

2025 SPECIAL COMMEMORATIVE SECTION



The Douglas Elliman Rockville Centre Office is proud to

CONGRATULATE

Our 2025 R.E.A.L. Estate Achievers + Leaders!



Congratulations Tiffany Balanoff on receiving the Rising Star award. This prestigious award celebrates emerging talent in the real estate industry and honors individuals who have demonstrated exceptional promise, innovation, and leadership early in their careers.

Tiffany Balanoff, ABR, PSA, RENE, SRES, SRS

Licensed Real Estate Salesperson

O 516.669.3700 | M 516.410.6671 | tiffany.balanoff@elliman.com

Your Closing Key Is Tiffany



Congratulations Joseph DeVito on receiving the Real Estate Interior Design award. This outstanding award honors exceptional creativity, innovation, and excellence in interior design within the real estate industry and recognizes individuals that have transformed spaces into functional, aesthetically inspiring environments that enhance both the value and experience of real estate properties.

Joseph DeVito

Licensed Real Estate Salesperson

O 516.669.3700 | M 917.226.3732 | joseph.devito@elliman.com

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Dear Friends,
The Heritage Club at Bethpage hummed with energy last Wednesday, January 29th, as we gathered for the Herald's fourth-annual Real Estate Achievement and Leadership (R.E.A.L.) Awards Gala. The evening brought together 300 guests to celebrate over 35 of Long Island's standout real estate professionals – innovators whose work shapes the communities we call home.

At Herald Community Media, we cover the daily pulse of local life, from school board meetings to business openings to neighborhood initiatives. Through our coverage, we see how thoughtful real estate development creates ripples that touch every corner of community life. This year's honorees exemplify that connection.

Michael Florio, CEO of Long Island Builders Institute, captured the spirit of the evening with a compelling keynote address, while five-time Emmy-Award-winning investigative reporter Kristin Thorne guided the celebration with wit and warmth as our Emcee.

Our sincere thanks go to our major sponsors – Douglas Elliman, Heatherwood Luxury Rentals, and Zambrano Architectural Design, LLC – whose partnership made the event possible.

In keeping with the evening's community focus, a portion of the event proceeds will support General Needs, an organization that serves Long Island's homeless veterans with dignity. To learn more or contribute, visit www.generalneeds.org.

The success stories we celebrated remind us that real estate excellence isn't just about buildings – it's about creating spaces where community life flourishes and connections are forged. These are the stories we're proud to tell in the Herald every day.



Sincerely,
Stuart Richner
CEO, Richner Communications, Inc.
Publisher, Herald Community Media

● **Thank You to our Sponsors** ●













REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

KEYNOTE SPEAKER



MICHAEL FLORIO
Chief Executive Officer

THE LONG ISLAND BUILDERS INSTITUTE

Mike Florio was appointed Chief Executive Officer of the Long Island Builders Institute (LIBI) in January 2023. Prior to joining LIBI, Mike had an extensive career in government, policy and politics at both the local and federal level. He most recently served as Chief of Staff to Congressman Tom Suozzi, representing parts of Nassau, Suffolk and Queens.

In this role, Mike effectively managed the Congressman's legislative priorities including the expedited cleanup of the Navy-Grumman plume in Bethpage, the delivery of critical federal funds for state and local governments during the COVID pandemic, development of the "495 Research Corridor" to foster and cultivate biotech and life science companies on Long Island, a 500% increase in funding to protect the Long Island Sound and a \$1 trillion bipartisan infrastructure plan which will invest new money into transportation, broadband and clean energy.

Previously Mike served in various roles in Nassau County government including assistant to the county executive, legislative finance director and communication director. During his career, Mike has also worked as a lobbyist in Washington, DC for corporations and trade associations and led several winning political campaigns.

Mike has a bachelor's degree in political science from Bucknell University and a master's degree in political management from the George Washington University. He resides in East Northport with his wife and three children.

SPECIAL AWARDS

REAL ESTATE DEAL OF THE YEAR



JOSEPH A. FARKAS
Chief Executive Officer & Founder

METROPOLITAN REALTY ASSOCIATES LLC

Joseph A. Farkas founded "MRA," a privately held real estate investment and development firm established over 25 years ago specializing in value investment real estate strategies throughout New York City and the Greater Metropolitan area. The primary focus is on industrial and retail property types where outsized returns can be achieved for its investors through asset repositioning, management enhancement and ground-up development. With over 39 years of hands-on real estate investment and finance and development expertise, Joseph has successfully guided MRA's investment in over \$3 billion of assets on behalf of its institutional and private investors.

MRA has invested over \$50 million in six industrial assets in Suffolk County's Town of Islip over the past 18 months. The firm is actively rezoning land, seeking site plan approvals, and enhancing the lease-ability of existing buildings. Additionally, MRA is preparing to construct two Class A industrial properties by replacing outdated structures. These repositioned assets offer premium spaces for industrial tenants, exemplified by Duro Dyne National Corporation's 128,600-sf, 12-year lease at 81 Spence Street in Bay Shore, and Lumber Plus Inc.'s 33,000-sf, 10-year lease at 2175 Fifth Avenue in Ronkonkoma.

A recognized leader in the real estate investment business, Joseph is an active panelist on a wide range of real estate presentations throughout the NY area, a frequent guest on several real estate television and radio productions, and used as a source by and is frequently quoted in all New York Metropolitan real estate trade publications. In 2017, Joseph founded GCRE, a 501 C-3 charitable organization that has raised over \$1 million, funding awareness and research for women's and children's cancer and wellness.

POWER DEVELOPER OF THE YEAR



DAVID BURMAN
Principal & President of Development
B2K DEVELOPMENT

David Burman, Principal & President of Development is responsible for deal analysis and acquisitions, as well as project planning and development at B2K Development, leveraging his extensive experience across a variety of market sectors. David's strong work ethic combined with his artistic eye serve him well in meeting the demands and challenges of strategic real estate development. Under David's purview is a steady pipeline of projects in various stages of development, including thousands of residential and senior living units, as well as varied mixed-use and commercial properties.

David has vast experience in land use, project underwriting, product design, and project coordination, as well as various aspects of pre-construction and sales. Leading the development division to uncover new opportunities through careful site selection and rigorous financial analysis, and with a keen understanding of zoning and municipal approvals, David skillfully navigates the development process delivering shovel ready projects. Through managing teams of professionals responsible for project conception and design development, David adds a unique style and class to elevate B2K Development's various product lines.

David has been recognized as one of Commercial Property Executive's Stars to Watch in 2019 and he was honored as one of Long Island Business News 40 Under 40 award recipients. David earned his BA in Business Administration from the University of Miami.



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REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

SPECIAL AWARDS

EXCELLENCE IN COMMUNITY DEVELOPMENT



MICHAEL T. PUNTILLO
Managing Partner
PX4 DEVELOPMENT

In 2021, Michael T. Puntillo joined PX4 Development, a full-service real estate development, construction, and property management organization. His pivotal role encompasses property acquisition, development financing, and market and feasibility analysis. Upon his arrival, Michael spearheaded a strategic rebranding effort, transforming Jobco Realty & Construction, Inc. into PX4 Development. Under his leadership, PX4 continues to excel in the dynamic real estate landscape, overseeing projects from inception to fruition, and driving innovation in every aspect of our operations.

He became managing partner of PX4 Development in February 2022. A graduate of Fordham University, he received a B.S. in Finance from the Gabelli School of Business. He served as co-chair of the Young Advocates Circle for the Boys Club of New York.

Q&A

- Q:** Who inspired you to be on the path you're on today?
- A:** My father's influence in the real estate industry has been a profound source of inspiration for me. His seasoned insights and strategic advice have been invaluable, shaping my approach and decisions in a highly competitive field. Through his example, I've learned the importance of resilience and thorough market analysis, which are indispensable to my success. His mentorship continues to guide me as I navigate the complexities of real estate development and investment.

TOP ENGINEER



STEPHEN A. HAYDUK, P.E.
Principal, Chief Engineer
HAYDUK ENGINEERING

Stephen Hayduk has over seventeen years of experience in civil, sanitary, and stormwater engineering. His typical projects include residential, commercial, and industrial development, municipal and privately owned wastewater treatment facilities, pumping stations and force mains, sewer collection systems, storm drainage systems, water distribution systems, railroads and railroad facilities, and highways and bridges.

Stephen has a Bachelor of Science in Civil Engineering Technology from Rochester Institute of Technology and is a licensed Professional Engineer in the States of New York and Connecticut. He is a Principal and the Chief Engineer of Hayduk Engineering and is responsible for overseeing the engineering and inspection operations of the firm and managing many other aspects of the business.

His honors include the 2018 NYSSPE Young Engineer of the Year, 2019 NYWEA Rising Star, 2021 LIBN 40 Under 40, and 2016 LIBI Associate Appreciation Award. He actively participates in multiple professional organizations, serving on various boards and committees.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** My greatest achievements this year have been the continued growth of the firm, including the recruitment of some senior management level staff, and the accolades we have received for our Callahans Beach Reconstruction project. We are incredibly proud of the work we did for the Town of Smithtown. We are both honored and humbled to be recognized by so many different professional organizations for the work we did on that project.

INNOVATIVE ENGINEERING SOLUTIONS



IMEG

Cameron Engineering is now IMEG Consulting Corp. IMEG is a leading U.S.-based engineering design firm delivering a rare combination of the broad expertise of a national leader with the personal relationships and deep collaboration of a local firm. The firm is 100% employee-owned and results-driven with a passion for transforming environments and communities through high-performance design and infrastructure. With more than 90 offices and 2,800 team members, IMEG serves regions and markets with full-service, in-house engineering design. IMEG is a Top 5, 100% employee-owned Engineering Firm in the U.S. (BD+C) and ranked #52 on ENR's Top 500 Design Firms list. For more information, visit imegcorp.com.

CONGRATULATIONS

to

DAVID BURMAN

B2K Development

on being honored with the

Power Developer of The Year Award

B2K Development is a distinguished leader in real estate, recognized for a versatile portfolio encompassing residential, commercial, and senior living properties. With a foundation built on innovation and precision, we deliver projects that shape communities and exemplify our vision of building a better tomorrow.



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305 WEST END
ASSISTED LIVING

THE SEASONS

Wellbridge



REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

SPECIAL AWARDS

EXCELLENCE IN RESIDENTIAL COMMUNITY CITIZENSHIP



CHRISTOPHER CAPECE
President

HEATHERWOOD LUXURY RENTALS

Christopher Capece is the President of Heatherwood and an expert in multi-family and mixed-use real estate. Prior to joining Heatherwood, Christopher was the Vice President of Development responsible for acquisition and development on Long Island, in Westchester County, and in Connecticut for AvalonBay Communities.

Christopher is a Board and Executive Committee Member at The George Washington University Center for Real Estate and Urban Analysis as well as the Long Island Builders Institute. He sits on the corporate board of the YMCA of Long Island, where he serves as the Chairman of the Nominating Committee, and is an active board member of Community Housing Innovations. He graduated from The George Washington University with a BA in Finance and holds dual MBA degrees from Columbia University and London Business School.

OUTSTANDING ACHIEVEMENT IN COMMERCIAL REAL ESTATE AWARD



DAVID ORWASHER
Chief Development Officer
BRESLIN REALTY

David Orwaser has recently re-joined Breslin in the capacity as Chief Development Officer. For the past twenty years, David has been developing properties and growing consumer-facing brands for national and regional companies in a range of senior management capacities. His experience includes taking 2 companies public; Cosi and The Joint Chiropractic, where he served as Chief Development and Chief Operating Officer respectively. In addition, David served as V.P. of Development & Asset Management of Starbucks Coffee. While there, David helped lead the introduction of Starbucks across the Eastern U.S. and opened over 1000 stores in 17 new markets, including NYC. As noted above, earlier in his career, David spent five years as Associate Counsel, as well as Director of Leasing and Brokerage for Breslin. He is a licensed attorney admitted in the states of New York and Connecticut.

PIONEER IN RESTORATION & RECOVERY



JEREMY LONGO
General Manager
BELFOR PROPERTY RESTORATION

Jeremy Longo is the General Manager at BELFOR Property Restoration, a global leader in disaster recovery and property restoration. With extensive experience in managing complex restoration projects, Jeremy specializes in coordinating rapid responses to emergencies, including fire, water, and storm damage. His leadership ensures seamless operations, delivering exceptional service to clients during their most challenging times. Dedicated to quality and efficiency, Jeremy fosters strong team collaboration and prioritizes customer satisfaction, making him an integral part of BELFOR's mission to restore hope and rebuild lives.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** Completing a 26 million dollar restoration project to Northwell Health's newly constructed Advanced Surgical Pavilion after it sustained damage as a result of a fire. A team of over 200 worked 24 hours a day for over 4 months to bring the complex building back to pre-loss condition. Belfor management team, technicians and tradesmen helped restore complex surgical suites spanning 288,000 square feet over seven floors.

CONGRATULATIONS TO MICHAEL T. PUNTILLO
AND TO ALL THE HERALD R.E.A.L. AWARD
HONOREES FOR 2025!



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REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

SPECIAL AWARDS

ECONOMIC DEVELOPMENT LEADERSHIP



SHELDON L. SHRENKEL
Chief Executive Officer, Executive Director
**THE NASSAU COUNTY INDUSTRIAL
DEVELOPMENT AGENCY**

Appointed CEO of the Nassau County Industrial Development Agency in November 2022, Sheldon "Shelly" Shrenkel oversees its mission to drive economic development and job creation. Shelly thrives on collaborating with developers, businesses, and stakeholders, leading his team with positive motivation and respect for their expertise.

Shelly's leadership philosophy emphasizes listening, avoiding ego, and balancing decisiveness with careful deliberation. He believes that strong management requires openness to new ideas and adaptability to changing systems, key to addressing challenges like rising costs, supply chain delays, and labor expenses.

Before joining the IDA, Shelly built a distinguished career in finance. He served as Director of Operations at Chrysler Capital Corporation, overseeing operations for a \$6 billion company, and as Vice President at Chrysler Capital Funding Corporation. He also worked as a financial consultant, specializing in asset-based lending, equipment leasing, and commercial real estate financing, and supported bankruptcy trustees and banks in managing troubled loans.

Shelly holds a B.A. from Hunter College and an MBA from Adelphi University, where he graduated with honors. With decades of financial expertise, Shelly brings a strategic and empathetic approach to leadership, ensuring the IDA meets its goals for Nassau County's economic growth.

TOP MORTGAGE BROKER OF THE YEAR



NICHOLAS CECCARINI
President
WEATHERSTONE MORTGAGE CORP.

Nicholas Ceccarini, president and owner of Weatherstone Mortgage Corp., has altered the Long Island mortgage landscape. His understanding of the ebbs and flows of this volatile market may have extinguished his competitors but it has only allowed for growth within his office. Nick and his company have weathered each and every storm throughout the last 27 years and always managed to come out the other side with a more knowledgeable and dynamic mortgage brokerage for it.

Licensed in New York and Florida, his team supports its clients from beginning to end, consulting with them on how the process works, what to expect, and what questions they should be asking. While Weatherstone assists all clients with their mortgage needs their primary consumer is first time homebuyers. Their steadfast goal has always been to provide their clients with an exceptional mortgage process; all while educating them every step of the way.

As Nick looks towards the future, his sights are set on industry upskilling, building broker relationships and expansion with our company. Weatherstone Mortgage has a lot to offer not only our clients but the future business men and women.

ARCHITECTURAL DESIGN EXCELLENCE



WILLY L. ZAMBRANO,
FAIA, LEED AP, NCARB
Founder, Design Principal in Charge
ZAMBRANO ARCHITECTURAL DESIGN LLC

Willy Zambrano, FAIA, LEED AP, NCARB, founded Zambrano Architectural Design in 2005, a small studio focused on resilient and sustainable building design strategies to benefit communities and promote wellness in a variety of building types. Garnishing over 30 years of experience, his award-winning work has led him to international projects like the Lima 2019 Pan American Games.

A dedicated ambassador to the profession and a Fellow of the College of Fellows of the American Institute of Architects, Willy actively contributes at the local, state, and national levels to promote and improve architecture's public perception and empower the next generation of professionals. He is the 2024 AIA New York State Chapter President and has taught at NYIT as well.

As a citizen architect, Willy actively shares his expertise with his local community in Baldwin and the Village of Freeport. He chairs the Economic Development Committee of the Baldwin Civic Association and is a commissioner of the Landmark Preservation Commission of the Village of Freeport.

Deeply rooted in the power of design, he believes that architecture elevates human experience in spaces where we live, work, and play through a holistic environmental design approach. It plays a huge part in creating better communities, being resilient and just. Fostering these qualities is what has empowered Willy to create architecture that defines human experience.

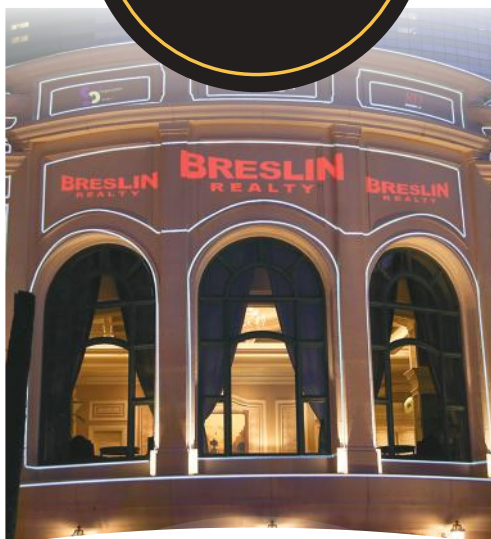
Q&A

Q: What has been your greatest achievement(s) within the past year?

A: One of my greatest honors was to be elevated to the College of Fellows, the highest membership level of the largest design organization in the world, the American Institute of Architects (AIA). The second is representing and leading, as president, the second largest State Chapter of the organization with 9,850+ members strong. As President of the AIA New York State Chapter I was able to promote and advocate for the profession of architecture in 2024.



Congratulations **Vito Giannola**,
Executive Vice President,
Chief Banking Officer, Provident Bank,
recipient of a **2025 Herald Real
Estate Achievement and
Leadership Award!**



**Breslin Realty
Development Corp.**
is proud to recognize David Orwasher
as as Herald Real Estate Achievement
& Leadership Award Winner.



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REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

SPECIAL AWARDS

INDUSTRY LEADERSHIP & IMPACT



PATRICIA OLIVA
Chief Executive Officer
CONSUMER DIRECT TITLE

Patricia Oliva is the President of Consumer Direct Title Agency and a past President of the Women's Council of Realtors, as well as a multi-state continuing education instructor who has built her career around creating an unforgettable closing experience for both consumers and agents. Her passion lies in empowering real estate agents, highlighting the critical role of Title Insurance in transactions, and directly connecting with consumers to deliver meaningful impact.

As the author of courses that provide realtors with exceptional value, Patricia combines her expertise with a commitment to education. In addition to leading Consumer Direct Title Agency, she serves as President of Liberty National Settlement Agency, representing lenders in purchase and refinance transactions nationwide. Patricia believes that representing both sides of a transaction ensures faster, more efficient file processing.

Patricia has expanded her business into New Jersey, Florida, Pennsylvania, and North Carolina, with plans for further growth in 2025. A strong advocate of continuous learning and professional development, she is dedicated to helping others succeed and redefining leadership as a woman in the Title Insurance industry.

Q&A

- Q:** What/Who inspired you to be on the path you're on today?
- A:** The consumer inspired me. It is the many times that the consumer tells me after they purchased a home that they are unaware if they bought Title Insurance, can't find their policy or have Title Related issues delaying them from selling their home.
- In the restaurant business. My husband owns restaurants. I have a passion for people and a passion to see them happy. The restaurant is full of happy people celebrating life.

EXCELLENCE IN REAL ESTATE FINANCE



VITO GIANNOLA
Executive Vice President & Chief Banking Officer
PROVIDENT BANK

Vito Giannola leads Provident Bank's Branch Network, Retail Operations, Sales Administration, Provident Investment Services, Small Business, and Consumer and Residential Lending. He oversees the execution of the Consumer Bank's sales and customer experience strategy, leveraging his entrepreneurial skills to drive revenue through innovative solutions.

With over 25 years of financial services experience, Vito previously served as Senior Executive Vice President and Chief Banking Officer at SB One Bank, guiding the retail branch network, business development, and investment division. Prior roles include Senior Vice President at TD Bank, where he specialized in retail, government, and small business banking, and positions at Chase and First Union Bank, where he gained broad industry experience.

Beyond banking, Vito is an executive board member of a family-owned real estate company based in Astoria, Queens, focusing on property acquisition, management, and development in New York and Florida for over 50 years.

Vito holds a Bachelor of Science in Business Management with a minor in Psychology from the University of Mount Saint Vincent. Recognized for his leadership, he has received the Real Estate Marketplace Leader Award, the King of Queens Award, and the Long Island Press Power List honor. He resides in Glen Head, NY, with his wife and four children.

KITCHEN AND BATH DESIGNER OF THE YEAR



JOHN STARCK
President & Chief Executive Officer
SHOWCASE KITCHENS

John Starck, Jr., the fourth-generation leader of Showcase Kitchens, upholds a 90-year family legacy of excellence in custom kitchens, baths, and cabinetry. A craftsman since 17, John has designed thousands of bespoke spaces, blending innovation with meticulous attention to detail. Under his leadership, the company moved from Brooklyn to Manhasset in the 1990s, serving clients from Long Island's Gold Coast to the Hamptons to New York City.

An industry trailblazer, John has received numerous accolades, including the Sub Zero and Wolf Kitchen Design Contest winner (2012), named IAFTOP Top Professional in 2019, and Kitchen Innovator by Kitchen & Bath Design News (2020). His work continues to receive media attention in print, radio and TV, including repeat appearances on NBC's *George to the Rescue*.

Q&A

- Q:** What/Who inspired you to be on the path you're on today?
- A:** I've always been drawn to spatial design and thought I'd become an architect, which I did wind up studying in college. But the real inspiration for my career came during my teenage years when I spent summers working in my uncle and grandfather's cabinetry shop in Brooklyn. They taught me the ins and outs of kitchen and bath design, sharing their knowledge and encouraging me every step of the way. Under their guidance, I designed my first kitchen for a client when I was just 17. Their mentorship and belief in me sparked a passion that still drives me today. That family business eventually evolved into what is now Showcase Kitchens in Nassau County, and I'm proud to have been part of its roots.

Weatherstone Mortgage

Congratulations

NICHOLAS CECCARINI

for being the Winner of the

「**2025 Herald R.E.A.L. Award**」
Mortgage Broker Of The Year

**CONGRATULATIONS
TO ALL THE WINNERS!**



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REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

SPECIAL AWARDS

EXCELLENCE IN REAL ESTATE & TITLE LAW



PAULA PARRINO, ESQ.

*Chief Administrative Officer,
Vice President of Operations*

NATIONWIDE COURT SERVICES, INC.

Paula Parrino, Esq. has over 25 years of experience in the process service, real estate and title industry and is the Chief Administrative Officer and Vice President of Operations for Nationwide Court Services, Inc., a legal service provider, process service agency and title agency with four offices in New York State. She has a wealth of experience analyzing complex commercial and residential title issues and collaborating with Underwriters and clients on solutions to challenging title problems. Paula is also at the forefront of legislative initiatives working with City Council members, agencies and members of the NY State Senate and House on different bill proposals.

Paula holds a BA from Hofstra, an M.Ed. from Dowling and a J.D. from Touro Law School. She is also a co-founder of the Training Institute, LLC, and is a frequent CLE presenter for a myriad of topics. Additionally, she serves in several professional organizations, including as the Co-Chairperson of the Suffolk County Bar Association's Real Property Committee.

FATHER/SON POWER TEAM



STANLEY H. SCHUCKMAN

Founder

SCHUCKMAN REALTY INC.

Stanley H. Schuckman, founder of Schuckman Realty, began his career in real estate in 1970 at the age of 24, working for a well-known real estate broker and developer. Within months, Stanley began to execute agreements, and eventually, the building of several prominent retail chains. Those first experiences in the real estate brokerage business paved the path for a successful career that today spans 46 years, involving tens of millions of square feet of retail space across the tristate area.

During his early years, Stanley closely studied the shopping center business, forming high-level expertise in market research, retail strategies, and architectural planning. His early mentors included the late Mr. David Muss, principal developer of Long Island's Walt Whitman Mall; the late Charles Lazarus, founder of Toys R Us; and Mr. Frank Castagna, owner and builder of Long Island's Americana Shopping Center. In the late 1970s, Stanley brought Channel Home Center to Long Island and convinced other major chains to follow suit. By the year 2000, he and his team completed transactions involving some 60 shopping centers, including 400 major tenant transactions with the likes of CVS, K-Mart, TJ Maxx, and many more.

Stanley was honored for his real estate business achievement by his alma mater C W Post College, and honored for his charitable efforts by the American Jewish Committee, and The State of Israel Bonds. In 2013, Stanley, a very proud father, turned over Schuckman Realty to his son Kenneth.

FATHER/SON POWER TEAM



KENNETH SCHUCKMAN

President

SCHUCKMAN REALTY INC.

Kenneth Schuckman is president of Schuckman Realty Inc., where he currently leads a team of over 15 brokers at their offices in Rockville Centre, Long Island, his team focuses on retail leasing, investment sales, and real estate development deals.

Schuckman Realty Inc. has facilitated hundreds of transactions representing millions of square feet of real estate on behalf of landlords, tenants, and institutional portfolios in New York as well as markets outside of the immediate New York Metropolitan area. Schuckman Realty has branched out nationally and is licensed in Connecticut, California, and New Jersey.

Being in business for 45 years has distinct advantages, such as unrivaled market knowledge gained over decades of research and strategic analysis. Schuckman Realty has also worked through multiple business cycles over the years and the experience attained allows Schuckman to best serve its clients' real estate needs in any market conditions.

Kenneth is a member of ICSC and he and his firm, Schuckman Realty, are also members of X-Team Retail Advisors.

Celebrating 90 years



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Congratulations to

PATRICIA OLIVA

on receiving the

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at the 2025 Herald Real Estate Achievement
& Leadership Awards



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REAL ESTATE ACHIEVEMENT & LEADERSHIP 2025 AWARD WINNERS

SPECIAL AWARDS

RISING STARS



TIFFANY BALANOFF,
ABR, PSA, RENE, SRES, SRS
Licensed Real Estate Salesperson
DOUGLAS ELLIMAN

Since 2016, Tiffany Balanoff has been a dedicated full-time real estate agent, establishing herself as a leader in the industry. Recognized as a Top 5 Agent in Nassau County by RateMyAgent for three consecutive years, Tiffany combines her extensive knowledge and passion for real estate to help clients achieve their goals.

Tiffany Balanoff's mission is to build meaningful, lasting relationships by guiding clients through every stage of their real estate journey – whether it's finding their dream home or making smart investment decisions. She's dedicated to providing personalized service, expert advice, and unwavering support to ensure every transaction is more than just a sale but that it's a positive, seamless and empowering experience and placing her clients' needs and goals at the heart of everything, earning their trust and loyalty through exceptional care and commitment.

Holding multiple prestigious designations and certifications, including ABR® (Accredited Buyer Representative), PSA (Pricing Strategy Advisor), RENE (Real Estate Negotiation Expert), SRES® (Senior Real Estate Specialist), and SRS (Seller Representative Specialist), Tiffany brings a wealth of expertise to every pursuit. As a Power Agent and Certified Real Estate Consultant, she is committed to providing unparalleled service to both buyers and sellers.

Tiffany actively contributes to the real estate community by serving on the Board of Directors for the Long Island Board of REALTORS® and the New York State Association of REALTORS®, as well as participating in several committees for both organizations. Her dedication extends beyond her own success; she is passionate about mentoring new agents, helping them navigate the complexities of the industry.

RISING STARS



CHRISTOPHER J. BISOGNO, P.E.
Project Manager
R&M ENGINEERING

Chris is a licensed Professional Engineer (P.E.) with over 8 years of experience working with R&M Engineering and specializing in site development and civil engineering design. Based on Long Island, Chris has earned a reputation as a trusted professional in the real estate sector, providing innovative and sustainable solutions for residential, commercial, and mixed-use developments. With a strong background in site planning, grading, drainage systems, utilities, and stormwater management, Chris has successfully managed projects from initial concept through to completion, ensuring compliance with all local regulations while minimizing environmental impact.

R&M Engineering prides themselves on their ability to solve difficult challenges with well-designed, cost-effective techniques in a confidential environment. Satisfied clients are their goal. It is their belief that they will achieve that goal through dedication to proven engineering principles, sound, ethical business practices, unfailing attention to the unique details of each project, and constant collaboration between their client's organization and their project team.

Chris stays at the forefront of industry standards and trends, continuously expanding his skills to better serve clients in Long Island's dynamic real estate market. Chris is proud to contribute to the region's growth by shaping the built environment that enhances the community while fostering long-term sustainability.

Q&A

- Q:** What has been your greatest achievement this past year?
- A:** My greatest achievement this past year has been becoming a licensed Professional Engineer in the State of New York. A lot of hard work, dedication, and commitment has gone into this, and I am very proud of my accomplishment.

RISING STARS



BRENDAN D'LOREN
Partner
TERWILLIGER & BARTONE

Brendan D'Loren serves as a Partner and Director of Development overseeing all development and design efforts for all projects in the Northeast. His expertise includes financial analysis, debt and equity structuring, acquisitions, dispositions, and project management for projects under development.

Before joining Terwilliger Bartone, Brendan served as a Development Associate at Terwilliger Pappas, focusing on ground-up multi-family and mixed-use development throughout the Southeast. In his different capacities, he has contributed to the development of over \$400M of multifamily, student housing, and mixed-use projects.

Brendan is passionate about the built environment and enriching Long Island's communities through thoughtful and impactful development.

Brendan holds a Bachelor's Degree in Political Science from Trinity College, and a Master in Real Estate with Distinction From Harvard University. Brendan is a member of Urban Land Institute, ULI Young Leaders Group, and LIBI Young Professionals Committee. He is also a recipient of LIBN's 30 Under 30 award.

Q&A

- Q:** If you weren't in the industry you're in now, where would you be?
- A:** If I weren't in the industry, I would likely be working in film production. I started my career at DreamWorks in California, before pivoting into real estate. My experience there taught me how to collaborate with large teams to create something extraordinary, much like the development process in real estate.



The team at Curcio Law PLLC
congratulates Managing Member,
Anthony C. Curcio, Esq,
on being recognized as Herald's 2025
Real Estate Achievement and
Leadership award winner.

Anthony represents individuals and business owners in a broad range of both residential and commercial real estate matters involving land use, zoning, leasing, transactions and financing.



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Congratulations to our Chief Administrative Officer and VP of Operations, Paula Parrino, Esq., and all of this year's honorees on receiving the 2025 Herald R.E.A.L. Award! This recognition is a testament to your dedication and excellence in the real estate industry. We celebrate your remarkable success!

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RESIDENTIAL AWARDS

INTERIOR DESIGN



JOSEPH W. DEVITO
Owner & Founder
WHITE HOUSE HOME

Joseph DeVito is a successful interior, landscape and masonry designer as well as a Top Producing Realtor at Douglas Elliman Real Estate. He is the owner and founder of White House Home in Malverne, New York; a thriving luxury design consultation establishment focused on projects ranging from light refreshes and renovations to complete new construction rebuilds.

Joseph's past experiences working with, and consulting for, luxury brands and retailers in NYC allowed him to develop a solid reputation as a hands-on business entrepreneur and a loyal, hard-working person dedicated to providing VIP client experiences.

Joseph is the consummate professional and networker whose diverse expertise in business development, product design, advertising, special events, promotions, and public relations can benefit a client when remodeling or selling their home.

Highly motivated and resourceful, with a strong appetite for luxury, quality, success and leadership, Joseph is positive, patient, innovative, and creative and is naturally inclined to help others with everything related to their home and beyond.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** My greatest achievement within the past year is reliance on my inner strength and determination to rise above immense challenges resulting from a recent significant life change.
- Q:** What/Who inspired you to be on the path you're on today?
- A:** Fortunately I am surrounded by incredible close friends and loved ones whom I greatly admire, care for and respect. These individuals inspire and support me by example of their success and dedication to what they do and by their kindness and generosity. They help me to be the best version of myself that I can conceive.

INTERIOR DESIGN



MADISON SWENTON
Owner
MADISON CHIC HOMES

Madison Swenton is a dynamic force in the world of real estate and interior design, seamlessly blending business acumen with creative vision. With over five years of experience as a licensed real estate professional, Madison Swenton specializes in buying, selling, and investing in properties, delivering results for both individual homeowners and seasoned investors.

In addition to her success in real estate, Madison Swenton is the founder of Madison Chic Homes, a Long Island-based interior design studio that transforms spaces into havens of style and functionality. Whether reimagining luxury vacation homes, staging properties to captivate buyers, or crafting personalized interiors for everyday living, her designs reflect a deep connection to nature, healing, and purposeful living.

Through her dual expertise, Madison Swenton provides clients with a unique, full-service approach – maximizing property value while creating spaces that inspire and enrich daily life. Dedicated to innovation and excellence, she continues to elevate the industries of real estate and design, one project at a time

Q&A

- Q:** What/Who inspired you to be on the path you're on today?
- A:** My path was shaped by early experiences helping with our family business, where I managed projects across Long Island. Working alongside my father, I learned the value of hard work, attention to detail, and seeing the potential in every space. His leadership and dedication inspired me to think big and approach every project with purpose and creativity. Those formative years sparked my passion for transformation – whether it was overseeing renovations or creating functional and beautiful spaces. Combined with my love for travel and exposure to different styles and cultures, I found my calling in blending real estate and interior design.

REAL ESTATE EXCELLENCE



KEVIN D. BOONE
NYS Licensed Salesperson
KELLER WILLIAMS REALTY OF GREATER NASSAU

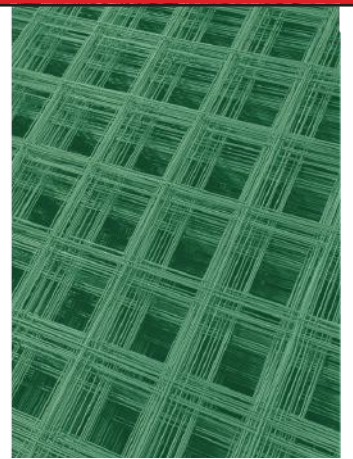
Kevin D. Boone brings over 15 years of experience in real estate to his role as a public servant. A licensed real estate agent since 2008, Kevin has expertly guided residents and prospective homeowners through the complexities of the real estate process. He combines his deep understanding of the Hempstead community with a commitment to finding ideal housing solutions for families and individuals.

Kevin's dedication to community development extends beyond real estate. As President of the New Hempstead Democratic Club, he fostered collaboration between government and community stakeholders, helping residents address village-related concerns. His leadership has contributed to stronger representation for Hempstead at the village, town, county, and state levels.

A lifelong Hempstead resident with extensive experience in both public service and real estate, Kevin continues to advocate for the growth and prosperity of his community.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** Over the past year, my greatest achievement has been continuing to serve the residents of the Village of Hempstead as a Trustee while advancing my real estate career. I've had the privilege of helping families and individuals navigate the complexities of homeownership, ensuring they find homes that meet their needs and aspirations. Additionally, my ongoing commitment to community engagement through the New Hempstead Democratic Club as the past president has allowed me to address residents' concerns and foster stronger connections between the community and government.



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RESIDENTIAL AWARDS

REAL ESTATE EXCELLENCE



DEE DEE BRIX

Licensed Associate Real Estate Broker
COMPASS

Dee Dee grew up in Manhasset, raised her 3 children in Glen Head, and is now a resident of Glen Cove. She is active in her community and is known for her genuine care both personally and professionally. As a Licensed Associate Real Estate Broker, Dee Dee has over 30 years of experience selling homes on the North Shore of Long Island, specializing in new construction and waterfront properties. Dee Dee is hard-working, a consistent top producer, and credits her success to referrals from past clients.

In addition to being passionate about her profession, she brings a strong background in marketing, sales, and management to her career in Real Estate. As a Principal at Compass, Dee Dee and her team have taken her business to a new level, providing a premium experience to past and new clients alike.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** This year I have arrived at a place in my career where I feel peacefully confident in my talents and abilities, and have arrived at a place in my life where I have that long-awaited balance.
- Q:** What/Who inspired you to be on the path you're on today?
- A:** Compass, Coaching, Grandchildren
- Q:** If you weren't in the industry you're in now, where would you be?
- A:** I've been in sales since I was 24 years old; I imagine I'd be in sales and/or marketing.

REAL ESTATE EXCELLENCE



NANCY CUITE

Licensed Associate Real Estate Broker
**BERKSHIRE HATHAWAY
HOMESERVICES**

Nancy Cuite, a top-selling agent at Berkshire Hathaway HomeServices Laffey International Realty, brings over 20 years of experience and a deep passion for real estate to the North Shore of Long Island and the Hamptons.

From old world estates to waterfront properties, new constructions, and relocations, her extensive knowledge and innovative marketing strategies ensure her clients' real estate dreams are met with expertise and personalized care. Committed to staying ahead of market trends, Cuite is dedicated to providing unparalleled service and building lasting relationships with her clients.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** This year, I was excited to have one of Nassau County's top 10 sales. Each transaction offers valuable lessons, enhancing my expertise and skills. I thoroughly enjoy helping clients confidently embrace their next chapter and help make their journey smooth.
- Q:** What/Who inspired you to be on the path you're on today?
- A:** When my children became more independent, I discovered the opportunity to align my passion with my purpose. Real estate was a natural fit, combining my love for homes and connecting with people. My mentor and friend, DeeDee Brix, empowered me to believe in my abilities and take that transformative first step.
- Q:** If you weren't in the industry you're in now, where would you be?
- A:** I would channel my desire to help others into psychology or healthcare. In my past, I worked in the medical field and was a health coach. Supporting people and creating meaningful connections have always been at the heart of my professional and personal values.

REAL ESTATE EXCELLENCE



CHRISTINA VOLZ

Licensed Associate Real Estate Salesperson
**BERKSHIRE HATHAWAY
HOMESERVICES**

Christina is a Licensed Associate Real Estate Salesperson. The guiding principle of Christina's real estate practice is her commitment to outstanding customer service. She believes in getting to know clients as real people and carefully listening to their needs, requirements and goals.

Christina takes great satisfaction in matching clients with properties that not only meet but exceed their expectations. Christina brings enthusiasm and a genuine love of real estate to every transaction she manages; from finding the perfect home, condo, co-op, rental or investment property to marketing, listing and selling properties.

Her comprehensive market knowledge, dedication to clients and professionalism set her apart. With so many unique properties on the North Shore and East End her personalized approach is essential to a successful and seamless transaction.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** I am very proud to be the top listing and sales leader of my office, with over \$30 million in sales this year. Additionally, I opened a new wellness IV business called IVRevive, which is growing and expanding to a new, larger location. I am so grateful to have so many loyal clients and the ability to work in a new industry that allows me to bring health and wellness into their lives.
- Q:** What/Who inspired you to be on the path you're on today?
- A:** I am inspired by my single mother who raised me. She taught me I could achieve anything I want through hard work and dedication.

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RISING STAR



GEORGINA RODRIGUEZ
Licensed Real Estate Salesperson
**SIGNATURE PREMIER
PROPERTIES - NORTHPORT**

Georgina Rodriguez is a dedicated real estate professional based in Long Island, New York, with a passion for helping families and individuals find their dream homes. While she is well-versed in all NYC locations, her expertise lies in Nassau and Suffolk Counties. Transparency and personalized service are at the core of her approach, ensuring that each client's real estate needs are met with care and attention.

Georgina's journey into real estate is fueled by her deep passion for assisting people. Her background in patient care and financial transaction recording has honed her skills in organization, creativity, and attentiveness—qualities that she seamlessly applies to her real estate career. A graduate of Hofstra University's Real Estate program, she attributes much of her professional growth to the education she received, which fostered her innovative thinking and detail-oriented approach.

In her free time, Georgina enjoys reading the Bible, participating in fundraising efforts, and staying active through sports. Inspired by Long Island's beautiful waterfront landscapes, she is driven to provide her clients with "one-of-a-kind" service. Her ultimate goal is to educate and empower clients throughout their real estate journey, ensuring they find not just a house, but a home.

REAL ESTATE EXCELLENCE



NICHOLAS SEKELA
Founder, Licensed Real Estate Salesperson
OASIS REALTY GROUP

As the Founder of Oasis Realty Group, Nicholas is a Long Island native who has spent more than a decade building a successful film studio alongside his husband, Joseph, while having also been host of the top-rated afternoon radio show on Long Island for several years.

Combined with a degree in Electronic Media and Business from Long Island University, Nick's marketing expertise is second to none. Customer service isn't just a slogan, it's priority. And with radio, film and real estate effortlessly blended together with Nick's personal brand, it's no wonder Dan's Papers in the Hamptons named him, "Real Estate's Triple Threat!"

Q&A

Q: What has been your greatest achievement(s) within the past year?

A: My biggest achievement over the last year was the expansion of my team and hitting a new goal in sales. Bringing in the right people and helping them shape their business has been an exciting thing to be a part of.

Having been an on-air radio host for many years, and talking to so many people every day on my show, I had a love for community and it's that love that inspired me to get more involved in town. Actively working with clients and their families to find their "home sweet home" is such an exciting thing to be a part of. That inspires me every single day.

I couldn't imagine myself not in this industry. Let's continue to build and grow together!

MORTGAGE



MICHAEL S. BAUER
Office Director
LIGHTNING FUNDING

Michael was raised on the South Shore of the island in Merrick. As the son of a clergyman and a realtor, he was afforded a very unique perspective into the essence of the real estate world. He has come to understand both the agent's and client's perspectives of the transaction and what is required to achieve a successful transaction. Michael's father's calling as clergy gave him insight into having the compassion and patience to help with something so important and emotional to a family as buying a home. This has helped him to achieve success in the mortgage industry since 1995.

Michael has lived in Long Beach for the past 30 years. When not on the phone working, you can find him enjoying the beach, traveling, and with family. On Saturdays in the fall, you will find him enjoying Texas Football!

Q&A

Q: What has been your greatest achievement(s) within the past year?

A: I reconnected with a very dear old friend after 40+ years who meant a lot to me in my early years and steered me into the man I hope I am today.

Q: What/Who inspired you to be on the path you're on today?

A: My Family. I feel I have had the very best of what humanity has to offer, between community leaders, business people, creative people in the arts, music, and writing. Legal scholars and physicians that have been the top of their fields. I had the advantage of growing up with all of that around me.

Q: If you weren't in the industry you're in now, where would you be?

A: Either still in the motorcycle industry, which I still love!, or the music industry which has been a part of my life throughout.

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Congratulations to Partner, Richard P. Cronin on being recognized as one of Herald's Real Estate Achievers & Leaders.

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CONSTRUCTION MANAGEMENT



WILLIAM MAXWELL
Vice President
**THE WHITING-TURNER
CONTRACTING COMPANY**

William Maxwell has spent his entire career with The Whiting-Turner Contracting Company, spanning over 25 years since his first internships out of Lehigh University, where he earned a Bachelor of Science in Civil Engineering.

From 2000 to 2015, Bill excelled in managing the preconstruction and construction of major project developments across the Tri-State area (and beyond), gaining tremendous experience in a wide variety of different construction types and market sectors. In 2016, Bill was given the opportunity to establish Whiting-Turner's first permanent home office and operating group on Long Island in addition to strategically expanding the company's footprint into NYC. Since that time, with commitment and heavy focus on the hiring and training of college graduates who are Long Island natives, Bill has already grown his local group to include over 50 construction professionals that have followed his lead and are successfully delivering impactful projects for many prominent Long Island customers in Healthcare, Higher Education, Science & Technology, Retail & Entertainment and Warehouse & Distribution.

Besides leading the successful growth of Whiting-Turner's Long Island office, Bill has also eagerly promoted and strongly encouraged all his "work family" to give back to the community, get involved with the causes that matter to them personally, and build their own networks from there. As such, the local Whiting-Turner team has followed his lead, supporting many local organizations, with plans and goals to engage with many more local, charitable organizations in the future.

CONSTRUCTION MANAGEMENT



JOEL LIPSKY
Chief Executive Officer
LIPSKY CONSTRUCTION

Joel Lipsky is co-owner and CEO of Lipsky Construction. Joel graduated from the University of North Florida with a degree in construction management. Post-graduation, he worked for large-scale construction companies, including Turner Construction, the Haskell Group and Elkins Construction, and the U.S. Department of Defense as a private contractor before moving back to New York to join his family's general contracting firm.

In 2022, Joel embarked on an exciting journey alongside his brother and business partner Alex, as they assumed leadership of the family construction company. Together, they transformed the business into a thriving commercial general contracting and construction management firm. Under their leadership, the company has experienced remarkable success, becoming a key player in the construction industry. The brothers' commitment to excellence, innovative solutions, and client satisfaction propelled the firm to new heights.

Active in the professional community, Joel sits on the board of directors for the Associated General Contractors of New York State and has recently provided expert testimony to the U.S. House of Representatives on challenges facing small business contracting. He is also committee chair to the Next Generation Construction Council and is committed to empowering emerging construction professionals through his guidance and mentorship.

Q&A

- Q:** What/Who inspired you to be on the path you're on today?
- A:** My father Barry Lipsky is my biggest mentor who set me up for success. Today I draw inspiration from all the amazing people we have working for us at Lipsky Construction.

TAX CERTIORARI



RICHARD P. CRONIN, ESQ.
Partner
CERTILMAN BALIN

Richard P. Cronin is a Partner in the Tax Certiorari and Condemnation Law Practice Group at Certilman Balin. His practice focuses exclusively on real estate tax assessment and eminent domain litigation throughout New York State.

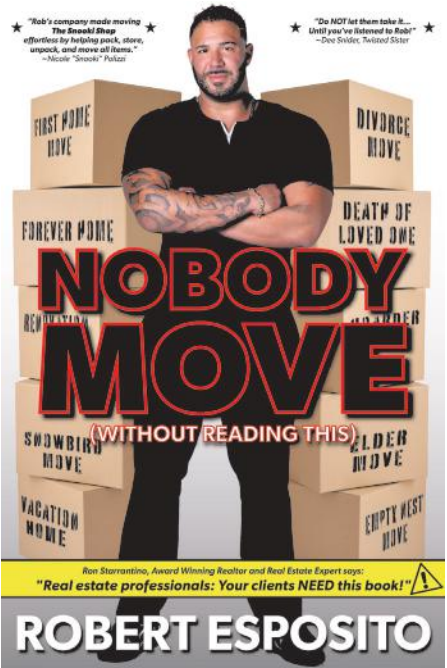
Richard has extensive experience on behalf of commercial property owners in all aspects of real property tax litigation and condemnation law, through conclusion by trial and appellate level. He represents owners of all types of commercial property in real estate tax review proceedings throughout the State of New York. Additionally, he serves as counsel to developers, owners and investors seeking property tax estimates for proposed commercial and residential projects and advised these clients in connection with tax abatement and incentive programs.

A member of the New York State Bar Association and both the Nassau and Suffolk County Bar Associations, Richard has served as Chairperson of the Nassau County Tax Certiorari and Condemnation Committee. Active in his community, he is an active member of the Nassau County Bar Association's Mentorship Program and serves on the Associate Board of the Association of a Better Long Island ("ABLI").

Richard was named to the New York Metro Rising Star of Super Lawyer's list from 2019 until 2022, and to the Super Lawyers list in 2023 and 2024. He was also named one of the "Who's Who in Real Property & Tax Certiorari Law" by Long Island Business News in 2021. He earned his Juris Doctor, magna cum laude, and was a member of the Order of the Coif at Fordham University School of Law.

Robert Esposito's Nobody Move! Debuts at No. 1 on Amazon, Revealing Insider Secrets to Managing Life's Biggest Moves
by Maureen Fitzgerald

Robert Esposito, published author of Nobody Move and entrepreneur/founder of Relocators Service Inc, a company specializing in comprehensive moving and transition services, recently unveiled his book, Nobody Move! (Without Reading



This), at a vibrant gala event in Hauppauge, NY at the business's headquarters. The book, which debuted on January 15, has already claimed the top spot as the No. 1 new release in the "Buying and Selling Homes" category on Amazon.

From organizing tag sales to navigating estate settlements and auctions, Nobody Move seamlessly blends memoir, industry exposé, and practical advice, equipping readers to tackle life's toughest transitions while shedding light on the human side of the moving industry. Drawing from nearly 20 years of experience with over 50,000 moves nationwide — Esposito's passion shines through in his clear, honest, and engaging writing. "It's a book about moving. But it's a book about moving through life and its many transitions, period." The gala, which welcomed more than 600 attendees, including real estate professionals, business leaders, and local influencers, was hosted by George Andriopoulos, CEO of Launchpad Five One Six. Guests were treated to an exclusive first look at Relocators' upcoming commercial, starring Long Island music icon Dee Snider of Twisted Sister, produced by Emmy-winning director Mike Amoa.



In addition, the event featured a starstudded panel with the cast of Netflix's Selling the City. Real estate stars Eleonora Srugo, Abigail Godfrey, Gisselle Meneses Nunez, Taylor Middleton, and Jordyn Taylor Braff joined a lively discussion about the state of the industry. Eleonora Srugo, a top broker for Douglas Elliman and the star of Netflix's Selling the City commented, "A change in a home can represent a manifestation of dreams, it can represent an end of the journey. It's usually the biggest financial decision or purchase someone makes in their lives." Her words echoed the tone set for the evening that brought together industry leaders, professionals, and community members, all united by a shared mission: to make life's transitions more manageable

through empathy, expertise, resilience, and collaboration. Abigail Godfrey, also from Selling the City, highlighted the significant stress relocation can bring: "To be reminded that moving is just as big a stressor as a death or a divorce. That's very powerful. We're all in this together; we're all gonna get through this." The evening's entertainment included music by international DJ Kristival and a feast catered by Vincent's Clam Bar, rounding out a memorable celebration. Nobody Move! (Without Reading This) is available for purchase on Amazon here. For bulk or custom orders, visit NobodyMoveBook.com. To learn more about Robert Esposito and Relocators, Inc., visit Relocators' website.



Ask A Leader
Building Tomorrow: TRITEC's Role in Transforming Long Island from EVP and Partner Jimmy Coughlan

By Maureen Fitzgerald

Jimmy Coughlan is at the forefront of shaping the future of Long Island. As the Executive Vice President and Partner at TRITEC Real Estate, the developer alongside his team has built a reputation for blending residential, retail, and office spaces into vibrant community hubs while uniquely integrating lifestyle amenities, such as breweries, retail shops, and office spaces – turning properties into more than just residential projects but entire living ecosystems. In a recent interview, he shared insights into his vision for how the company will forge ahead with their pioneering projects and the impact he hopes to have on the community.

"Real estate development is a great business because it engages all parts of your brain. There's a quantitative side involving finance, but it's also about building trust with people, understanding their needs, and helping them feel at home" Coughlan noted, taking great pride in witnessing tenants thriving in their new homes and partnering with local businesses to enhance community life. His oversight is across all aspects of development at the company, including acquisitions, entitlements, financing, leasing, business development projects, and community engagement.

Looking ahead to 2025 and beyond, TRITEC is keenly aware of the current economic challenges facing the real estate sector.

The cost of construction has risen sharply, and interest rates have tripled in recent years, making it difficult to launch new housing projects. However, Coughlan remains optimistic about the company's role in meeting the high demand for housing on Long Island. "Our goal is to address the housing shortage [here] by providing high-quality, amenity rich housing options," he explained, "[And] the only way to address the shortage is by increasing supply, and we aim to do just that."

TRITEC has recently achieved significant milestones, particularly with its master development project at Station Yards in Ronkonkoma, a \$1.2billion venture. "We've relocated our headquarters there and have begun signing leases with up to 20 new local businesses around Village Green," he shared. This ambitious project includes the development of 1,450 new apartments, office buildings, and hotels. Another new project that is almost fully leased is the Shoregate Complex in Bay Shore, featuring 418 luxury apartment units.

Coughlan early on witnessed the positive impact that real estate development had on communities growing up in the New York and Washington, D.C. areas and this exposure gave him a deep appreciation for the company's work and the broader industry. Fueled by his desire to be part of transformative change, when asked for advice for aspiring entrepreneurs, he encourages independent thinking; "Learn from industry experts, but don't just adopt their ideas as your own. Form your own opinions, trust your instincts, and that's how you'll distinguish yourself in any field."



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JOHN ANZALONE, ESQ.
Partner
HARRIS BEACH MURTHA

Harris Beach Murtha PLLC Partner John Anzalone counsels clients in a broad range of matters involving zoning and municipal law, commercial and residential transactional real estate and commercial litigation and civil litigation. He concentrates on land use development matters, representing clients in municipalities throughout Long Island, as well as the New York City Board of Standards and Appeals. He also serves as counsel to corporations and other clients in matters involving zoning and municipal law, as well as civil litigation.

John's representative matters include advising a major regional hospital on the development of a 300,000-square-foot pavilion, guiding the design strategy, navigating a complex SEQRA process, and obtaining all necessary municipal board approvals. He also counseled a healthcare provider on the construction of an 18,080-square-foot medical office building, securing design and zoning approvals. Additionally, John has obtained zoning approvals for regional and national retailers in municipalities such as Babylon, Brookhaven, Hempstead, Islip, Oyster Bay, and Riverhead. His work includes entitlement projects for utility-scale fuel cell energy and solar generation facilities, representation of battery energy storage developers, and zoning compliance reviews for energy and commercial development acquisitions. John's expertise ensures strategic solutions for his clients' complex legal and development needs.

His areas of experience include: Commercial Real Estate, Real Estate Developers, Public Finance and Economic Development, and Energy.

LEGAL



ANTHONY C. CURCIO, ESQ.
Managing Member
CURCIO LAW PLLC

Anthony C. Curcio is the Managing Member of Curcio Law. Anthony has a wealth of experience in practicing real estate law. Anthony handles a broad range of both residential and commercial real estate matters involving land use, zoning, leasing, transactions and financing.

Anthony represents commercial and residential real estate developers before municipalities throughout Long Island in obtaining land use and zoning approvals, in addition to all phases of site development from sub-division approval to site plan approval. Anthony also represents commercial and residential buyers and sellers in the purchase and sale of real estate throughout Long Island and New York City.

Anthony represents residential and commercial landlords and tenants in the negotiation and execution of lease agreements, building violations, and landlord/tenant disputes. In addition, Anthony represents commercial and residential borrowers and lenders in a broad range of commercial and residential loan transactions.

RELOCATION



ROBERT ESPOSITO
*Author of "Nobody Move
(Without Reading This)" & Founder*
RELOCATORS SERVICE INC.

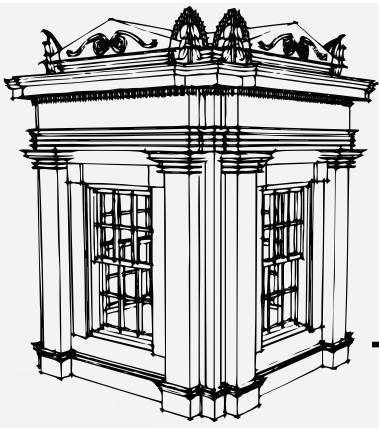
Robert Esposito, founder of Relocators headquartered in Hauppauge, New York and author of 'Nobody Move (Without Reading This)', has spent years guiding people through one of life's most stressful events — moving. He has been working in the moving sector for over 17 years and his company has completed over 50,000 moves across the United States.

Drawing from his hands-on experience working with clients in their most vulnerable moments, Rob offers a unique perspective on human nature, blending practicality with wisdom. In 'Nobody Move', he shares expert advice, real-life stories, and real-world strategies to make any move a seamless, stress-free process. His deep understanding of the emotional and logistical challenges of moving has shaped his mission to simplify the experience for everyone.

Relocators has multiple locations in two states and provides moving, storage, clean outs, disaster recovery support, estate sales, tag sales and online auctions. Rob is an entrepreneur and regularly speaks to business groups and shares his knowledge with the media.

Q&A

- Q:** What has been your greatest achievement(s) within the past year?
- A:** This past year the completion and publishing of my new book *Nobody Move! (Without Reading This)*. Writing was something I always loved and had an unassuming skill for. As this happened the whole process snowballed and really took on a life of its own. Each step I became more all in. From meme making, to chapter structure, to securing celebrity and expert features. I really loved completely working creatively. I did not expect it, and I am excited to see where this road takes me.



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Congratulations Robert Esposito

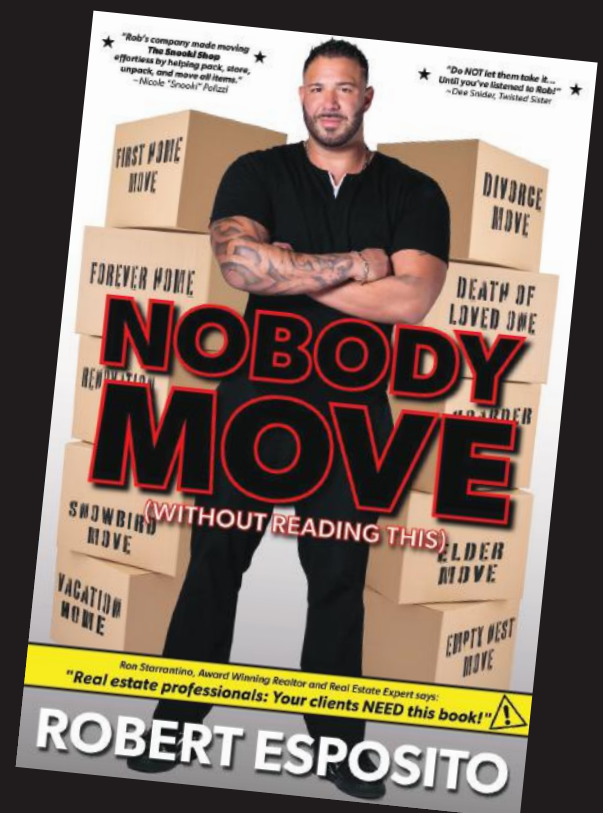
Author of "Nobody Move"
Founder of Relocators Service, Inc.

Rob is pleased to present each of this year's
fellow awardees with his new book:

Nobody Move! (Without Reading This)

This book is much more than tips and strategies for planning and executing a move. Through real life stories and examples, Rob helps people navigate the moving process, which is one of life's greatest stressors. This book is also ideal for all real estate professionals who want to better understand and serve their clients before the moving process even begins. The book is the perfect sign-on gift for any new residential real estate client.

To purchase Nobody Move! (Without Reading This), go to this special Amazon link: <https://a.co/d/4ZUMejl>
For custom and bulk orders, please visit: <https://nobodymovebook.com/custom-book-bundles/>



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Relocators Services, Inc. provides comprehensive
professional moving, storage, clean outs, disaster recovery
support, estate sales, tag sales and online auctions.

Designing for Impact: Willy Zambrano's Mission to Shape Lives Through Architecture

by Maureen Fitzgerald

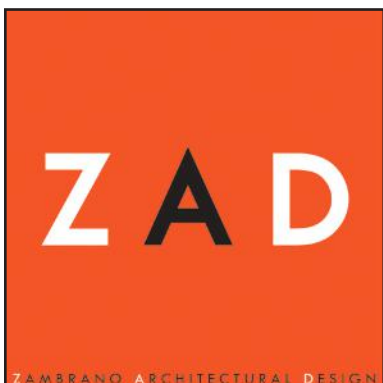


Willy Zambrano, an accomplished architect and founder of Zambrano Architectural Design LLC in Freeport, New York, embodies the American dream. Born in Manta, Ecuador, Zambrano immigrated to the United States at the age of 11, settling in Elmhurst, Queens. His journey, fueled by resilience and an early passion for problem-solving and design, began in bilingual classrooms where his potential quickly propelled him into advanced programs. "I ended up on the honor roll and later discovered my love for architecture in high school," Willy reflects. From there, he pursued his passion at City College of New York, earning his degree and building a career that now spans decades.

After years of apprenticeship and a partnership stint in an established firm, Zambrano took the bold step of founding his own studio in Freeport. His practice offers a broad array of architectural and interior design services, "Our niche is diverse," he explains. "We design for residential, commercial, healthcare, and public works sectors, always with a focus on delivering excellence."

Proximity to his Baldwin home and the vibrant Freeport community played a significant role in his decision to set up his studio locally, where he also contributes to civic growth through volunteerism and expert guidance on revitalization projects. The firm's adaptability is evident in upcoming projects like the Freeport Police Station expansion, aimed at enhancing emergency response capabilities, and collaborations with the NYC School Construction Authority.

Zambrano's work for EPIC Long Island's South Shore Guidance Center in Freeport is one of his proudest projects in recent years. The studio identified and



transformed a 22,000-square-foot property into an expanded facility, significantly increasing its capacity from the previous 5,000-square-foot space. The center now supports psychotherapy for individuals, groups, and families; adult and pediatric therapy; home-based crisis

intervention; school-based therapy at local schools; a mobile crisis team; chemical dependency education and counseling; psychiatry; medication-assisted treatment; and a DWI offenders program.

Willy describes his leadership style as collaborative, valuing the contributions of his team and fostering a mentoring environment. Key to this approach is design lead Daniel Barrenechea, Willy's longtime friend and colleague from architecture school. Along with Nancy Guzman, who is also an associate in the firm, together, they cultivate a studio culture that prioritizes professional growth and hands-on experience. "Being a small office, everyone gets to explore different facets of the work, from zoning and design to client interactions. We're only as good as the people who work with us," he asserts. "I encourage my team to tackle difficult assignments, think creatively, and engage directly with clients."



"My path in architecture, along with my experiences, has led me to find true purpose in what I do. I believe that good design fosters identity and belonging, enabling people to live, work, and connect with one another in meaningful ways. I always strive to be inclusive in my approach. Good design improves public life, builds stronger communities, and leaves a lasting impact. This is the core of what we believe as a firm."

Zambrano envisions a future where his studio continues to push boundaries, taking on public works projects and expanding into residential development and continuing to create spaces that foster identity and connection. "As my legacy, I hope to leave behind meaningful, thoughtful architecture that not only shapes the environment we live in but also enriches it—creating spaces that truly matter."

General Needs 2nd Annual Gala



An inspiring evening with dinner, an open bar, live auction, raffles, and honorees, all to support veterans in need with dignity and care!

Join Us for an Evening of Impact and Celebration!

Experience an unforgettable night at the

**General Needs Ltd. 2nd Annual Gala
on June 20, 2025, from 6:30 to 10:30 PM**

at the elegant

Leonard's Palazzo in Great Neck, NY.

This impactful evening will honor Ralph Esposito, Director of the Nassau County Veterans Service Agency, and Arnold T. Quaranta, Jr., of the Ronkonkoma Rotary Club, for their tireless dedication to supporting veterans.

Together, let's celebrate the incredible strides made in restoring dignity to our nation's homeless veterans while contributing to a cause that changes lives. Guests will enjoy a delicious dinner, lively entertainment, and the chance to participate in an exciting live auction and basket raffles. Raffle baskets will go live for online ticket purchases starting May 20, 2025, so don't miss the opportunity to win fantastic prizes.

Support our mission through various sponsorship opportunities, journal ads, or by donating specific items to the auction or raffle baskets. With every ticket purchased or donation made, you are directly contributing to critical resources like mattresses, boots, and essential supplies for veterans in need.

Mark your calendar and secure your tickets early—this event sells out fast! Join us in making a lasting impact for those who served our country. Together, we can ensure no veteran is forgotten.

<https://generalneeds.org/events/>

<https://generalneeds.org/event/general-needs-2nd-annual-gala/>

COMMERCIAL & RESIDENTIAL



THOMAS GRECH
President & CEO
**QUEENS CHAMBER
OF COMMERCE**

Tom Grech has been a driving force in the economic and business development of Queens since joining the Queens Chamber of Commerce as Executive Director in July 2015. Elevated to President and Chief Executive Officer in November 2017, Tom has spearheaded initiatives to support local businesses, attract investments, and foster economic growth across the borough.

With over 25 years of experience in the printing and publishing industries, Tom has held leadership roles at RR Donnelley & Sons Company, Merrill Corporation, and SONY DADC, where he honed his expertise in operations and strategic management.

Tom's commitment to community service is evident through his extensive involvement in civic and economic organizations. He has served as a board member for Catholic Charities of Brooklyn &

Queens, the York College Foundation, the Brooklyn and Queens Boy Scouts, and NYC PAL. He has also been actively engaged in redevelopment and infrastructure projects as Co-Chair of the LaGuardia AirTrain initiative and a member of the JFK Redevelopment Community Advisory Council.

Born and raised in Astoria, Queens, Tom holds a BS in Accounting from the University of Scranton and an MBA in International Business from Manhattan College. His dedication to Queens continues to shape the borough's vibrant future.

Q&A

Q: What has been your greatest achievement(s) within the past year?
A: Establishing 6 tech incubators with over 20 tech firms.



Congratulations Kevin D. Boone



We are proud to celebrate Kevin D. Boone, an accomplished real estate leader with Keller Williams, dedicated Trustee for the Village of Hempstead, and an inspiring candidate for Mayor for the Village of Hempstead.

Your unwavering commitment to community service, leadership, and creating opportunities for others is truly admirable. This well-deserved recognition reflects the incredible impact you've made in both real estate and public service.

We wish you continued success as you lead with vision and passion to build a brighter future for the community.

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our own
Georgina Rodriguez
on receiving a
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- **Gain Long-Lasting Visibility:** K-Kids serves as a yearbook that families keep and display for years, ensuring ongoing visibility for your brand in households and schools.
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Connect. Collaborate. Celebrate!

RichnerLIVE's 2025 Event Calendar:

RichnerLIVE produces top-level business and community events celebrating members of the vibrant and diverse communities in which we live.

JAN Real Estate Achievement & Leadership Awards

6PM-9PM

*The Heritage Club at Bethpage***FEB Reworld Sustainability Awards**

6PM-9PM

*The Heritage Club at Bethpage***MAR Premier Business Women of LI Awards**

6PM-9PM

*The Heritage Club at Bethpage***APR Top Lawyers of LI Awards**

6PM-9PM

*The Heritage Club at Bethpage***MAY Long Island Choice Awards Gala**

5PM-9PM

*The Crest Hollow Country Club***JUL Beauty & Health Awards**

6PM-9PM

*The Heritage Club at Bethpage***SEP Women's Executive (WE) Summit**

8:30AM-3:30PM

*The Crescent Beach Club***SEP Excellence in Healthcare Awards**

6PM-9PM

*The Heritage Club at Bethpage***OCT Small Business THRIVE Summit + Family Business Awards**

8AM-4:30PM

*The Crest Hollow Country Club***OCT GreenBIZ Awards**

6PM-9PM

*The Heritage Club at Bethpage***NOV Top Chief Officers of LI Awards**

6PM-9PM

*The Heritage Club at Bethpage***TBA Senior Health & Beyond Expo Series**

10AM-12:30PM

TBA

**For our Senior Health & Beyond contact Amy Amato at 516.569.4000 x224 or aamato@liherald.com
Stay tuned for a 2025 Senior Expo schedule!*

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Please note: 2025 schedule subject to change

**For more information or to become a sponsor contact
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