



# ORLANDO Business Journal

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## Cement pinch puts roof tiles in short supply

**Custom builders, roofers now waiting up to a year for orders.**

BY NOELLE C. HANER | SENIOR STAFF WRITER

ORLANDO — Jerry Cutrona is very frustrated.

The president of General Works Roofing & Sheet Metal LLC in Orange City — the Florida operation of the nation's largest roofing company, Tecta America Corp. — has found his company in the middle of Florida's latest building material shortage: cement roof tiles.

"The demand for cement tiles in both residential and commercial work is tremendous right now," says Cutrona. "But, we've got customers with houses up, sod down and families still waiting for tiles for their roofs."

In fact, some Orlando home builders and roofing companies have been told that they may have to wait up to a year for tile for any new projects.

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## Luney: 'I was acting at their behest.'



PHOTO BY TANTA LINDINE

**Suspended dean asks FAMU board to allow him to present facts.**

BY JILL KRUEGER | STAFF WRITER

ORLANDO — Percy Luney, suspended earlier this month as the law school dean at Florida A&M University, believes he's entitled to tell the school's board of trustees his side of the story.

An ongoing payroll audit uncovered that after Kentucky attorney Shirley Cunningham Jr. donated \$1 million to the FAMU law school, he received a \$100,000-a-year job that didn't require him to teach on-site. That information resulted in the June 7 suspension of Luney, who maintains he only acted on others' orders.

Luney insists Frederick Humphries and Fred Gainous, FAMU's former presidents, made the arrangement with Cunningham, not him.

"I was really acting at their behest," Luney told *Orlando Busi-*

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## Trade deal's benefit to Florida: It seems like anyone's guess

**Businesses from six nations maintain only 32 offices in state.**

BY CHRIS KAUFFMANN | STAFF WRITER

ORLANDO — What's in an acronym? Apparently not a lot of business if the acronym is CAFTA and the region is Central Florida.

Although the Bush administration is ardently pushing for approval of the Central American Free Trade Agreement, even

the pact's supporters admit few businesses locally or statewide are clamoring to do business with Nicaragua, Costa Rica, the Dominican Republic, El Salvador, Honduras and Guatemala.

"I can't tell you who will benefit because I don't know who will benefit," says Barney Bishop, president of Tallahassee-based Associated Industries of Florida, a pro-CAFTA group which represents 10,000 businesses. "It's not an issue where our phones are ringing off the hook. It's just

not on the radar screen here in Florida."

The Manufacturing Association of Central Florida, which recently signed a letter generated by the U.S. Business and Industry Council in opposition to the trade agreement, also finds little local interest in CAFTA, despite the state's close proximity to that region.

"I don't know of anybody who plans to do business in Central America. No one's mentioning it to me," says Laurie Price, executive director of the associa-

tion. "We haven't paid a lot of attention to (CAFTA) because nobody here is really affected by it."

Perhaps as an indicator of that sentiment, of the more than 1,900 foreign-affiliated firms with Florida offices that are registered with Enterprise Florida, only 32 are from the CAFTA countries. And all are located in South Florida.

While pro-CAFTA organizations such as

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## Forty Under 40 winners:

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- Shannon Brouillette
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- Matt Certo
- Roger Chapin
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- John Crossman
- Paul Ellis
- Mike Ertel
- Andy Gardiner
- Elizabeth Gianini
- Les Goldberg
- Lauren Harris
- Sherry Hemphill
- Grant Hill
- Mike Horner
- Julie Kendig-Schrader
- Wendy Kurtz
- Dana Lichty
- Dewey Lichty
- Jack Lord
- Anthony Massey
- Shannon McAleavey
- Andrew McPherson
- Ramon Ojeda
- Belinda Ortiz
- Matt Ravenscroft
- Roy Reid
- Jay Rosario
- John Sabour
- Scott Skidelsky
- Sam Stark
- Anthony Stiffler
- Jennifer Thompson
- Craig Utstler
- Michael Waldrop
- T. Picton Warlow IV
- Brian Wheeler
- Clay Worden
- Joe York

## OUTSTANDING MALE OF THE YEAR



## Character building

Rep. Andy Gardiner succeeds at home and in Tallahassee through integrity.

BY NOELLE C. HANER | SENIOR STAFF WRITER

Andy Gardiner has come a long way since his days playing baseball with Delaney Park Little League.

At 36, he has three full-time jobs: family man, executive director for the Apopka Area Chamber of Commerce and majority leader for the Florida House of Representatives.

Gardiner's ability to successfully balance these roles is enough to make him one of *Orlando Business Journal's* Forty Under 40 winners. And the character with which the native Orlandoan attacks and accomplishes his various tasks also makes Gardiner the competition's Outstanding Male of the Year.

"Andy is a very principled individual," says Paul Mears III, president of Mears Transportation and Gardiner's lifelong friend. "He has a strong sense



Mears

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## OUTSTANDING FEMALE OF THE YEAR



PHOTOS BY DANYA LUNDINE

## With a vision

Jennifer Thompson, a Waterford Town Center executive, is unpaid chamber chief.

BY BOB MEYERNE | STAFF WRITER

Jennifer Thompson has a vision for east Orange County — one that was formed during the last two years as part of a formal process to determine and address the region's priorities and problems.

In addition to her day job as marketing director of the highly successful Waterford Town Center, Thompson is the full-time, volunteer president of the East Orlando Chamber of Commerce.

And it's the work she's done to bring her vision for the region to reality that led to Thompson, 32, being named Central Florida's Outstanding Female of the Year in *Orlando Business Journal's* Forty Under 40 competition.

"I was impressed with her from the moment I met her," says Helen Donegan, the University of Central Florida's vice president for community affairs. "She definitely understands the balance

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## Biz Jargon

## GenXpat

What it means: A member of Generation X — those born between 1964 and 1981 — who decides to live and pursue a career abroad. GenXpats have to work a bit harder than their U.S. counterparts to balance their professional and personal lives as they also learn to live and work in the international business world.

Daily updates on the Web: [www.orlando.bizjournals.com](http://www.orlando.bizjournals.com)



What's hot!

**Fond memory:** Beloit College's Mindset List says that for this year's crop of college graduates, women have always had tattoos, the GM Saturn has always been on the road, and George Foreman has always

sold barbecue grills.

**Young money:** Out of *Forbes'* 691 cataloged billionaires, 29 are under age 40. The average age is 64, and the youngest, 21-year-old Albert von Thurn und Taxis, has a \$2 billion net worth.

**Current events:** According to the *Washington Post*, only 28 percent of

people between age 18 and 29 read a newspaper regularly.

**Sun shield:** One of four Americans who get skin cancer are under age 40. Florida is second only to California in the number of cases of the cancer that kills 10,000 Americans a year.

What's not



## OUTSTANDING MALE OF THE YEAR

## Rep. Andy Gardiner

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of right and wrong, and that's what guides and motivates him."

**In the beginning**

Gardiner's character development began during his youth in the downtown Orlando neighborhood of Lancaster Park, where he rode his bicycle to Blankner Elementary School with Mears and pitched for the Boone High School Braves baseball team.

His father and mentor, Bill Gardiner, equipped him early in life with what Gardiner considers to be the most important building blocks of his character: his faith in God, the drive to spend his life pursuing his passions and the importance of knowing and embracing his roots. The independent truck salesman also grew up in downtown Orlando and attended Boone.

"My father has been a good role model," notes Gardiner. "He has kept in mind that the (Orlando) area is constantly changing, but he also has kept hold of roots."

**Psychology, politics and economics**

This training certainly has served Gardiner well.

It encouraged him to study psychology when he attended Stetson University in the early 1990s and to begin dabbling in a new-found love: political science.

And that led to his resolve to begin a life of politics right out of college, working for four years as a legislative assistant to then-Florida state Rep. Allen Trovillion.

For the last eight years, Gardiner's character also has helped him effectively lead and grow the

Apopka chamber by 35-40 percent during a time of incredible population and economic growth within the city of Apopka, says David Rankin, a member of the chamber board and senior vice president of United Heritage Bank.

"Andy has a lot of good ideas about getting new members and retaining

**'He has a strong sense of right and wrong, and that's what guides and motivates him.'**

**Paul Mears III**

President, Mears Transportation

them," Rankin explains. "He's not afraid to go out into the business community and ask for help, either."

**From the House to fatherhood**

Finally, Gardiner's integrity carried him through a race for the Florida House of Representatives in 2000, when he won the District 40 seat covering his home stomping ground of downtown Orlando.

"It is very humbling to have your name on a ballot and to know that people are entrusting their representation to you," notes Gardiner.

And now he's the youngest majority leader in the House in state history, says Florida House Speaker Allan Bense, R-Pensacola. "Andy has a true desire to be a good public servant," says Bense. "He understands all the issues of public policy. He's not in politics for economic gain. He works 18 hours a day, and I don't know how he keeps up the pace."

Keeping up this pace between his job with the chamber and his work in Tallahassee became even more challenging 18 months ago, when Gardiner became a father to son, Andrew Gardiner Jr.

Once again, though, his character is pulling him through, as he divides his time between his family, the Apopka chamber and the state House of Representatives.

"He is a doting father ... (and) his ego won't let him get caught up in the rest of it," says Rankin. "He is the most unpretentious person I've ever encountered."

So, where will Gardiner end up next? The answer is anybody's guess.

"I don't think there's any limit to what he can do politically or privately," says Mears. "He views this process as a journey, and he is enjoying every bit of it."

Gardiner views the future a bit more philosophically: "I have a firm belief that God has a plan for all of us," he says. "Although sometimes I wish that plan was for me to be a fishing guide, I'm enjoying the ride right now."

**Rep. Andrew "Andy" Gardiner, R-Orlando**

**Age:** 36

**District:** 40

**Career:** Apopka Area Chamber of Commerce executive director; Florida House of Representatives majority leader

**Education:** Bachelor's degree in political science and psychology, Stetson University

**Community involvement:** Interfaith Hospitality Network board, Orlando Museum of Art board of trustees, Rotary Club, Coastal Conservation Association, Orlando Marine Institute board, Orange County Young Republicans and Orange County Republican Party executive committee

**Family:** Wife, Camille, his college sweetheart; and 18-month-old son, Andrew Gardiner Jr.

**Hobby:** Salt-water flats fishing

## OUTSTANDING FEMALE OF THE YEAR

## Jennifer Thompson

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between quality of life and growth. If there's something important going on in the community, she's involved."

**Special place**

East Orlando is generally defined as that area from the Seminole County line south to Avalon Park and from Goldenrod Road east to the Econolock-hatchee River. The area contains 107 square miles and is called home by 265,000 residents, plus another 85,000 people who work in the area.

"It's a special place," she says. "Look at all of the amenities we have — the parks, trails and greenways, great neighborhoods, a lot of good jobs that pay very well. It's a model community."

"But we suffer the same problems every area does," she adds. "Growth has put a burden on our schools; our transportation needs are heavy."

That's why the chamber decided two years ago to do a visioning study, which

**'She definitely understands the balance between quality of life and growth. If there's something important going on in the community, she's involved.'**

**Helen Donegan**

University of Central Florida

Thompson views as a milestone in the group's growth. It included a series of six meetings during 10 months and involved more than 200 residents.

In the overview of the study, the chamber notes that until recently east Orlando was not considered an identifiable community, but as a cluster of micro-communities identified through their neighborhood subdivisions. In addition, the area is represented by three elected county commissioners, each of whose districts includes areas outside east Orlando.

Meetings are currently under way with the University of Central Florida to begin a second phase of visioning to look at issues such as public safety that were not addressed in the first study. Other things to focus on, she says, include quality of life issues such as education, employment, health care, housing and architecture, recreation and transportation.

**Reaching out**

Thompson, who grew up in Winter Park, says it's important to her to give back to the community. Born to a 15-year-old mother, "I was the person who was not supposed to make it," she says. "If it weren't for those everyday Joes out there who reached out to help

me, I wouldn't be here. I want to be one of those Joes who help others."

In addition to a wall full of plaques and thank-yous, Thompson keeps a folder of personal notes and cards she pulls out of a drawer from time to time to help center her life. "They just make me happy," she says.

She also has an understanding employer, Simon Properties, owner of Waterford Town Center, that has allowed her to serve for the last three years as the unpaid executive running the east Orlando chamber. During that time, she has grown chamber membership from about 25 members in 2002 to 300 today.

"(Waterford Lakes) is 100 percent occupied, and we have a two-year waiting list for businesses that want to be here," Thompson says. "Most of my role is event planning and community outreach. What better way to do outreach that helps to grow our chamber?"

Community leaders applaud her vision and lack of personal agenda. "When she arrived, a lot of us expected her to treat Waterford Lakes as the heart of the region," says Avalon Park developer Beat Kahil. "Instead, she has embraced the entire area and the 6,000 businesses located here, most of them small mom-and-pop companies."

**Changes ahead**

Thompson's tenure will end next year as the chamber board has elected a replacement and, more importantly, approved funds for a full-time paid executive who has yet to be chosen.

As for the future, Thompson hopes to see more high-tech industry move to the area and expects property values in the community to continue to rise.

Transportation is the key to east Orlando's future, she believes: "The day the road is completed to connect us to the Beeline is the day the dynamics will change here forever."

**Jennifer Thompson**

**Age:** 32

**Career:** Currently marketing director, Simon Property Group Inc., owners of the Waterford Lakes Town Center; also now president, East Orlando Chamber of Commerce; previously Planet Hollywood marketing and advertising manager 1999-2001

**Education:** Bachelor's degree, political science and English, University of North Carolina

**Community involvement:** East Orlando Relay for Life, Florida Hospital East Orlando Foundation, East Orange County Advisory Board, Uniting Neighbors in Trusting Youth (UNITY)

**Family:** Husband, David Mullins

**Hobbies:** Golf, reading, home improvement