

# ACCENT

## A promising small-plates spot

Celebrated Miami chef to open new Palm Beach Gardens restaurant later this year

By Liz Balmaseda  
The Palm Beach Post

North county diners have scored one of the most promising restaurants in recent years, a modern small-plates spot by acclaimed Miami chef Pushkar Marathe. He has partnered with Buccan Palm Beach general manager Andy Dugard to open Stage in eastern Palm Beach Gardens this fall.

The restaurant will take over the PGA Boulevard space most recently occupied by Carmine's Crab Shack, which closed in 2017. Opening date is expected to be sometime in October.

Marathe's inventive and soulful dishes have earned national acclaim at the Ghee Indian Kitchen, where he has been executive chef for the restaurant's Miami's Design District location since it opened in October 2017.

But despite the chef's credentials, the restaurant's name does not refer to any kind of grandstand. On the contrary. Stage (pronounced "staahj") refers to one of the lowliest jobs in the kitchen, the unpaid trainee chef or stagiaire.

Marathe says his goal is to create a restaurant that's approachable and elevated at once.

"It will be a place where you can eat every day, but unique enough for a special occasion," says the Indian-born chef whose vision extends beyond operating a food-drink establishment. "We are creating an experience."

"Here, we will work with local, small-scale farmers and use a lot of seasonal ingredients and vegetables on the menu," says the 34-year-old chef, who has been inspired by his longtime friend Niven Patel, Ghee's owner. Patel grows much of his restaurant's produce on his own backyard farm in Homestead.

Despite Ghee's success in Miami, Marathe says he is crafting a broader and more diverse menu for Stage, drawing on his global travels and experiences in American kitchens.

"The way I see the restaurant is like it's a big tree. The branches are



At Ghee in Miami, Chef Pushkar Marathe's take on wagyu beef tartare is served with dosa crisps and cured egg yolk. [ANDRES ACERO/PHOOD PRODUCTIONS]

my travels all over the world, but the roots are deep in India," says Marathe, who left his birth city of Nagpur at age 20 to become a chef in Switzerland. He has also worked in Qatar, Peru, the Cayman Islands, the Bahamas, California and several cities in South Florida.

Marathe's present creations in Ghee's kitchen offer a glimpse of what Palm Beach County diners can expect at Stage: stunning plates laden with fresh, often local ingredients in a modern presentation. Whole, deboned yellowtail snapper is steamed in banana leaves with cilantro chutney. Local cobia is sliced thinly, tiradito-style, and served in leche de tigre scattered with crispy curry leaves.

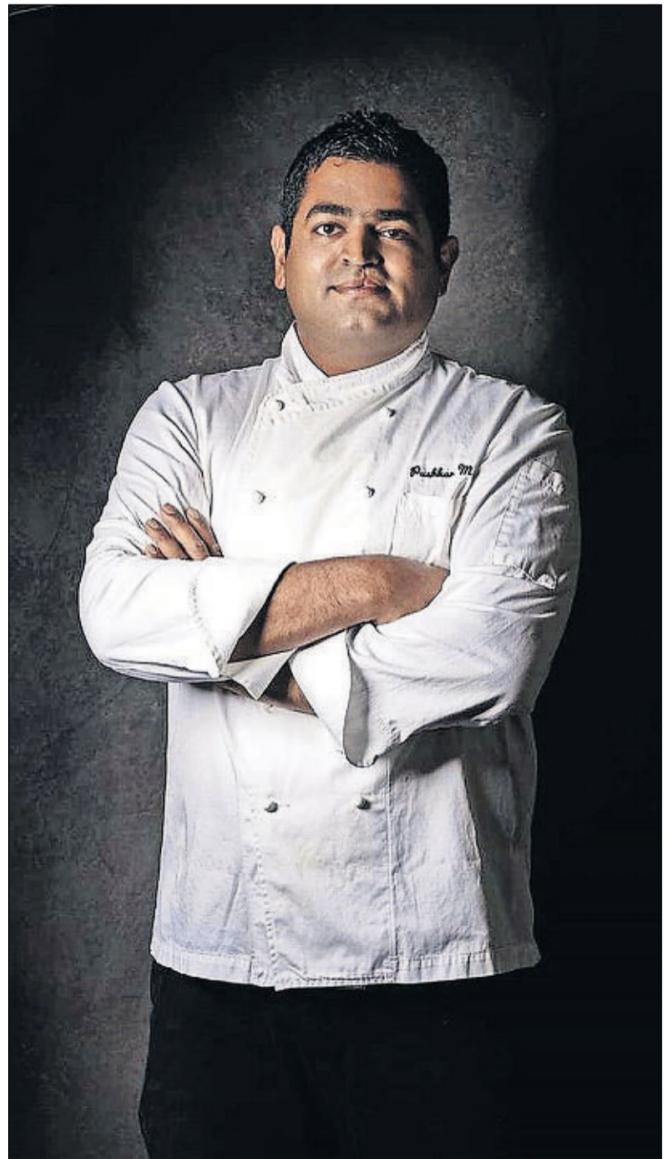
A wagyu beef tartare is seasoned in truffle tikka sauce and topped with dosa crisps. Street corn gets an Indian spice accent and is served with chili-lime butter and crispy garlic. Even chicken liver toast goes global with a kick of fenugreek and a side of grain naan.

North county diners can expect plenty of fresh fish dishes as well as vegan and vegetarian offerings.

Before joining Ghee, Marathe was chef de cuisine at Meat Market Palm Beach. That's where he met his Stage partner, Dugard, who managed the steakhouse.

"That's where I first learned of Pushkar's culinary genius," says Dugard, who has been general

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Chef Pushkar Marathe is opening a new restaurant later this year in Palm Beach Gardens. [LIBBYVISION.COM]

### STAGE

Coming this fall to 2000 PGA Blvd., Palm Beach Gardens  
For a taste of Chef Pushkar Marathe's cooking, visit Ghee Indian Kitchen at 3620 NE 2nd Ave., Miami.

## Lebanese movie is a cry for humanity, resistance

By A.O. Scott  
New York Times

"Capernaum," Nadine Labaki's hectic and heart-breaking new film, borrows its name from an ancient city condemned to hell, according to the Book of Matthew, by Jesus himself. The word has since become a synonym for chaos, and modern Beirut as captured by Ms. Labaki's

camera is a teeming vision of the inferno, a place without peace, mercy or order.

Its crowded streets and makeshift dwellings hold endless desperation, but the movie is too busy, too angry and too absorbing — too exciting, you might say — to succumb to despair. The sources of its remarkable

See CAPERNAUM, D2



Zain Al Rafeea in "Capernaum." [SONY PICTURES CLASSICS/TNS]

### MOVIE REVIEW

'Capernaum'  
Rated R: No child should see what this child sees.  
In Arabic and Amharic, with English subtitles.  
Running time: 2 hours, 1 minute  
Now showing: Movies of Lake Worth, Movies of Delray, FAU Living Room

## REAL ESTATE WEEKEND

### Living where he works key to West Palm Beach broker's success

By Janis Fontaine  
Special to The Palm Beach Post

Eric Telchin, founder of the The Telchin Realty Group, has established himself as the go-to Realtor at the award-winning Club at Ibis (formerly Ibis Country Club) in West Palm Beach.

Telchin doesn't just sell houses at Ibis, he lives there.

"Ibis is the club that keeps getting better," Telchin said. "The people are friendly and down-to-earth. It's an incredible lifestyle. It's like living at a resort."

Telchin's parents, Barbara and Steve, felt the same way. They discovered the lush, spacious community when they were looking for a second home. It was so beautiful, the couple quit their jobs, left the cold and snow of upstate New York behind, and made Ibis their first home instead. Barbara got her real estate license in 2001, and Steve soon followed suit. In 2004, the couple lured their son Eric

away from his job as an art designer and director for television.

Telchin has no regrets. The George Washington University magna cum laude graduate got his real estate license in 2004 and his broker's license in 2013, then founded the Telchin Realty Group. Realtors must work under the supervision of a broker and by getting his license Telchin moved that role in house. At the same time, Telchin technically became his parents' boss.

When the Great Recession hit Realtors and builders, home owners and mortgage brokers, Telchin says having their listing centralized at Ibis insulated them from the



Eric Telchin, founder of the The Telchin Realty Group. [CONTRIBUTED]

worst of it. For one thing, homes in Ibis held their value better, and that value is something buyers look for.

Buyers and sellers develop intense personal relationships with their Realtor, who's akin to a captain navigating the treacherous waters of the real estate business. After the closing, most people never see their Realtor again, but because Telchin lives

at Ibis, he's always running in to former clients. It's a good way to stay connected to the buzz of who's going and who's upgrading or downsizing. In January, the group had about 15 sales on the books with six for properties that went under contract prior to being officially listed.

"We're on top of technology," Telchin, 40, said. "We want to be as cutting edge as possible. We've optimized our website and we've embraced remote signing for documents, but we could do better at social media."

As a small boutique company, the group invests a lot on marketing. "Ibis is our territory and we want to keep it that way." The Telchin Realty Group sells five times as many houses as its competitors. A lot of that success comes from knowing he and his team are helping people reach their dreams, whether it's upgrading to

home with a golf course view or downsizing to a smaller home that's maintenance free. A lot of people say they're available 24/7 but Telchin and team really are. It helps that their clients know where they live, Telchin says.

In his spare time, Telchin is a children's book author, which allows him to stretch his artistic creative muscles. His first book, "See a Heart, Share a Heart," was published in 2012 by Penguin Young Readers. Little Bee published his next two books: "The Black and White Factory" in 2016 and "The Color Factory" in 2018. His books have been translated into three other languages and "The Black and White Factory" was nominated for the Sakura Medal in Japan.

Telchin is a full-glass — not just a glass half-full — kind of guy. He wants to eliminate the stress of

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# REAL ESTATE WEEKEND

## PROFILE

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buying or selling a house a positive, happy experience, and he shares a goal with every buyer and seller: "They want to make a better life. I remind them that's what I want too."

### Where were you during the Great Recession that began in 2007?

I was early in my real estate career. When I first got into the business, the market was booming. It wasn't until the Great Recession that I "got" why people need Realtors. Buyers and sellers needed true, ethical professionals to guide them in the very important processes of buying and selling a home. Those definitely were not the best of times, but it's when I started to really develop my real estate skills.

### How has the real estate market changed over the last 10 years?

Well, the market is constantly changing. I think the most significant shift is that everything in this business seems to have sped up because of technological trends. With the prevalence of text messaging, clients and colleagues demand instantaneous response time. To be a star agent, you have to be extremely accessible.

Homes are often shown remotely via Facetime, for example. Offers and contracts can be signed quickly via electronic signatures.

I'm a fast-paced person by nature, and that has definitely helped me because I can make things happen quickly for the people I'm working with. That being said, it's not only important for a broker to handle things quickly, it's important to handle things well.

### What's the best part of your job?

Getting to know amazing people and knowing that I've made their dreams come true. What could be better than that?

### What's the worst?

When everything happens at once! I like to make sure I can give a client the attention they deserve, so when something urgent pops up, and my attention gets pulled away — even briefly — it bothers me.

### It's tough balancing career and family with the hours you keep. Got any life hacks to share?

If you're with a partner who understands the lifestyle your line of work requires, it makes it much easier!

### What is your proudest accomplishment?

Building a successful family business and

always striving to grow it smartly and in meaningful ways.

### What's the strangest request a client ever made?

We once got a call from a woman who wanted us to sell her home, however she didn't want us to ever see it in person, and she didn't want us to photograph it.

### What's your best advice for someone who is house hunting?

It's so easy to fall in love with a home that has "wow factor," but don't forget that you can bring your own "wow factor" to a property — as long as you get a "wow price."

### What advice would you give your younger self?

Don't sweat the small stuff.

### What's your personal philosophy?

Treat people as well as you possibly can. Only good things can come from that.

*I'm a fast-paced person by nature, and that has definitely helped me because I can make things happen quickly for the people I'm working with.*

## 4 tips to find lost closing documents



Richard Montgomery

**Question:** How do I find and retrieve the HUD final settlement statement for a property I sold in 2004 in a 1031 exchange where the title company and 1031 companies are gone, the real estate agent is deceased, her company no longer has any records, and the mortgage company no longer has those records?

**Answer:** Fifteen years seems like a long time, but records have a way of turning up (not every time) if you look in different places. I called a friend who owns a title company and here is what he said, "We keep our title file pretty much forever. We scan the files into the computer. The closing file we keep

for three years, and then we shred the file. The closing statements are the critical documents, so we always have copies of those." It may take some detective work and shoe leather, so how important it is to find them should be weighed against the effort, but here is what I would do:

1. Title companies never go out of business. If a local title company closed up, they were doing business with a national underwriter. That national underwriter likely has the settlement statements from the file because they are the highest value documents. Or, the files were acquired by a competitor. I would make a trip to the county register of deeds office and ask the folks from the different title companies who work in the courthouse daily for help. One, or some of them will remember, and they likely know which

title company ended up with those records. Additionally, a new title search on the property may turn up helpful clues to run down.

2. Some of the information on the HUD statement in a 1031 exchange is on your income tax return. You may want to check with your accountant or your tax files to determine if what you need is there.

3. Whom did you sell/exchange the property? You may get the information you need from the buyers HUD statement. There is a certain amount of replication between buyer and seller statements. Buyers have been known to receive a copy of the seller's statement accidentally.

4. Here are some final tips. Did anyone have a lawyer? Was the mortgage sold to another lender? You may not be talking to the right person at the mortgage company.

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The Palm Beach Post

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