

Dealmakers

by Review Staff



Dealmakers details the players behind recent significant business transactions. Deals that qualify include real estate purchases, stock or debt transactions, M&A work, investment banking, or privatizations. An expanded Dealmaker of the Week highlights a person involved in a transaction of special interest - selected either because of its size or scope or because of the details of the underlying deal.

To suggest candidates for Dealmakers, contact Executive Editor Eddie Dominguez at edominguez@floridabiz.com or Real Estate Editor Hugo Ottolenghi at hottolenghi@floridabiz.com. Dealmakers should be based in South Florida, but transactions need not involve local companies or properties.

Broker helps land seven-year telecom tenant

Dealmaker: Broker Ken Morris

The Deal: Prosodie Interactive Inc., a telecommunications service provider based in Pennsylvania, inked a seven-year lease July 28 for 22,500 square feet of office space in the Atrium at Southpointe complex at 855 SW 78th Ave. in Plantation. The lease is valued at more than \$3 million.

Details: Morris represented the landlord, Atrium Holdings LLC. David Steinfeld, a broker with Holly Real Estate in Miami, represented the ten-

ant.

Prosodie, currently housed in about 15,000 square feet in Sunrise, expects to move to its new quarters by January, Steinfeld said. The company will occupy a floor and a half of the 30,000-square-foot Building C in the four-building Atrium complex. That building is telecommunications friendly because improvements made for the prior tenant, American Telnor, Morris said. Prosodie can make use of existing fiber-optic connections, an emergency generator and what's called a network operations center, which houses computer and telecommunications switches.

Background: Morris is chief executive and president of Morris Southeast Group/CORFAC in Plantation.