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Wednesday December 3 2008/4:44:08 p.m. GMT(-5)

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November 2008



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## The top 100 latino entrepreneurs

These TOP 100 entrepreneurs represent role models for hispanic business

By Sara Fernandez-Cendon.

A

### AURELIO ALEMAN, CEO

USA Logistic Carriers LLC, McAllen, Texas Aleman's business, which he co-owns with Sergio Lagos, has seen exponential growth since it started in 2000. The company started with two trucks; today its fleet includes 550 trucks and about 2,000 trailers.

### LINDA ALVARADO, PRESIDENT AND CEO

Alvarado Construction, Denver, Colorado Alvarado is not only the leader of a fast-growing company in a male-dominated field. She is also the first Hispanic to own a major league baseball franchise, the Colorado Rockies.

### ERNESTO ANCIRA JR., PRESIDENT AND CHAIRMAN

Ancira Enterprises Inc., San Antonio, Texas Ancira co-founded the company in 1983 with Ralph Winton, growing from one Chevrolet dealership to nine auto and three motorhome dealerships throughout Texas.

### LUIS ARIAS, FOUNDER AND CEO

Blackstone Calling Card Inc., Miami, Florida Blackstone became one of the country's largest distributors of prepaid products in the 1990s. Later it developed a point-of-sale (POS) tool to allow merchants to sell prepaid products without keeping an inventory. Arias enlisted an enviable list of partners —from financial services giants such as American Express, Discover, MasterCard and Visa, to communications companies such as AT&T Wireless and Alltel—to integrate major credit-card processing with the sale of prepaid calling cards. The resulting product was the licensed Blackstone POS terminal, whose



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success more recently led to the development of interactive kiosks that allow retailers to offer prepaid products and services without the need of inventory or additional training or staff . With some of the highest annual revenues among Hispanic-owned businesses, Arias' company continues to explore new ways to deliver prepaid products to a changing market.



#### **ALBERT M. ARISSO, PRESIDENT AND CEO**

Pointe Developers Inc., Miami, Florida With years of banking industry experience, Arisso co-founded Pointe Developers with Ralph Velocci and Jorge Morera in 2003. By 2006 the business was a multi-million-dollar enterprise.

#### **JOHN AVILA JR., PRESIDENT AND CEO**

Thos. S. Byrne Ltd., Fort Worth, Texas Avila is the third generation of management leadership at this legendary construction firm. Under his ownership the company has continued to deliver the same type of high-profile projects on which the firm's reputation was built.

### **B**

#### **NAPOLEON BARRAGAN, FOUNDER**

Dial A Mattress Operating Corp. Long Island, New York Napoleon Barragan started out selling inexpensive furniture after moving to New York from his native Ecuador. One day he realized, almost by chance, that he could sell mattresses by phone. The rest is the history of his multi-million-dollar company.

#### **ANTHONY A. BATARSE JR., PRESIDENT AND CEO**

Lloyd A. Wise Cos., Oakland, California Anthony Batarse Jr. was hired by Lloyd Wise as general sales manager of an Oldsmobile dealership in 1972. When Wise passed away, Batarse acquired the business. Today the company includes dealerships for Buick/GMC, Acura, Nissan, Chevrolet, Volkswagen and Saturn , as well as several Honda locations.

#### **CARLOS BECERRA, CHAIRMAN AND CEO**

WSA Distributing Inc., San Diego, California Becerra's business, founded in 1998 to distribute electronic and personal communication devices in the U.S., has successfully branched out to serve Latin American markets as well.

#### **JULES BUENABENTA, PRESIDENT AND CEO**

Jules & Associates Inc., Los Angeles, California Jules & Associates, founded in 1989, has grown at an astounding pace. Only 10 years after its start, the company's assets reportedly exceeded \$100 million, and just a couple of years later that amount doubled. Today Buenabenta's company reports more than \$600 million in funded assets.

### **C**

#### **RAFAEL CABALLERO SR., PRESIDENT**

Gusto Packing Co., Montgomery, Illinois Caballero's company was founded in 1972, and after more than 30 years, he continues to be involved in the operation of the business, which includes a 260,000-square-foot facility and six product lines.

**ANTHONY CAMARGO, DESIGNER AND PARTNER**

Anthony Nak Fine Jewelry, Austin, Texas Camargo co-founded Anthony Nak with Nak Armstrong in 1999. Since then, their jewelry designs have caught the eye of experts as well as celebrities, earning them industry recognition and what these days might be the top honor for a designer: to have actress Sarah Jessica Parker, ultimate fashion icon, wearing Anthony Nak jewelry on the popular television show Sex and the City.

**JOSE A. CANCIO SR., PRESIDENT AND CEO**

Central Concrete Supermix Inc., Miami, Florida Under Cancio's leadership, the company has successfully completed numerous large-scale projects, some involving up to 80,000 cubic yards of concrete. Cancio has led Central Concrete Supermix since it was established in 1989.

**MARTIN CAPARROS JR., CEO**

Prestige Builders Partners LLC., Miami Lakes, Florida Caparros co-founded his company with Jose Boschetti in 1994. To date, the business reports closed sales exceeding \$1 billion, with more than 9,500 homes built throughout the country.

**LUIS CAPO, CEO**

El Dorado Furniture Corp., Miami Gardens, Florida Manuel Capó started out with a single furniture store in Miami's Little Havana after leaving his native Cuba with his sons. Today, the family business, headed by Luis Capó, ranks among the top 50 furniture retailers in the country.

**CARMEN CASTILLO, PRESIDENT AND CEO**

Superior Design International Inc., Fort Lauderdale, Florida Castillo founded Superior Design International, a strategic outsourcing company, in 1992. The business has grown to become a multinational company with operations in the U.S., Canada, Europe, China and India.

**KEVIN CHAVEZ, PRESIDENT AND CEO**

Premier Concrete LLC., Albuquerque, New Mexico A former U.S. Air Force pilot, Chavez founded his business in 2005. In its short life, the company has been recognized several times for its fast-paced growth.

**LLOYD G. CHAVEZ JR., CEO**

The Burt Automotive Network, Centennial, Colorado Lloyd Chavez Sr. started out in the sales department at a Chevrolet dealership, and in 35 years ended up owning that business and two other dealerships. The network, now headed by his son, includes eight dealerships and has sales of more than \$2 billion.

**ROCKY CINTRON, FOUNDER, PRESIDENT AND CEO**

Force 3 Inc., Crofton, Maryland Founded in 1991, Force 3 has quickly grown to become a leader in the information technology industry and one of the top Federal prime contractors in the country.

**IVAN E. CROSSLAND JR., CEO**

Crossland Construction Co. Inc., Columbus, Kansas Ivan Crossland Sr. founded Crossland Construction in 1977. Now led by Ivan Crossland Jr. and five other brothers, this business reports some of the highest revenues among Hispanic-owned businesses.

**RAFAEL CUELLAR, PRESIDENT AND CEO**

Cuellar LLC, Passaic, New Jersey Four years since the start of the business, Cuellar already reports multi-million annual revenues. In addition to founding and managing a growing company, Cuellar is on the board of directors of the New Jersey Chamber of Commerce.

#### **MARTIN CUMBA SR., PRESIDENT**

Sun Family of Dealerships, McMurray, Pennsylvania In addition to running one of the most successful minority owned dealership businesses in the country, Cumba was the first Hispanic dealer to serve as president of the National Association of Minority Automobile Dealers (NAMAD).

### **D**

#### **RENE M. DIAZ, CHAIRMAN AND CEO**

The Zaid Group LLC, Atlanta, Georgia Diaz founded his business in 1980 as an Atlanta-area operation. Today the company distributes dry, refrigerated and frozen food products to 23 states.

#### **GERALD DIEZ, CHAIRMAN AND CEO**

The Diez Group, Dearborn, Michigan Since its founding in the 1970s, the company has grown to several facilities with more than 300 employees at Lapeer Metal Stamping Companies, and about 275 at Delaco Steel Corp.

### **E**

#### **IRMA ELDER, CEO**

Elder Automotive Group, Troy, Michigan Elder was the first woman to own a Ford dealership in the Detroit area. Today her business includes 11 dealerships selling Saab, Jaguar, Land Rover, Aston Martin, Lincoln, Mercury and Jeep models.

#### **DAVID ESCOBEDO, OWNER**

Escobedo Construction, Buda, Texas Escobedo started out about 25 years ago, framing wood houses. In recent years his general contracting company, whose innovative work with stone has sparked a collaborative project with engineers from the Massachusetts Institute of Technology, has more than doubled its workforce and expanded its facilities from 5,000 square feet to nearly 30,000.

#### **ROBERTO ESPAT, PRESIDENT AND CEO**

Roses Southwest Papers Inc., Albuquerque, New Mexico Espat started his paper business in 1985 after moving to New Mexico from his native Belize. The remarkable growth of his company has been fueled in part by contracts with clients such as McDonald's, Burger King and Darden Restaurants.

#### **JERONIMO M. ESTEVE, FOUNDER, PRESIDENT AND CEO**

Bella Automotive Group Ltd., Miami, Florida Bella Automotive Group Ltd. is known to customers as Headquarter Toyota and Headquarter Scion. The company sells new and used cars and has customers in Central and South America, Europe and Africa.

### **F**

#### **JON FERNANDEZ, PRESIDENT AND CEO**

TriNet Communications Inc., Livermore, California Fernandez's company has been one of the fastest growing telecommunication distributors in the industry. Clients include telephone companies, cable television companies, government agencies and hundreds of contractors.

## G

### **FERNANDO V. GALAVIZ, PRESIDENT AND CEO**

The Centech Group Inc., Arlington, Virginia Galaviz started out in 1989 with a couple of contracts and a single employee. Today the company has 20 locations across the country and more than \$150 million in annual revenue.

### **CARLOS GARCIA, PRESIDENT AND CEO**

Kira Inc., Miami, Florida Garcia started Kira in 1987, when he was 27 years old. In addition to being recognized for excellent performance as a contractor for the Department of Defense, the company has shown astounding growth, going from \$30 million to \$70 in annual revenue in the past two years.

### **RAINIER GONZALEZ, CHAIRMAN AND CEO**

Pacer Health Corp., Miami, Florida Gonzalez founded his company in 2003 after selling a profitable Internet business and serving as principal in two financial services firms. At the head of Pacer, Gonzalez has turned around several hospitals in financial distress and has already achieved multi-million annual revenues for the company.

### **SILVESTRE GONZALES, PRESIDENT AND CEO**

Gonzales Automotive Group Inc., South Gate, California In just over a decade Gonzales has grown the company to include several auto dealerships, selling brands such as Jeep, Chrysler and KIA and becoming one of the most successful Hispanic-owned businesses.

### **JOHN GOODMAN, CHAIRMAN AND CEO**

Goodman Networks Inc., Plano, Texas Goodman gained experience in the telecommunications working with companies such as Bell Atlantic and GTE. Today he provides services to the largest telecommunications carriers in the world.

### **ANTONIO R. GRIJALVA, CHAIRMAN AND CEO**

G&A Partners, Houston, Texas Grijalva is a native of Ecuador with years of experience in international management consulting. He founded G&A Partners in 1995 and has five additional offices, and some of the highest revenues among Hispanic-owned businesses.

### **ADOLFO GUTIERREZ, CHAIRMAN AND CEO**

Falcon International Bank, Laredo, Texas Gutierrez became the bank's president and CEO in 1995, when his family purchased a majority interest. The bank's assets were \$52 million then; today they exceed \$900 million.

### **JUAN A. GUTIERREZ, PRESIDENT**

Northeast Remsco Construction Inc., Farmingdale, New Jersey the company has grown steadily since it was founded by Gutierrez in 1978, and today boasts \$500 million in projects completed.

**H****DAVID HERNANDEZ, CO-FOUNDER AND CEO**

Liberty Power Corp., Fort Lauderdale, Florida After leaving Enron in 2001, Hernández started Liberty Power with his brother, Eliezer (the company's CRO), Alberto Daire (who now serves as President and COO). Today, the company serves more than 25,000 business customers and is the only minority-owned retail energy provider with a national presence.

**JOSE C. HERNANDEZ, CEO**

Refricenter of Miami Inc., Miami, Florida Hernandez's refrigeration and heating company was founded in 1971. Today it includes seven branches bringing in annual revenue of about \$125 million.

**AGUSTIN HERRAN, PRESIDENT AND CEO**

Sedano's Management Inc., Miami, Florida Agustin Herran is aptly leading the profitable supermarket chain passed on from his father, Manuel Herran, but also managing ventures of his own.

**CARLOS HORCASITAS, CEO**

Mid-Atlantic Petroleum Properties LLC, Germantown, Maryland Carlos Horcasitas began as a gas station attendant in 1976 and a few years later was offered ownership of service stations. In 1995 he cofounded Mid-Atlantic Petroleum Properties, which today employs about 125 people and continues to grow steadily in annual revenue.

**I****FELIPE IRIGOYEN, CEO**

Ametza LLC, El Centro, California Irigoyen's company markets itself as the "fastest growing hay sales and marketing company in the Southwest." Ametza's revenues, which last year exceeded \$60 million, have grown 450 percent since the company started 10 years ago.

**J****JAMES E. JARDON II, FOUNDER, PRESIDENT AND CEO**

Jardon & Howard Technologies Inc., Orlando, Florida Jardon's information technology company started as a small business and at one point was designated a Small Disadvantaged Business by the U.S. Small Business Administration. Today it estimates its gross revenues for 2008 to be more than \$40 million.

**I****ISRAEL LAPCIUC, CEO**

Precision Trading Corp., Miami, Florida Lapciuc founded Precision Trading, an exporter of consumer electronics, in 1979. Today the company boasts annual sales of nearly \$140 million.

**CARLOS LEDEZMA, PRESIDENT AND CEO**

Cable-Dahmer Chevrolet Inc., Independence, Missouri Ledezma formed his company 20 years ago and has been No. 1 in volume retail sales in the Kansas City area since 1996.

**DAVID C. LIZARRAGA, PRESIDENT AND CEO**

TELACU Industries Inc., Los Angeles, California Lizárraga has headed TELACU for nearly 40 years. He is credited with devising its unique business model to foster community and economic development. The community work of the parent company, a nonprofit, is funded through TELACU Industries, for-profit businesses in real estate development, financial services, construction and construction management. As part of his work with TELACU, in 1983 Lizárraga established the TELACU Education Foundation to address educational issues in the Latino community, and he currently serves as its chairman. TELACU considers social impact to be of equal importance as financial viability, and results under Lizárraga's leadership have been positive on both counts, with a variety of effective social programs underway and annual revenue exceeding \$100 million.

**SYLVIA MEDINA, PRESIDENT AND CEO**

North Wind, Inc., Idaho Falls, Idaho Medina's environmental management, engineering, construction, and scientific consulting company counts the departments of Energy, Defense and the U.S. Army among its commercial and industrial clients served through 19 offices around the country.

**J. MARIO MOLINA, PRESIDENT AND CEO**

Molina Healthcare Inc., Long Beach, California Molina's father, C. David Molina, founded the company in 1980 to address the needs of low-income patients. In 1996, Molina assumed the role of CEO at the company, whose annual revenue is reported to be \$2.5 billion. Molina received a medical degree from the University of Southern California and performed his residency at Johns Hopkins. For the past 25 years, he has served as Molina's medical director. In 2002 his entrepreneurial drive was recognized with the Ernst & Young Greater Los Angeles Entrepreneur of the year Award.

**TOMAS MORALES, PRESIDENT AND CEO**

Morales Group Inc., Indianapolis, Indiana Morales' staffing and workforce development company has grown exponentially since 2003. Morales, who previously worked for corporations such as Procter & Gamble and Union Carbide, is trained as a civil engineer and is the first member of his family to have graduated from college. His company has allowed him to combine his 23 years of experience in sales and marketing with his Mexican heritage by serving as a link between the Indianapolis business community and the growing U.S. Hispanic workforce. In its first five years of operation, the company has been recognized as one of the fastest-growing Hispanic-owned businesses in the U.S. and one of the best places to work in Indiana.

**ARTURO MORENO, OWNER**

Anaheim Angels, Anaheim, California Moreno, who has been ranked among the richest people in the world by Forbes magazine, made his fortune in an outdoor advertising business he built from the ground up. More recently, his love of baseball led him to purchase the Anaheim Angels.

**VERONICA MORENO, CEO**

Ole Mexican Foods Inc., Norcross, Georgia Moreno's company started out in 1988 with one small tortilla press in the Atlanta suburbs. Today, it has facilities in several states and sells a variety of products throughout the country.

**JORGE MUNILLA, PRESIDENT**

Munilla Construction Management LLC, Miami, Florida The Munilla brothers, Jorge, Juan, Fernando, Pedro and Raul, hold leadership positions in the construction company they co-own. Munilla Construction Management LLC was founded in 1983 and has roots dating back to Fernando Munilla, father of the current owners and

construction pioneer before he left his native Cuba.

#### **EDELMIRO MUÑIZ, CEO**

MEI Technologies Inc., Houston, Texas Muñiz founded his company in 1992 with just two employees: one full-time and one part-time. The business had its big break the following year when NASA selected it as part of team to work on a contract. Through the strategic purchase of a larger company in 1995, MEI grew suddenly in both size and revenue. Growth has continued as the company scored prime contracts. Muñiz opened offices in just two additional states at first—Colorado and New Mexico. Now the company has locations also in Alabama, California, Georgia, Maryland, Mississippi, Ohio and Texas. Projected annual revenues for 2008 are \$121 million.

#### **HENRY R. MUÑOZ III, CHAIRMAN AND CEO**

Kell Muñoz Architects Inc., San Antonio, Texas Muñoz is a designer, a philanthropist and entrepreneur. His architectural firm has grown to become the largest minority-owned firm in Texas. As a cultural activist, he has served as trustee or board member of national institutions such as The Smithsonian, the Cooper Hewitt National Design Museum, the San Antonio Museum of Art and the National Committee for the Performing Arts of the John F. Kennedy Center. Muñoz is also founding chairman of The Alameda National Center for Latino Arts and Culture and spearheaded the capital campaign to restore the Alameda Theatre. Among the high-profile commissions his firm has received are the Fiesta Texas and Sea World theme parks, the AT&T Center for the San Antonio Spurs and a new headquarters building for the National Council of La Raza in Washington, D.C.

### **N**

#### **MAX NAVARRO, FOUNDER AND CEO**

Operational Technologies Corporation, San Antonio, Texas OpTech was founded in 1986 and has since grown from seven to more than 100 employees. Its annual revenue, too, has increased exponentially in recent years, earning the company recognition for its rapid growth.

#### **ELPIDIO NUÑEZ OJEDA, CEO**

Northwestern Meat Inc., Miami, Florida Nuñez Ojeda founded Northwestern Meat in 1961 soon after he arrived in the U.S. from his native Cuba. Today he heads a large importer and exporter of various kinds of meats, boasting annual sales of well over \$100 million.

### **O**

#### **ROBERT ONTIVEROS, FOUNDER AND CEO**

Group O Inc., Milan, Illinois Ontiveros founded his company in 1974 as a seller of packaging materials and equipment. As the business grew, Ontiveros diversified to include supply chain and marketing solutions. Today, he works with more than 1,500 employees.

### **P**

#### **GUILLERMO PERALES, FOUNDER AND PRESIDENT**

CG Management LLC, Dallas, Texas the explosive growth of this company has turned Guillermo Perales, owner of dozens of restaurants, including many Golden Corral, Popeye's, Burger King and Denny's locations, into one of the most successful franchisees in the country.

**DOMINGO PEREZ JR., PRESIDENT**

Diamond P Enterprises Inc., Brownwood, Texas Established by Perez in 1995, Diamond P earns multi-million revenues as it provides utility and telecommunication infrastructure construction and power supplies and services.

**Q****GUILLERMO QUIRCH III, IGNACIO QUIRCH AND MAURICIO QUIRCH, OWNERS**

Quirch Foods Co., Miami, Florida This frozen and refrigerated foods company began as a small family business in 1967. Today it employs more than 400 people, led by three Quirch brothers and their father, Guillermo Quirch Jr., son of the original founder. Through four distribution centers, the business serves the Southeastern U.S., Central America and the Caribbean.

**AGUSTIN A. RAMIREZ, CHAIRMAN AND CEO**

HUSCO International Inc., Waukesha, Wisconsin A global leader in the development and manufacture of hydraulic and electrohydraulic controls, HUSCO has grown more than 1000 percent since Ramirez established his company in 1985. It now includes manufacturing facilities in North America, Europe and Asia.

**FERNANDO J. RIOS, PRESIDENT AND CEO**

Cape Environmental Management Inc., Atlanta, Georgia Rios worked for Cape Environmental Management for several years before he acquired it in 1991. Since then, he has led the business through a period of relentless growth, both in terms of size and revenue.

**DANIEL RODRIGUEZ. PRESIDENT AND CEO**

First Equity Mortgage Bankers Inc., Miami, Florida Founded in 1997, under Rodriguez's leadership the business has experienced significant growth, going from \$32 million in annual revenue in 2000 to nearly \$300 million in 2005.

**FRANK J. RODRIGUEZ, CEO**

Greenway Ford Inc., Orlando, Florida Frank Rodriguez worked his way up from salesman to general manager of an auto dealership. In 1994 he acquired the business that later became Greenway Ford, which under his leadership has been recognized numerous times for excellent performance.

**JOSE RODRIGUEZ, PRESIDENT**

Williams Paving Co. Inc., Medley, Florida José Rodriguez acquired his paving company from his father-in-law in 1999. The business has seen robust growth under Rodriguez's leadership.

**S****NORBERTO SANCHEZ, CEO**

Norsan Group, Duluth, Georgia Sanchez started out in the restaurant business in the late 1980s, but today his company has branched out to own a number of restaurants and supermarkets as well as several media outlets, including broadcast and print operations.

**DAVID H. SEGURA, CEO**

VisionIT, Detroit, Michigan Segura founded his company in 1997 as a supplier supporting larger staffing firms. In slightly more than a decade, his company has grown to work directly with numerous Fortune 500 companies.

#### **MICHAEL J. SHAW, FOUNDER AND CEO**

Mike Shaw Automotive, Denver, Colorado Shaw began his career in the automotive industry in 1968 while attending graduate school. Today he owns dealerships in several states, including Colorado, Texas, Louisiana and Utah.

#### **TONY M. SIERRA, CHAIRMAN**

BMI Financial Group Inc., Coral Gables, Florida BMI Financial Group was founded by Sierra in the 1970s and today boasts \$5.5 billion in policies issued to clients all over Latin America, Europe and Asia.

#### **LOU SOBH, PRESIDENT**

Lou Sobh Automotive, Duluth, Georgia Sobh founded his business in 1990 and today he owns several General Motors franchises, as well as Hummer, Isuzu, Chevrolet, Buick, Saturn and others located throughout Georgia, Florida, Illinois, California and Arizona.

#### **FERNANDO J. SOMOZA, CO-OWNER**

Paramount Auto Group, Houston, Texas From a small family business Somoza grew to own several dealerships in Houston and has been named General Motors' Dealer of the Year for the past two years.

#### **MARIA DE LOURDES "LULU" SOBRINO, FOUNDER AND CEO**

Lulu's Dessert Corporation, Anaheim, California Lulu Sobrino started out producing 300 cups of gelatin a day in 1982. Today she's a supplier to Wal-Mart stores and the owner of an innovative company ranked among the fastest-growing Hispanic-owned businesses in the country.

#### **ROGELIO "ROY" SOSA, CO-FOUNDER AND CHAIRMAN**

MPOWER Ventures, Austin, Texas In 1999 Rogelio Sosa founded NetSpend with his brother, Bertrand, who became vice-president of the corporation. In just a few years the company issued more than 5 million prepaid debit cards and was eventually sold as a successful, very profitable business. Since 2006 the brothers head MPOWER Ventures, a research and development incubator and business accelerator with offices in the U.S., Mexico and Ireland.

#### **JOSE ALBERTO SOUTO, PRESIDENT**

Rowland Coffee Roasters Inc., Miami, Florida Along with brothers José Enrique and Angel, José Alberto Souto started out working with his father, José Angel Souto, selling coffee door-to-door out of Volkswagen Beetles. The brothers helped build this company into one of the largest producers of espresso coffee in the country.

#### **JULIE STAV, AUTHOR**

Tu Dinero, Calabasas, California Stav emigrated from Cuba as a young girl. She had a difficult time learning in the U.S. school system because she didn't speak English, but her father appealed to Catholic Church leaders, who helped her gain acceptance into college. Stav became a teacher and, ironically, ended up heading the bilingual education program in her district. After a divorce that left her without any money and in charge of her son, Stav took it upon herself to learn about investment and finance. Determined to share what she had learned to help Hispanics, she became a best-selling author and bilingual expert in financial matters whose radio show reaches millions across the U.S.

**DIEGO SUAREZ, JR., CEO**

V. Suárez & Co. Inc., San Juan, Puerto Rico Suárez is part of the third generation in his family to head V. Suárez & Co. Under his leadership the real estate company has continued to grow, and today it boasts revenues exceeding \$800 million.

**ESTEBAN L. SUAREZ, PRESIDENT AND CEO**

Jasco Construction Co. Inc., Miami, Florida Suarez held a number of management positions, including serving as Vice President of MasTec Inc., prior to co-founding, in 1999, the fast-growing company he owns today.

**ROSA SUGRAÑES, CHAIRMAN**

Iberia Tiles, Miami, Florida Sugrañes has been managing the business founded by her father, Ramon Sugrañes, since the early 1980s. The company has grown to become a supplier to Sears and Lowe's, operating out several stores located in Georgia and throughout the state of Florida.

**VIDAL SURIEL, FOUNDER AND PRESIDENT**

General Tobacco, Mayodan, North Carolina Suriel founded General Tobacco in 1997. Today, the company boasts sales of \$340 million.

**U****BOB UNANUE, PRESIDENT AND CEO**

Goya Foods, Secaucus, New Jersey Bob Unanue is part of the third generation of the Unanue family to run Goya Foods. His leadership has sustained the growth of his business, the largest Hispanic-owned food company in the country. Goya has approximately 3,000 employees and 1,500 product offerings, 400 of which were introduced in 2005 alone.

**IGNACIO URBIETA, CEO**

Urbieto Oil Inc., Medley, Florida Ignacio Urbieto's fuel distribution company was founded in 1972. Today the company is one of the most successful Hispanic-owned businesses in the country.

**V****NINA VACA, CEO**

Pinnacle Technical Resources, Dallas, Texas Nina Vaca grew up surrounded by entrepreneurs , but it wasn't in the family business (a chain of travel agencies started by her father) that she found her calling. In 1996, when she was only 25 years old, she founded Pinnacle Technical Resources, an information technology services company, and in just a few years she became a provider to Fortune 500 clients in a variety of industries including telecommunications, financial services, healthcare, transportation, government and manufacturing. The explosive growth of her company over the past few years has garnered her recognition as one of the most influential Hispanics in the technology sector. Pinnacle Technical Resources employs approximately 3,000 consultants in 45 states.

**ISABEL VALDES, CEO**

Isabel Valdés Consulting, San Francisco, California Isabel Valdés heads Consulting, IVC, a boutique marketing firm that advises a variety of clients on the subtleties of the Hispanic market. Her insights are highly valued by

top companies including PepsiCo/Frito-Lay's Latino Advisory Board and the Advisory Board of Scholastic, Lee y Serás. Valdés is also a member of the Advisory Board for Consumer Trends Forum International. In addition, she is an active member in the Hispanic community as a Trustee of National Council of La Raza and the Latino Community Foundation. Recognized as the founder of the "in-culture" marketing approach, Valdés has helped to dissect how the Hispanic market is shifting from a majority of consumers who are unacculturated to a majority who were born in the United States--and what that should mean to businesses who want to capture this very valuable segment.

#### **RANDY E. VELARDE, PRESIDENT**

The Plaza Group Inc., Houston, Texas Velarde started The Plaza Group in 1994 and immediately launched the petrochemical marketing company into a period of growth that saw annual increases of more than 200 percent for several years.

#### **DINO VELAZQUEZ, CEO**

A & D Management & Associates, Dothan, Alabama With annual revenue hovering around the \$100-million mark, Velazquez's business is one of the most successful minority owned Chrysler dealerships.

#### **FRANK VENEGAS JR., CHAIRMAN AND CEO**

The Ideal Group Inc., Detroit, Michigan Vegas started his steel and builders' supply company in 1979 with money he made by selling a Cadillac he won in a raffle. The ticket cost him \$150, and he ended up selling the car a few days later for \$12,000. For several years he sold fireplaces, miscellaneous steel and wood stoves. Later he began manufacturing a patented product line, providing warehousing facilities and innovative supply chain solutions. His business was named General Motors Global Supplier of the Year for several consecutive years. Today The Ideal Group employs about 250 people and has annual revenue of about \$170 million.

#### **JAIME VERGARA, PRESIDENT**

Heritage Ford Lincoln Mercury, Cookeville, Tennessee Vergara became owner of Heritage Ford Lincoln Mercury in 2000. Since then, the company's revenue has risen steadily to reach \$70 million in 2007.

#### **M. ALLAN VIGIL, CEO**

Allan Vigil Ford Inc., Morrow, Georgia Allan Vigil Ford founded his business 27 years ago and today he proudly announces the company's status as Georgia's largest Ford dealer.

### **W**

#### **LIVIA WHISENHUNT, FOUNDER, PRESIDENT AND CEO**

PS Energy Group Inc., Atlanta, Georgia Whisenhunt founded PS Energy Group in 1985. Today the company reports annual revenues well over \$100 million and has been recognized several times by the U.S. Small Business Administration for its excellent performance.

### **Y**

#### **PAUL H. YOUNG JR., PRESIDENT AND CEO**

Paul Young Company, Laredo, Texas. The Paul Young group of auto businesses began with a single Chevrolet dealership acquired by Young's father. Today the company includes six dealerships—Dodge Chrysler Jeep, Easy Auto Credit, Paul Young Suzuki, Family Hyundai, Family Nissan and Family Chevrolet.

Z

**ROBERT S. ZAMARRIPA, PRESIDENT**

OneSource Distributors Inc., Oceanside, California Zamarripa founded his company in 1983 as a single location supplier. Today the distributor of electrical, utility and automation products boasts annual sales of \$249 million and includes multiple locations in California, Arizona and Mexico.

**ALBERT ZAPANTA, CO-FOUNDER AND CEO**

Paz Energy LLC, Irving, Texas Albert Zapanta used his experience in the energy sector to co-found PAZ Energy in 2006. His investment company manages investment in the oil and gas project at Dallas/Fort Worth International Airport to help Chesapeake Energy Corporation meet one of the agreements set in its lease, which requires significant minority investor and contracting participation in the project.

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