

# OTC

From page 1

transitioning allows my wife and I to live out our dream and vision for the agency," he said.

By the time he no longer owns any of OTC, Trippe plans to have someone else in charge: President John Pollock and Chief Operations Officer Gray Davis.

"By the end of 2008, we expect Gray to be running the day to day operations," he said. "I'll probably continue on as CEO until 2009 and chairman for a few years after that."

Average day-to-day operations have him up about 4:30 a.m., Trippe said. He likes to be at his first appointment by 7 or 7:30, otherwise he doesn't know quite what to do with himself. He spends the day managing financial affairs, and the expansion of the company's agencies (there are 13 offices in Florida and three in North Carolina).

"As a longtime insurance agent, I still have these longtime clients that I continue to be involved with personally," he said. "We have 49 other agents working on relationships with other clients. Everything we do is

"One of the highlights was then they reorganized about relationships."

Trippe said everyone who works for OTC is encouraged to participate in the community.

"That means different things for everyone," he said.

Many support United Way, some serve on boards like the American Cancer Association; others coach a little league baseball team. Trippe said the importance of community was instilled in him during his childhood in Frisbee, Mo., population 75, about 100 miles southeast of Kansas City.

"I think a lot of my drive, determination, discipline, dedication — all those sorts of things — developed in my youth," he said. "When I lived there, I

was probably related to everyone in the community. When I started in school, I went to a one room schoolhouse. My mom was the teacher for first, second, and third grade."

That was not fun, Trippe said. The school district and my mom was no longer my teacher [in fourth grade]."

His father was a carpenter and the family, which included Trippe, his younger brother, and an older brother who had cerebral palsy, lived on about 160 acres.

"The focus was on my brother," Trippe said. "It was about caring and doing what was best for him."

The family moved to Kansas City to give his brother a specialized education, and Trippe, who was happy to escape the farm for the city, finished high school, then college.

It wasn't until much later, in the late 1970s, when he was president of D.R. Mead and Company, an agency in Miami, that he met Jim Pender and other members of the James B. Oswald Company, a Cleveland-based agency.

In 1981, the two combined forces and the Oswald Tripp Company was born in Fort Myers. They started with an initial "anchor client," a hospitality business, Trippe said, "our only client." Now the company provides insurance, plus a variety of other financial services, to many in the fast growing Southwest Florida area. In 1981, about 150,000 people lived in the region; now it holds over 600,000. And despite the slump in the real-estate market recently, Trippe said it's still growing, and is still the place to be.

"Even with the downturn, people are still coming here," he said. "Just not as strong as they had been in the last three to five years."

And he's still having fun.

"I love the insurance business," Trippe said. "I've been in it for 38 years. I enjoy the challenges, the relationships, and the opportunity for new relationships that come along with it." ■

# BUSINESS NEWS

## Real Estate

**Colliers Arnold Commercial Real Estate Services** reported the following local transactions:

Home Mortgages Company leased 3,270 square feet of retail space in the Shoppes at Plantation, located at 6810 Shoppes at Plantation Drive, Fort Myers, from Morris, Smith & Feyh, Inc. Karl T. Lippek of Colliers Arnold negotiated the transaction.

Marineco, Inc. leased 1,400 square feet of office space, located at 4427 SE 16th Place, Cape Coral, from Sunny Florida Investments, LLC. Michael Komar and William Mankin of Colliers Arnold negotiated the transaction.

## Architecture



The Guadalupe Family Center in Immokalee was designed by the firm Gora McGahey Associates in Architecture. It was recently judged the Best Institutional Project by the Building Industry Association.

**Gora McGahey Associates in Architecture** took home two awards from the Summit Awards competition. The Southwest Florida-based architecture firm was recognized for its outstanding work on The Quarry Clubhouse (Best Commercial Project) and The Guadalupe Family Center (Best Institutional Project).

Dan McGahey served as principal-in-charge of the Quarry project and Terry Gilchrist served as project manager.

McGahey also served as principal-in-charge of the Guadalupe Family Center project for Gora/McGahey.

The Summit Awards pay tribute to Building Industry Association members who have obtained an outstanding level of success and professionalism in the commercial construction industry. Created by the Commercial Contractors Council of the BIA, the Awards provide an opportunity to recognize excellence in this effort. This award is the only one of its kind in SW Florida.

Gora McGahey provides complete architectural design, land planning and site planning services to its clients. ■

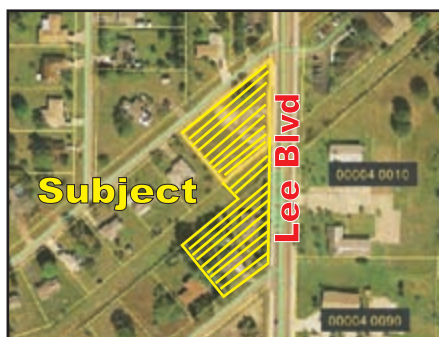
## Banking

**Southwest Capital Bank, N.A.** announced the opening of their new Corporate Headquarters in Fort Myers. The Bank moved into the Southwest Capital Bank building at 12670 Creekside Lane in the Riverwalk Corporate Center off of College Parkway.

The south Fort Myers location houses the Southwest Capital Bank full service banking center, Executive offices, Lending offices and Deposit and Loan Operations departments. The full service banking center is equipped with a 24 hour Automated Teller Machine and a state of the art Drive-Thru facility.

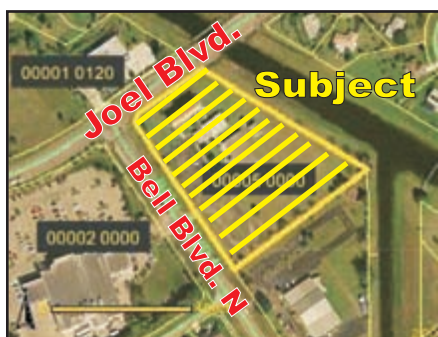
Southwest Capital Bank operates two additional banking facilities. The downtown office is located in the historic district at 1520 Broadway, Suite 107. The Pine Island office is housed in a temporary location at 10530 Stringfellow Road while awaiting completion of construction on a permanent full service banking facility on the island.

# Commercial Property Available



- Lee Blvd. frontage approximately 470 ft.
- Zoned CS-1 ■ 71,431 Sq.ft.
- Water & Sewer
- Includes 2 homes w/ conversion potential
- 700 Taylor Ln. Lehigh Acres

**Reduced to: \$895,000**



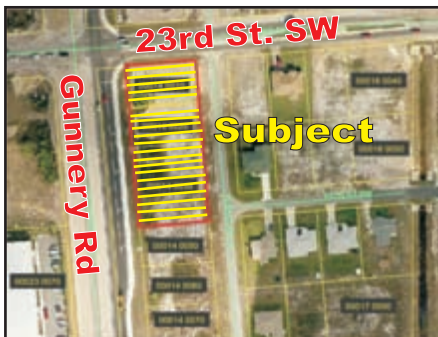
- Corner of Joel & Bell
- 4.620 acres
- Potential For CPD re-zoning
- 15,251 sq.ft. of building space
- Traffic light at the corner

**Offered for: \$4,000,000**



- Center of Lehigh Acres
- Zoned C-2 ■ 37,810 sq.ft.
- 2,970 sq.ft. of building space
- City water & sewer
- 1250 Business Way, Lehigh Acres

**Offered for: \$725,000**



- Zoned CN-3
- 1 Acre +/- (321 feet of road frontage)
- D.O. In Place
- Busy intersection
- Near Hwy. 82 & Daniels Pkwy.

**Offered for: \$524,900**



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## The Power of Personal Service.



Left to Right: John Reingardt, Dennis Kucera, Bill Valenti, John Hodas and John Fritts

Let us introduce you to our unique combination of financial expertise, community service and client relationship building...banking the way you've always wished it could be.

Involvement in the Rotary Club of Fort Myers, United Way of Lee County, Greater Fort Myers Chamber of Commerce — these are just a few ways Florida Gulf Bank demonstrates the power of strong leadership, and the power of personal service...every day.

- 9101 College Pt. Ct., 332-4440
- 7580 Winkler Rd., 481-2875
- 2247 First St., 332-3527
- 1631 Del Prado Blvd., 242-1270
- 8870 Daniels Pkwy., 225-7268
- Two NEW Locations, Now Open!
- Colonial / Six Mile Cypress, 433-6020
- Sandoval / Cape Coral, 433-6000



floridagulfbank.com

