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ENTREPRENEURS

FIU's annual awards banquet rewards entrepreneurs, praises alumni

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Shortly after being named Entrepreneur of the Year by Florida International University last week, Terremark Worldwide founder and CEO Manuel Medina shared his secret for success: "Be so dumb that you don't know you can't do what you are about to

do."

It's a motto he says helped him turn his Miami construction company into the owner and operator of a leading Internet exchange service.

FIU honored Medina and other entrepreneurs too blind to recognize limits at its annual awards banquet.

Among the student entre-

preneurs, Phoenix Tutoring and Mentoring, a nonprofit volunteer organization that works with Opa-locka school children, took two prizes: one for social entrepreneurship and one for the best undergraduate business plan in the Howard J. Leonhardt New Venture Challenge.

G-Force Tools, a start-up

that plans to make lightweight ergonomic gardening tools that are easy on the wrists and hands, took top prize in the graduate division.

The students beat out more than 60 teams to win the prizes.

The university also inducted two alumni into its Entrepreneurship Hall of

Fame: Albert Santalo, the president and CEO of Miami's Avisena — a \$300 million health-care management company; and Glenn Ruffano, CEO of New York-based New Plan Excel Realty Trust, a company that owns and manages community and neighborhood shopping centers worth \$3.4 billion.