

The Palm Beach Post

MONDAY STATS

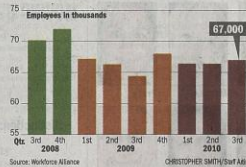
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LOCAL BUSINESS

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Sales jobs

Retail employment in Palm Beach County.



Source: Workforce Alliance
CHRISTOPHER SMITH/Staff Artist

WHO'S WHO

IN LOCAL BUSINESS

NEWSMAKERS

MEDICAL

Marilyn M. Raymond has been appointed the medical director of the Good Samaritan Medical Center's Comprehensive Breast Center. Raymond is an author and worked as a clinical instructor at the University of Alabama at Birmingham. Raymond's training is in internal medicine, hematology and oncology and she is a member of the ethics committee at Good Samaritan.



Raymond

CULTURAL

PJ Layng and Terri Neil have been named co-directors of the newly formed Palm Beach Women's International Film Festival in Jupiter. Layng is a special event and development executive and founder and former executive director of the Provincetown International Film Festival in Massachusetts. Neil is a marketing and public relations professional whose experience includes working for the Palm Beach International Film Festival, the Fort Lauderdale International Film Festival, SunFest and Planet Hollywood.



Layng



Neil

FOR MORE LOCAL NEWSMAKERS, PAGE 2D

MOVING UP

Name: Luis A. Torres, philanthropist and volunteer
Distinction: Being honored for years of service to the Caridad Center
Place of business: West of Boynton Beach
DETAILS: PAGE 2D

TRENDSETTERS

West Palm start-up finds huge demand for foreclosure data

By KIMBERLY MILLER
Palm Beach Post Staff Writer

WEST PALM BEACH — They say they're just two guys with laptops and a water cooler. But the electronic system of collecting and organizing judicial records that Jay Hollenkamp, 28, and Michael Olenick, 44, have created streams data gold to court-hungry customers.

Their West Palm Beach-based company, Legalprise Inc., snatches information from state foreclosure court records and filters it into searchable spreadsheets.

For example, they can tally how many times a particular law firm has requested a summary judgment in a foreclosure case, or how often attorneys file paperwork saying a home's note is lost. Started a year-and-a-half ago, Legalprise collects data from five states, including Florida, and hopes to expand to cover all 23 states where foreclosures are part of the judicial process.

Its clients are mostly attorneys, some of whom use the data to market to new customers.



Hollenkamp



Olenick

LOCAL BUSINESS IS OUR BUSINESS

Site that taps humorous social media updates wins venture capital



BILL INSAM/Staff Photographer
Danielle Schwolow is the founder of StatusStalker.com, which features humorous social media status updates. She and her staff comb through status update suggestions from visitors and post the best ones.

The idea came to Danielle Schwolow when she was cruising Facebook last year. Someone had posted information about a visit to a gynecologist. Is there anything people won't post online? Schwolow wondered. Apparently not.

"We're constantly updating our status on Facebook and Twitter, and gaining all this information we don't need to know," Schwolow said. "It's become a joke." But could it be a business?

Yes, it could. Schwolow is the founder of StatusStalker LLC and its website, StatusStalker.com. The company runs a website featuring humorous social media status updates. Visitors can anonymously submit quirky status updates for possible posting on the website. Soon, they can win prizes for finding the best updates. Schwolow, of Hollywood, said people spend about six hours a day on social media sites, and most of that time is spent "stalking" other people's Facebook and Twitter accounts.

See CLOUGH, 5D ▶

'We really helped to create a whole new downtown, not only for West Palm Beach, but I think it's become a destination for the region.'

KEN HIMMEL, CEO of Related Urban and a developer of CityPlace



2005 staff file photo
Ken Himmel in 2005 at CityPlace, which he helped develop. Himmel and partners will build a hotel near the county's convention center.

MONDAY MEETING A Q&A WITH ...

KEN HIMMEL

CEO of Related Urban and a developer of CityPlace

The reinventor

A CityPlace developer is keen to fill in missing piece of the local landscape while maintaining global connections.

By CAROLYN DIPALO
Palm Beach Post Staff Writer

Ken Himmel is president and CEO of Related Urban and a developer of CityPlace. The \$600 million dining, shopping and entertainment complex in West Palm Beach opened 10 years ago this week.

CityPlace rose from the ashes of a failed 1980s venture called Downtown/Uptown. In the mid-1990s, former Mayor Nancy Graham launched a nationwide search for a developer to create a new urbanist project at the west end of downtown. A coalition known as CityPlace Partners won the job.

The team included Stephen Ross, chairman and CEO of Related Cos.; Jorge Perez, chairman of The Related Group; and Himmel.

Himmels Related Urban, formed in 1997, is the mixed-use development division of The Related Cos. In addition to CityPlace, it developed the Time-Warner Center in New York City.

Earlier this year, The Related Cos. won the bid to build a hotel to serve the Palm Beach County Convention Center. The next step is to work out a financing plan with the county.

Himmel divides his time between New York and Palm Beach.

What is your biggest satisfaction when it comes to CityPlace?

Having been involved in creating it from scratch. We started the design competition over 13 years ago. We really helped to create a whole new downtown, not only for West Palm Beach, but I think it's become a destination for the region.

What is the next challenge for CityPlace?

I think it's to try to take the unique positioning of the project further. It has held up well in a very challenged economy. If you talked to the largest developers of retail projects all over Palm Beach County you'd hear the same outcry of how devastated they are. The good news for us is that our traffic

counts, people coming to CityPlace, are up 10 to 12 percent each year over the last three years. A lot is driven by entertainment, food and beverage. We've held our own in retail. We haven't seen that kind of growth, but we've held our own.

How is the leasing going?

The project is almost 95 percent occupied. That's the measure of success.

If you got the right offer for the CityPlace Office Tower, would you sell it?

That office building has been the star performer. We're exploring a number of different options as anyone would. We'll be making a decision in the next 60 days. Will we sell it? I can't answer that.

See HIMMEL, 5D ▶

See START-UP, 5D ▶

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KEN HIMMEL, CEO of Related Urban and a developer of CityPlace



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See HIMMEL, 5D ▶

CityPlace developer stresses the unique

► HIMMEL *from 1D*

The Palm Beach Post reported in May that Fitch Ratings Service categorized CityPlace's owners as in "imminent default" on a \$150 million loan. At the time the partners said they were maneuvering to get better terms. What is the status today?

We've not been in default. We are responding like everyone in our business. This should be an opportunity for all of us to get in a healthier situation.

You're in New York today. Where would we find you at CityPlace?

I can't wait to get there. We go to the movies when I'm there with my grandkids. Frequent the restaurants. My wife is a great fan of Williams-Sonoma, Pottery Barn, Restoration Hardware. I have two daughters in their 30s. The kids are all over Anthropologie. ... There's a daily trip to Starbucks.

What else would you like to say about CityPlace?

There is one plug I'd like to make. If you look at the uniqueness of the project that we created: the proximity to the (Palm Beach International) airport. Look

CityPlace stats

- Opened Oct. 27, 2000
- Nearly 100 shops and restaurants. Anchors: Macy's, Barnes & Noble Booksellers, Muvico Imax cinema complex.
- First United Methodist Church built in 1926 transformed into Harriet Himmel Theatre at center of CityPlace.

at the Kravis Center, the Norton Museum of Art, the treasure of having the island of Palm Beach. Then look at what we've done in complementing it. The point I'm making is: Where's the hotel?

The county builds a \$100 million convention center. Now everyone is still struggling at the county level to come up with the financing for a hotel. There hasn't been a convention hotel built in America with private funds in over 15 years.

What about the West Palm Beach Marriott across the street?

It's not big enough. It's not new enough. It doesn't have enough of the right facilities. And it's not linked to the convention center or CityPlace.

■ Publix Super Markets opened at north end of CityPlace in 2002.

■ About 600 residential units.

■ CityPlace Office Tower, an 18-story commercial building, opened in 2008. It is a joint venture of The Related Cos. and Crocker Partners LLC. Nearly 1,000 people work there.

What was your first paying job?

At the Salem Country Club in Peabody, Mass. I was a house man, and I did all of the food and beverage areas. I worked there through high school and college.

What was your first break in the business?

My first break was going from a financial analyst at Cabot, Cabot & Forbes to a project manager for the Ritz-Carlton at Water Tower Place in Chicago. I was the only guy in the entire organization with any hotel experience. I was involved in designing, planning and opening it. I was 27 years old.

How has your business changed?

I never do the same project the same way

again. Every single project is unique.

Best business book you've read:

Four Seasons: The Story of a Business Philosophy by Isadore Sharp.

Best business advice you ever received:

It was probably from Steve Ross. When the market is moving up, most people can't see a down. When the market is moving down, most people can't see an up.

What do you tell young people about your business:

I'm heading to my undergrad alma mater. The topic of my presentation is reinventing real estate. A big part of my message is to think globally. Today, there is no way — even if you stay domestic — you can get a better mind-set on what is happening than looking internationally. That's why we opened an office in Abu Dhabi.

Power lunch spot:

One of the many restaurants at Time Warner. I'm usually at Porter House.

What is the most important trait you look for when hiring?

A combination of a sense of real commitment and integrity.

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