excellent service. \$\$\$

FOR A DRINK

CALLE 23 MIAMI

230 Miracle Mile. calle23miami.com Who says there's no place to salsa, rumba and otherwise lose yourself to Cuban rhythms in the Gables? Named after the famous boulevard in Havana, a live DI – and the occasional live band – add to food, culture, and cocktails of the Caribbean, until rock this place until 2 am on the weekends. \$\$-\$\$\$

THE GRAMERCY

65 Miracle Mile. thegramercymiami.com



Lavishly decorated, this self-described American Brasserie (with sushi bar, of course) is more like a private Manhattan supper club than a Gables restaurant. A vibrant and bustling singles scene, with free drinks at the bar Wednesday nights for the ladies. As for food it's steaks, chops, oysters, truffle caviar deviled eggs - you get the idea. \$\$\$

COPPER 29 BAR

206 Miracle Mile. copper29bar.com Coral Gables does not have a lot of late-night spots, places you can go to drink and dance. This is one of the best. The food is elevated bar grub (wings, truffle mac, gourmet pizza) but what you come for are the craft cocktails. Open until 2 am except Tuesday and Sunday (1 am) and Monday (midnight). \$\$

THE BAR

172 Giralda Plaza. gablesthebar.com Once known as the Hofbrau, it was the first real bar in Coral Gables and remains a true neighborhood hangout, where the locals come to escape what they call guppies (Gables yuppies). Reasonably priced bar food, a rock 'n' roll soundtrack, and a legendary Ladies Night (Friday) when the gals drink free 5:30 to 7:30 pm. \$-\$\$



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Demographics





AVERAGE HOUSEHOLD INCOME

\$72,589 \$55.811 MALE **FEMALE** HOMEOWNERS MEDIAN INCOME



18.457 NUMBER OF HOUSEHOLDS



EDUCATIONAL ATTAINMENT (25YRS+) HS DEGREE OR HIGHER: 96.8% COLLEGE DEGREE OR HIGHER: 68.8% POST-GRADUATE DEGREE: 36.7%



3.2% PERCENTAGE UNEMPLOYED (16YRS+)



\$1.045.331 MEDIAN HOUSING VALUE







10,001 **NUMBER OF COMPANIES**



2.440 COMPANIES TOP INDUSTRY: PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES



\$255,660,354 2022 CITY BUDGET ESTIMATE

Source: data.census.gov (as of 2020); rockethomes.com; beaconcouncil.com; coralgables.com/business

Useful Information

CITY OF CORAL GABLES LEADERSHIP

OFFICE OF THE CITY COMMISSION (305) 460-5222

MAYOR

Vince C. Lago vlago@coralgables.com

VICE MAYOR

Michael Mena mmena@coralgables.com

COMMISSIONERS

Rhonda Anderson randerson@coralgables.com

Jorge L. Fors, Jr. jfors@coralgables.com

Kirk R. Menendez kmenendez@coralgables.com

CITY MANAGER

Peter Iglesias (305) 460-5202 piglesias@coralgables.com cmoffice@coralgables.com

CITY ATTORNEY

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CITY CLERK

Billy Urquia (305) 569-1812 burquia@coralgables.com cityclerk@coralgables.com



MIAMI-DADE COUNTY

MAYOR

Daniella Levine Cava (305) 375-5071 mayor@miamidade.gov

PROPERTY APPRAISER

Pedro J. Garcia (305) 375-4712 mdcpa@mdcpa.net

COUNTY COMMISSIONERS FOR CORAL GABLES

Rebeca Sosa (305) 375-5696 district6@miamidade.gov

STATE OF FLORIDA

GOVERNOR

Ron DeSantis (850) 717-9337

FLORIDA STATE SENATE MEMBER FROM **CORAL GABLES DISTRICTS**

District 37: Senator Ileana Garcia (305) 442-6841

FLORIDA HOUSE MEMBERS FROM **CORAL GABLES DISTRICTS**

District 112: Rep. Nicholas X. Duran (305) 860-7119

District 114: Rep. Demi Busatta Cabrera (305) 442-6808

FEDERAL OFFICIALS

UNITED STATES SENATE

Senator Rick Scott (202) 224-5274

Senator Marco Rubio (202) 224-3041

UNITED STATES HOUSE OF REPRESENTATIVES

Representative Maria Elvira Salazar (202) 225-3931

CITY DEPARTMENTS

ADULT ACTIVITY CENTER

Phone: (305) 461-6764 aacinfo@coralgables.com

CABLE TV DIVISION-CGTV

Phone: (305) 460-5521

COMMUNICATIONS AND PUBLIC AFFAIRS OFFICE

Phone: (305) 460-5205 mpantin@coralgables.com

COMMUNITY RECREATION DEPARTMENT

Phone: (305) 460-5600 recreation@coralgables.com

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Phone: (305) 460-5245

DevelopmentServices@coralgables.com

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HUMAN RESOURCES DEPARTMENT

Phone: (305) 460-5523

humanresources@coralgables.com

INFORMATION TECHNOLOGY DEPARTMENT

Phone: (305) 569-2448] rrodulfo@coralgables.com

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Phone: (305) 460-5540 parking@coralgables.com

PASSPORT ACCEPTANCE FACILITY

Phone: (305) 460-5351 Passports@coralgables.com

POLICE DEPARTMENT

Phone: (305) 442-1600

CommunityAffairs@coralgables.com

PUBLIC WORKS DEPARTMENT

Phone: (305) 460-5000

pwdepartment@coralgables.com

For more information visit coralgables.com

Flags on Ponce



Flown annually by the Coral Gables Chamber of Commerce and the City of Coral Gables, the Flags on Ponce program is a stunning display of the rich diversity found in the City Beautiful, highlighting our growing international business community. Since its inception nearly 30 years ago, the flags of our Sister Cities, consulate offices, multinational businesses, and citizens have waved brilliantly above Ponce de Leon Boulevard. Originally created by our Chamber, Flags on Ponce is a visual reminder of our city's rich international roots. This exhibit can be seen from December through May every year along Ponce de Leon Boulevard. This year's program sponsors are:

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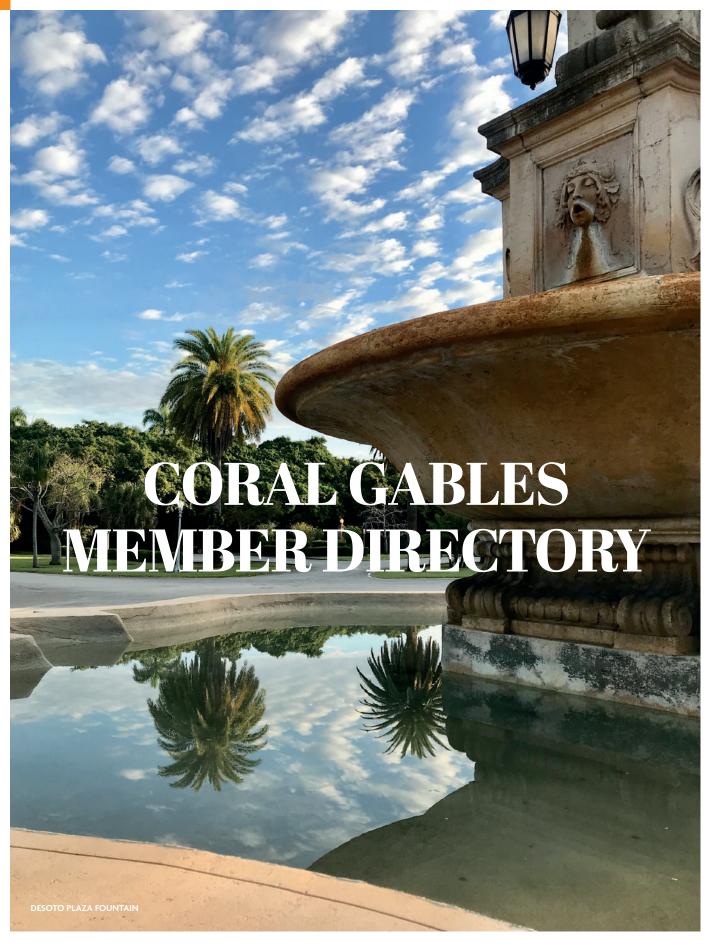




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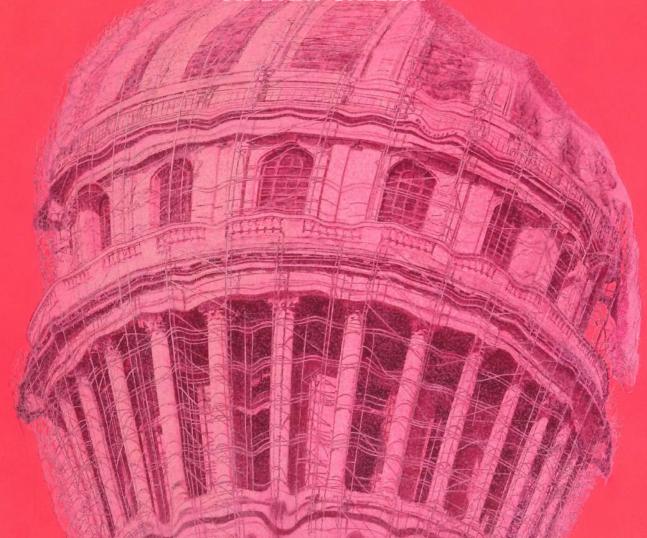
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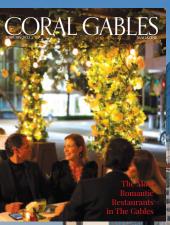
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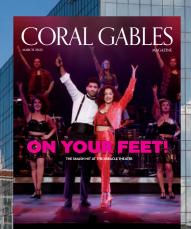
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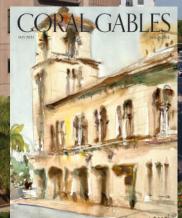
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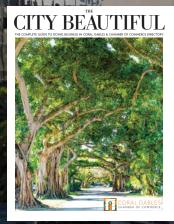














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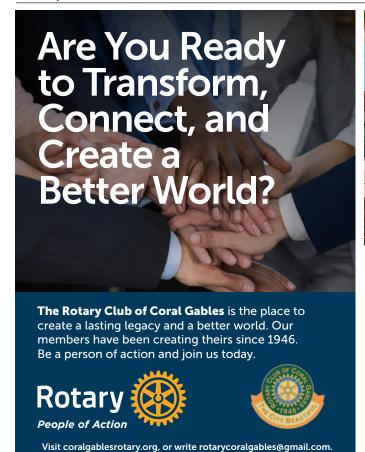
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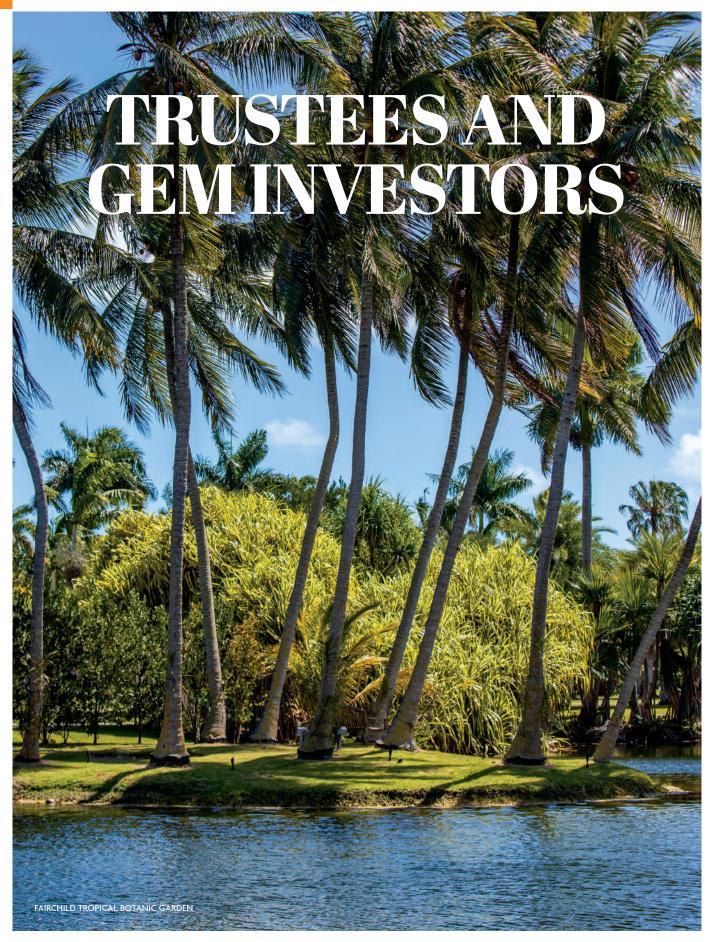
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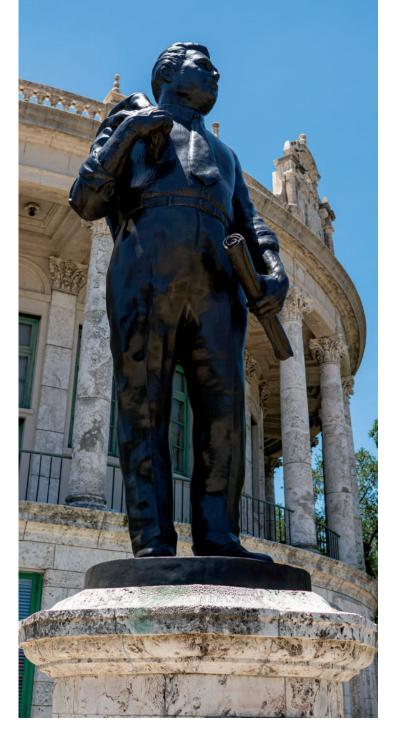
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