



## FLORIDA EAST COAST REALTY AND HOTWIRE BUSINESS SOLUTIONS FORM UNIQUE PARTNERSHIP

### ***New Alliance Will Transform FECR Office Properties into “Smart Buildings”***

MIAMI, FL – (September 23, 2009) – Florida East Coast Realty (FECR), one of South Florida’s leading real estate developers, and Hotwire Business Solutions (HBS), a division of Hotwire Communications, have formed a new partnership that will convert FECR’s office properties, including 1101 Brickell Avenue in Downtown Miami and 2020 Ponce de Leon Boulevard in Coral Gables, into “Smart Buildings.” A “Smart” office building provides tenants with advanced technology service options to improve operational efficiencies at reduced prices, and 1101 Brickell and 2020 Ponce will be the only buildings in their respective areas to offer fiber-based technologies.

This first-of-its-kind partnership will provide the occupants of FECR’s office properties with an economical opportunity for easy, instant access to today’s most important technological tools, such as high bandwidth, on-site video conferencing, and electronic off-site storage of critical records. Service options include redundant network connections, high-speed Internet connections, low-cost telephone services (VIOP), switchless telephone systems (hosted PBX), IP television, video surveillance systems, and instant remote data center access.

“We understand that access to the latest technology and information is critical to our tenants’ success and that the tools used to store, retrieve, manipulate, and communicate data are invaluable assets,” says Wayne Hollo, Principal of FECR. “That’s why this strategic alliance with Hotwire is so valuable to the organizations and business owners of 1101 Brickell and 2020 Ponce. It allows us to deliver state-of-the-art services to our occupants and tenants,” he added.

In addition to offering business owners the chance to incorporate the latest, state-of-the-art communications technology, this program can reduce the overall cost of telecommunications by as much as 20%.

Hotwire Communications, a privately-owned communications company with offices in Hollywood, FL, has built over 1,000 miles of fiber optic network in South Florida over the last five years and presently provides communications services to many of the premier residential locations from Palm Beach to South Miami. Hotwire’s Business Solutions division provides IP-based, digital and high-definition cable television; high-speed Internet; advanced digital telephone services; premier security systems and security monitoring; telephone systems; hosted PBX; high-definition video conferencing services; and colocation and data security to commercial customers throughout South Florida.

HBS has facilities in Miami Data Vault (MDV), Miami’s first and most secure data center, built to provide businesses with a safe location to house servers and protect critical equipment on an ongoing basis. MDV is especially necessary during any emergency or environmental circumstance, with its fully-redundant infrastructure, connectivity, and security systems. HBS, in conjunction with MDV, will be offering these services to the occupants of FECR’s office properties.

In addition to extending its 10 Gigabit dedicated fiber ring into 1101 Brickell and 2020 Ponce and providing occupants with the ability to instantly upgrade their bandwidth as their business needs change, HBS will be outfitting and providing a high-definition video conferencing center at each property that occupants will be able to lease by the hour. These centers will allow these organizations and businesses to save time and

money by removing the need for employees to travel in order to have real-time, face-to-face communication with people in other offices or remote locations.

“You won’t believe it until you’ve had the opportunity to try it! The audio and video experience is beyond my expectations. I’ve saved Hotwire thousands of dollars by not having to send engineers and other staff from our Philadelphia headquarters to Florida, and vice versa, for training and collaboration. HD Video Conferencing has become an integral part of our daily lives, and I’m positive that other business owners will see the advantage of having this service on-site,” says Hotwire President Kristin Johnson.

Further, HBS will be setting up advanced security systems at each property that allow the monitoring of all public areas from a central location or via remote cell phone. Similar systems can be designed and installed within the office suites, so tenants can monitor their offices, remotely, at any time.

Located on a prime, 3.2-acre site in Downtown Miami, 1101 Brickell is currently home to one, 11-story and one 19-story office tower. After acquiring the property in July 2009, FECR began the renovations and beautifications of the grounds and buildings, which are planned to total a cost of approximately \$9.8 million. Plans include the overall enhancement and modernization of the office buildings. In addition to the mechanical repairs and upgrades, future plans for 1101 Brickell include the construction of a new space for a signature restaurant and additional retail. For more information about 1101 Brickell, please call 305-373-1102, or visit [www.1101-brickell.com](http://www.1101-brickell.com).

2020 Ponce is an elegant, new, full-service Class A office building in the Coral Gables business district. The 14-story, classic Mediterranean-style tower contains a total of 130,000 square feet including ground-level retail, seven stories of premium office space, and a six-level parking garage. 2020 Ponce has 40,000 square feet remaining of customizable, designer-ready layouts that range from 500 square feet up to a full floor of 16,500 square feet, available for either purchase or lease. For information about 2020 Ponce, please call Colliers Abood Wood-Fay at (305) 446-0011, or visit [www.2020ponce.com](http://www.2020ponce.com).