

New York Real Estate Journal

EST  
19  
89

# nyrej

USA \$4.95

THE COMMERCIAL REAL ESTATE MEDIA SOURCE

**Hoffmann Architects  
+ Engineers receives  
Moses Award from  
New York Landmarks  
Conservancy**



**SPOTLIGHT: WOMEN IN CONSTRUCTION**



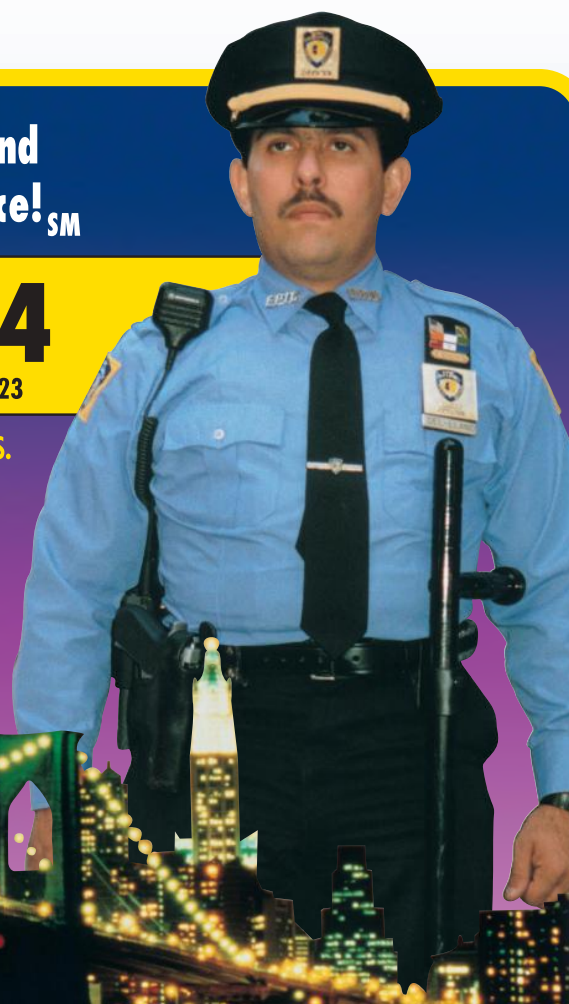


When you're ready to demand more from your security service! <sup>SM</sup>

**(800) 548-3434**

THE EPIC BUILDING • 2067 BROADWAY • NYC 10023

NEW YORK/NEW JERSEY'S TOP SECURITY SERVICE FOR 40+ YEARS.  
SERVING ALL 5 BOROUGHS & THE NY/NJ METRO AREA.



POLICE & BLAZER STYLE UNIFORMS



24 HR EPIC COMMAND & DISPATCH CENTER

- ARMED & UNARMED SECURITY OFFICERS
- PRIVATE POLICE ACADEMY® – APPROVED SECURITY GUARD TRAINING
- BUILDING, BLOCK & NEIGHBORHOOD PATROLS/GATED COMMUNITIES
- TEMPORARY/EMERGENCY/SPECIAL EVENTS SECURITY
- **Cashguard**® ARMED COURIER SERVICE/BANK DEPOSITS
- APARTMENT & OFFICE BUILDINGS/DOOR & LOBBY SERVICE
- HOTELS/MALLS/STORES/BANKS/ART GALLERIES/MUSEUMS
- HOSPITALS/CLINICS/SCHOOLS/RELIGIOUS FACILITIES/GROUP HOMES
- CONSTRUCTION SITES/FDNY CERTIFIED FIRE GUARDS/NIGHT WATCHMEN
- **INTELIFAX**® INVESTIGATION SERVICES
- TOP SECURITY AT UNBEATABLE RATES <sup>SM</sup>

LICENSED BY NYS DEPT OF STATE/NJ DIV OF STATE POLICE • 40+ YEARS  
FIDELITY BONDED • FULLY INSURED • \$20 MILLION CGL

Mark J. Lerner, PhD President & CEO  
*Criminologist*

Steven F. Goldman, Exec. VP  
*Licensed Private Detective*

Selwyn Falk, CPP Vice Pres.



NYS & NJ APPROVED TRAINING



40+ YEARS



AWARDED NYARM  
"DEDICATED TO THE INDUSTRY"  
AWARD

Because the times demand it®  
**NY/NJ SECURITY GUARDS**





Merchants Capital is  
ranked **#3** multifamily  
affordable lender  
nationwide.\*



Whether you are interested in Freddie Mac, Fannie Mae, HUD/FHA insured, tax credit equity, or Merchants Balance Sheet Financing\*\*, our expert team is ready to help you reach your objectives. Experience the agility and attention of a boutique lender and syndicator, with all the might of a large institution.

**Innovating finance.**  
Elevating people.



\*Mortgage Bankers Association 2021 ranking.  
\*\*Available through Merchants Bank of Indiana.

155 East 44th Street, 24th Floor  
New York, NY 10017  
[MerchantsCapital.com](https://www.MerchantsCapital.com)

IN PRINT.

ONLINE.

IN PERSON.

# thank you

Our goal at the New York Real Estate Journal, is to help our customers grow their business, advance careers and professional lives.

We couldn't achieve this goal without our advertisers, subscribers and sponsors.



## Subscriptions

781-878-4540, ext. 284  
subscriptions@rejournal.com

## Submit a Story

nyrej.com/contact

## Advertising

781-878-4540, ext. 245  
kwolf@nyrej.com

## Accounting

781-878-4540, ext. 284  
mcampisi@nyrej.com

## Events

781-878-4540, ext. 247  
rkaplan@nyrej.com





# A look inside this issue:

March 28, 2023



## New York Real Estate Journal

Published semi-monthly for \$99 per year by East Coast Publications  
17 Accord Park Drive, Unit 207, Norwell, MA 02061

Printed by: Graphic Developments, Inc.  
80 Mayflower Dr., Hanover, MA 02339 | www.graphicdevelopments.com

Periodicals postage paid at Norwell, MA and additional mailing offices.  
\$4.95 Single Copy, \$5.95 Special Issue. Subscriptions are non-refundable

Publication #ISSN 1057-2104 | USPS #6603 | Vol. 35, No. 06

Mailing Address: P.O. Box 55, Accord, MA 02018  
Express & Overnight Mail: 17 Accord Park Drive, Unit 207, Norwell, MA 02061  
Phone: 781-878-4540 | Toll Free: 1-800-654-4993 | Fax: 781-871-1853  
www.nyrej.com

POSTMASTER: Send address changes to New York Real Estate Journal,  
P.O. Box 55, Accord, MA 02018 or 17 Accord Park Drive,  
Unit 207, Norwell, MA 02061

REPORT AN ERROR IMMEDIATELY

New York Real Estate Journal will not be responsible for more than one incorrect insertion. Disclaimer: The views expressed by contributing writers are not necessarily representative of the New York Real Estate Journal.



### Town of the Month

### Cortlandt...Where life works

FEATURED ON PAGE 8

### Executive of the Month

### Christopher Stout

FEATURED ON PAGE 16

### Featured Company: Lakhi General Contractor Inc.

FEATURED ON PAGE 10

### Taylor and Passero break ground on 8,260 s/f Hope Hall School renovation/expansion

FEATURED ON PAGE 17

New York Real Estate Journal  
**nyrej**  
THE COMMERCIAL REAL ESTATE MEDIA SOURCE

## 2023 WOMEN IN CONSTRUCTION SPOTLIGHT

FEATURED ON PAGES 29-59

Cover Story: Hoffmann Architects + Engineers.....	22
Featured Columnist: Gabriella Schwalbe .....	4
Town of the Month: Cortlandt .....	8
Featured Company: Lakhi General Contractor Inc.....	10
Executive of the Month: Christopher Stout, StoutCap .....	16
<b>DESIGN/BUILD.....</b>	<b>17-28</b>
<b>WOMEN IN CONSTRUCTION SPOTLIGHT.....</b>	<b>29-59</b>
<b>BILLBOARD/AUCTIONS .....</b>	<b>60</b>

## Section Publishers

### New York State

John Picard, x250, jpicard@nyrej.com

### Billboard, Auctions, & Classified

John Picard, x250, jpicard@nyrej.com

### Long Island

Kristine Wolf x245, kwolf@nyrej.com

### Upstate

Mike Campisi x284, mcampisi@nyrej.com

### New York City

John Picard, x250, jpicard@nyrej.com

### Owners, Developers & Managers

Jeff Wallace, x240, jwallace@nyrej.com

### Design/Build

Jeff Wallace, x240, jwallace@nyrej.com

### Spotlights

Kristine Wolf x245, kwolf@nyrej.com

## Section Schedules

### WEEK 2

New York City  
Owners, Developers & Managers  
Long Island  
Upstate

### WEEK 4

New York City  
Design/Build  
Spotlight

## Production Staff

Jill Graham, Production Manager, jgraham@nyrej.com

Jeanne Hardman, Art Director, jhardman@nyrej.com

Kathi Ferry, Art Specialist, kferry@nyrej.com

Rocco Laugelle, Social Media Coordinator, rlaugelle@nyrej.com

billing@rejournal.com; subscriptions@rejournal.com

## NYREJ Events

Rick Kaplan, rkaplan@nyrej.com

John Picard, jpicard@nyrej.com

John Picard, x250  
President  
jpicard@nyrej.com



Kristine Wolf, x245  
Publishing Director  
kwolf@nyrej.com



David Denelle, x283  
General Manager  
ddenelle@nyrej.com



Jeff Wallace, x240  
Publisher  
jwallace@nyrej.com



Jillian Graham  
Editor  
jgraham@nyrej.com





# 2023 ELLIES



## CELEBRATING OUR OUTSTANDING AGENTS

***Congratulations*** TO OUR COMMERCIAL OFFICE AWARD WINNERS!

---



**PESCE HESTER COMMERCIAL TEAM**  
#1 Commercial Team  
Diamond Award



**MICHAEL GRONENTHAL**  
#2 Commercial Agent  
Platinum Award



**HOOTAN MOEIRZADEH**  
#3 Commercial Agent  
Gold Award



**BEN INDIVIGLIA**  
Gold Award



**ROZITA SOOMEKH TEAM**  
President's Circle Award



**JASON MERRELL**  
Leading Edge Award

**Commercial Office**  
Smithtown | 550 Smithtown Bypass | Suite 117  
631.858.2405 | [elliman.com](http://elliman.com)  
[www.ellimancommercial.com](http://www.ellimancommercial.com)



© 2023 DOUGLAS ELLIMAN REAL ESTATE. EQUAL HOUSING OPPORTUNITY. 110 WALT WHITMAN ROAD, HUNTINGTON STATION, NY 11746. 631.549.7401. COMPANY-WIDE AWARD RANKINGS AT DOUGLAS ELLIMAN REAL ESTATE: DIAMOND - TOP 5% | PLATINUM - TOP 8% | GOLD - TOP 12% | PRESIDENT'S CIRCLE - TOP 16% | LEADING EDGE - TOP 20%



# Walker & Dunlop arranges \$131m construction financing from PCCP, LLC and Corebridge Financial for Werwaiss Props.

**LONG ISLAND CITY, NY** Walker & Dunlop Inc., New York Capital Markets team arranged a \$131 million construction loan for 23-10 42<sup>nd</sup> Rd. a 35-story, residential development situated at the convergence of the Court Sq. and Queens Plaza subdistricts.

The building will be developed with a classic, yet contemporary, curtain wall façade and include 240 designed studio, one-, and two-bedroom apartments. In addition, the project will include more than 15,000 s/f of indoor and outdoor amenities including a triple height fitness center, residents' lounge with co-working spaces, and roof-level sky lounge and multiple amenity terraces all with views of the Manhattan skyline.

Foundation work was completed in fall 2022 and the project is anticipated to be completed in summer

2025. The site's superior location provides exceptional western facing views of Manhattan as well as unparalleled transportation access across New York City. Werwaiss Properties has partnered with Albanese Development Corp. to act as their development manager supporting the project.

Walker & Dunlop represented the sponsor, Werwaiss Properties, a family-owned real estate development company to secure the floating-rate construction loan through Corebridge Financial (formerly AIG) and PCCP, LLC.

"PCCP is pleased to work alongside Corebridge Financial to provide capital to Werwaiss Properties, a long-term oriented repeat PCCP borrower, for this thoughtfully conceived residential tower in one of New York's most rapidly growing, transit-rich neigh-



borhoods. We're proud to work with experienced developers to help create additional market-rate and attainable housing options in New York City," said Brian Haber, a managing director with PCCP.

The Walker & Dunlop capital markets team representing the sponsor was led by Jonathan Schwartz, Aaron Appel, Adam Schwartz, Keith Kurland, and Michael Diaz.

"We are thrilled to work with a premier sponsor like Werwaiss Properties to help them capitalize this marquee building," said Schwartz, senior managing director, Walker & Dunlop. "In this challenging capital markets environment, we thank PCCP and Corebridge for recognizing this outstanding opportunity."

In 2022, Walker & Dunlop's Capital Markets group sourced capital for transactions totaling nearly \$26 billion from non-agency capital providers.

## Upstate Appraisal Inst. to hold three CE seminars

**HENRIETTA, NY** The Upstate New York Chapter of the Appraisal Institute has an active education calendar for real estate appraisers again in 2023 for continuing education (CE) with upcoming seminars in April, May and June.

The Appraisal Institute (AI) is recognized as the leader in the real estate appraisal industry and is one of the oldest organizations of real estate appraisers in the world.

The April 4, 2023 seminar will be the seven hour "USPAP Update Course" at Hampton Inn & Suites, Rochester. The instructor will be the former national Appraisal Institute president, James Murrett,

MAI, SRA.

The May 16, 2023 seminar will be "Inconsistency: It's Hiding in Plain Sight in Your (Commercial) Appraisal" by entertaining national instructor Vincent Dowling MAI, SRA at Embassy Suites By Hilton, 6646 Old Collamer Rd. South, East Syracuse.

The June 9, 2023 seminar will be the popular seven hour "Case Studies in the Valuation of Upstate NY Real Estate" at Del Lago Resort & Casino, 1133 Rte. 414, Waterloo.

Email Yvette Molinas, executive director at upstatechapter@gmail.com for upcoming course information.

## Simone of Concourse Realty sells four Bronx properties - \$33.775m

**BRONX, NY** Concourse Realty's broker and owner, David Simone arranged the sale of four properties in three separate transactions.



David Simone

1. 1351 Jerome Ave., and 1342 Inwood Ave., sold for \$20 million on March 1, 2023

• 1342 Inwood Ave. is a 56,000 s/f warehouse zoned R8A and allows for 158,624 s/f of residential space or 143,202 s/f of community facility space.

• 1351 Jerome Ave., zoned R8A/C2-4 is 14,800 s/f and allows for 106,759 s/f of residential space



1342 Inwood Avenue - Bronx, NY



1288 Southern Boulevard - Bronx, NY

as well as retail, commercial and community facility space.

2. 21 East Clarke Place sold for \$12.4 million on January 25, 2023. A 21,500 s/f warehouse, zoned R8A and allows for the construction of 155,000 s/f of residential space or 140,000 s/f of community facility space. The buyer was represented by Nathan Horne of Compass.

3. 1288 Southern Blvd. sold for \$1.375 million on January 26, 2023. The 4,900 s/f development site is zoned R7-1/C2-4 allowing for 20,000 s/f of residential development as well as retail development.

Simone was the broker on these transactions.

## The Feil Org. leases 13,809 s/f to HUMAN Security

**MANHATTAN, NY** According to The Feil Organization, HUMAN Security, a cybersecurity company, has signed a 13,809 s/f lease at 841 Broadway, an eight-story office building. The firm will occupy the

entire second floor for seven years.

"We are happy to welcome HUMAN Security to their new space," said Andrew Wiener, head of commercial office leasing of the Feil Organization.



## Local Law 11 is not a façade



**Gabriella Schwalbe**  
Besen Partners

The scaffolding that surrounds your current office or apartment building seems like an everlasting nuisance. New Yorkers are fed up with the amount of time scaffolding stays up. Some buildings have been plagued by scaffolding for over a decade. New York City Council members have recently introduced legislation to speed up façade work as well as reduce the timeline for scaffolding. Although the plague of scaffolding seems burdensome, the scaffolding that covers our city buildings can be lifesaving.

In 1979 Grace Gold, a freshman student at Barnard College, was killed by a loose piece of masonry that fell from a Columbia University owned building on Broadway and 115<sup>th</sup> St. Shortly after her tragic death, Local Law 10 was passed. The law required the quinquennial inspection of the street facing façade of buildings greater than six stories. In 1998 the law was amended to Local Law 11 requiring all exposures to be inspected. Incidents of serious injury and death occur all too often because building owners do not maintain their façade walls and keep up with inspections. In May 2015 two-year-old Greta Green was killed by a piece of decorative terra-cotta windowsill that fell eight stories. Greta's

death could have been prevented but for a licensed engineer's falsified safety form. Recently in December of 2019 Erica Tishman, a prominent architect in Manhattan, was struck by building debris in Time Sq. and passed away. In this case the fatal accident could have been avoided if a sidewalk shed was erected after a DOB inspection that noted façade cracks.

Approximately 12,500 buildings in NYC are subject to Local Law 11. Inspection reports are due every five years on February 21, at 11:59 pm. The year a building is required to undergo a critical examination is based on the building's block number. This year's filing included properties that are located on a block number that ends with 4, 5, 6, or 9. As of February 20, 2020, the Department of Buildings has tightened Local Law 11. Changes include the requirement that Qualified Exterior Wall Inspectors (QEWI) have a higher level of experience and perform more hands-on inspections. Building owners are now subject to higher penalties if they fail to make required repairs. Also, owners must post the status of façade inspection in the lobby of their building. It is important that building owners keep up with building façade inspections because a small crack may not look like much, but the repair can be lifesaving.

Gabriella Schwalbe is an investment sales associate at Besen Partners, New York, N.Y.

# Meridian Capital arranges \$44.5m for The Hotel @ Times Square

MANHATTAN, NY Meridian Capital Group arranged \$44.5 million in financing to refinance The Hotel @ Times Square.

The transaction was negotiated by Meridian senior managing director, Morris Betesh, managing directors, Justin Boruchov and Tamir Kazaz, and vice president, Morris Dabbah, who are based in the company's New York City headquarters.

Located at 59 West 46<sup>th</sup> St. and 50-60 West 47<sup>th</sup> St., The Hotel @ Times Square is located on a block-through property improved by three distinct and interconnected buildings. The 213-key hotel property includes 14 stories, 100,678 s/f, and retail fronting on 47<sup>th</sup> St.

FOR FULL STORY VISIT NYREJ.COM



## BOMA Westchester roundtable focuses on state of county's big cities

WHITE PLAINS, NY City leaders from New Rochelle, White Plains and Yonkers provided their perspective on the state of their cities and the potential of future development and job growth at a roundtable hosted by BOMA Westchester on March 9<sup>th</sup>. The three leaders also discussed their cities' real estate booms and governor Kathy Hochul's proposed housing mandates.

White Plains mayor Tom Roach, Yonkers mayor Mike Spano and New Rochelle deputy city manager/



Shown (from left) are: Kevin Plunkett of Simone Development, Yonkers mayor Mike Spano, New Rochelle deputy city manager/development commissioner Adam Salgado, BOMA president Scott Tangredi of Reckson and White Plains mayor Tom Roach

development commissioner Adam Salgado joined BOMA Westchester president Scott Tangredi of Reckson and moderator Kevin Plunkett of Simone Development Companies for a discussion about residential real estate in Westchester County's cities.

Plunkett asked the leaders what Gov. Hochul's New York Housing Compact to build 800,000 new units means for cities that already have residential development underway.

FOR FULL STORY VISIT NYREJ.COM

## WE BUY HOTELS



DIVERSIFIED FUNDING, INCORPORATED



Please Contact Todd Wilson  
781-760-8230  
TWilson@dfi.cc

## UNITED PROPERTIES CORP.

2022 Acquisitions Include:

Snellville Pavilion, Snellville GA: \$38.25M



Village Plaza, Augusta GA: \$20.5M



Westgate Shopping Center, Dublin GA: \$7.2M



Cox Creek Centre, Florence AL: \$24M



UNITED PROPERTIES CORP. IS ACTIVELY ACQUIRING

LARGE RETAIL SHOPPING CENTERS IN U.S.A.

Please submit Offering Memoranda to John Rodger at jrodger@upcll.com

United Properties Corp  
1975 Hempstead Tpke, ste 309  
East Meadow, NY 11554  
(516)-223-6200







# THE TEAM YOU SEE IS THE TEAM YOU GET™

Zach Zeiders, PE Senior Electrical Engineer



VISIT OUR WEBSITE

**Rock Brook**  
THEROCKBROOK.com

NEW YORK | NEW JERSEY | PENNSYLVANIA

MEP/FP ENGINEERING DESIGN AND SERVICES



## United American Land proposes first project in SoHo/NoHo under new zoning rules

MANHATTAN, NY The first development in SoHo under new zoning rules passed by New York City Council in 2021 is coming to Canal St. and Broadway at 277 Canal St., according to leadership from United American Land (UAL).

Slated to go through the landmarks process, the proposed project includes 25% affordable housing under Mandatory Inclusionary Housing (MIH). The 13-story building is contextually-designed for SoHo by prominent architect Morris Adjmi, made of textured brick, metal, and terracotta characteristic of the neighborhood. It

retains the existing historic facade on the first three floors, keeping the feel of the street level while enlivening one of SoHo's most iconic corners in ways that benefit diverse constituencies.

Directly above one of the most active subway stations in the system, it is an ideal location for affordable and market-rate housing and revitalized retail—and achieves one of the main goals of the rezoning to more evenly introduce affordable housing across wealthier and transit-rich neighborhoods.

FOR FULL STORY VISIT NYREJ.COM

## Catalon and Weiss of Cushman & Wakefield lease 18,850 s/f to Building Service 32BJ Health Fund

MANHATTAN, NY Cushman & Wakefield arranged an 18,850 s/f lease for Building Service 32BJ Health Fund (32BJ) at 22 West 19th St. The nonprofit organization will occupy the entire second floor.

Cushman & Wakefield's Jenna Catalon and Mark Weiss represented the tenant. Michael Heaner and Sam Stein represented the landlord, Kaufman Organization, in-house.

"We are elated to have helped 32BJ expand their presence in this conveniently located space just steps away from their headquarters," said Catalon. "As 32BJ continues to grow and expand,

this new office will provide a fresh and productive environment for its employees."

22 West 19th St. is a 191,400 s/f office building featuring a renovated lobby, communication infrastructure and 24/7 access.

"22 West 19th St. continues to attract tenants due to its classic Flatiron location and newly renovated lobby," said Michael Heaner, partner at the Kaufman Organization.

The property is located within walking distance to Penn Station and the PATH train as well as the N, R and F subway lines.

# Piercing the veil - WeWork style



**Thomas Kearns**  
Olshan Frome Wolosky

Businesses often set up special purpose entities (SPE) to sign a lease as a tenant. The SPE's are sometimes referred to as "shell" entities. The SPE is sometimes wholly owned by the ultimate parent company or co-owned with investors. SPEs give flexibility in financing the location involved and, if done correctly, help limit liability to the ultimate parent company.

A recent trial court decision dealt a surprising blow to WeWork in its use of a SPE. On a motion to amend a complaint, a New York court granted the landlord's motion to add the WeWork parent company to its lawsuit for damages for a lease default. WeWork had created a SPE to lease space at 261 Madison Ave. The landlord claimed that it was entitled to pierce the "corporate veil" and bring a claim directly against the parent company.

Motions to amend are often granted without a deep analysis of the facts so any decision on this motion to amend is of limited help in determining whether the parent entity will ultimately be held liable due to the heavy burden of proof

on the landlord. The importance of losing a motion like this one, however, is that it will permit the landlord to conduct discovery into the relationship between the two WeWork entities, a prospect no defendant in these circumstances will be happy with due to the expense and attention discovery requires. I call the decision surprising because the use of SPEs is so frequent and so obvious to the counter-party that something more than mere conclusory allegations should be needed before a claim to pierce the corporate veil is permitted to proceed to discovery.

Under New York law a SPE needs to maintain some differentiation from its parent. For example, if the SPE regularly immediately transferred all profits to its parent with no reserves for future rent, a judge or jury might determine that the SPE was not a true independent entity.

What should a tenant have done in this situation even if this particular decision is an outlier? New York law looks favorably on specific disclaimers. A lease provision similar to the following sentences might have saved WeWork from the hassle of defending a piercing claim: "Landlord acknowledges that tenant is a special purpose entity organized solely to lease this premises. Landlord agrees not to

make a claim against any party other than tenant and guarantor, to the limited extent set forth in the guaranty, and specifically agrees that no claim may be made against tenant's members, officers or managers or affiliates thereof for any reason whatsoever including, without limitation, the failure to (i) adequately capitalize tenant, (ii) treat each such entity as an independent profit center or (iii) otherwise maintain the independent management or operations of such entities." A judge reviewing that clause could rule as a matter of law on an early motion that there is no way the parent could be held liable.

While some may object to a forthright clause like the one outlined, it's hard to imagine that the WeWork landlord did not know of the status of the tenant. (The tenant's name "WeWork 261 Madison LLC" should have been a tipoff!) Some tenants might be concerned about bringing the SPE issues to light in such an obvious way. Perhaps they think the landlord had not focused on the issue. It's impossible to tell the specific facts in this decision since the key documents are under seal.

FOR FULL STORY VISIT NYREJ.COM

Thomas Kearns is a partner with Olshan Frome Wolosky LLP, New York, N.Y.



Financing for the 39,000 sq. ft. industrial building was arranged by the undersigned with Ameritas Life Insurance Corporation, whom we represent as mortgage loan correspondent.

# \$3,500,000

## 34 Lumber Road Roslyn, New York



M. Robert Goldman & Co., Inc.  
100 Jericho Quadrangle, Suite 336  
Jericho, New York 11753-2702  
Tel 516 487-5100  
www.mrg-co.com

Jonathan Goldman  
Robert Gladitsch  
John Robustello  
Louis Bolkovic

M. Robert Goldman & Co.  
Mortgage Bankers  
Correspondent to the  
World's Financial Institutions

WHAT DO THESE COMPANIES

HAVE IN COMMON ...  
BROOME COUNTY NY

## RELOCATE TO BROOME NY

# THE AGENCY

BROOME COUNTY IDA / LDC

**WE CAN HELP**

START YOUR CONVERSATION TODAY.  
607.584.9000 theagency-ny.com

SERVING THE INDUSTRY SINCE 1986!

- SITE PLANNING & DESIGN
- GEOTECHNICAL ENGINEERING
- SURVEYING & MAPPING
- ENVIRONMENTAL PERMITTING & COMPLIANCE
- INFRASTRUCTURE CAPACITY ANALYSIS
- STRUCTURAL ENGINEERING
- WATER & WASTEWATER SYSTEMS
- HYDRAULIC & HYDROLOGIC ANALYSIS
- ZONING COMPLIANCE REVIEW
- CONSTRUCTION MANAGEMENT
- SPECIAL INSPECTIONS
- MATERIALS TESTING

TEL: 800.829.6531  
WWW.TECTONICEENGINEERING.COM

CORPORATE OFFICE:  
70 Pleasant Hill Road  
Mountainville, NY, 10953

Forest Hills, NY  
White Plains, NY  
Latham, NY  
Newburgh, NY  
Rochester, NY  
Short Hills, NJ  
Rocky Hill, CT





**KAY** PROPERTIES & INVESTMENTS LLC

## Get Your **FREE** DST 1031 Exchange Tool Kit

### Gain **EXCLUSIVE ACCESS** to **TAX EFFICIENT** 1031 Exchange DST Real Estate Investments

- ✓ **LEARN** the In's and Out's of 1031 Exchanges and Delaware Statutory Trust DST Investments
- ✓ **MONTHLY** Cash Flow Potential via ACH Direct Deposit\*
- ✓ **ACCESS** a Diversified 1031 Exchange Portfolio- Multifamily, Industrial, Medical, Net Lease & More\*
- ✓ **CLOSE** your 1031 Exchange Investments in as Little as 3-5 days

AS SEEN IN:

**Forbes**

**Kiplinger**

**yahoo! finance**

**GlobeSt.**

**THE REAL DEAL**

**NATIONAL REAL ESTATE Investor**

**FEATURED REAL ESTATE FUND:**

**10.00%** Preferred Return\*

Call to Find Out More!



REGISTER AT

 [www.kpi1031.com/nyrej](http://www.kpi1031.com/nyrej)

OR CALL

 **866.801.3359**

\*Preferred return is not guaranteed and is subject to available cash flow. All offerings shown, if any, are Regulation D, Rule 506c offerings. Potential returns and appreciation are never guaranteed and loss of principal is possible. Please speak with your CPA and attorney for tax and legal advice. There is a risk Investors may not receive distributions, along with a risk of loss of principal invested. This material does not constitute an offer to sell nor a solicitation of an offer to buy any security. Such offers can be made only by the confidential Private Placement Memorandum (the "Memorandum"). Please read the entire Memorandum paying special attention to the risk section prior investing. IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax codes therefore you should consult your tax or legal professional for details regarding your situation. This material is not to be construed as tax or legal advice. There are material risks associated with investing in real estate securities including illiquidity, vacancies, general market conditions and competition, lack of operating history, interest rate risks, general risks of owning/operating commercial and multifamily properties, financing risks, potential adverse tax consequences, general economic risks, development risks and long hold periods. There is a risk of loss of the entire investment principal. Past performance is not a guarantee of future results. Potential cash flow, potential returns and potential appreciation are not guaranteed. Securities offered through FNX Capital LLC member FINRA, SIPC. 2.6.2023



# TOWN OF THE MONTH

## Cortlandt...Where life works

**CORTLANDT, NY** There is a hidden gem nestled along the Hudson River, less than an hour train ride from midtown. It is the town of Cortlandt, where life works at home, work and play and it is prime for investment. Commercial space is often available with twice the space at half the cost. A willing, educated and diverse workforce is nearby. Cortlandt possesses a lifestyle second to none. With an average household income of \$119,000 and an average age of 41.4 years, Cortlandt is a ripe market for all types of goods and services.

Cortlandt completed an award-winning sustainable master plan focused on economic development that emphasized future trends of employment, vital in today's changing work style. Strategic areas for economic growth were targeted: A Transit Oriented District centered around one of Cortlandt's two Metro North stations; a Medical Oriented District around New York Presbyterian-Hudson Valley Hospital; Cortlandt Blvd., a major corridor that carries 18,000 cars per day pass numerous retail, office and service businesses; and the Waterfront Sustainability District



The Dog Haus, Cortlandt Town Center Mall - Cortlandt, NY

offering multiple opportunities to create a recreational/cultural presence. Each district has a strategic magnet, yet plenty of opportunity in surrounding undeveloped or under developed properties—some owned by the town which is seeking public/private partnerships.

Town supervisor Richard Becker is fully committed to making sure Cortlandt is where life works for your business. Since taking office in January 2022, he has instituted improvements to the permit process and made several zoning changes to promote economic activity. The town recently restructured the planning board process so that applicants could use third-party professionals to

review projects. An amendment to the code provides a broader interpretation, allowing approval of the conversion of an existing building to a different use with only a building permit. Supervisor Becker's open-door policy welcomes entrepreneurs, small business and commercial developers to meet with him and appropriate staff.

New businesses and entrepreneurs are attracted to Cortlandt. It is now home to the second Dog Haus restaurant in New York. The Dog Haus serves all beef hot dogs, handcrafted sausages and black Angus beef burgers served on King's Hawaiian rolls. The Dog Haus also features a full bar highlighted by 24 craft beers on tap.

Located in the thriving Cortlandt Town Center Mall, the location formerly was a Payless Shoe store. Under Cortlandt's revised zoning code this transformation was not considered a "change in use" and therefore was achieved without any zoning change or planning board approval. Soon the town will welcome an Ashley Furniture.

As part of the town's vision to create a cultural, educational and recreational center along the Hudson, Cortlandt proudly welcomed the Kinosaito Arts Center to the Verplanck section. Located in the newly renovated former St. Patrick's School, the center houses two art galleries, an 80-seat theater performance space, two rotating artists in residence, a classroom for art lessons, a cafe and a beautiful garden. The building itself is a work of art as during the renovation many of the original features of the 100-year-old school building were preserved, right down to a blackboard, tin ceiling and 1950s era desks.

A prime consideration for any investor is the town's fiscal integrity and commitment to economic growth. Over the past 30 years, Cortlandt has tripled its reserve fund and maintained low

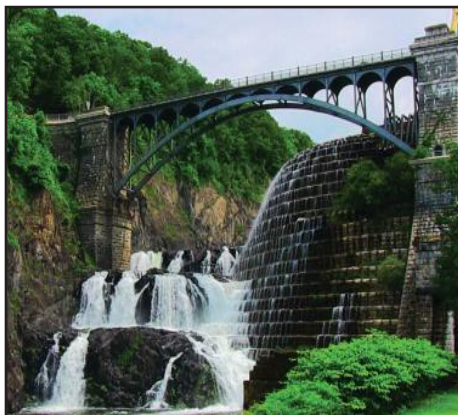
property taxes. Over \$160 million is committed to capital projects to enhance infrastructure.

Cortlandt encompasses 40 square miles, 15 miles of river-front, over 40 recreational sites, a major shopping corridor, targeted enclaves of small businesses and friendly residential neighborhoods. It is a 35-minute drive to two commercial airports, has two Metro North stations, an Amtrak station and major highways connecting to the city and the Hudson Valley.

Cortlandt embraces its historical past, cultural events and recreational pursuits. Surrounding the city of Peekskill and New York City a short train ride away, Cortlandt provides that touch of urban life when desired, while giving your business, employees and customers the benefits of open space and outdoor entertainment and activities.

Cortlandt truly is where life works. What works for you? Let Cortlandt know and our team will turn your vision into reality. We want your business here.

To learn more click this video link <https://vimeo.com/804100717/2e-4dea1bba> or visit: <https://wherelifeworkscortlandt.com/>



## CORTLANDT Where life works.

THE TOWN OF CORTLANDT IS WHERE LIFE WORKS  
AT HOME, WORK AND PLAY...

AND IT IS PRIME FOR INVESTMENT!

Commercial space is often available with twice the space at half the cost, along with access to a highly educated and diverse workforce as well as a location near major transportation. Cortlandt is committed to aiding investors and entrepreneurs through a streamlined approval process.

### Four Strategic Areas for Growth

In all, there are four strategic areas of potential economic growth, based on Cortlandt's award winning Sustainable Master Plan.

The Master plan focuses on trends for the future of employment, such as work from home options and co-work spaces in order to reduce commute times, reduce negative impacts on the environment and attract a new talented workforce.



### WHAT WORKS FOR YOU?

For more information on how the Town of Cortlandt can help bring your business and investment here contact:

**George Oros,**  
Town of Cortlandt,  
Economic Development  
Coordinator at  
[goros@townofcortlandt.com](mailto:goros@townofcortlandt.com)

“

If you are looking to locate, expand or relocate your business, Cortlandt is the smart choice.

Cortlandt is where life works... for your employees, your customers and your business.”

- Supervisor Dr. Richard Becker







**“2023 IS THE YEAR OF REPOSITIONING SUCCESSSES!”**

**THE CURRENT LOCATIONS TO BRING YOUR BUSINESS SAVVY**



# FOR SALE - MILFORD, CT

**20 YEAR ACTIVE AND FORMER SUCCESSFUL CAR DEALERSHIP SELLING PROPERTY TO RELOCATE TO LARGER SPACE!**



**SIGNALIZED CORNER OF BOSTON POST ROAD, TWO BUILDINGS, BOTH WITH POST ROAD FRONTAGE. MAIN BUILDING BUILT IN 1990, A DRAMATIC BUILDING, ON A HILL WITH 18' WALL HEIGHT, AND STEEL FRAMING - WHICH COMMANDS ATTENTION WITH 18,000 SF AND A PARKING LOT OF 12,000 SF. 1.92 ACRES. THE SECOND BUILDING HAS 2220 SF, ON .53 ACRE, POST ROAD FRONTAGE, 16' WALL HEIGHT. THE TOTAL ACREAGE OF BOTH PROPERTIES IS 2.45 ACRES, BEING SOLD AS ONE PARCEL. \$6,500,000 CONTACT ARNOLD PECK AT 203.314.6790 FOR MORE DETAILS.**

## ARNOLD PECK'S COMMERCIAL WORLD

**OFFICE: 203.877-1345 & 203-877-1221  
962 Boston Post Road, Milford, CT 06460  
Serving Business & Industry Since 1967  
[www.propertyworldusa.com](http://www.propertyworldusa.com)**





# FEATURED COMPANY

## Lakhi General Contractor Inc. - Local Law 11 compliance and structural integrity specialist

**BROOKLYN, NY** For over 35 years Lakhi General Contractor Inc. (Lakhi GC) has specialized in high-rise façades within the Local Law 11 compliance sector. Founded by Gurcharan Singh, this highly specialized contractor



**Gurcharan Singh**

has been considered an industry go-to with a reputable in-house full-service business model with strong customer services. Singh began Lakhi GC with a progressive approach to support public sector agencies throughout New York's five boroughs to secure building exterior compliance and structural integrity property concerns.

Lakhi GC is a Safe with a Repair and Maintenance Program (SWARMP) provider and is a direct emergency response contractor—disciplined to act against immediate or exterior façade hazards that are considered unsafe if left unattended. Lakhi GC continues to customize and execute full-service restorations as an expert within



**598 West 178th Street - Manhattan, NY**

the NYC Educational School District deploying playground redevelopment. In addition, his services provide, but are not limited to pre-construction scaffolding preparation, and sidewalk shed preparation for the NYC Housing Authority, the NYC School Construction Authority, NYC Housing Preservation Development projects, and NYC Department of Parks & Recreation Authority.

Lakhi GC has a full building restoration team equipped to provide construction for any range of commissioning, spanning from a 300,000 s/f expansion to a full façade deterioration remodel. With a full-service, all-under-one-roof workforce Lakhi GC responds immediately to prevent and circumvent issues related to

external compromised building conditions, such as weathered framing windows, roofs, and construction of foundations using compliance-related fire safety-related equipment to meet requirements for the applications of industrial equipment, public housing, or school playgrounds.

Lakhi GC has expertise in the reconstruction of multi-story commercial building properties and has a proven model of successfully completed publicly awarded contractor bids. Singh is a recognized LL11 contractor who stands apart with his detail and high-level stan-



**333 Hudson Street - Manhattan, NY**

dards in logistics while adhering to stringent deadlines and budgetary criteria.

Singh said “My company was built on the ability to be the best facade contractor in this competitive industry, so we can provide our mastered craft to our clients.”

Lakhi GC understands the complexity and processes of construction in New York that differentiates it from others. The decades of experience allows Singh to navigate strict building codes, engineering planning phases, permitting, while maintaining superior project management compliance for the public and private sectors.

Lakhi GC is considered a best-in-class firm strongly engaged with the client who work collaboratively and responsively with property owners, developers, financial investors, engineering and property management firms. Exceeding expectations and rendering best-in-class reconstructive facade work based solely on the delivery of premium build solutions for commercial property stakeholders.

Currently, Lakhi GC partners with private companies such as



**32 and 35 East 32nd Street - Manhattan, NY**

JE Activities Management, Think Properties, Kahen Properties, and Allure Care among many more.

Singh's long-term clients have become friends and he treats them with the highest respect. “I not only treasure the opportunity to work on their property to benefit and secure compliance measures but I am humbled within the industry when I hear Lakhi General Contracting is considered to be the solution façade expert. What else can I ask for,” said Singh.



(800) 548-3434

www.epicsecurity.com

**When you're ready to demand more from your security service!**<sup>SM</sup>

**NY/NJ'S TOP SECURITY SERVICE FOR 40+ YEARS.**



LICENSED BY NYS DEPT OF STATE/NJ DIV STATE POLICE

NY/NJ GUARDS

© 2020

### Redi-Dock® Provides Instant Drive-In Access to Your Facility



**Call for an immediate consultation.**

- Modular
- Easily relocated
- No future demolition
- Minimal site prep
- Lengths to 50'
- ADA ramps available
- Low maintenance
- Infinite widths
- Delivered & set
- Heavy duty rating

Reading Precast

**Inc.**

*Manufacturer of Precast Concrete Products*

**Call: 800-724-4881**

**www.ReadingPrecast.com**

**anthony@readingprecast.com**



# NYC SPACE AVAILABLE

## 22-07 41st Avenue, Long Island City



**INVESTMENT\* OFFICE \* INDUSTRIAL**

**Available Space: 7,500 sf**

Building Dimension: 25' x 100'

Ceilings: 10'

Floors:

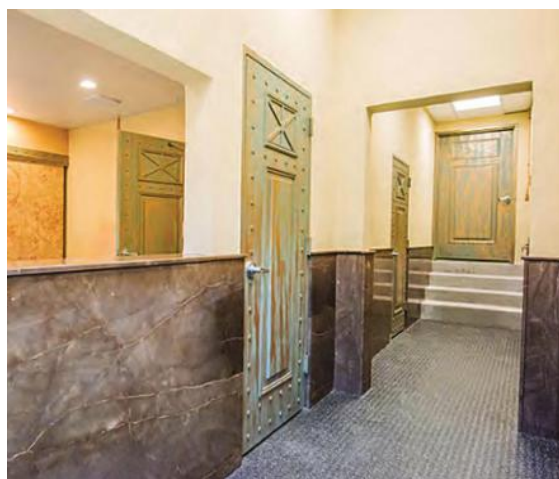
2,500 sf Grnd

2,500 sf 3rd

2,500 sf 4th

- At the foot of the 59th Street Bridge, just north of Queens Plaza
- All floors are separately metered and have their own HVAC unit.
- A large elevator services each floor.
- Competitively priced Basement Storage is available to tenants.

## 87-83 139th Street, Jamaica, Queens



**8,000 sf**

**2 Stories**

**Back Office**

**Light Manufacturing**

**Professional/Flex Space**

## Greiner-Maltz Company of New York

For more  
information contact

Matthew Ledvina  
MLedvina@greiner-maltz.com

347-668-6586  
greiner-maltz.com



# What's happening in the NYC metro industrial market?



**Jakub Nowak**  
 Marcus  
 & Millichap

Industrial real estate has been the undisputed market darling over the last few years. Though it remains one of the best performing and most sought-after asset classes, rising interest rates and economic jitters have slowed down what was once a white-hot sector. Although the number of transactions trailed off by only 30% in the second half of 2022, dollar volume plummeted by over 70%. While Q1 2023 is not yet finished, it's clear that the bid-ask spread between buyers and sellers needs to narrow for transaction volumes to normalize. In the meantime, I thought it worthwhile to discuss the industrial market's trends and undercurrents as we see them based on our team's daily conversations with NYC's investors and owners active in this sector.

Rising interest rates have had a profound effect on investment cashflows and affordability significantly re-shuffling the pool of active buyers. The higher cost of debt has sidelined undercapitalized buyers unable to inject enough equity into deals to maintain tolerable returns on investment. In addition, mid-sized and smaller businesses, acting as owner-occupiers, who

represented a large portion of the buyer pool over the last few years, have been priced out of the market as many are unable to service the rising rates of high leverage SBA financing.

While there still are many well-capitalized buyers (including equity funds, institutions, private investors and larger owners-users) aggressively seeking acquisitions opportunities, the market's risk tolerance has dropped and strong fundamentals are a must for an asset to be considered marketable as buyers increasingly put emphasis on asset quality. Buyers are seeking cash flowing properties with strong tenancy or properties in superior locations and the ability to attract credit tenants. To be in demand, today's industrial acquisitions targets must be located near major truck-routes, feature multiple loading bays, offer easy off-street loading and unloading, have high ceilings, and offer ample off-street parking. Demand for sub-standard industrial properties in tertiary markets slowed substantially. Especially challenged are older multi-story properties serviced by freight elevators or those with sub-par ceiling heights. Tenant demand for less functional upper floors has been lackluster and some buyers are discounting upper floor square footage completely.

So as to hedge against inflation

and further interest rate increases, many investors are now favoring shorter term leases betting that industrial rent growth will continue. We are also seeing many institutions try to lower investment risk by reducing their average deal size. Where a few years back most institutions followed a mandate to maximize their check-size on each acquisition, today many are willing to spread their bets across more smaller deals instead. Finally, commercial land purchases for new industrial development are still a large part of the market, however developers are shying away from engaging in new multi-story warehouse development. Instead, most are reverting to building less speculative single-story logistics and distribution facilities.

Two areas that have emerged as bright spots are industrial outdoor storage (IOS) deals and sale-leaseback transactions. For businesses owning their own warehouse, freeing up working capital through a disposition and becoming a tenant by way of a sale-leaseback transaction has become increasingly attractive as rising interest rates drove up the cost of corporate bonds and commercial loans as compared to the cost of renting. Also, owner-occupiers winding down or wanting to sell their business but looking to capitalize on the value of their real estate today have been taking

advantage of short-term sale-leasebacks, oftentimes at below market rents, as well-capitalized investors are willing to accept a lower yield short term to capitalize on future rental upside. This type of structure has made it possible for these businesses to bifurcate their core business away from their real estate holdings and in many cases sell at a premium relative to what would have been possible had they kept both entities together as part of the same transaction.

Due to their crucial position in supporting last-mile distributions, IOS properties have become a highly sought-after subset of the larger industrial sector. Tenant demand for IOS has increased significantly as a result of supply chain disruptions and changing customer expectations that have forced businesses to focus on last-mile distribution.

Compatible properties in land-constrained NYC and its surrounding areas in particular have benefitted due to surging demand for IOS facilities close to transportation nodes supplementing storage capacity for logistical operations in and around the city's urban core.

As the commercial real industry digests the potential consequences from regulators takeover of SVB and Signature Bank, we believe that the industrial sector will continue to be a bright spot on the market supported by strong fundamentals in times of uncertainty, but that investors will remain careful and selective with their acquisitions.

**Jakub Nowak is a senior managing director of investments and team lead at the Nowak Group of Marcus & Millichap, Brooklyn, N.Y.**

## GFP R.E. inks two new leases at 80 Eighth Ave.

**MANHATTAN, NY** GFP Real Estate, LLC negotiated two new lease transactions totaling 8,958 s/f at 80 Eighth Ave. in Chelsea.

Buckle My Shoe Preschool (Tribeca Nursery Center, Inc.), signed a 10-year lease for 6,635 s/f of retail and basement space. The school plans to relocate its existing West Village outpost at 230 West 13<sup>th</sup> St. to 80 Eighth Ave., adding additional services such as infant

care while increasing its capacity from 30 children to more than 80.

Dot. Creative Group, Inc. (Dot.), a tattoo studio, signed a five-year lease for 2,323 s/f on the 10<sup>th</sup> floor. William McGowan of SquareFoot Realty represented the tenant.

Matthew Mandell of GFP Real Estate represented the landlord, GFP Real Estate, in each of the transactions.



**FORCHELLI  
DEEGAN  
TERRANA**

A FULL SERVICE LAW FIRM

ForchelliLaw.com  
516.248.1700 • Info@ForchelliLaw.com

Dwyer Agency

ESTABLISHED 1927

*Celebrating Our 96<sup>th</sup> Year!*

Commercial • Investment • Properties

579 Route 6, P.O. 604, Mahopac, NY 10541, 845-628-3555



New York Real Estate Journal



IREON members are the highest caliber service providers and product suppliers serving the CRE industry. All members are NY metropolitan area-based. Many are national and international in their business reach.



As an owner, developer or tenant of commercial real estate if you need a service or a product supplier, contact an IREON member.

IREON welcomes the following firms to its roster















STEVE KIRSCHNER  
IREON COO/Founder  
ireonnetwork.com



EDYE JEDDA  
IREON Vice President



**ONES TO WATCH  
RISING  
STARS**

**CONTACT KRISTINE WOLF, 800-654-4993 ext. 245, [kwolf@nyrej.com](mailto:kwolf@nyrej.com)**



## C&W sells 13,520 s/f development site at 207 Fifth Ave. for \$6.45m

**BROOKLYN, NY** Cushman & Wakefield has arranged the sale of a 13,520 s/f development site with approved plans for a 20,504 s/f mixed-use property located at 207 Fifth Ave. in the Park Slope neighborhood. The final sale price was \$6.45 million.

Cushman & Wakefield's Daniel O'Brien, Caroline Hodes, Loren Valla and Jack McGuffog represented the seller, Urban Standard Capital, and procured the buyer, Red Rock Investments.

"207 Fifth Ave. presented investors with the unique opportunity to acquire a development site with approved plans on a prominent retail corner in the coveted Park Slope neighborhood," said O'Brien. "The property's location provides access to the surrounding neighborhood amenities including Prospect Park



and the Union St. R train station."

The property has approved plans for a 20,504 s/f mixed-use condo development consisting of seven residential units and a ground floor retail space. The asset features 129 ft. of frontage on Fifth Ave. and Union St.

207 Fifth Ave. is located one block from the R train at Union St., allowing for a 15-minute commute to downtown Manhattan.

## AmTrust RE signs Pollack, Pollack, Isaac & DeCicco to 16,375 s/f at 250 Broadway

**MANHATTAN, NY** AmTrust RE completed a 16,375 s/f lease at 250 Broadway, a 648,000 s/f office property.

AmTrust RE was represented by Anne Holker, managing director of leasing and acquisitions, and Charles Borrok, Jonathan Fales,

Frank Cento, Jonathan Fein, and Michelle Mean of Cushman & Wakefield.

The tenant, Pollack, Pollack, Isaac & DeCicco, LLP, was represented by Newmark's executive managing director, Eric Zemachson.

**FOR FULL STORY VISIT NYREJ.COM**

## Rosenberg & Estis reps. Durst Organization in LOOK Cinemas lease transaction at 625 West 57<sup>th</sup>

**MANHATTAN, NY** Rosenberg & Estis, P.C. served as legal counsel for The Durst Organization in a lease transaction to bring LOOK Cinemas to VIA 57 WEST, the Bjarke Ingels-designed apartment property at 625 West 57<sup>th</sup> St.

Jolie Meer, a member with the firm's transactional department and co-chair of the leasing subgroup, represented the landlord in

the transaction. Richard Slavin, of counsel with A.Y. Strauss, served as the tenant's attorney.

Founded by Brian Schultz, LOOK Cinemas operates 10 theaters with 100 screens located in Texas, California, Florida, Arizona and New York. For its first New York City theater, LOOK will occupy 25,000 s/f of built-out space at VIA 57 WEST.

## JEMB Realty secures three tenants at 75 Broad St.

**MANHATTAN, NY** JEMB Realty Corp. said that two new tenants have relocated and moved in to 75 Broad St. and a third tenant, Modivcare, has signed a new 13,000 s/f lease. The three new tenants represent a total of 32,000 s/f of new leasing.

Gallegos United, an independently-owned full-service marketing agency relocated from its previous New York City headquarters in the Flatiron district. The award-winning firm now occupies 14,000 s/f across the partial 19<sup>th</sup> floor of 75 Broad St, including a corner wraparound outdoor terrace for employees.

GHD Partners, an internationally-recognized branding and graphic design agency, relocated from Midtown South. The agency's 5,000 s/f offices will occupy the partial 27<sup>th</sup> tower floor of 75 Broad St.

Healthcare company Modivcare has signed a long-term, 13,000 s/f lease for a portion of the 6<sup>th</sup> floor. The company is expected to move into its new space in Q3 2023.

75 Broad St., also known as the International Telephone Building, was built in 1928 as the original ITT headquarters. Designed by Buchman & Khan, the 34-story, 720,000 s/f building was one of the first office towers to be located in Lower Manhattan. As part of JEMB Realty's capital investment plan, the building has undergone a restoration by MdeAS Architects. Updates include a restoration of the lobby, including original light fixtures, and the marble finishes, refurbishment of the chandelier, new design emphasis on the existing murals, restoration of the marble walls and replacement of the lobby desk.

## Avison Young arranges five lot \$22m sale of development site

**LONG ISLAND CITY, NY** Avison Young has arranged the sale of a property comprising of five continuous lots at 32-43 49<sup>th</sup> St. to an LLC for \$22 million. The assemblage, a two-story 15,700 s/f retail building, a 10,000 s/f warehouse, and three parking lots cover more than 53,000 s/f. Current zoning allows for more than 69,000 buildable s/f.

The seller, Local 807 Labor-Management Pension Fund was exclusively represented by Erik Edeen, principal and director of tri-state investment sales operations; Brent Glodowski, director; Fritz Richter, associate director; and Kate Kabili, associate director, all of whom operate primarily from the firm's New York City office.



Will Suarez, principal, located in Avison Young's Norwalk, Conn. office, was also on the team. Avison

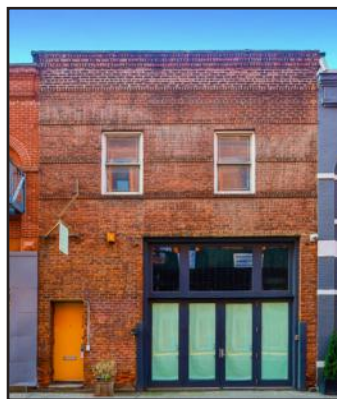
Young represented both sides of the transaction.

**FOR FULL STORY VISIT NYREJ.COM**

## Denham Wolf sells 134 West 18<sup>th</sup> St. to Lucille Lortel Theatre - \$5.35m

**MANHATTAN, NY** Denham Wolf Real Estate Services secured the purchase of a three-story carriage house in Chelsea which will help support emerging artists, the creation of new theatrical works, and bolster the downtown theatre scene. Located at 134 West 18<sup>th</sup> St., the building will act as the Lucille Lortel Theatre's new headquarters, featuring a fully accessible 61-seat studio theater, a public, collaborative co-working space for artists, and new office space for the theatre company. The fully renovated space is anticipated to be open in 2025.

The purchase will expand the Theatre's real estate portfolio,



having an impact on their financial capacity and security, in addition to helping promote their initiatives in the New York City Off-Broadway theatre community.

For over two decades, Denham

Wolf has been a partner of the Theatre and has acted as their project manager and broker, creating stability and enhancing their ability to support new theatre through real estate.

With the desire to increase visibility and to usher in a new chapter through real estate, the Theatre turned to Denham Wolf to help define organizational objectives, conduct a detailed assessment of the market and real estate opportunities, and identify a new space. It was determined that purchasing a new site would best support the Theatre's mission, and Denham Wolf's transactions services team structured and negotiated an optimal deal for 134 West 18 St.

## Midwood signs Jollibee at 91-19 Queens Blvd.

**FLUSHING, NY** Midwood Investment & Development said that Jollibee, the Filipino fast-food chain, signed a 2,717 s/f lease for 10 years at their property, 91-19 Queens Blvd. This new location is in addition to Jollibee's four existing stores in the New York metropolitan area, which span both Queens and Manhattan, including its flagship in the heart of Times Sq., which opened in August 2022. Jollibee currently operates 62 U.S. locations across 13 states, with more on the way.

For this transaction, Midwood Investment & Development was represented by Katz & Associates' Daniel DePasquale and Jollibee was represented by CBRE Group, Inc.

Jollibee chose to open at 91-19 Queens Blvd. for its third location in Queens as part of its efforts to make Jollibee more accessible to all customers.

**FOR FULL STORY VISIT NYREJ.COM**

## Adler & Stachenfeld promotes Leyvi to chair real estate practice group

**NEW YORK, NY** Adler & Stachenfeld LLP (A&S), has promoted Ilya Leyvi to chair of the firm's growing real estate finance practice group.



Ilya Leyvi

As a partner at A&S, Leyvi provides market-leading legal representation for lender and borrower clients on various forms of financings, including bridge loans, construction loans, mezzanine loans, C-PACE loans, as well as preferred equity investments across various asset classes — including multifamily, hotel, self-storage, industrial and office.

Leyvi joined A&S in 2014 out of law school and rose quickly through the ranks. He was named real estate practice co-chair in

2021, only seven years after joining the firm full-time, assuming a significant leadership role over the operations of the entire finance practice. Leyvi has been honored by the Thomson Reuter Super Lawyer's inclusion on their New York Metro Rising Stars list for six consecutive years.

"Having proven himself a talented attorney and a strong leader, Ilya's ascension to chair of our real estate finance practice group is a natural next step in his career," said Terri Adler, managing partner at Adler & Stachenfeld. "A&S takes succession planning and mentoring the firm's next generation of leaders seriously. This promotion is a significant part of seeing that plan put into action, while solidifying our finance practice for decades to come."

**FOR FULL STORY VISIT NYREJ.COM**



# AmTrust Title **BY THE NUMBERS**

## **LARGEST TRANSACTIONS**

**\$5.4 BILLION**

**RESIDENTIAL DEVELOPMENT, NEW YORK**  
COINSURED

**\$4 BILLION**

**ENERGY, TEXAS**  
COINSURANCE LEAD UNDERWRITER

**\$2.2 BILLION**

**COMMERCIAL, NEW YORK**  
COINSURED

**\$1.8 BILLION**

**RESORT, BAHAMAS**  
COINSURANCE LEAD UNDERWRITER

## **BACKED BY AMTRUST FINANCIAL**

**\$7.6 BILLION**

**GROSS WRITTEN PREMIUM - 2021**

**\$24.6 BILLION**

**TOTAL ASSETS - 2021**

 **AmTrust Title**  
An AmTrust Financial Company

212.499.0100  
[www.amtrusttitlegroup.com](http://www.amtrusttitlegroup.com)



# EXECUTIVE OF THE MONTH

## Christopher Stout, principal of StoutCap

### How did you get started in real estate investing?

I got started in real estate investing in my early 20s when I purchased my first rental property. At the time, my main goal was to save money and build wealth by investing in a tangible asset that I could see and touch. I saw real estate as a way to create passive income and build long-term wealth—I never imagined what it could become. Even when cash flow was low and slow, I believed in its power. Basically, what I was doing in getting started in real estate was following in the footsteps of people who I wanted to emulate.

Over time, I realized that real estate investing was more than just a retirement plan—it became a true passion and obsession for me. I started to see the true power and potential behind real estate, and the significant opportunities it provides for creating wealth and generating passive income.

Real estate investing has become my sole focus and has proven to be an asset class that offers endless potential and opportunity. I've dedicated myself to learning and growing as an investor, constantly seeking out new opportunities and strategies to maximize returns for myself and my investors.

In my opinion, real estate is one of the most powerful wealth-building tools available, and I'm committed to helping others achieve their financial goals through this

asset class.

### What is the genesis of StoutCap?

StoutCap was born out of my passion for real estate investing and my desire to help others achieve their investment goals through this asset class. My journey in real estate investing started over a decade ago when I set out to save money to buy a two-family home in New York. What started as a mere retirement plan turned into an obsession, as I realized the true potential and endless opportunities of real estate investing.

Over time as my network grew, I began accepting investments from friends and family for my development projects. I leveraged these investments to grow my portfolio, and realized the strong demand for real estate investments among accredited investors. This led me to create StoutCap, a multifamily investment company that provides individuals with the opportunity to invest in high-quality apartment properties across the United States.

Our investment approach is centered around our expertise in the multifamily space, and our ability to identify and acquire high-quality properties, with a focus on creating value through strategic renovations and property management. We strive to offer strong returns to our investors while ensuring the highest level of transparency and service throughout the investment process.

We take pride in our commitment to our investors and are constantly looking for ways to improve our offerings and investment opportunities. Our team



Glendale Townhomes - Fayetteville, N.C.

of experienced professionals is dedicated to creating value for our investors and delivering the best investment experience possible. We believe that real estate investing is a powerful vehicle for building long-term wealth, and we are excited to continue to grow and expand our portfolio to provide even greater investment opportunities to our clients.

Currently, we are also increasing our position in single-family homes for rent, and we will be developing large single-home communities in the Southeast region. We are doing our part to help solve the nationwide housing shortage.

### What are your views generally on New York's political and regulatory environment around real estate at the moment?

As an investor in the New York City real estate market, I have

significant concerns about the current political and regulatory environment. In my view, the policies being pursued by New York City officials are creating a challenging environment for property owners and investors, which is ultimately hurting tenants, as well.

The changes to rent stabilization laws in 2019 have been particularly problematic. While the stated goal of these policies is to protect tenants and make housing more affordable, they have had the opposite effect. Property owners are now incentivized to only provide the bare minimum of maintenance and improvements to their buildings, as there is no longer any financial benefit to making upgrades. This means that affordable housing in New York City will continue to deteriorate, which is bad for tenants and property owners, alike.

In addition to the changes to rent stabilization laws, the eviction process in New York City is also problematic. In some cases, property owners are treated poorly for attempting to evict non-paying tenants, and the burden of proof is often on the property owner to demonstrate that they have followed all of the rules and regulations. This creates a significant disincentive for property owners to take on new tenants, as they may be stuck with a problem tenant who refuses to pay rent.

The current regulatory and political environment in New York City is creating a significant housing shortage, which is driving up costs for tenants and making it difficult for property owners to operate profitable businesses. While I understand the need for regulations to protect tenants, I believe that the current policies are overly burdensome and are

having unintended consequences. I hope that city officials will work to create a more balanced and reasonable regulatory environment in the future, which will benefit both tenants and property owners.

### Are there any projects that you are particularly excited about right now?

At StoutCap, we're currently focused on investing nearly \$40 million in multifamily real estate projects outside of NYC. We're expanding our business into more investor-friendly states in the southeast which offer favorable tax and regulatory environments coupled with strong population growth, driving demand for high-quality housing. Our past few investments in Alabama and North Carolina have seen major success, and we are expected to close on our next investment within the next two weeks, which will bring our AUM well over \$40 million.

### What do you see as the biggest challenge for the real estate industry right now?

Locally, the biggest challenge is regulation. Nationally, the biggest challenge for the real estate industry right now is the supply shortage. We are undersupplied by millions of housing units across the United States. This shortage is a direct result of the housing crisis in 2008, which set us back tremendously. The scars of that crisis are still lingering, and it will take some time to dig our way out of it. Another concern is the uncertainty in the capital markets. Uncertain times lead to people freezing their holdings. This further leads to a frozen real estate market. Real estate transactions create tremendous tax revenue for the government. We see as the government starts to try to get involved, it hurts them and others in another light.



Christopher Stout



Lakeshore Grande - Fayetteville, N.C.



## Taylor and Passero break ground on 8,260 s/f Hope Hall School renovation/expansion

**ROCHESTER, NY** Hope Hall School broke ground last month on a major expansion and renovation of its building, part of which is over 80 years old. The project will double the size of the school's Woodworking Center and Music Room, add an Inventory Management Center, create a brand new Science Lab, more than doubling the current lab, create a new Social Emotional Learning Classroom, and fund other critical repairs and renovations. The expansion is 4,620 s/f and the renovation is 3,640 s/f.

The groundbreaking ceremony included several lead donors, along with representatives from the town of Gates and the project's architectural firm and general contractor.

This four-year, \$18 million comprehensive campaign has raised more than \$14.9 million. There is currently an anonymous \$300,000

matching gift in place, made by the family of a former board of trustees member, to help the school continue its fundraising momentum.

Hope Hall is working with the Rochester-based architectural firm of Passero Associates and Taylor, The Builders as its general contractor for all facets of the construction.

Hope Hall wishes to thank key donors, Mark and Maureen Davitt, Robert and Mary Hastings Foundation, the Karpus Family Foundation, and Florence M. Muller Foundation, along with hundreds of others, for their generosity in supporting the vision of the Hope for Tomorrow Campaign in transforming Hope Hall School, in order to provide augmented services and enhanced programming, including scholarships and financial aid, as well as unique programs tailored to the needs of their students.



Shown (from left) are: John Thorne of Florence M. Muller Foundation, Maureen Davitt, Mark Davitt, Hope Hall board of trustees members Donna Murano and Robert August, Peter Roetzer of Passero Associates, Sister Diana Dolce SSJ of Hope Hall School, Mira Majibovsky of Passero Associates, Karl Schuler and Ashley Quaintance of Taylor, The Builders, and Cosmo Giunta, Gates town supervisor.

## The NY Building Congress releases transit-oriented development report

**NEW YORK, NY** The New York Building Congress released "Next Stop: Transit-Oriented Development," a guide to New York maximizing housing production at sites near subway and commuter rail stations across the region.

On the release of Gov. Hochul's Housing Compact, which prioritizes transit-oriented development to combat the growing housing shortage across the state, this report serves as a roadmap to effectively maximize housing production in high-opportunity, transit-rich neighborhoods.

"Building density near transit hubs is textbook smart urban planning," said Carlo Scissura, Esq., president and CEO of the New York Building Congress. "Faced with a housing and affordability crisis, there has never been a more critical time to think creatively about boosting housing production, particularly around parts of New York that have access to mass transit. We urge the city and state to seize this chance to create desperately

needed housing units and extend access to the cultural and economic opportunities that no other city in the world can offer."

By creating a new metric, the Transit-Oriented Development (TOD) Opportunity Score, based on job accessibility, residential density, floor area ratio (FAR) utilization and the residential share of existing land use, the Building Congress identifies the highest-scoring sites across the five boroughs and in neighboring suburbs.

The Building Congress highlights several policy recommendations to combat barriers to housing production and development, including eliminating the residential FAR cap at the state level, expediting environmental reviews for public transit and TOD projects, incentivizing office to residential conversions, extending the completion deadline for vested 421-a projects, allowing accessory dwelling units (ADUs), rezoning auto-centric districts and more.

FOR FULL STORY VISIT NYREJ.COM

## Lincoln Equities Group to build 220,000 s/f speculative warehouse

**VALLEY COTTAGE, NY** Lincoln Equities Group (LEG) broke ground on a 220,000 s/f speculative warehouse at 625 Corporate Pl. in Rockland County.

Situated on a 23-acre site in Executive Park on Rte. 303 and set for completion in Q3 2023, it will be the first modern logistics facility constructed in the county since 2009. With the average age of industrial properties topping 45 years, Lincoln Equities at Rockland County will be a unique asset in the market, offering tenants a class A facility for meeting today's operating challenges and consumer demands.

The developer has retained JLL Northeast Industrial as the exclusive leasing agent for Lincoln Logistics at Rockland, which will feature an industrial design, superior loading, wide column spacing and energy-efficient LED lighting. It will have 36 ft. clear ceiling heights, 34 loading docks, two drive-in doors, 41 trailer stalls and parking for 123 cars.

Located near I-287 and the



Mario Cuomo Bridge, with access to NYC, Westchester and Fairfield counties, and northern New Jersey, the property is situated at the center of the Northeast's most affluent population pockets. The area immediately surrounding the property boasts median household income levels 74% higher than the national average.

With a pipeline of more than two-million s/f of modern industrial space under development, LEG is responsible for some of the tri-state's most transformational developments, including the 152-acre Lincoln Logistics Bayonne campus.

The exclusive JLL leasing team is led by senior managing director James Panczykowski, executive managing director Dean Brody, and vice president Ignatius Armenia.

According to JLL's Q4 report, the Lower Hudson Valley has transformed from a build-to-suit and owner-user market into a growing speculative construction market with record low vacancy. Lincoln Logistics at Rockland is the only class A industrial facility currently under construction in the county, where vacancy stands at 3.4%, according to JLL's Q4 Lower Hudson Valley market report.

FOR FULL STORY VISIT NYREJ.COM



## Elevate Research Props. commences Iron Horse Labs project - 200,000 s/f

MANHATTAN, NY Elevate Research Properties, the life science subsidiary of Taconic Partners, has revealed plans for its latest project: Iron Horse Labs, a 200,000 s/f class A research lab on the Upper East Side. Iron Horse Labs will be a new lab space named after and located at the birth site of legendary baseball player, Lou Gehrig, who passed away from ALS (Amyotrophic Lateral Sclerosis) in 1941. Gehrig earned the nickname “Iron Horse” given his record streak of consecutive games played. The project is part of a 1.4 million s/f life science development. The new research building will be located at 309 East 94<sup>th</sup> St.

Iron Horse Labs will feature several architectural gestures towards the site’s history including its unique façade which will feature triangular passive sun shading elements which symbolize and resemble baseball stadium pennants. In addition, an exterior plaque denoting Gehrig’s birthplace will be restored, reinstalled, and featured in the new building lobby.

Iron Horse Labs’ inherent function as a cutting-edge research facility is itself a tribute to Gehrig and his continuing status as the face of a disease still in need of a cure.

The project, being developed with partners Nuveen Real Estate and Flatiron Equities, is located



blocks from several major academic and medical institutions such as Rockefeller University, Weill Cornell, Mount Sinai, Memorial Sloan Kettering, NYC Health + Hospitals, and the Hospital for Special Surgery. The project will pair location with features including lab infrastructure, double height specialty research space, multiple loading bays, several outdoor terraces, and amenities. The project will also feature energy efficient systems and a raised ground floor slab as part of Elevate’s overall portfolio commitment to ESG initiatives including sustainability and climate resiliency strategies. The project’s location, features, and size make it an attractive flagship opportunity for research organizations, academic medical institutions, or life science and healthcare investment firms looking to house portfolio companies and research programs under one roof.

Demolition and foundation work at the site has commenced and Elevate Research Properties expects to complete Iron Horse Labs in mid-to-late 2025.

## Shawmut Design and Const. participates in annual Women in Construction week

NEW YORK, NY Shawmut Design and Construction participated in Women in Construction (WIC) week, joining the annual celebration that promotes the role of women in the construction industry and highlights the critical need for increased representation nationwide. The firm’s WIC Week activities were developed specifically to align with this year’s theme, celebrating the different journeys women have taken to a career in construction and the goal of bringing more women to the industry at all levels.

While the share of women construction workers has steadily increased since 2016, women still only represent 10.9% of the workforce. This year marks Shawmut’s eighth year participating in WIC Week, and the firm is committed year-round to the advancement and diversity of its workforce. As a result, Shawmut leads the industry with a workforce comprised of over 30% women and 20% in senior roles. And the future is looking more equitable, as women comprised 50% of the recent graduates from Shawmut’s Construction Management Skills Training (CMST) program for recent college grads.

“Every year, I look forward to celebrating Women in Construction week, as it is an important time to



Shawmut employee-owners with Kimberly Bishop during one of the New York breakfast panels. Shown (from left) are: Shawmut senior project accountant Arvinder Kaur, business partner manager Kara Goings, assistant project accountant Thalia Navedo, assistant project manager Liv Needham, senior project manager Carolina Zapata, chair of the board Kimberly Bishop, finance manager Ilva Godo, and marketing manager Ivana Li.

recognize the women in this industry while also taking action, driving awareness, and hosting impactful discussions to help create a more

equitable and inclusive industry,” said Les Hiscoe, CEO at Shawmut Design and Construction.

FOR FULL STORY VISIT NYREJ.COM

## Savills hires Buscaglia as executive director

NEW YORK, NY Savills added Fred Buscaglia as an executive director, building on the firm’s current project management capabilities and strategic advisory services.



Fred Buscaglia

Buscaglia holds more than 30 years of experience in construction

project management and real estate advisory in the financial, insurance, media, and law firm sectors. Buscaglia has provided executive oversight on high-visibility corporate interior projects globally, with broad technical, mechanical, and design expertise that has proven integral to a holistic real estate solution. In his career, he has accumulated over 10 million s/f totaling over \$1 billion in project value.

The Hub on Third, Gainesville, FL

One Flushing, Queens, NY

Homeowner, Queens Village, NY

Center Point Apartment, Cedar Rapids, IA

Follow us:

◆ ALUMINUM ◆ VINYL ◆ UPVC ◆ RESIDENTIAL ◆ COMMERCIAL ◆ ARCHITECTURAL

**CRYSTAL**® 31-10 Whitestone Expwy, FLushing, NY 11354  
**800.472.9988**  
 WINDOW & DOOR SYSTEMS, LTD. *Made In America Since 1990*  
 WWW.CRYSTALWINDOWS.COM



Crystal Windows Affiliations:





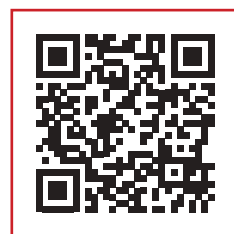


**SERVICING NYC & WESTCHESTER**

[WWW.CLEANCARTING.COM](http://WWW.CLEANCARTING.COM)

**ROLLOFF DUMPSTERS AND PACKER TRUCK SERVICES**

**1/2YD, 2YD, 10YD, 12YD, 15YD, 20YD, 30YD, 40YD**



**DEBRIS REMOVAL,  
LIVE LOAD & DUMPSTER  
RENTAL SERVICES**

**H O N E S T | R E L I A B L E | C L E A N**

**+1 718 704 1166**

**+1 914 737 5865**

**CLEAN CARTING SERVICES INC.**

**49-47 31ST STREET, LONG ISLAND CITY, NY 11101**



## Architect Spector launches new company SPECTOR with two locations

NEW YORK, NY Marc Spector, FAIA has launched SPECTOR Companies, a multi-disciplined enterprise



Marc Spector

with a focus on sustainability and AI innovation. Based in New York and Miami, SPECTOR offers a continuum of services that

span architecture, interior design, project management, master planning, and real estate consulting services, all aimed at advancing human health and well-being in buildings and communities around the world.

“Our creative and technical teams include some of the industry’s most accomplished professionals who share our values, purpose and approach,” said Spector. “We are excited to be able to work more nimbly and creatively with our clients, aligning our interests with theirs to become vested creative partners in their achievements.”

SPECTOR Companies’ expertise spans a wide range of project typologies, including workplace/life place interiors, core and shell commercial, mixed-use, multifamily, hospitality, education, healthcare, institutional, sports and entertainment, and select sin-

gle-family residences. The firm’s WELL certified and Passive, Zero Net Energy work protocols bring ESG principles to the built world, while their innovative AI-driven approach is next-generation technology being implemented today.

## Hoffmann establishes Diversity Scholarship

NEW HAVEN, CT Hoffmann Architects + Engineers contributed \$25,000 to fund the Hoffmann Diversity Advancement Scholarship, administered through the Connecticut Architecture Foundation. The fund provides scholarships for students from underrepresented racial or ethnic groups who are seeking degrees in architecture or engineering.

The Hoffmann Diversity Advancement Scholarship is open to applicants who are students entering or enrolled full-time in an NAAB-accredited architecture program or ABET-accredited civil or structural engineering program, and residents / full-time college or university students located in southern New England or the eastern Mid-Atlantic regions that form the core of Hoffmann’s practice. Eligible applicants represent a minority racial or ethnic group, as defined by the State of New York.

## Empire to begin construction of Apple Cinemas first NY location

PITTSFORD, NY Empire Commercial Construction, a retail-focused division of regional general contractor Taylor The Builders, was given the construction contract for Apple Cinemas within Pittsford Plaza located at 3349 Monroe Ave. In partnership with Apple Cinemas and plaza owner Wilmore Properties, Empire will be transforming the 27,000 s/f former Pittsford Cinema 9 space into the Massachusetts-based luxury movie theater chain’s 13<sup>th</sup> location, and the first in New York State. The overhauled theater is expected to be open late-spring/early-summer.

“Empire is proud to establish a relationship with the owners of Apple Cinemas,” said Empire president, Jayne Penepent. “The revamped theatre will not only return a much-needed movie theater option to the Pittsford and Rochester Communities, but an overall improved luxury experience with a dine-in setting.”

The cinema will feature eight screens, deluxe seating, 4K projection, and Dolby ATMOS sound. As part of a full-service experience, a full kitchen will be added along with alcoholic beverages, for a dine-in setting to view new releases, blockbuster movies, and foreign films in your premium re-



Rendering by TK Architect

cliner. Apple Cinemas also opened new theaters in the Hartford, Con-

necticut market, New Hampshire and Maine.

## Dattner Architects promotes Ro and Engel

NEW YORK, NY Dattner Architects has promoted Ruth Ro AIA, LEED AP BD+C to principal and Keith Engel AIA, LEED AP BD+C, CPHD to associate principal.

Ro leads the planning and architectural design of large-scale mixed-use projects. Her approach to working with clients and consultants is characterized by a commitment to problem solving through design and the belief in successful collaboration. Ro is part of Dattner Architects’ design and Technology Committee, and she is one of the leaders in the firm’s Equity, diversity, and Inclusion

Committee.

Engel values architecture’s ability to affect change and provide meaningful and equitable experiences, and he has dedicated his career to practicing socially responsible design with a focus on affordable and supportive housing. Engel has a nuanced perspective of a city in constant transition, and a personal commitment to a collaborative practice that invigorates neighborhoods and promotes constructive dialogue within the urban realm. He also currently serves as one of the firm’s housing studio directors.



EST. 1986

# GAMCO

35 Years of Manufacturing Quality Fenestrations & Architectural Metals  
131-10 Maple Avenue, Flushing, NY 11355

Commercial Windows

Curtain Walls

Storefronts

Glass Doors

Skylights

Canopies

Louvers

Railings

VISIT OUR WEBSITE FOR MORE PRODUCTS AND DETAILS




(718) 359 8833 | [info@gamcocorp.com](mailto:info@gamcocorp.com) | [www.gamcocorp.com](http://www.gamcocorp.com)



# TRUST — THE — REPUTATION JOIN — THE — OFFICE EVOLUTION

A forward-thinking real estate firm providing brokerage, property management, and consulting services since 1920.



212.679.5500  
adamsre.com





## SWBR promotes eight employees to associates and shareholders

ROCHESTER, NY SWBR has named Marlee Beers, Adam Bonosky, Jasmine Calhoun, Josh Greenaker, Kimberly Mura, Kris Sambor, Jeff Spenard and Tom Thompson associates and shareholders of the firm.

Beers, RLA, landscape architecture manager, has been with the firm since 2015. Beers manages a variety of projects ranging from urban mixed developments to small-scale complex site designs.

Bonosky, AICP, AIA, senior planner, has been with the firm since 2020 and specializes in urban design projects including community development plans and downtown revitalization plans.

Calhoun, senior finance specialist, has been with the firm since 2020 and is responsible for payroll processing, software training, expense report management, and assisting the finance manager with monthly and year-end reporting.

Greenaker, project designer, is a designer in SWBR's workplace studio and recently managed the firm's conversion to Autodesk Construction Cloud. He joined the firm in 2018.

Mura, senior communications coordinator, has been with SWBR since 2014. Mura is responsible for promoting the firm's brand identity through content writing and public relations.

Sambor, graphic designer, is responsible for the design and creation

of the firm's promotional collateral including marketing materials, website, intranet, and signage. He joined the firm in 2016.

Spenard, AIA, Syracuse office manager, provides staff leadership and project and business operations management for the firm's Syracuse team. Spenard joined SWBR in 2022.

Thompson, construction administration manager, has been with SWBR since 2020. Thompson manages the firm's in-house construction administration team, which ensures project design accuracy through construction completion.

SWBR now has 70 shareholders.

## DXA Studio promotes Thordarson to principal

NEW YORK, NY The partners of DXA Studio have promoted Sando Thordarson to principal. Thordarson brings a lot of experience to the position, having contributed to projects ranging from urban to rural, single-family to large-scale buildings, and much more. He believes design can respond to the constraints of any given project in a way that has a meaningful and layered impact on its community.



Sando Thordarson

# Hoffmann receives Moses Award from New York Landmarks Conservancy

MANHATTAN, NY Hoffmann Architects + Engineers' historic facade rehabilitation and window replacement at the 69<sup>th</sup> Regiment Armory has been selected for the Lucy G. Moses Preservation Award, the New York Landmarks Conservancy's prestigious recognition for outstanding preservation efforts.

The Moses Award represents the Conservancy's highest honors for excellence in preservation. The coveted awards are named for Lucy G. Moses, a dedicated New Yorker whose generosity has benefited the city for decades. The awards are made possible through the ongoing support of the Henry and Lucy Moses Fund.

The Conservancy will present the Moses Awards at a gala event on Wednesday, April 19, 2023 at 6:00pm at Saint Bartholomew's Church.

The result of the transformation was recognized by the New York Landmarks Conservancy for preservation excellence. The restoration succeeds in returning the building to its Belle Époque aesthetic, with vastly improved safety, security, and performance.

### An Icon of Beaux-Arts Military Architecture

The 69<sup>th</sup> Regiment Armory, at 68 Lexington Ave. in the Flatiron district, was completed in 1906.



The building is one of the first armories from the period to jettison the prevailing medieval-inspired castellated style in favor of Beaux-Arts architecture.

Home of the "Fighting 69<sup>th</sup>," a fabled unit of the New York National

Guard whose members served with distinction in the Civil War and World Wars I and II, the armory remains an active military complex for the Army National Guard. In addition, the barrel-vaulted drill hall is used as an exhibition space, serving as the site of the first major exhibit of modern art in America in 1913.

Given the building's distinctive architecture and storied history, it is registered as a New York City Landmark, listed on the State and National Registers of Historic Places, and designated as a National Historic Landmark.

FOR FULL STORY VISIT NYREJ.COM

## Judlau Contracting signs 14,387 s/f lease with RockFarmer Props. at Heritage Tower

QUEENS, NY Judlau Contracting LLC has signed a long-term lease with RockFarmer Properties for 14,387 s/f at Heritage Tower, located at 82-11 37<sup>th</sup> Ave. in Jackson Heights. The new lease brings the recently renovated, 135,000 s/f mixed-use office building to 91% leased.

Judlau Contracting was looking for an office space to serve as the general offices and "home base" for its team as the company begins work on the 'Five Stations Renewal' project of the Flushing Line (7), which will include improvements

to the 52<sup>nd</sup> St., 69<sup>th</sup> St., 82<sup>nd</sup> St. - Jackson Heights, 103<sup>rd</sup> St. - Corona Plaza and 111<sup>th</sup> St. stations.

Michael Lee, first vice president of CBRE represented the landlord, RockFarmer Properties, in the direct transaction. Judlau Contracting's new lease encompasses 11,126 s/f — the entire eighth floor — and 3,261 s/f on the fourth floor. Although the terms of the deal were not disclosed, asking rents at Heritage Tower are \$50 per s/f. The company expects to move into its new offices this spring.

ENGINEERING A WORLD  
THAT IS USABLE  
AND ACCESSIBLE  
FOR ALL

[syska.com](http://syska.com)

1185 Avenue of the Americas, New York, NY 10036

212-921-2300

Follow us @syskahennessy



SYSKA HENNESSY  
GROUP



ENGINEERING & ARCHITECTURE  
BUILDING ENVELOPE RESTORATION & FISP  
NYC SPECIAL INSPECTIONS  
MEP & ENERGY CONSULTING SERVICES



T H E  
**FALCON**  
G R O U P

## WE HAVE NYC COVERED

The Falcon Group is a unique, full-service Engineering, Architectural & Energy Consulting firm. Falcon's primary focus is on existing facilities ranging from site, building envelope and energy improvements. Our full-service capabilities focus on your building's specific needs. Falcon's mission is to ensure each of our clients are held at the highest level of individualized service.

350 7th Avenue, Suite 2000  
New York, NY 10001

[www.thefalcongroup.us](http://www.thefalcongroup.us)  
(800) 839.7740



# The key role for commercial real estate in advancing electric vehicles



**Daniel Colombini**  
Goldman Copeland



**Vinod Palal**  
Goldman Copeland

The largest contributor to U.S. greenhouse gas emissions is transportation, and road travel accounts for three-quarters of transportation emissions globally, with 45% of that coming from passenger vehicles. That's why it's so crucial that the United States shift from fossil-fueled vehicles to electric ones, and commercial real estate can play a key role in that transition.

The United States has set a goal that half of all new vehicles sold in the nation will be zero-emissions vehicles, including electric or plug-in hybrids, by 2030. But a major challenge is having sufficient infrastructure in place to support charging those vehicles. The U.S. Infrastructure Investment and Jobs Act of 2021 includes \$7.5 billion to build out the first-ever national network of electric vehicle (EV) chargers, and the Inflation Reduction Act of 2022 offers expanded federal tax credits to persuade more businesses to add chargers.

Still, there's the chicken-and-egg problem of which comes first: sufficient sales of electric vehicles or the supply of needed chargers.

As *The Wall Street Journal* states, "The government is pouring billions of dollars into developing a national highway charging network. But businesses aren't sure how they will make money, and the nascent industry looks messy."

The challenge is greatest in the case of long-distance travel, where drivers need confidence that there will be sufficient available and speedy chargers, and commercial providers of chargers need confidence that the market will justify the investment. But a significant portion of road travel is commuting, and that's where commercial real estate broadly enters the picture.

In 2017, commuting to and from work accounted for about a quarter of total vehicle trips in the United States, and about 30% of vehicle-miles traveled. While the COVID-19 pandemic may have changed those numbers somewhat – with an increase in remote working counter-balancing a shift from public transportation to private cars – a 2022 Statista survey shows that 76% of American commuters still use their own cars to move between

home and work.

That means that a significant portion of the needed shift to electric vehicles can be addressed by considering the challenge differently: Think of long-road travel and commuting (plus local deliveries) as separate channels to be addressed.

The two have very different obstacles, because commuting is far more predictable and the distance covered in each trip is shorter. Commuting also has two major sources of chargers – home-based and work-based, and a major resource on which to draw: commercial real estate.

Commercial real estate – office, retail, industrial, and residential – can offer EV chargers in its garages or parking lots as a service to tenants, employees, residents, visitors, and fleets, as a competitive marketing advantage, and as a sign of environmental commitment. It also has major advantages over providers of chargers to long-distance drivers.

Those advantages include the following: it is dealing with a known population of drivers; it can survey their needs; it can then phase in the installation of EV chargers, based on known demand. The survey of needs can determine not only whether those being surveyed drive electric cars but where else they may be charging them. Do they have an EV charger at home, for instance?

How much do they need to rely on EV charging at the specific commercial property?

Commercial real estate owners can then create a strategy for installing EV chargers that makes financial sense from the outset. Most properties have some infrastructure capacity – without a service upgrade – to add charging stations for a small portion of current parking spaces. Any needed upgrades can be designed to match anticipated demand in phases, so that the investment and the demand are closely aligned.

The investment has three primary cost factors: the upfront infrastructure upgrade required; the financial incentives available, and the potential for the upfront cost to be reimbursed over time through a nominal surcharge (perhaps 10 cents per hour per charge) beyond the energy consumed by each vehicle. Government and utility incentives are often available, such as the federal tax credit, and can cover 50% or more of the cost. The extent of incentives can be affected by location and type of property.

Commercial real estate owners have the added advantage of a long-term commitment to their property. That enables patience in achieving a suitable return on the infrastructure investment.

The transition to electric vehicles

is vital. Commercial real estate owners can advance this national priority, while ensuring that the investment suits the demand on a specific property and will achieve the projected return. That will provide a major jolt to our national ambitions.

**Daniel Colombini and Vinod Palal are principals at Goldman Copeland, Manhattan, NY.**

## AIA honors Urbahn Arch. with Excelsior Award

**NEW YORK, NY** American Institute of Architects (AIA) New York State Chapter has honored Urbahn Architects with its 2022 Excelsior Award in the Renovation/Addition category for the design of the flood mitigation and storm resiliency upgrade at the IND B and D Lines subway station at 155<sup>th</sup> St. and Frederick Douglass Blvd. for MTA Construction & Development (MTA C&D). AIA New York State, in partnership with the New York State contracting agencies, created the Excelsior Awards in 2014 to provide a model of excellence for state-funded building design, landscape architecture, and public art, including professional practice and advocacy.

**FOR FULL STORY VISIT NYREJ.COM**

**KOW** BUILDING CONSULTANTS

THE RIGHT TEAM IS EVERYTHING.

LET KOW HELP ON YOUR NEXT PROJECT.

KOW Building Consultants, a trusted provider of construction consulting and due diligence services since 1978:

PLAN AND COST REVIEWS

PROPERTY CONDITION REPORTS

CONSTRUCTION LOAN MONITORING

ENVIRONMENTAL SERVICES

SUSTAINABILITY CONSULTING

(855) 966-5888 | KOWBC.COM



In-Person and On-Line Courses

# TEACHING SAFETY & SKILLS IN CONSTRUCTION



[AndromedaAcademy.com](http://AndromedaAcademy.com)

SCAN CODE FOR COURSES



**COURSES FOR NOVICE STUDENTS, EXPERIENCED PROFESSIONALS  
AND ORGANIZATIONS ALIKE**

## UNPARALLELED TRAINING FACILITY

49-29 31st Street      T: 1.347.510.4283  
Long Island City, NY 11101      E: [info@AndromedaAcademy.com](mailto:info@AndromedaAcademy.com)

[www.AndromedaAcademy.com](http://www.AndromedaAcademy.com)





# MGE

*MGEngineering D.P.C. / we engineer success*



*For over 25 years MGE has provided best-in-class engineering services. We look forward to continuously raising the bar and providing innovative solutions to our clients.*

**MECHANICAL / ELECTRICAL / PLUMBING / FIRE PROTECTION /  
FIRE ALARM / LIFE SAFETY SYSTEMS / TECHNOLOGY**

116 West 32<sup>nd</sup> Street, New York, NY 10001  
p. 212.643.9055 [mgedpc.net](http://mgedpc.net)  
New York | Miami



*We evaluate the risks.*



## Environmental Health Investigations, Inc. (EHI)

- Indoor Air Quality Testing
- Industrial Hygiene and Occupational Health Services
- Asbestos Consultations and Testing
- Construction Emissions Monitoring
- Phase I & II Environmental Site Inspections & Assessments
- Lead Paint Testing
- Program Development and Training Services
- Expert Witness Testimony

655 West Shore Trail • Sparta, NJ 07871

**Phone: 973-729-5649**

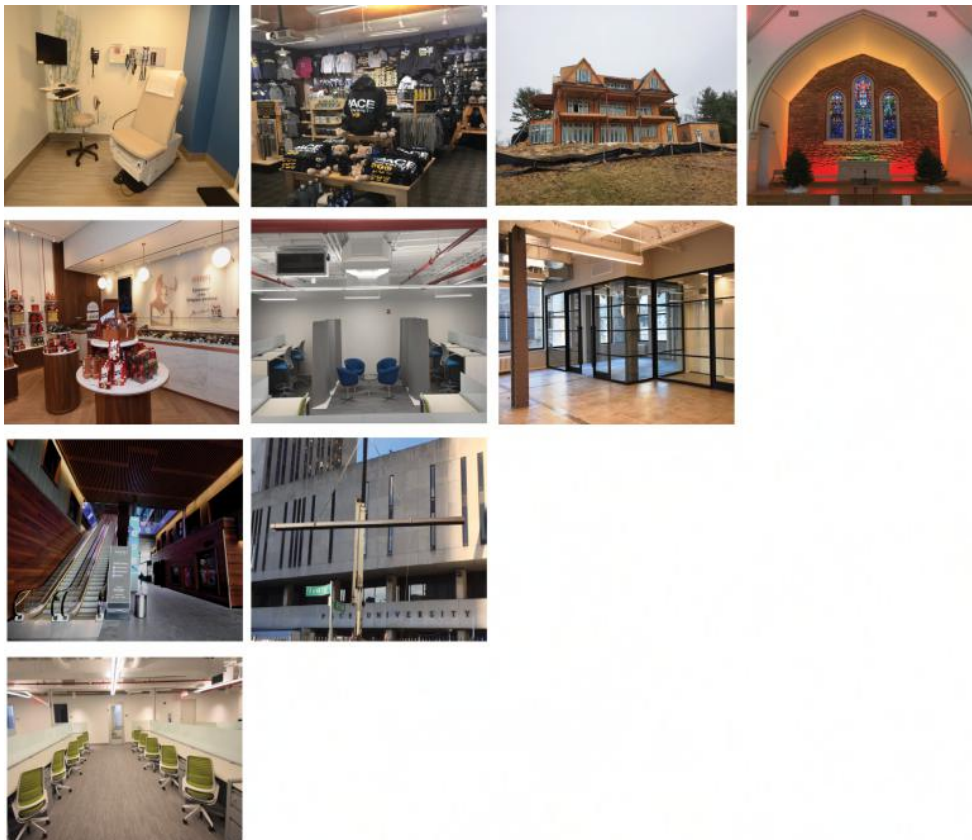
Email: [info@ehi-inc.com](mailto:info@ehi-inc.com)

Web site: [www.ehi-inc.com](http://www.ehi-inc.com)

**fx**collaborative

Architecture  
Interiors  
Planning

[fxcollaborative.com](http://fxcollaborative.com)



**NYCAN**  
BUILDERS ★ LLC

GENERAL | CONSTRUCTION  
CONTRACTORS | MANAGERS

151 West 19th Street, 4th Floor  
New York, NY, 10011

[www.nycanbuilders.com](http://www.nycanbuilders.com)  
212.599.5152

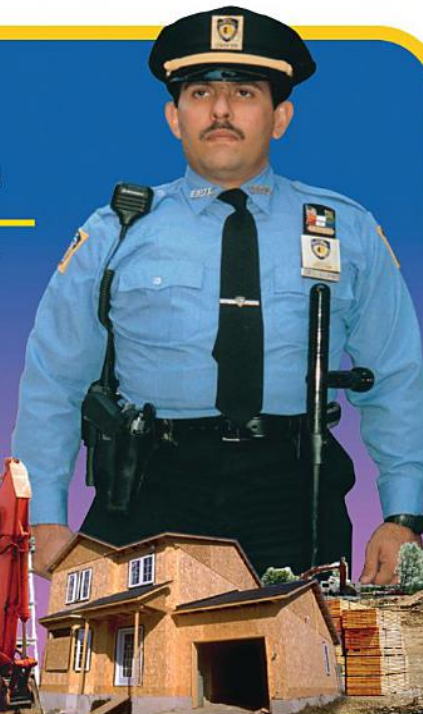




When you're ready to demand more from your security service!<sup>SM</sup>

NEW YORK/NEW JERSEY'S TOP SECURITY SERVICE FOR 40+ YEARS

SERVING ALL 5 BOROUGHES & THE NY/NJ METRO AREA.



24 HR EPIC COMMAND & DISPATCH CENTER

# 1-800-548-3434

THE EPIC BUILDING • 2067 BROADWAY • NYC 10023

## CONSTRUCTION INDUSTRY SPECIALISTS

- ARMED & UNARMED SECURITY OFFICERS
- PRIVATE POLICE ACADEMY® – APPROVED SECURITY GUARD TRAINING
- FDNY CERTIFIED FIRE GUARDS/GATEHOUSES/NIGHT WATCHMEN
- TEMPORARY/EMERGENCY/SPECIAL EVENTS SECURITY
- QUALIFIED & APPROVED FOR SCA/HPD/PANY&NJ & ALL GOV'T JOBS
- TWIC-SIDA-TSA GUARDS/SWAC GUARDS/OSHA CERTIFIED GUARDS
- **INTELIFAX®** INVESTIGATION SERVICES
- TOP SECURITY AT UNBEATABLE RATES<sup>SM</sup>

LICENSED BY NYS DEPT OF STATE/NJ DIV OF STATE POLICE • 40+ YEARS  
FIDELITY BONDED • FULLY INSURED • \$20 MILLION CGL

Mark J. Lerner, PhD President & CEO  
*Criminologist*

Steven F. Goldman, Exec. VP  
*Licensed Private Detective*

Selwyn Falk, CPP Vice Pres.



NYS & NJ APPROVED TRAINING



40+ YEARS



AWARDED NYARM  
"DEDICATED TO THE INDUSTRY"  
AWARD

## Because the times demand it® NY/NJ SECURITY GUARDS



IN MANHATTAN CALL: (212) 580-3434

[www.epicsecurity.com](http://www.epicsecurity.com)



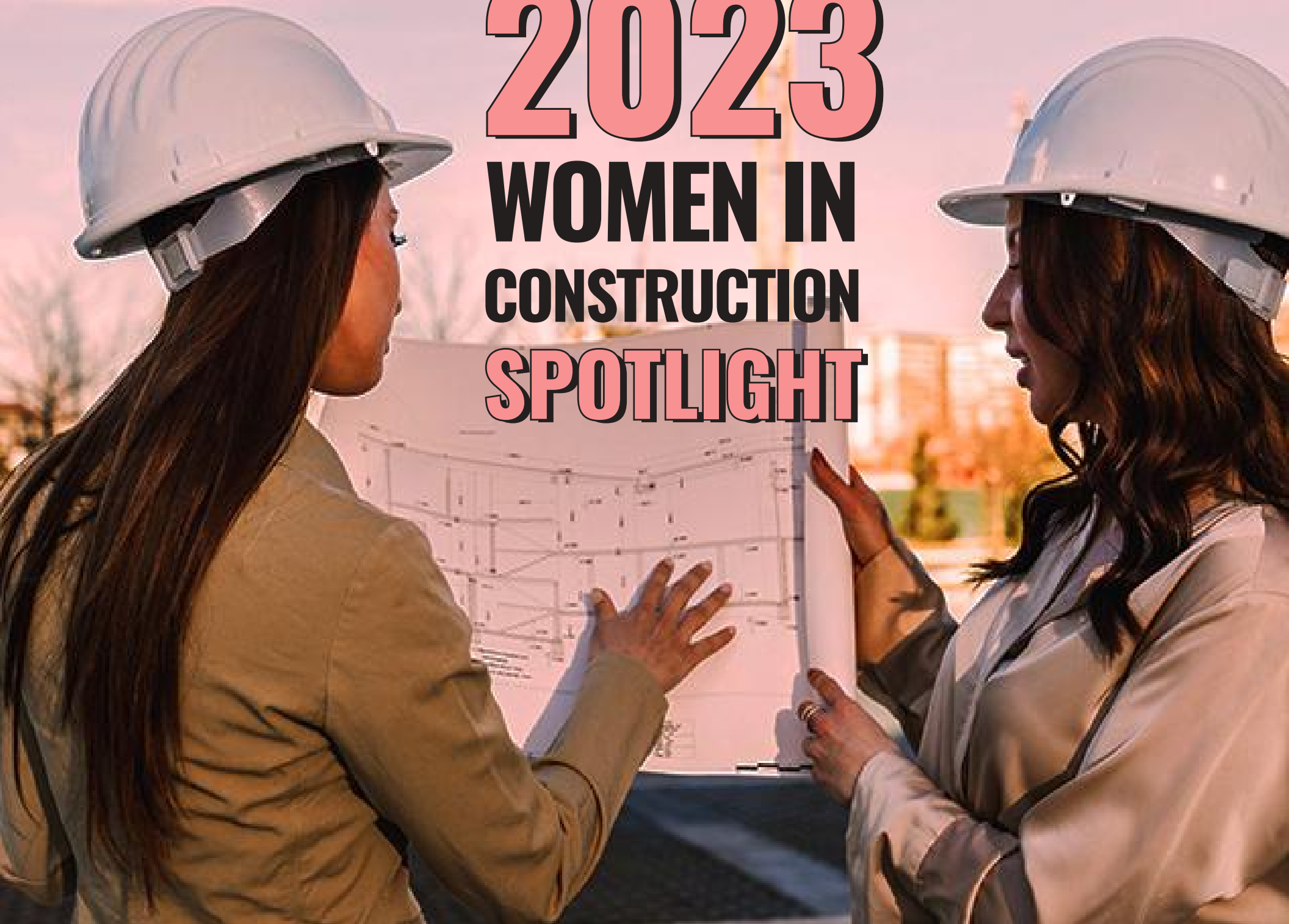
New York Real Estate Journal

EST  
19  
89

# nyrej

THE COMMERCIAL REAL ESTATE MEDIA SOURCE

# 2023 WOMEN IN CONSTRUCTION SPOTLIGHT







EXCELLENCE. INNOVATION. INTEGRITY.

Sweet Group LLC. is a New York-based general contracting and construction management firm with over 111 years of successful history in the Tri-state region.

We provide the full spectrum of design-build, infrastructure, disaster response, and health facility services.

### CORE SERVICES

- General Contracting
- Heavy Civil & Marine-Based Construction
- Infrastructure Services
- Emergency Sheltering & Housing
- Government Contracting
- Disaster Response Services
- Construction Management
- Health Facility Design-Build & Operations



5 Hanover Square, 17th Floor  
New York, NY 10004

sweetconstruction.com | P: 212.929.2100





**IS PROUD TO CELEBRATE OUR WOMEN IN CONSTRUCTION**

*Congratulations*



ARUM MAYANGARUM PE  
PROJECT MANAGER



REBECCA KNORR PE  
PROJECT MANAGER



LISA A VIENCKOWSKI  
PROJECT ENGINEER



ILIANA THIERWECHTER  
SENIOR ENGINEER



KARI SCHULTHEIS  
SENIOR ENGINEER



JUNGMIN (SALLY) HWANG  
SENIOR ENGINEER



XIAOYAN (MONICA) MENG  
SENIOR ENGINEER



KARLY M BAST  
STRUCTURAL ENGINEER



VANESSA LEE  
STRUCTURAL ENGINEER



JENNY LEE  
BIM DESIGNER



AMY EVANS  
HUMAN RESOURCES



ASHEENA A GARCIA  
ACCOUNTING MANAGER



VATHU (NANA) NANAKORNPANOM  
SENIOR ACCOUNTANT



**STRUCTURAL + CONSULTING ENGINEERS**

TITANENGINEERS.COM | 908 624 0044 | 1331 STUYVESANT AVE UNION NJ 07083





**April Intrabartola**  
Vice President  
Eastman Cooke & Associates

**What was a pivotal point in your career?**

My most pivotal point work-wise was launching Eastman Cooke & Associates in 2009 with business partner Peter Morandi! At the time, I was a special education teacher working with students on the autism spectrum. Peter and I grew up in the construction industry and he was contemplating launching a firm based in both Long Island and New York City. His enthusiasm was contagious, and I was blown away by his brilliantly unorthodox business plan. Without realizing it, I was ready for a seismic change and starting Eastman Cooke turned out to be career kismet!

**How can AEC companies recruit more women?**

As wages rise, we will continue to see more women participating in both management and in the field. Over the past decade, there has been greater acceptance of all-gender hard hats on construction sites, creating additional and better opportunities. Another catalyst in the AEC space is technology. More than ever before, being on a job site requires brains and brawn!



**Melissa Slavin**  
Business Development  
Bohler

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** I highly recommend joining your local Commercial Real Estate Women (CREW) chapter. For six years now, I have been a proud member of CREWNY, and currently, as the Communications Chair, I serve on the Board of Directors. My involvement has significantly enhanced my experience and enabled me to become an integral part of the community. Being an active member and holding a leadership position on the Board of Directors has provided me with opportunities to network with other A/E/C professionals, expand my skillset, acquire new knowledge, and hone my leadership abilities.

**What is your favorite building in New York?** With so many remarkable buildings in New York City created by women architects, selecting a favorite is no easy task. Nonetheless, the Hearst Tower located in Midtown Manhattan, designed by architect Dame Zaha Hadid, stands out. Completed in 2006, it boasts an impressive geometric facade and employs cutting-edge sustainable materials, setting a new standard for innovation in the field.



**Ragin Pace**  
Project Engineer  
Bohler

**How can AEC companies recruit more women?** Organizations that champion the education of young women provide valuable opportunities for companies to contribute and volunteer. One such organization that Bohler highly recommends is Girls Inc. In addition to mentoring and fostering leadership skills, Girls Inc encourages young women to explore and develop their passion for STEM. By providing early support and encouragement to young women in STEM, companies can cultivate a diverse and innovative workforce for the future. It is our obligation to give back to our communities and promote the education and growth of young women. Through partnerships with organizations like Girls Inc, Bohler strives to motivate and enable young women to pursue their interests in STEM and become tomorrow's trailblazers and visionaries in the industry.

**What is your favorite building in New York?** Among the many impressive architectural works, 56 Leonard stands out to me as a personal favorite due to its distinctiveness and visual appeal. Additionally, I am eagerly anticipating the completion of Brooklyn Tower. Situated in Tribeca, 56 Leonard is a residential skyscraper that was constructed in 2016, with design by Swiss architecture firm Herzog & de Meuron.



**Michelle Dowd**  
Vice President of Estimating  
Reidy Contracting Group

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** There are so many great organizations out there supporting women right now. I would highly recommend NEW|Nontraditional Employment for Women and the CoreNet NYC|Women's Leadership Committee. Both organizations empower women and provide the necessary resources for women to be successful within the AEC industry.

**What was a pivotal point in your career?** Becoming the head of RCG's estimating department in 2018. Realizing that the knowledge I've gained over the years, and the hard work I've put in, allowed me to step into this new role as a leader and it's a very proud moment for me. To have an opportunity like this at such a young age and to have the trust and support of my peers means a great deal to me. It's a role that allows me to grow as a person and mentor to my team. It's also rewarding to know that I've contributed to the success of the company and I'm excited for the future of RCG. During my time at RCG, I've been exposed to all sectors of how a job is built from test fits to move in, and I personally feel that knowledge is power and understanding all aspects of a project is important for any career.

**EW HOWELL**  
CONSTRUCTION GROUP  
**BUILD SIMPLY.**  
WWW.EWHOWELL.COM

IS PROUD TO CELEBRATE  
**WOMEN IN CONSTRUCTION**

**WE THANK YOU ALL!!!**





REIDY CONTRACTING GROUP

Reidy Contracting Group is proud to be a

# WOMEN OWNED BUSINESS

Congratulations to our own

**Michelle Dowd**

for being featured in NYREJ's 2023  
Women in Construction Spotlight



[info@reidygroup.com](mailto:info@reidygroup.com)



[www.reidygroup.com](http://www.reidygroup.com)



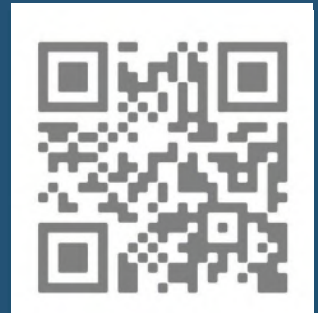
[@reidygroup.com](https://www.instagram.com/reidygroup.com)



58 West 40th Street, Floor 2  
New York, NY 10018



(212) 532-4600







**Danielle Grillo Pemberton**  
Director of Public Projects  
Sweet Group LLC

**What was a pivotal point in your career?**  
In 2012, after Hurricane Sandy devastated NYC, I was assigned to the city's rebuilding efforts at the mayor's Housing Recovery Office. I had never worked in housing recovery, let alone been involved with disaster response at this level. In an extremely tight time-frame, our team was able to set up groundbreaking programs for rebuilding our housing stock and supporting our neighborhoods and the residents that live there. This experience changed the direction of my career and introduced me to people that have had an impact on my life to this day.

**How can AEC companies recruit more women?** Throughout my career I have always worked in fields that are non-traditional for women – construction, law enforcement, etc. I have been lucky to have incredible mentors – many of them women – who inspired me and kept driving me to achieve my goals. I find companies that value their employees and diversity of opinion and experiences have better results in recruitment of a talented workforce – regardless of gender. Leveraging existing diversity to champion the industry and recruitment is key to relating to potential candidates and showing them a clear vision of where they advance in their own careers.



**Rebecca Knorr, PE**  
Project Manager  
Titan Engineers, PC

**In the past year, what project or accomplishment are you most proud of?** Throughout my career, I have been fortunate to work on a variety of projects with talented engineers. Each of these projects has challenged my engineering knowledge and molded my leadership skills. This past year, I became the first woman to be internally promoted to Project Manager at Titan Engineers. I am extremely proud to have earned this position and am excited for the opportunity it symbolizes for our younger engineering staff.

**What was a pivotal point in your career?**  
In 2019, I was privileged to co-found Women of Titan, an affinity group designed to build a safe community of support and encouragement, and to promote respect for women in the engineering profession. As a young female engineer, this type of community was not readily available to me in environments with all-male leadership, making it difficult to envision a future in this career. Now, as a more seasoned engineer, I want to make sure future generations have something to aspire to, with an example to follow and goals to work toward. Creating this group has truly changed the trajectory of my career, and it is empowering to be able to share my experiences, provide advice, and be a mentor to younger women engineers.



**Sloane Brown**  
Operations Manager  
Swinerton

**What is your favorite building in New York?** I don't know that I could pick just one. I have quite a few, for different reasons but I will say that my favorite 'skyline' view is always flying past the city at night. All of the buildings lit up and twinkling still gives me goose bumps to this day.

**How can AEC companies recruit more women?** When I was considering career paths, general construction never even occurred to me. Thankfully I found a path that eventually led me here, but I think it's really important to make sure women are aware of what is possible for them early on in their education and careers. A great way to accomplish this is through career fairs and internships, which Swinerton and many other GC's invest a lot of resources in. And then, in more of a 'boots on the ground' sense, having women in the industry who lead by example and show others what is possible is key. Already in my career, I've had a few young women let me know that I helped inspire them to either explore construction or keep forging ahead with it. As more women see what is possible, this momentum will continue to compound.



**Jessica Gomes**  
Tax Principal  
Grassi Advisors & Accountants

**In the past year, what project or accomplishment are you most proud of?**

The accomplishment I am most proud of is obtaining my Enrolled Agent (EA) license, the highest credential issued by the IRS. I challenged myself to pass the exam and obtain the certification before the busy tax season began, and I reached that goal. I can now represent my construction clients before the IRS and offer even more support and guidance in their tax controversy matters.

**How can AEC companies recruit more women?**

AEC companies looking to recruit more women should do more to acknowledge and communicate to women that we are enough. Outside pressures and responsibilities can make us take a step back and feel we cannot have it all at both work and home. Knowing that our employers recognize and appreciate what we put forth—above and beyond outside roles—can make women feel more comfortable in this industry. In fact, what we contribute is more than just enough. Being able to juggle multiple responsibilities at once is one of the many qualities that make women so powerful in this environment.



**Holt**  
CONSTRUCTION  
www.holtcc.com

**Building Relationships Since 1919**

Construction Management  
General Contracting  
Design-Build  
IPD/CPD

Florida | Massachusetts | New Jersey | New York | Texas



**SPECTOR**  
COMPANIES A Spector Group II, LLP Entity

**Congratulates**  
**ELLA PAOLILLO**  
Interior Designer

and all the women  
recognized in NYREJ's 2023  
Women in Construction Spotlight

Architecture  
Interior Design  
Master Planning  
Project Management

New York | Long Island | Miami  
www.spectorcompanies.com





- > SPECIAL INSPECTIONS
- > MATERIAL TESTING
- > STRUCTURAL ENGINEERING
- > SITE MONITORING
- > NON-DESTRUCTIVE TESTING

**AMAA** is proud to celebrate women in construction!

Congratulations to our Special Inspector, **Jennifer Luu**, and to all the women being recognized in the **New York Real Estate Journal's 2023 Women in Construction Spotlight!**



VISIT **AMAA-ENG.COM** TO LEARN MORE





**Hongbo Wang, Ph.D, PE**  
Associate  
DeSimone Consulting Engineering

**In the past year, what project or accomplishment are you most proud of?** As the most senior woman structural leader at DeSimone Consulting Engineering, I am proud of our work at 1841 Broadway, a 27-story residential tower in Manhattan. DeSimone is the engineer of record and façade consultant for the project, we also performed special inspection services for the reinforcing steel installation, concrete placement, and façade installation. Although we issued the superstructure bid set on February 28, 2020, the project cycle was not delayed because of COVID. We developed a hybrid workflow among the project team to efficiently deliver services throughout the pandemic. In the end, the structure topped out on schedule last June.

**What is your favorite building in New York?** Rockefeller Center. I find the story behind the building to be inspiring. The sprawling complex includes a 850-foot-tall building, and it was built in the during the Great Depression. I read that the construction of the project employed between 40,000 and 60,000 people, so the scale is incredible considering the economic situation at the time. As supertall building engineer, I take inspiration from this incredible project.



**Tara Dollinger**  
Mechanical Engineer  
Emtec Consulting Engineers

**In the past year, what project or accomplishment are you most proud of?** Being an integral part of the design team for the new affordable senior citizen residence located in Wyandanch Village. The project provided a great experience collaborating with other design professionals to meet project requirements, and I gained a better understanding of how many parties are involved in the building process. It was inspiring to hear about the years of planning and determination it took to put this project in motion. And it was rewarding to hear community members speak highly about Wyandanch transitioning from an underserved community to a safe and vibrant place.

**How can AEC companies recruit more women?** I believe that creating a fair, honest, and cooperative work culture is the best way to recruit more women. Being a minority within the field, women will unfortunately experience a few associated hardships throughout their career. One of the most vital roles for combating this is to create an environment that does not tolerate discrimination, and to adequately support women if these experiences do arise. I have been blessed to have such a supportive team, and I am hopeful that I can become an advocate for the next generation of female engineers.



**Karyn Bravo**  
Mechanical Engineer  
Emtec Consulting Engineers

**In the past year, what project or accomplishment are you most proud of?** Working on projects that have significant impact on our local communities is something that I am truly passionate about. Specifically, working on the Hampton Inn and Suites in downtown Huntington was a major accomplishment. This former town hall was redeveloped into a beautiful hotel to accommodate the growing needs of the town.

**How can AEC companies recruit more women?** I believe when companies invest in their employees, and provide their employees with opportunities for growth, it will naturally recruit more women. Highlighting employee achievements and recognizing them in the industry also exemplifies the values of a firm and makes the more desirable to work at.



**Jenn Smaragdas**  
Vice President  
C3S CoRE Consulting, Inc.

**In the past year, what project or accomplishment are you most proud of?** Our firm has grown significantly over the past year, with the addition of three professionals that have added substantial knowledge and value to our company. I'm very proud of the team we are building, and the standards being established.

**What was a pivotal point in your career?** In 2018, I was provided with an opportunity to join two long term colleagues and friends in starting a new consulting firm. We knew our strengths, aware of our weaknesses; took those, learned from them, and created a standard that we felt would add value for our clients and future team. This was the turning point in my career.

**What is your favorite building in New York?** The Ansonia, 2109 Broadway, NYC.

To view complete responses to the  
**2023 Women in Construction Spotlight**  
please visit us online  
at [www.nyrej.com](http://www.nyrej.com)

**DESIMONE**

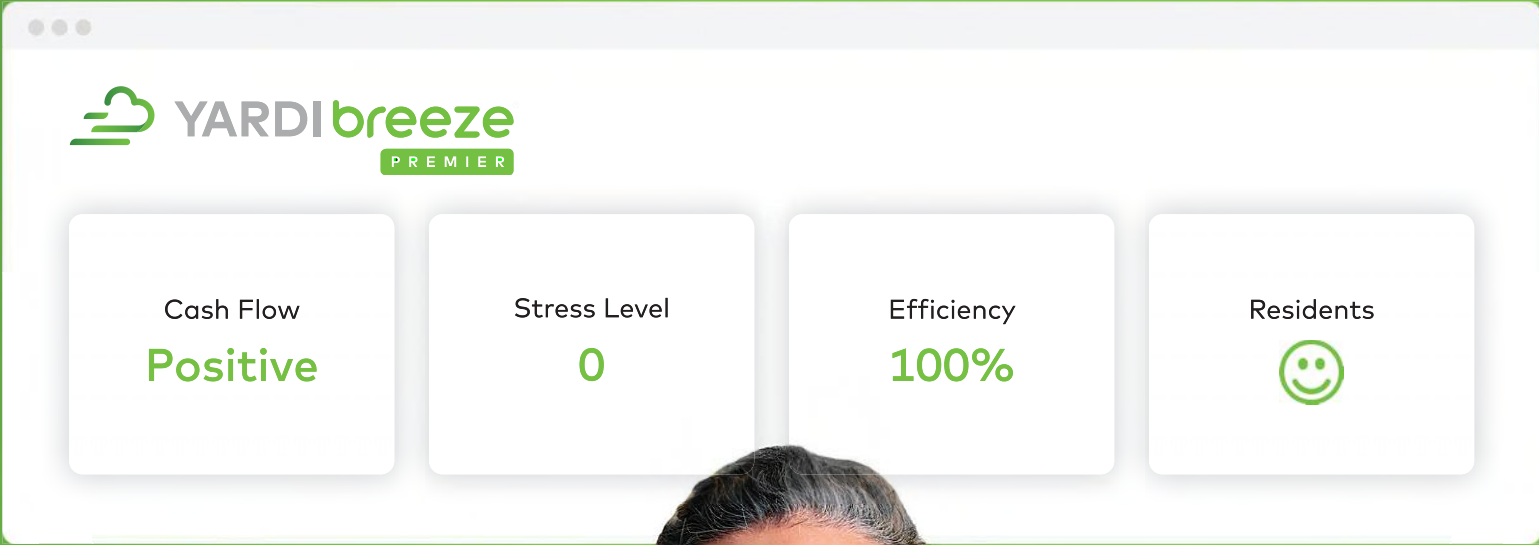
**Celebrating International Women's Month**  
DeSimone is proud to honor the women shaping the AEC industry and our built environment.

DeSimone Consulting Engineering provides leading structural engineering, façade consulting, integrated design and detailing, forensic, and construction consulting services for all types of buildings.

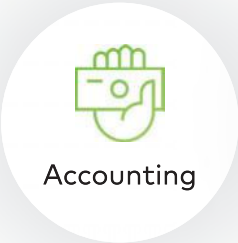
[www.de-simone.com](http://www.de-simone.com)

220 Central Park South  
Project Manager: Hongbo Wang, Ph.D, PE





An intuitive and powerful way to manage your properties from anywhere



Accounting



Operations



Marketing



Leasing



Ready to make work a breeze?  
Get a personalized demo today.

 **YARDI breeze**  
yardibreeze.com | (800) 866-1144





**Carla Giarrusso**  
Project Executive  
Suffolk Construction

**In the past year, what project or accomplishment are you most proud of?** This year my team and I completed a 1 million s/f warehouse in Maspeth, Queens. We finished the project under budget and ahead of schedule, two accomplishments that should be celebrated in the construction industry. I am most proud, however, of the relationship we were able to establish with the client. On a personal level, I have recently been promoted to project executive at Suffolk Construction, and I am looking forward to leading more successful projects in the future.

**How can AEC companies recruit more women?** AEC companies can recruit more women by making long term commitments and being intentional. I have seen organizations commit to hiring women and fail to execute on the promise or hire women for administrative roles only. Until there are more women in STEM programs, companies must make a real effort to seek them out and it will be worth it. At Suffolk, we have a Career Start Program that engages with young professionals out of college and places them into referral programs, rotations and various other positions where they can figure out what they are interested in.



**Julie Yun**  
Project Executive  
Suffolk Construction

**What was a pivotal point in your career?** During the COVID-19 pandemic, healthcare management and construction were deemed essential services in New York. We aimed to construct safe and efficient spaces for hospitals, as quickly as possible, while continuing with our ongoing projects. It was a major growth period for me in healthcare construction in building and leading a department to turn over vital new facilities and handle the surge in demand during that challenging time. It was also a reminder that the work we do in the AEC industry is important, and how rewarding it can be to create spaces for other important professions and purposes.

**How can AEC companies recruit more women?** We need to do a better job attracting women to the industry and improve the environment to provide active mentorship and growth to retain them. It starts with a responsibility to change the idea of what a traditional construction worker is in the minds of STEM students. Many young women aren't aware of the variation in skills and how much teamwork is needed between skilled trades to create the projects we do. Knowing the details of these roles allows young women to understand a more accurate idea of where the industry is heading and ultimately be more enticing to women.



**Swarupa Samant, AIA, LEED AP**  
Principal  
DIGroup Architecture

**In the past year, what project or accomplishment are you most proud of?** Last year, I had what I consider to be dual successes. The first is in New York City while working with NYCSCA, where I oversaw the fast-track design AND construction administration of a 3-K facility in Brooklyn to open in time for the upcoming 2023 school year. In the second, I led the LEED certification process for NJSDA's Camden High School project, which helped earn LEED Silver level. The project also won USGBC-NJ's 2022 Leadership Award for LEED Project of the Year (in the Schools category). Designing and constructing healthy learning environments for students and the community, and the personal and professional satisfaction we derive from the experience, is truly priceless.

**What was a pivotal point in your career?** I have been very fortunate to have had positive experiences in all my past workplaces. Ever since I joined DIGroup Architecture, my career has been on an exciting upward trajectory that has exceeded my expectations. It is a company that believed in my capabilities from day one and supports its team members through various work-life experiences so that each individual can realize their full potential and, as a result, perform at an even higher level.



**Samantha Smith**  
Construction Project Coordinator  
Buckingham Properties

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?**

It's extremely important to get involved with organizations such as NAWIC and WIRED which focus on empowering women in the industry. Women are naturally exceptional networkers and should be capitalizing on that innate ability. Recognize the strengths in other women you meet throughout the industry and work together towards success. We must unlearn this notion that other women are our competition in the workplace and in life. Instead, we should be lifting one another up so we can continue to open doors and create those opportunities that we continue to fight for.

**How can AEC companies recruit more women?**

AEC companies can recruit more women by educating those within their company who might still hold preconceived bias towards women in the industry, paying fair wages, and finding the value in flexibility in the workplace. Make inclusivity and equity a priority and that will shine through to potential candidates.

**H2M architects + engineers** | CELEBRATING **90 YEARS**

**H2M architects + engineers congratulates Jane DeSimone, RA, WELL AP and Jessica Alves, P.E. on being included in New York Real Estate Journal's 2023 Women in Construction Spotlight!**

Jane DeSimone, RA, WELL AP  
Jessica Alves, P.E.

NEW CONSTRUCTION | SUSTAINABLE DESIGN | URBAN DESIGN | CONSTRUCTION SERVICES | RENOVATIONS

H2M is an award-winning multi-disciplinary professional consulting firm with over 500 employees providing design services for the Education, Emergency Services, Energy, Insurance, Municipal, Public Agency, Real Estate, and Water/Wastewater Markets in the Northeast Region.

New York - Melville | New York City | Riverhead | Suffern | Troy | Westchester  
New Jersey - Butler | Central Jersey | Parsippany | Connecticut - Windsor | Florida - Pembroke Pines

631.756.8000 | h2m.com | f in @



# SWINERTON



## PRIDE OF OWNERSHIP. PEACE OF MIND.

Founded in 1888, Swinerton has been building America for over 135 years. With 20 offices in 10 states across the country, we leverage our general contracting, construction management, design-build, and self-perform capabilities with a nationwide network of resources to turn our clients' visions into reality and deliver peace of mind.

**Congratulations!**  
**Sloane Brown**, Operations Manager  
on being recognized in  
New York Real Estate Journal's  
2023 Women in Construction Spotlight



ANDREW PEARL | VP, DIVISION MANAGER  
292 MADISON AVENUE – 16TH FLOOR | NEW YORK, NY 10017  
917.634.8690 | SWINERTON.COM

OWNERSHIP | LEADERSHIP | INTEGRITY | PASSION | EXCELLENCE





**Jessica Pfaff**  
Junior Project Manager/Estimator  
Taylor the Builders

**What was a pivotal point in your career?** Being promoted from an administrative role to a project manager/estimator. I love what I do, even when I was in an administrative role. When I was promoted, I would say this was a pivotal point in my career for I went from taking direction to now providing direction. It was still a career I loved but a whole new way of thinking, so it seemed all new again. Definitely a point in my career in which made me grow as a person overall.

**What is your favorite building in New York?** I appreciate all styles of architecture, however the one building in New York that captivated me above the rest is the St. Patrick's Cathedral in Manhattan. For me, this building has such a grand presence when you see it in person. One of the few buildings that you get lost in the details and lose track of time standing to view this building. In my opinion, this will forever be a "wow" building.

To view complete responses to the **2023 Women in Construction Spotlight** please visit us online at [www.nyrej.com](http://www.nyrej.com)

**Jillian Coffey**  
Project Manager & Estimator  
Taylor the Builders

**In the past year, what project or accomplishment are you most proud of?** I recently completed a women's rehabilitation facility in Newark, NY with Catholic Charities Family and Community Service and DASNY. The project was four additions and to renovate the existing facility. The facility was occupied with clients and staff during construction. And with every phase of the project the clients and staff had to move into a different part of the facility. The project was over a two-year period and most of the renovation work was completed during the COVID pandemic. It defiantly had many challenges with the building being occupied and then with the pandemic meeting all the requirements for both.

**What was a pivotal point in your career?** Leaving my position with a heavy highway company as a field engineer in 2005 and moving back to the Rochester area and obtained a position at Taylor the Builders. My position with Taylor has developed me into a self-confident woman in the construction industry. I have several roles and responsibilities which can range from hard bid estimating to development of a design-build project. I have been taught over the years different aspects of the construction industry which is very valuable.

**Megan Miller**  
Project Manager  
Taylor the Builders

**In the past year, what project or accomplishment are you most proud of?** Gannett Building Renovations. The Gannett Building is a historic landmark in Rochester. Seeing the history be uncovered as we are demoing out the building is amazing- from ink lines to old newspapers and stairs that lead to nowhere. I am extremely proud to be a part of the team that will restore life to it while also keeping so many of the characteristics that make it beautiful.

**How can AEC companies recruit more women?** AEC companies can recruit more women by getting involved with college campuses. I was hired as a co-op through Rochester Institute of Technology. I ended up spending all four of my co-op blocks with the same company and was eventually hired full-time after graduation. I would never have been given the opportunities I have now if they didn't reach out to me about a co-op opportunity.

**What is your favorite building in New York?** My favorite building is the Buffalo Central Terminal. Growing up in Buffalo, I was able to see it sticking up as I was driving down the street to my house. It also holds a sentimental value as both of my grandparents worked there when it was in its heyday. The history surrounding it as well as the details inside and outside make it beautiful to me.

**Jayne Penepent**  
President  
Empire Commercial Construction


**What was your greatest professional achievement or most notable project in the last 12 months?** The historical redevelopment of The Cannery in Fairport, NY into a thriving mixed-use commercial plaza, including its numerous retail buildouts completed by Empire Commercial Construction.

**Why should women consider a career in construction?** It is an industry that has been around since Roman times. Everywhere you work you are leaving your imprint.

**Starting out in the construction business, who or what empowered you?** Owners of Taylor - the Builders.


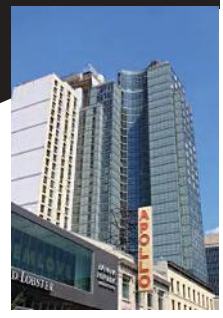
**Who within your own firm has helped you succeed within the construction industry?** The talented Project Managers and Superintendents that we employ. As well as all the skilled subcontractors we hire to assist in our builds.



**What advice would you offer to other women getting into the construction industry?** Express yourself. As individuals we all have great ideas. Let your voice be heard.



**Vista Skywall Systems**  
*Quality Façades and Interiors*

**We Make New York Buildings Beautiful, Inside and Out**

- Furnish and Install**
- Curtain wall and window wall
- Entrances and storefront
- Skylights and canopies
- Interior glass and metal

**Design Assistance**  
**Project Management**

[www.vistaskywall.com](http://www.vistaskywall.com)    718-947-2064

**JRM Construction Management**

- BUILDING UPGRADES
- HEALTHCARE
- INTERIORS
- LIFE SCIENCE
- CORE & SHELL
- CONSTRUCTION MANAGEMENT**
- GENERAL CONTRACTING**
- EDUCATION
- ENTERTAINMENT
- HOSPITALITY
- RETAIL

Precon | CM | GC | Design Build | Green Building  
NY | NJ | FL | CA | [jrmcm.com](http://jrmcm.com)









SPRING  
SCAFFOLDING



SkyTrac  
ACCESS GROUP



INTEGRITY CPBMU



ANDROMEDA  
ACADEMY OF CONSTRUCTION TRADES LLC



ANDROMEDA  
ACCESS GROUP

# SIDEWALK SHEDS SUSPENDED SCAFFOLD EQUIPMENT PIPE SCAFFOLDING CONSTRUCTION HOISTS BUILDING MAINTENANCE UNITS CONSTRUCTION EDUCATION & CERTIFICATIONS



POWERED BY

# ANDROMEDA®

ACCESS GROUP





**Siobhan McNamara**  
Chief Operating Officer  
LPS Direct

**In the past year, what project or accomplishment are you most proud of?** LPS recently completed a mid-sized but substantial construction project for Safelite, a glass repair chain company with more than 7,100 locations across the country. This project marked the first time LPS headed up a construction project of this kind, which included the development of shop space, office space and customer waiting area. My involvement included helping to head up all LPS operations of the project which entailed overseeing and supervising over six different trades within LPS subdivisions. It was a project that was very rewarding for me personally as I was able to oversee and work with many staffers.

**What is your favorite building in New York?** My favorite building is Freedom Tower. The daughter of a retired NYPD detective, I am profoundly proud of the role my father played in the immediate rescue efforts and ongoing cleanup of the 9/11 disaster. Visiting this building reminds me of the sacrifice made by the many men and women who played such a significant role as first responders, including the thousands who lost their lives. The Freedom Tower represents the strength of New York and New Yorkers, and how one building can unite many people, including helping the story of 9/11 live on for generations to come.



**Cathy Savino-Berger**  
Chief Financial Officer  
Levine Builders

**What was a pivotal point in your career?** When the housing market crashed in 2008, it was a very difficult time for the construction industry. With current projects ending and no new work on the horizon, a lot of difficult decisions needed to be made. I remember sitting in a meeting with our owner and other executives discussing how we would weather the storm, and as I spoke, I looked around and realized I was the only woman in the room, yet my voice was equal to and respected by my counterparts. In that moment, I realized the value and contributions I had made to our growth and the impact and success I could continue to make in the future.

**How can AEC companies recruit more women?** Reaching out to school-aged women and girls has great potential to increase the visibility of career paths in AEC companies and is a key component to recruiting the demographic. The industry has evolved extensively over the last few decades, with more women interested in the STEM fields than ever before, and we need to continue to ensure that the next generation feel encouraged and empowered to join our ranks. We can do so by showcasing the various opportunities within the construction and AEC industries to further highlight that construction doesn't have to be majority male dominated.



**Anita Skara**  
Principal/COO  
MGE Unified Technologies, Corp.

**In the past year, what project or accomplishment are you most proud of?** Lennar Homes corporate headquarters, Miami Florida. The Lennar project was a total transformation of 156,000 s/f of a 212,619 s/f building, once the world headquarters for the Burger King corporation. The project team took advantage of 24,847 s/f floorplates to design a modern and collaborative working environment integrated with technology rich features such as IT infrastructure diversity and redundancy, audio-visual technologies to support in-person/remote collaboration, network operation centers with cutting edge LED video walls and biometric security integration. This allowed Lennar to relocate several lines of business within the same building yet allow for distinctive spaces that reflects the innovation and culture of the Lennar brand.

**What is your favorite building in New York?** 120 Broadway is a 555 foot tall 1.2 million s/f building designed in the neoclassical style and completed in 1915. Upon opening it was the world's largest office building by floor area. Working on the restoration project with Silverstein Properties allowed me a behind the scenes perspective of the rich history of this landmark skyscraper including the reimaging of the iconic Banker's Club.



**Masha Dinaburg, P.E., LEED AP**  
Associate Principal  
MG Engineering D.P.C.

**In the past year, what project or accomplishment are you most proud of?** One of the most exciting projects I recently completed was the conversion of an existing office building located at 730 Fifth Ave., to a new state-of-the-art, luxury Aman Brand Hotel. The project included residential dwelling units, restaurants, wine room, jazz club, 10,000 s/f outdoor garden terrace, and a hi-end wellness center/spa with treatment suites and hot and cold plunge pools, all totaling 400,000 s/f.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** I highly recommend getting involved with ASHRAE early on in your career. It is great for networking. In addition, when possible, also join trade related committees within your city and state. I am currently a member of the NYC DOB Construction Code Committee for the mechanical trade.

**What was a pivotal point in your career?** I would say after several years once I designed various complex projects and gained sufficient practical experience that adequately supported my strong academic knowledge was a pivotal point for me. It gave me confidence in my role and later led me to become a principal at my firm.

**MGE**  
CONGRATULATIONS  
to our principals  
**MASHA DINABURG & ANITA SKARA**  
and all the Women in Construction recognized by NYREJ's feature!

Masha Dinaburg, P.E., LEED AP  
Associate Principal  
MG Engineering D.P.C.

Anita Skara  
Principal/COO  
MGE Unified Technologies, Corp.

**MG ENGINEERING D.P.C.**  
**MGE UNIFIED TECHNOLOGIES CORP.**

Mechanical | Electrical | Plumbing |  
Fire Protection | Fire Alarm | Lighting |  
Commissioning | Sustainability |  
Technology Consulting |  
Integrated Security | Audiovisual

212.643.9055 | mgedpc.net | mgeutc.com  
New York | Florida

**we engineer success**

**EASTMAN COOKE WOULD LIKE TO CONGRATULATE ALL THE WOMEN BEING SPOTLIGHTED. WE ARE PROUD OF THE WOMEN ON THE EASTMAN COOKE TEAM.**

Academic  
Medical  
Corporate  
Retail

**EastmanCooke**  
CONSTRUCTION

**General Contractors & Construction Managers**

875 Avenue of the Americas | Ste 1010 | NY, NY 10001 | 212.265.2191 | eastmancooke.com



# Proud to build

When it comes to redefining the skyline, our women are leading the charge. Congratulations to our own Carla Giarusso and Julie Yun on their recognition in the NYREJ Women in Construction Spotlight, and here's to all the women who build.







**Lori Panessa, CPA**  
 Controller  
 EW Howell Construction Group

**What was a pivotal point in your career?** I started my career working for the NYC District Council of Carpenters Benefit Funds as an auditor. After passing my NYS Certified Public Accountant exam I went to work in public accounting and later in the financial services industry. It wasn't until I accepted a position as the controller for a general contractor that I realized that I was in the industry I loved the most, construction. I enjoy the financial details of the projects and seeing the job at completion. I also enjoy the complexity of the reporting. My husband also works in the construction industry, which makes conversations about work of mutual interest.

**What is your favorite building in New York?** My favorite building in Manhattan is Grand Central Terminal. The architecture inside and outside the terminal is magnificent. It's like a museum or even a Greek temple. There are so many great areas of Grand Central, but the main concourse is a must see. The huge windows, high ceiling with paintings of constellations and it even has fiber optic lighting for the twinkling stars. The theme of the entire terminal is travel, commerce and speed. The hustle and bustle make it an exciting place to visit or pass through on your way up north.

**Megan Zahnow**  
 Project Manager  
 EW Howell Construction Group

**In the past year, what project or accomplishment are you most proud of?** I led a team during construction of a \$87 million core and shell office building through the well-known difficulties that COVID brought to our industry. The project achieved TCO/Substantial completion three weeks ahead of contractual schedule and was completed within budget. Throughout the project, the team became a family supporting and pushing each other to be the best we could be, which is an accomplishment in itself in such a high stress industry. I am incredibly proud to have helped facilitate such an environment and prouder to have done so while leading a successful project.

**What was a pivotal point in your career?** Transitioning from design consulting to general contracting. While two sides of the same coin, making the jump to a general contractor was the best decision I could have made for my own career goals and growth. It gave me the opportunity to work with and learn from incredibly knowledgeable colleagues and grow in an industry that brings excitement and challenging opportunities each day.

**Frances Minondo**  
 Project Manager  
 EW Howell Construction Group

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?**

I would recommend that women starting out in the AEC industry join a local organization to make connections with strong role models, mentors & leaders in their field. I am a founding board member of the Women Construction Owners & Executives (WCOE) Metro NY Chapter whose mission is to promote opportunities today for women leaders in the construction industry & the future women leaders of tomorrow.

**How can AEC companies recruit more women?**

AEC companies can recruit more women by showing potential hires that they are committed to advancing women within the industry. This can be done by including women in the hiring process, sponsoring & attending events for organizations that support Women in Construction, and by showing women that there is a career path for them at their company.

**Molly Morrissey, P.E.**  
 Project Manager  
 EW Howell Construction Group

**In the past year, what project or accomplishment are you most proud of?** The accomplishment that I am most proud of is becoming a licensed Professional Engineer. I studied for years to prepare for the exam and passed while eight months pregnant.

**What is your favorite building in New York?** My favorite building in New York is St. Patrick's Cathedral. Both the exterior and interior are stunning.

To view complete responses to the 2023 Women in Construction Spotlight please visit us online at [www.nyrej.com](http://www.nyrej.com)



**CONGRATULATIONS TO TARA DOLLINGER AND KARYN BRAVO**

For Being Recognized by New York Real Estate Journal

**TARA DOLLINGER, MECHANICAL ENGINEER**



**KARYN BRAVO, MECHANICAL ENGINEER**



**CREATE | BUILD | SOLVE**

*QUALITY IS NEVER AN ACCIDENT*

3555 Veterans Memorial Highway Suite M, Ronkonkoma, NY 11779 • [Emtec-Engineers.com](http://Emtec-Engineers.com) • 631.981.3990



# OUTSOURCE

C O N S U L T A N T S

CELEBRATING WOMEN IN CONSTRUCTION

CODE CONSULTATION

JOB APPROVALS

PERMITS

SIGN-OFFS

SPECIAL INSPECTIONS

COMPLIANCE

VIOLATIONS



[WWW.OUTSOURCECONSULTANTS.COM](http://WWW.OUTSOURCECONSULTANTS.COM)





**Marisa Morgillo**  
President  
Marisa Rose Marketing, LLC

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** I would absolutely recommend becoming involved in both Long Island Builders Institute (LIBI) and Long Island Real Estate Group (LIREG). These organizations offer a great platform for networking with a wide variety of professionals in the AEC industry. Additionally, both groups feature women specific committees and networking events.

**What was a pivotal point in your career?** The beginning of the pandemic was a pivotal point in my career. I was working full time for a civil engineering firm, and due to the many challenges business owners faced at that time, I was receiving inquiries from friends and colleagues to assist with their firms marketing needs. This concept evolved and eventually led to the ability to work fully independent and incorporate my own marketing agency, Marisa Rose Marketing, LLC. Today, I work directly with notable businesses in the industry such as Emtec Consulting Engineers, LMJ Management and Construction, and Phronesis Engineering.



**Joy Lexian Liaw, RA, LEED AP**  
Project Architect  
Mark Design Studios Architecture, P.C.

**In the past year, what project or accomplishment are you most proud of?** In 2022, Nino's Beach, a waterfront restaurant in Manorhaven that I managed opened after years of delay due to COVID and material shortages. We felt a great sense of accomplishment since it was a structurally challenging site as it is built on existing timber piers. Having resiliency to overcome all challenges was the key to turn a sinking building into a stunning restaurant. Currently, I am working on a building addition to a school Central Administration Office in Valley Stream, we cannot wait for its completion next month to see the administrators, parents and children put the building to use. Building better places for the public and children in my own county is an exciting and meaningful mission to me.

**How can AEC companies recruit more women?** Although I have a lot of female classmates & colleagues, the AEC industry remains to be a male-dominant field while women face challenges from discrimination, inflexible hours, lack of advancement to few mentorship opportunities with the added burden of a culture of long hours and low pay. AEC companies can recruit and retain women in construction by embracing gender diversity; offering competitive pay & benefits; providing flexible working hours & career opportunities.



**Karina Ruiz**  
Compliance Manager  
Aurora Contractors, Inc.

**In the past year, what project or accomplishment are you most proud of?** My proudest accomplishment this past year is my promotion as compliance manager. Since joining Aurora 10 years ago, I have taken Aurora's project coordination department to new heights. I began my journey as a site-based project coordinator, assisting the teams on their day-to-day job site management. Through hard work and knack for organization, I rose quickly into a managerial role, creating a new position that would instill structure and order for current and upcoming jobs. I now oversee all project coordinators throughout every current project, all while working alongside the leadership team as they develop Aurora's vision for the future.

**What is your favorite building in New York?** My new favorite building in New York is the 30 Hudson Yard due to "The Edge." The Edge is a one-of-a-kind design that is the highest sky deck that is suspended in mid-air. The Edge gives you that feeling of floating in the sky with 360-degree views you can't get anywhere else. I am a complete adrenaline junkie so that feeling of angled walls, glass floor, and incredible height make the trip to New York City completely worth it for me.



**Sheri Best**  
Director of Strategic Accounts  
OnCentive

**In the past year, what project or accomplishment are you most proud of?** Leading the Nontraditional Employment for Women's (NEW) ambassador council revision of the New to NEW event structure and goals. This was done by creating more clarity around the purpose of the event, focusing and enhancing the presentation format to deliver critical facts, key composition of presenters, presenting understandable and viable options for interested supporters to move forward with meaningful engagement of NEW, increasing numbers of attendance, and identifying optimum profiles of invitees.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** I would recommend CREW NY, AMFP (Association of Medical Facilities Professionals), PWC (Professional Women in Construction), WBC (Women Builders Council).

**What is your favorite building in New York?** Empire State Building, not for its architecture, but for its history, the story of its construction, its interior renovations and transformations, its sustainability achievements, and because for most of my childhood my father's office was on the 72<sup>nd</sup> floor – a place I loved to visit.

**PashmanStein**  
WalderHayden



Congratulations to Deanna L. Koestel, Chair of the Construction Law Group, for being recognized in NYREJ's 2023 Women in Construction Spotlight!

[pashmanstein.com](http://pashmanstein.com)

The Woolworth Building  
233 Broadway, Suite 820  
New York City, NY 10279

[dkoestel@pashmanstein.com](mailto:dkoestel@pashmanstein.com)



Pamela Desmond



Annie Vargas

Congratulations to Pamela Desmond and Annie Vargas for being featured in NYREJ's 2023 Women in Construction Spotlight





**Leslie Cook**

Business Development Manager  
IMC Construction

**What was a pivotal point in your career?**

There have been a few but one of the first was in my early 20's when I was an assistant project manager. My PM had to unexpectedly leave and I had to step into his position. I was already handling most of his work load but knowing he wasn't going to be there terrified me. My executives and leadership team had faith in me but I did not. The fear quickly turned into adrenaline and I never looked back. I learned to let go of my ego and I didn't need to put on a façade that I was the smartest person in the room. The contractors respected me more and were very helpful. We worked as a team and the project is one of my proudest accomplishments.

**How can AEC companies recruit more women?** We need to start having conversations and demonstrations in early education instead of high school and college. I think it is important to explain how dynamic the AEC industry is. There are so many paths to chose from with high earning potential (trade certificates, apprenticeships, masters degrees, project management, marketing, virtual design, operators, engineers, real estate developers). You have endless opportunities once you get started and there is no wrong way to start.

**Jennifer Sharkey**

Senior Estimator  
IMC Construction

**What was your greatest professional achievement or most notable project in the last 12 months?**

Being awarded two warehouses totaling 1,050,000 s/f on a 74-acre site. This is the largest footprint project I have been awarded in my career.

**Why should women consider a career in construction?** Women are amazing problem solvers and can juggle challenges in a way that seems superhuman at times. Construction presents new problems and challenges every single day. I know that as more women get involved in the industry, we will see new creative and inventive solutions that could not even be imagined in the industry 20 years ago.

**Starting out in the construction business, who or what empowered you?** My dad. I have three sisters (and one brother), and my parents always raised us that we could do anything. My dad especially did not put his daughters in gendered boxes and would make sure we were always helping when he was doing home improvements, teaching us how to fix things ourselves. When we were old enough to work, our first jobs were on a construction site.

**Kasia Zielonka**

Associate  
FCA

**In the past year, what project or accomplishment are you most proud of?**

In the past year we have completed a 378,000 s/f ground up building for a large health insurance company. The new headquarters was created to provide the employees with a work environment that will enhance collaboration and foster innovation. The building concept is split into two wings each facing east and west, with a central welcoming plaza that leads into a transparent two-story lobby. Extremely proud of the process we went through with the team and the client to provide an elegant solution. The execution of this project was a true dedication and passion to the architectural expression and delivery by the team.

**What is your favorite building in New York?** There are many buildings in New York city that appeal to me architecturally but one that is true to my professional growth is the Brooklyn Health Center which I designed with my team. Located one block from the Brooklyn Academy of Music, on Fulton St. between St. Felix St. and Ashland Place, the center is a distinct element within the building's teardrop-like glazed form: the play of light throughout the day lets the eyes of passersby shift from the frits and fins of the glass curtain wall to the bright red, curving form of the health center bustling within.

**Oni Lloyd**

Associate-Architect  
Urbahn Architects

**In the past year, what project or accomplishment are you most proud of?**

Serving as Urbahn's architectural site representative, I recently completed a three-year project in Queens, NY: the \$46.5 million, three-story PS 131Q addition in Queens, NY. It was extremely rewarding to witness the reactions of the school's staff and students once the addition was completed. I had never gotten to experience the impact our work as architects has on the users prior to this project. It felt like a personal achievement for me.

**How can AEC companies recruit more women?** Companies should create a supportive team environment in which young professionals, especially women, feel comfortable asking their colleagues questions. Being able to rely on and ask for advice from more experienced staff at Urbahn helped me develop the confidence that I could succeed in my position. There are multiple parties with different priorities on every design and construction job, which sometimes lead to conflicts and disagreements. It is always important to be able to take the time to review issues with your team. Being part of a supportive team is critical to both professional and personal growth.

Congratulations to  
**NELLY FUENTES**

and all of the women recognized in NYREJ's 2023 Women in Construction spotlight

**Our Reputation Continues To Build**

Over six decades of building excellence and a commitment to the highest quality in the industry.

- Corporate
- Industrial
- Healthcare/Assisted Living
- Retail
- Hospitality/Restaurants
- Education/Institutional
- Residential
- Houses of Worship
- Self Storage
- Interiors
- Pre-Construction
- General Contracting
- Construction Management
- Design/Build
- Development
- Pre-Engineered Buildings
- Architectural & Design
- Project Consulting
- LEED Services

**Racanelli Construction Co. Inc.**

1895 Walt Whitman Road, Melville, New York 11747, (631) 454-1010, www.Racanelli Construction.com





**Neeti Patel**  
Project Manager  
Scully Construction LLC

**In the past year, what project or accomplishment are you most proud of?**

As a project manager the most defining moments in your career are during times of problem solving and risk mitigation. Over the past several years the construction industry has dealt with many challenges, from pandemic operations, supply chain issues and the war in Ukraine. I was extremely proud of the moment in which I was able to lead my team in resourcing, budgeting and planning to provide an alternate solution due to limited material and availability to complete a project on time. Our collaborative team efforts allowed us to resolve the situation with haste and exceed client expectations.

**What is your favorite building in New York?**

56 Leonard also known as the Jenga Tower is by far my favorite building in New York. The collaboration between Herzog & de Meuron building design and Anish Kapoor's "The Bean" sculpture embodies the beautiful balance of architecture and art that is New York City. I believe this will cement its place as a future landmark. "One of NYC's 10 most important buildings of the past decade." – *CURBED*

**Jailyn Correa**  
Operations Associate  
Andromeda Access Group

**Why should women consider a career in construction?**

Within the last two decades women have made enormous strides in the evolution of the construction industry. Women are now recognized as being equal to their male peers, in any facet of this formerly male dominated industry. Modern progressive construction firms have embraced this new reality and are making great efforts to include women making this industry more representative of society.

Additionally, there is an advent of professional organizations of women in construction that facilitate and support this inclusivity. As such, women should strongly consider a career in construction as it offers a well-paid, professionally challenging, sustainable career path.

**Grace Kolb, PE**  
Mechanical Engineer  
AKF

**In the past year, what project or accomplishment are you most proud of?**

In the last year I am most proud of successfully writing, publishing, and presenting a technical article at the national ASHRAE conference. The process was long, and sometimes intensive, but I'm so proud of myself and my co-authors for putting together a great piece. I love sharing my knowledge with others and this showed me a means to do so with a larger audience. I'm hopeful I'm able to do it again in the future.

**What was a pivotal point in your career?**

A pivotal point in my career was when my mentor left the firm and I had to learn to operate more independently. It was initially intimidating to rely primarily on myself, but I believe this moment pushed me to become a much stronger individual. It motivated me to take more of a leadership role in my group and showed me how successful I can be in my role.

**Jennifer Luu**  
Special Inspector/Estimator  
Alan Margolin & Associates (AMAA)

**How can AEC companies recruit more women?**

One of the best methods to recruit more women into AEC companies is by exposing students and postgraduates to the industry using strong brand awareness efforts. Hosting events and panels at universities, as well as attending career fairs, are great first steps in focusing in on female recruitment. AEC companies can also advertise themselves as supporters of women in this industry and promote female-specific benefits such as extended maternity leave and new mother rooms.

**What is your favorite building in New York?**

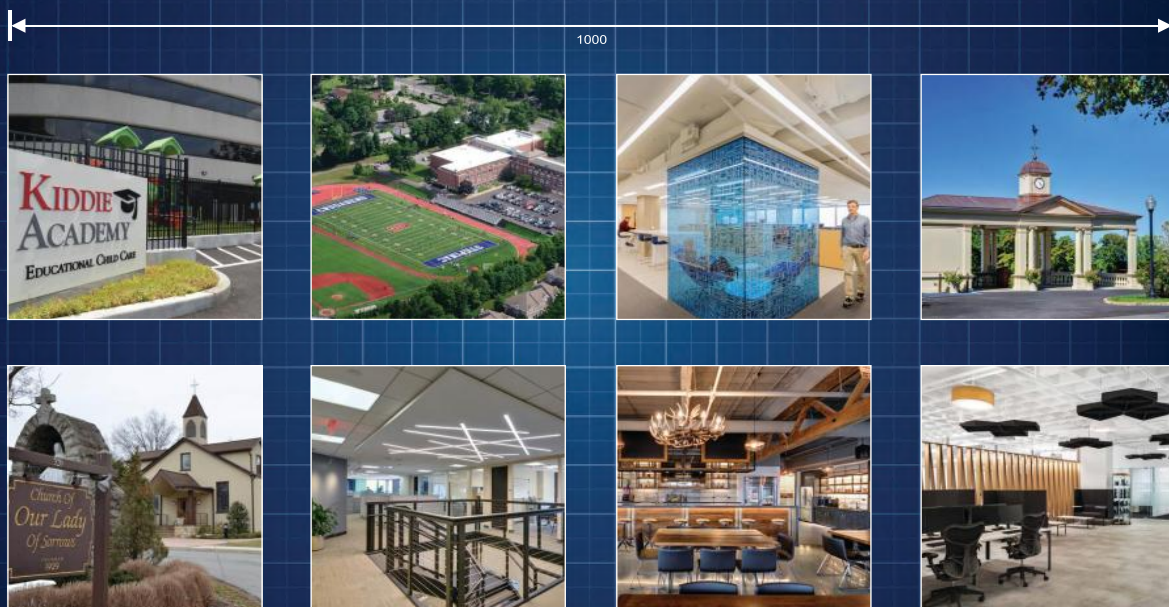
Definitely 420 Lexington Ave. The décor, location, and views are unparalleled. Upon entering the building, you're immediately greeted with a beautiful arched high-ceiling lobby. During the holidays, the lobby receives a seasonal décor refresh that makes the space feel special. The elevators resemble that of The Great Gatsby and there's an amazing view of the city from our office, which is in the building right above Grand Central, and is very convenient with the newly accessible LIRR, Subway, and Metro-North. The lower-level dining court makes lunch trips hassle-free. This is an A+ building.

To view complete responses to the  
**2023 Women in Construction Spotlight**  
please visit us online  
at [www.nyrej.com](http://www.nyrej.com)



**Scully**  
Construction

Scully Construction LLC  
141 Lafayette Avenue • No. White Plains, NY 10603  
914.682.8088 • [www.scullycorp.com](http://www.scullycorp.com)



**Our Business Is Building Yours**

© Scully Construction LLC Photo Credit: Andy Ryan Photographer





**Jane Marie DeSimone, RA, WELL AP**  
Senior Project Architect II  
H2M architects + engineers

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** The industry has many valuable organizations. It is important to understand what you are looking to achieve by joining and finding the right fit. For me, I was looking for networking with other professional women. LIBI (Long Island Builders Institute) and CIBS (Commercial Industrial Brokers Society) have the right cultures. LIBI's diverse membership offers networking opportunities through their committees and women's group. CIBS' women's group's culture and events foster a community of business growth for professional women. I wish someone had told me earlier how beneficial joining these organizations would be to my career development.

**What was a pivotal point in your career?** As a sole proprietor for 10 years, I relied on myself for everything, from client contact to project completion. While overwhelming, it allowed me the flexibility to raise my family. Once my children grew up, I joined H2M to expand my career. It was an adjustment to lead, mentor, manage and delegate. H2M offers employees Learning and Development directly with the C-Suite. This investment gave me the confidence to advocate for good design and sustainability and earn my WELLAP. This pivotal experience allowed me to develop into the experienced architect I am today.



**Nadine Loggia**  
Expeditor  
Hylan Datacom & Electrical Division

**In the past year, what project or accomplishment are you most proud of?** Across all of its divisions, Hylan's business continues to grow and I am extremely proud of my ability to rethink the way I do things to accommodate the growth. I am coming up on my 25-year anniversary with Hylan Datacom & Electrical division as Expeditor and one of the many things I have learned that stands out especially is that nothing really stays the same and you have to be open to changes all along the way.

**How can AEC companies recruit more women?** One way that the construction industry can recruit more women by circulating job ads that use inclusive verbiage for women to relate to as they consider themselves as a candidate for this type of career that is in a highly male dominated field.



**Jessica Alves, P.E.**  
Senior Project Engineer  
H2M architects + engineers

**In the past year, what project or accomplishment are you most proud of?** The project I am most proud of is the Liberty Utilities West Branch Acres Wellhead Treatment project. This project includes the installation of a granular activated carbon system for the removal of PFAS from the site's wells' raw water. This site serves a small community and is the sole source of water for the community. Determining sources of water for testing and phasing of construction was significant to keep the existing system operational. This project stands out because small system projects always present design/construction challenges that large systems projects typically do not. I met these challenges, achieving a successful outcome.

**What was a pivotal point in your career?** A pivotal moment in my career was my transfer to H2M's Westchester office from Melville. I was the first water resources engineer in this office. This gave me the opportunity to help grow the office and department. I became a manager of the Water Department in Westchester, which continues to develop. I have now become the vice chair of the Westchester Water Conference Association and a leader in the water industry in Westchester.



**Lisa Randazzo**  
Assistant Project Manager  
LMJ Management and Construction

**In the past year, what project or accomplishment are you most proud of?** Within the past year at LMJ I was promoted to assistant project manager and given the ability to grow with the firm. Becoming actively more involved in the overall construction process and seeing how these commercial and industrial buildings affect our communities, is something I am certainly proud of.

**How can AEC companies recruit more women?** I believe AEC companies can recruit more women by having women involved during the initial stages of the interviewing and screening processes. It is always empowering to see other women leaders in the industry and have them to look up to. AEC companies can also create more inclusive job listings when hiring. The job listing is typically a company's first impression on a candidate, so make sure to use selective language as to not deter qualified female candidates.



LEVINE  
BUILDERS

CONGRATULATES



CATHY SAVINO-BERGER  
CHIEF FINANCIAL OFFICER

and all of the women recognized  
in the 2023 Women in  
Construction spotlight

THE EXCITEMENT IS BUILDING

WE MOVE  
PROJECTS  
FORWARD.

- + Due Diligence
- + Land Planning
- + Civil Design
- + Permitting & Entitlements
- + Program Management
- + Land Surveying
- + Landscape Architecture

**BOHLER //**  
BOHLERENGINEERING.COM





**Kafi Jones**  
Project Manager  
Outsource Consultants, Inc.

**What was your greatest professional achievement or most notable project in the last 12 months?** I have been managing a project to procure the necessary construction permits for an interior fit-out and addition of an Orthopedic Center in midtown. This has been an interesting project with extensive architectural, mechanical, plumbing and fire alarm scope and multiple concurrent filings at both the DOB and the FDNY. The project will include new operating rooms, hand clinic and other medical services that will be available to New Yorkers.

**Why should women consider a career in construction?** The built environment is where the majority of our daily activities takes place and comfortable spaces are important to a good quality of life. Participating in the creation of a space where life happens is fulfilling. Construction is also a dynamic field that has a lot of room for personal growth and development. It is a field where you are always learning and every new project is unique.

**Starting out in the construction business, who or what empowered you?** My faith in Christ has empowered me to be excellent in my work ethic and to serve others.

**Alejandra Sepulveda**  
Senior Project Mgr. – Special Projects  
Outsource Consultants, Inc.

**What was your greatest professional achievement or most notable project in the last 12 months?** Most of my work focuses on healthcare infrastructure, which is in high demand for upgrading in its response to what is happening in our country; providing renovations and new infrastructure for pandemics such as COVID and Hurricane Sandy. I am currently working on an 11-story resilient acute care hospital tower and am working closely with city agencies to meet the requirements of the unique flood driven location.

**Why should women consider a career in construction?** Because we have a chance to make a difference, as women we are known for our strong communication and interpersonal skills. We are very detailed oriented with a different perspective in a man-dominated, competitive industry. There is an immense reward of seeing a project from start to finish.

**Starting out in the construction business, who or what empowered you?** Having a background in architecture and sustainability allowed me to develop knowledge and expertise in the field. Also, having a deep understanding in the industry and staying up to date with the latest building codes, regulations and technology.

**Meghan McDevitt**  
Senior Project Manager  
Holt Construction

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?**

There are so many programs that all women in the AEC industry should join. Personal associations or organizations events that I've been to and recommend include: CMAA: Construction Management Association of America; ASCE: American Society of Civil Engineers; WBC: Women Builders Council; PWC: Professional Women in Construction; Bonus: WAI- Women in Aviation is an organization that I personally attended a conference for. The conference helped develop my understanding of the aviation industry career fields and interest. I've been in the construction aviation market for a couple of years and it was an eye-opening experience for me to see how my "end user or clients" are adapting in their industry.

**How can AEC companies recruit more women?** Hear me out, high school outreach programs. In high school I thought I wanted to be an architect because there was a drafting class I decided to take when I was 13 years old. In that class we designed and built model homes and buildings. This led me to decide to pursue an engineering degree in college.

**Lauren Brody**  
Operational Controller  
Holt Construction

**What was a pivotal point in your career?** Choosing to make a lateral move to another company for a "potential opportunity" rather than take the promotion the current company was offering. I knew the promotion my current company was offering was a better title and more money, but I also knew it would not be a fulfilling and positive experience for me. I took a leap of faith and made a lateral move. While that leap of faith did not pan out to exactly what I expected, it did open doors and lead me to the position I am in today, and I couldn't be happier.

**How can AEC companies recruit more women?** It is important for companies to have benefits that support women being able to handle their careers, their family and family planning needs. This could look like a good maternity leave policy, health insurance that covers infertility and flexibility when it comes to working from home to accommodate temporary childcare concerns.

To view complete responses to the **2023 Women in Construction Spotlight** please visit us online at [www.nyrej.com](http://www.nyrej.com)



# PROUD TO REPRESENT OUR WOMEN IN CONSTRUCTION



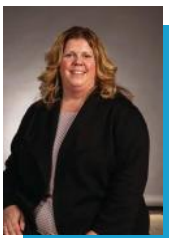
**Jayne Penepent**  
Taylor CFO  
Empire President



**Jessica Pfaff**  
Project Manager  
Estimator Junior



**Pina LaDelfa**  
CPA, Controller



**Jillian Coffey**  
Project Manager



**Megan Miller**  
Project Manager

“Wherever women gather together, failure is impossible.”  
-Susan B. Anthony

Construction Management | General Construction | Design Build

TaylorTheBuilders.com | 585.248.6000 | RetailBuiltRight.com





**Annie Vargas**  
Assistant Project Manager  
Schimenti Construction

**In the past year, what project or accomplishment are you most proud of?** I am most proud of being part of the project team for the 28E28<sup>th</sup> St. repositioning commercial office building in NYC's Flatiron district. It is a 15-story, 703,000 s/f building, and we were tasked with significant demolition, white boxing, enlarging multiple floors, HVAC and electrical system upgrades, a new floor-through lobby connecting 28<sup>th</sup> and 27<sup>th</sup> Sts., and fit-out of multiple floors for multiple tenants. This project was my longest and largest scale project at Schimenti and took extensive coordination, teaching me a lot of the value and importance of teamwork. This project won an ABC Excellence in Construction Award.

**What was a pivotal point in your career?** Nearly two years ago, I experienced a major work setback resulting from a clash with my teammate while juggling multiple projects amid our busiest season. The experience was difficult and frustrating and led to feelings of disappointment, self-doubt, and uncertainty about my future. That setback became an opportunity to reflect on my career goals and make strategic decisions about my future direction. I took time to assess my skills, strengths, and weaknesses, and ultimately opted to pivot in a new direction with the mentorship of my direct manager. That collaboration led to the promotion I was working toward and more.



**Anna Perez**  
Associate Director of Design & Const.  
Hudson Valley Property Group

**What was a pivotal point in your career?** Obtaining architecture licensure was a pivotal moment in my career. Registration was the culmination of hours and hours of hard work, spent between education, exams and experience. It brings confidence to myself and my peers, and brings value to my firm: they're able to market having an in-house, licensed architect on staff. Not only am I personally proud of this accomplishment, but my husband and children take pride in noting their "wife/mom is an architect".

**What is your favorite building in New York?** The Guggenheim in the fall (preferably with a cup of Ralph's tea in hand). Bergdorf Goodman window displays in the winter. The Wythe rooftop in the spring/ summer.



**Pamela Desmond**  
Human Resources Director  
Schimenti Construction

**In the past year, what project or accomplishment are you most proud of?** Building my current HR team has been the highlight of my year and what I am most proud of. We had a truly transformational year, and I am incredibly proud of my team's passion, knowledge, and ability to drive results through all the growth and change. Human Resources is such a critical business enablement function, and we have the privilege of interacting with every department within our organization. I feel fortunate to work with a team who puts people first and believes that people are the foundation of everything we do.

**What was a pivotal point in your career?** Years ago, I had a manager who was just... absolutely terrible, treating the team poorly, behaving erratically, and showing no empathy or support. This was a pivotal experience which led me to make a conscious decision not to become a victim and instead view it as a learning experience. It taught me how never to behave as a leader and the importance of treating every individual on the team with empathy and respect. Although it's not always easy, I try to always find the positives and remember that each of our unique experiences shapes us into the leaders we become.



**Mariela Abreu**  
Partner & Senior Director  
DBI Projects, LLC

**In the past year, what project or accomplishment are you most proud of?** Amongst the completion of many successful projects, what I am most proud of is the growth and strength of our team. As we grow, our team continues to uphold the values of our company and elevate the standards of our work. The three words we continually use to describe the qualities of our team are, hungry, humble and smart. We believe that these three qualities capture the values of our business and create a workplace culture that is inclusive, celebrates hard work and is something we are very proud of.

**What is your favorite building in New York?** This is impossible for me to answer. While I can be very impressed with the complexity of a building's architecture, simplicity can also captivate me. When I look at the façade of any building, I think about all the efforts and players that had to come together to make it happen – that's the most amazing part for me!



**Christine Barshak**  
President  
Finaly General Contracting Corporation

**In the past year, what project or accomplishment are you most proud of?** The project I am most proud of is an interior build-out we completed at 885 3<sup>rd</sup> Ave., also known as the Lipstick Building. Being a women-owned general contracting business and working in this iconic New York building felt very on brand! We renovated the top floor of the elliptical shaped building for an incoming tenant and had the distinct honor of working with the immensely talented Patricia Hoban, project manager at SL Green. We used high-end finishes such as European marble and Philip Jeffries' specialty wallcovering in the MKDA designed, and Lofreddo-Brooks created buildout. The combination of earthy wood tones, marble and glass gave the space an inherently modern and fresh appeal.

**What was a pivotal point in your career?** Deciding that Wall Street was not the most conducive environment for the kind of working mother I wanted to be. In construction finance I was able to find the flexibility working mothers so desperately need while still being able to achieve professional growth and success.



**Janice Narowski**  
Project Superintendent  
Consigli Construction Co.

**In the past year, what project or accomplishment are you most proud of?** Last year I completed construction of a pharmaceutical manufacturing clean room space, and within three months of turnover, the client was going for lab certification to start production. It was a very complex fit-out with requirements developing during construction to keep up with cutting edge research. Knowing that all the hard work and long hours we put into meeting the deadline were appreciated and helped bring product to patients sooner was a great feeling.

**What was a pivotal point in your career?** When I switched into the role of superintendent. I had changed titles and roles in the past, but those had either been standard growth track or a transition to M/E/P manager after project experience led me that way. The jump to superintendent was the first time I asked to take on a new challenge and advocated for myself. It was pivotal both that I asked, and that the answer was instantly yes. The quick support gave me an increased level of confidence.



**Kate Goldman**  
Project Manager  
Lendlease Construction

**In the past year, what project or accomplishment are you most proud of?** I am most proud of the completion of the Memorial Sloan Kettering Cancer Center (MSKCC) Koch Ambulatory operating room project. Like most of the jobs we work on, this project was complex, and the project team overcame challenges related to material and equipment delays. Through creative thinking and re-strategizing, along with collaboration from the design and owner's team, we were able to build out most of the space to accommodate equipment later on in the project. This allowed us to maintain our schedule and turn over the space for use without impacting the end users! It was exciting to grow with this project and take on a larger role with the team as the project progressed.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** For women just starting in their career, the Women Builders Council is a great support network. This organization focuses on providing opportunity and education to women in the AEC field and has been a fantastic resource to meet women leaders in our industry. It also provides opportunities to explore different facets of construction not traditionally highlighted, such as legislative advocacy and professional development. The ACE Mentor program has also been a great opportunity to not only give back but understand the roles and processes of our design teams.



**Meredith Christian**  
Project Superintendent  
Consigli Construction Co.

**In the past year, what project or accomplishment are you most proud of?** In the past year, I have been most proud of watching my current team come together and the learning curve that happened with our project. We are currently working on occupational therapy housing units at Bellevue Hospital, a hybrid hospital, and a department of corrections project. There are many nuances that our team picked up quickly and excelled at. Every year, we have interns and an assistant project manager, and watching them grow and learn will continuously excite me.





**Ella Paolillo**  
Interior Designer  
Spector Companies

**In the past year, what project or accomplishment are you most proud of?** Starting my career at Spector! I've grown immensely within the company as an interior designer and have had the opportunity to work on a wide variety of projects, including assisting top financial firms with their relocation and re-imagining their NYC offices to conceptualizing a community temple to better reflect their beliefs. Having worked with some amazing people in the field of architecture and interior design, it has been incredibly rewarding. I look forward to continuing to do so.

**How can AEC companies recruit more women?** They can start by being more inclusive in general. All it takes is a company's culture to be supportive and comfortable for all employees. If you create a welcoming work environment, women are incredibly intuitive and will likely identify that positive change! Additionally, showing your support for female professionals can increase the number of women in AEC. This could include attending (or hosting) networking events specifically designed to target women in the industry. It could also mean engaging with and supporting female-led initiatives within the AEC field. By doing this, you're sending a message that your company truly values the contributions of women in the industry.

**Maggie Desmond**  
Senior Project Manager  
JRM Construction Management

**In the past year, what project or accomplishment are you most proud of?** In the past year, my responsibilities have shifted from directly building projects to building teams. Using my experience of managing teams as an architect and overall building experience, I am helping develop others as construction managers. There is a further level of fulfillment in not merely building successful projects, but coaching others to learn the knowledge and implement the skills required to flourish. To that end, I conduct monthly training sessions where I can share my expertise and tools for success. Much of my development I attribute to key mentors, and I strive to help individuals to the same degree.

**What was a pivotal point in your career?** There was a pivotal moment in my career when I refocused my goals in all aspects of life. I was focused on the short-term, without a macro perspective and distinguished long-term goals. Furthermore, I over-invested in individual projects at the sacrifice of health. Prioritizing the balance of health/wellness and long-term career goals effectively led me to obtain architectural registration, complete several successful projects, and refocus on health and endurance. The next set of long-term career goals have been set, alongside raising an energetic two-year-old boy and a half Ironman at the end of the year.

**Deanna Koestel**  
Partner, Chair of Construction Law Group  
Pashman Stein Walder Hayden P.C.

**In the past year, what project or accomplishment are you most proud of?** Over the past year, I have been able to help grow the firm's construction practices significantly, working with my partners on several large construction litigation matters while also working with several small businesses on their risk management and construction matters.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** Professional Women in Construction.

**What was a pivotal point in your career?** There have been two pivotal points in my career. First, in 2008 I litigated a construction matter for over five years through discovery, trial, and judgment in favor of my client. That experience solidified my interest, and inspired me to specialize in construction law. Second, in 2022 I was named chair of Construction Law at Pashman Stein Walder Hayden, where I am able to draw on my years of construction litigation experience to assist clients in restructuring business plans and contracts to minimize risk and avoid litigation.

**What is your favorite building in New York?** The Flatiron Building.

**Betty Brano**  
President  
Brano Design

**In the past year, what project or accomplishment are you most proud of?** Outfitting a dance studio with theatrical lighting.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** NMSDC, Professional Women in Construction (PWC), DBIA and WBC.

**What was a pivotal point in your career?** After my corporate position was outsourced, I leveraged my professional experiences from the financial and fashion industries to start my own design firm in 2006. I transitioned from residential to commercial interiors after the economic downturn of 2008. I have since worked my way up through the construction industry by providing expertise as project management, interior finishes, product research/sourcing and product specifier.

**How can AEC companies recruit more women?** By reaching out to universities, young professionals, and Trade schools to offer Intern opportunities that can transition to full time employment.

**What is your favorite building in New York?** One World Trade Center - WTC.

**HYLAN**  
A Leader in the Race to Build America's Communications Infrastructure & Smart City Design

From conception to completion, Hylan provides scalable, turnkey communications solutions, electrical infrastructure design and construction services.

VISIT [HYLAN.com](http://HYLAN.com) or call (866) 627-2220  
@TheHylanGroup H YLAN

**BRANO DESIGN**  
Design | Construction | Consulting

Environmentally Sustainable Materials | 16 Years Experience

**OUR SERVICES:**

- Interior Design/Construction
- Consulting/Design-Build
- BIM 360
- Renovations/New Construction
- Project Management
- Product Sourcing & Specifiers
- Furniture Furnishings & Equipment (FF&E)

[www.branodesign.com](http://www.branodesign.com) | [betty@branodesign.com](mailto:betty@branodesign.com) | 609.651.1006

Customer Focus • Quality Control • Excellence • Reliability • Integrity





**Tammy Smith**  
Executive Vice President  
The Alban Group

**In the past year, what project or accomplishment are you most proud of?** By the tail end of the pandemic, Alban was redesigning office spaces for clients to provide safe and useful office work areas. As we settled into our new normal, I have been able to focus on growing the business and re-committing to organizations. In the last 9 months, I have been recognized by Insider NJ, and ROINJ. Adrian Zerka was recognized as a Millennial to watch by Insider NJ. I am thrilled to be recognized and also looking forward to being able to spend more time pursuing business development and membership in trade associations.

**What was a pivotal point in your career?** I had been doing property management for almost 15 years, and my building on the Upper East side was getting a facelift including a full façade, lobby, and hallway renovation. At the time, there wasn't a GC, so I stepped into the role and loved it! I worked hands on with the contractors, architects, designers, planners, city agencies, and of course the residents from start to finish. I felt like I had something come to life through the process. I stepped away from the thankless job of property management, and into creating and building spaces for people to enjoy.



**Nelly Fuentes**  
Construction Project Manager  
Racanelli Construction Co., Inc

**In the past year, what project or accomplishment are you most proud of?** One of my most important accomplishments is to represent Latin Women in Construction. While working in construction, I have faced many challenges. I have conquered these challenges which have helped me build my portfolio in achieving my goals. I continue to blaze a path for other women to follow my lead. My hopes and goals are to continue to eliminate the stereotype that, "the construction industry is a male dominated industry."

**What was a pivotal point in your career?** A pivotal point in my career started with the use of my construction management degree. This led me to organizations hiring me, acknowledging my skills and potentials which currently has me leading/managing construction projects as a construction project manager.

To view complete responses to the  
**2023 Women in Construction Spotlight**  
please visit us online  
at [www.nyrej.com](http://www.nyrej.com)



**Elizabeth Colvin**  
Sr. Project Manager, Associate Principal  
Wendel Architecture and Engineering

**In the past year, what project or accomplishment are you most proud of?** Looking back at 2022, it's difficult to select just one project or accomplishment that I am most proud of. Each day, I go in with the mindset to do my best and be a fair and authentic leader for my project teams, our clients, and of course, our company. I manage a diverse portfolio consisting of private, manufacturing, public transit, local government, and healthcare projects and appreciate the challenges each day presents. Having completed several projects last year and a handful under construction this year, it's both refreshing and rewarding to see the design come to life in front of you.


**What was a pivotal point in your career?** A pivotal point in my 17-year career in the A/E industry was when I managed and led our Wendel HQ build out and relocation to our current 375 Essjay, Williamsville office. Talk about a difficult client—haha! As you can imagine, our executives and employees were all personally invested in this project which made managing the 'client' a bit tricky. This was a tremendous growth period for me, both personally and professionally, as I juggled competing interests and conflicting requests.



**Aimee Zielinski, AIA**  
Program Manager  
Wendel Architecture and Engineering

**What was a pivotal point in your career?** Realizing that my career path is just that—mine. And although I can appreciate the course others have taken, this is my race to run. I began honestly analyzing and identifying my professional strengths and weaknesses and made moves to modify my career's strategic plan to align more closely with my strengths and skillset. I liken my career path to the game board for Chutes and Ladders. I have had my fair share of falls down chutes, but, in the end, the ladders have provided me the opportunity to do what I love.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** I recommend contacting your local chapter of the American Institute of Architects (AIA) and exploring ways to get involved. Licensure is not a requirement to volunteer for committee involvement and is a lower-level commitment than serving on the Board of Directors. Many cities/regions have architecture foundations that are often not-for-profit, and a fantastic way to donate your time and talents to your community. Involvement in these types of organizations also provides a valuable networking opportunity to meet others in the local AEC industry.




THE ALBAN GROUP

The Alban Group congratulates **TAMMY SMITH** on being recognized in **New York Real Estate Journal's 2023 Women in Construction Spotlight**

**Tammy Smith**  
Executive Vice President

908-298-6888  
tsmith@albanco.com

[www.albanco.com](http://www.albanco.com)




**Construction & Real Estate Consulting**

[www.C3S-CoRE.com](http://www.C3S-CoRE.com) | 718.885.4222

Plan & Cost Reviews | Construction Loan Monitoring  
Property Condition Assessments





**Michelle Murphy**  
Senior Project Manager  
Vista Skywall Systems

**In the past year, what project or accomplishment are you most proud of?** My greatest recent accomplishment has been successfully managing Vista's numerous Manhattan hotel projects. We've completed installation of curtain wall and other glass and metal work for the Margaritaville Hotel in Times Square, the Victoria Theater Hotel in Harlem, and several luxury boutique ones in the Flatiron district.

**What was a pivotal point in your career?** I was drawn into operations management early in my career in manufacturing, and I found I excelled at it. I enjoyed working with people to integrate various departments to function more seamlessly as a whole to eliminate errors and improve efficiencies. I have since carried those skills over to managing major projects for a leading New York regional facade installation firm, a highlight of my career. Working with so many experienced manufacturers, architects, facade consultants, and general contractors has tested all my organizational skills in building some of the notable properties that grace our New York City skyline.



**Florencia Kratsman**  
Director of Interior Architecture  
FXCollaborative Architects LLP

**In the past year, what project or accomplishment are you most proud of?** During the last seven years, I worked on Google's Bayview Campus, which opened in May 2022. I had the pleasure of visiting the completed project and experiencing the spaces so carefully designed by the team. Working on an ambitious project with such a fantastic group of individuals was a privilege. The project is an all-electric, net water-positive campus with the largest geothermal installation in North America, focusing on sustainability, biophilia, and human-centric design. As a mom worried about the planet we are leaving to the next generation, this project is an example and a precedent that demonstrates what is possible for the construction community. I am proud of having been part of it.

**What was a pivotal point in your career?** I am an architect by education, but during the first ten years of my career, I worked mostly in interiors. It has been transformative to see how architecture and urban design teams could use

my skills to inform the shapes, layouts, visioning, and programming of buildings and cities.

This provided me with an understanding of my capability to create human-centric design at any scale, without silos or limitations, and the value that it can bring to both core and shell and master planning projects. Designing projects from the inside out and focusing on the human experience has been particularly important after the pandemic, since we now have a chance to re-invent holistic, healthy places to live and work that embrace a connection with nature.



**Jen Stencil**  
Associate Principal  
Magnusson Architecture and Planning P.C.

**What was your greatest professional achievement or most notable project in the last 12 months?** This past year we started construction on Wakefield Apartments, a sustainable retrofit project and the first in the HPD-NYSERDA Electrification Retrofit pilot program. The work has influenced the new HPD Design Guidelines for Preservation and is a model for Local Law 97 compliance. The 54-unit building houses families previously in the shelter system. We are retrofitting that with an energy efficient electric heating and cooling system, adding an elevator and an accessible entrance. There are changes to apartment layouts; kitchen and bath renovations; new windows; increased roof insulation; and new exhaust and ventilation to improve indoor air quality.

**What advice would you offer to other women getting into the construction industry?** There are so many ways to be involved in the industry, but probably the most exciting is by staying on top of the rapidly changing set of building materials, technologies and new regulations in front of us. Sustainable development efforts like changing energy codes, Local Law 97, NYSERDA incentives programs, advances in building systems/methods is driving seismic shifts in our work. I'd encourage anyone currently in the industry and those considering joining to be up to speed with these changes. Embracing these new ways of designing can absolutely be a competitive advantage.



**Irene Capizzi**  
Department Manager of Special Inspections  
Enviroscience Consultants

**Why should women consider a career in construction?** The real question is why shouldn't women consider a career in construction. The

true measure of succeeding in our industry is communication, planning, dedication and execution of an idea. From the building of a family to the greatest moments in our history, women were responsible for building the foundation of prosperity. When we didn't have a voice of our own, we were the support and the sounding boards for those decision makers. Now that our voices are heard, we have the ability to drive change with our unique perspective. So, I ask, why shouldn't women consider a career in construction?

**Starting out in the construction business, who or what empowered you?** I started by chance, looking for a job near my new home. I was fortunate to find Enviroscience, a company where individuals not only work together but support and encourage one another. Glenn Neuschwender, president, made me understand that strong competences endure and translate over industries vs experience only. He encouraged me to lean on what I know instead of what I didn't when I was out of my comfort zone. Along with John Driscoll and Bart Gallagher's support, partners, I felt empowered to take leadership roles and make decisions based on my abilities without hesitation or fear of failure.



**Ann Rolland, FAIA, LEED AP**  
Partner  
FXCollaborative Architects LLP

**In the past year, what project or accomplishment are you most proud of?** Developing a manifesto for our resource library that helps FXCollaborative architects and designers make better informed decisions. We look at materials through three lenses: Sustainability and Climate Change; Health and Well Being; and Equity, Social Justice, and Ethical Sourcing.

**What was a pivotal point in your career?** Joining FXCollaborative +25 years ago (Fox & Fowle at the time).



**Nancy Erardi**  
President / CEO  
NYCAN Builders

**What was a pivotal point in your career?** The most pivotal point in my career was when I started my company. It was a matter of months after starting that I regretted not starting sooner! Now seven plus years later and the business is thriving as we continue to consistently develop and expand.



**Sabrina Leung**  
Architectural Sales and R&D Manager  
Crystal Window & Door Systems

**In the past year, what project or accomplishment are you most proud of?** I'm most proud that my team at Crystal has developed, tested, and now has available for the AEC marketplace a new window wall system. Many years in development, the Crystal window wall is easier to install, and a competitively priced alternative, to traditional curtain wall with great structural and thermal performance. We also have brought to market several new high-end architectural window products with superior energy efficiency in the past year.

**What was a pivotal point in your career?** I joined Crystal 10 years ago as a sales representative, after earning my engineering degree, and was immersed in all the company's product lines and manufacturing processes. With experience I was soon moved to manage larger commercial projects in the architectural department which involve design, engineering, and project management aspects of large scale fenestration projects, and this led to my position as head of the architectural team. As new development projects began requiring more sophisticated window products, I merged Crystal's R&D product development with architectural sales for greater synergy in meeting market needs.



**Meraj Nasir**  
Project Associate  
The Falcon Group

**What advice would you offer to other women getting into the construction industry?** The one piece of advice I would offer women getting into the construction industry is to stay confident and take up space. Working in a male dominated field can sometimes get intimidating. There might be instances where you will be the only woman on a construction site, or the only woman in your office leading a team. Do not let that discourage you, rather, let it motivate you. Working with The Falcon Group, it is inspiring to work alongside women advancing rapidly in this industry. It is time for us to even out the ratio of male to female in this industry.



# WOMEN IN CONSTRUCTION SPOTLIGHT

## [HARD] HATS OFF TO WOMEN IN CONSTRUCTION!

Set the stage to build great PR and marketing.

Choose MWBE.

Choose Co-Communications.



CO-COMMUNICATIONS  
Marketing | Public Relations | Design

Make Yourself Perfectly Clear™  
[www.cocommunications.com](http://www.cocommunications.com)

# Congratulations

to all of the wonderful women featured in the Women in Construction Spotlight.

A special congrats to our own  
**Elizabeth Colvin**  
Senior Project Manager/Associate Principal &  
**Aimee Zielinski, AIA**  
Program Manager



architecture  
engineering  
energy efficiency  
construction management

1.877.293.6335  
[wendelcompanies.com](http://wendelcompanies.com)



PREMIER EDUCATIONAL  
ARCHITECTURE & INTERIOR DESIGN FIRM

CONGRATULATIONS TO

**Joy Liaw**

Project Architect, RA, LEED AP  
2023 NYREJ Women in Construction Spotlight



Architecture  
Interior Design  
Engineering

270 N. Broadway, Hicksville, NY 11801  
516.827.0240 | [markdesignstudios.com](http://markdesignstudios.com)



40  
YEARS OF SUCCESS

**Aurora**  
CONTRACTORS, INC.

Congratulations to  
**Karina Ruiz**  
for being featured in  
NYREJ's 2023  
**Women In Construction**  
Spotlight!



Aurora Contractors is proud to honor Karina Ruiz and all women in construction. Celebrating her 10 year anniversary at Aurora in 2023, Karina has been an exemplary model for our company's core values.

[auroracontractors.com](http://auroracontractors.com) | 631-981-3785 | 100 Raynor Ave. Ronkonkoma, NY 11779





**Tarshia Champagne, CPM, NYARM**  
Asst. Dir. of Mgmt. Ops., Sr. Prop. Mgr.  
Argo Real Estate

**In the past year, what project or accomplishment are you most proud of?** Despite the myriad challenges associated with any F.I.S.P./Local Law 11 project, the façade work we are doing at a large prewar co-op on West 101<sup>st</sup> St., concurrently includes a separate roof replacement, and is proceeding exceptionally well. As both project manager and managing agent, I am collaborating with a team of engineers, architects, and exterior restoration contractors who are on top of filings, as well as the physical work. Our goal of completing both the Local Law 11 work and roof replacement by the end of May 2023 is right on target!

**What was a pivotal point in your career?** The day I was promoted to senior property manager was epic! It was the ultimate recognition of hard work and commitment. My career entails wearing many hats, so there is never a dull moment, whether overseeing building operations, working with co-op and condo boards, or supervising capital improvement projects. I am especially pleased to be working for a firm that, for the past two years, has been cited by a prominent New York business publication in its "Best Places to Work" list. I love what I do and being acknowledged and paid for it is wonderful!



**Isil Akgul**  
Associate  
Cooper Robertson

**How can AEC companies recruit more women?** Companies need to be intentional and proactive in their efforts to recruit and retain women from diverse backgrounds. Recruitment is at the end of a pipeline that starts with high school education, mentorships, and internships. Companies should be present at career fairs and events in unusual schools with a more diverse student body, especially BIPOC women. Workplace culture also plays a significant role in the retention of women employees. Establishing mutual trust can allow for flexible hours, a better work-life balance, and more effective work. Highlighting individual strengths and giving women ownership of their projects will lead to more women in leadership roles.

**What is your favorite building in New York?** I'm originally from Istanbul, Turkiye. I came to New York for the first time in 2013

and did a tour of the High Line, starting from Hudson Yards and ending in the Meat Packing district. It was the first time I saw the Whitney Museum. I love contemporary art and the Whitney is a special place with its connectivity and relationship with the urban environment in an urban lot. Years later I came to New York to study and started working for the company that is part of the team that designed the Whitney. I still take friends and family who visit me on the same route to show them the High Line and the Whitney.



**Nandar Godoy-Dinneen**  
Senior Associate  
PJCArchitecture

**What was a pivotal point in your career?** In 2006 I moved from Ecuador to New York to pursue my master's degree. What I thought was going to be a two-year adventure turned into a whole new life. After 16 years of living in New York, I'm still awestruck and giddy to wake up in the greatest city in the world. As an architect, the unique first-hand experience you can encounter on every street, and in every building, museum, and gallery is incomparable. I can't emphasize enough how greatly New York City has influenced my life, career, and worldview.

**What is your favorite building in New York?** The Chrysler Building, an Art Deco masterpiece! The building's crown and its seven radiating terraced arches make it so distinctive even within the crowded city skyline. It's an outstanding piece of design and engineering.



**Frances Graham**  
Senior Managing Director  
Newmark

**In the past year, what project or accomplishment are you most proud of?** Our relocation of the Central Park Conservancy (CPC) to its new space on Fifth Ave. was a monumental transition. The firm occupied 14 E 60<sup>th</sup> St. as their 'home base' for the past 30 years and it was time for something new as they had outgrown that environment. We worked collaboratively to find their new, bright and understated open-concept office. They took to the space and enjoyed putting their personal touch by incorporating graphics of the park throughout the office. It was perfect for the CPC.

**What was a pivotal point in your career?** Following my design of an office addition for a

pharmaceutical company in Central New Jersey, I was approached with an opportunity to go into the field as a project manager, overseeing the construction process. Unbeknownst to me at the time of acceptance—I had found my calling. Being out in the field was eye opening experience. I was especially drawn to our role – bringing a concept to fruition, from paper to ground-up construction. Perhaps what made this most memorable to me was being the only female project manager working for a New Jersey construction firm at the time.



**Olga Vinogradova**  
Associate  
Troutman Pepper

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** The Professional Women in Construction (PWC) is a great organization for women who are starting out in the AEC industry. PWC has an incredible mentorship program that pairs a mentee with an accomplished woman mentor in a specific construction related field of mentee's interest. PWC holds empowering, educational and networking events throughout the year and helps members to build important connections in the industry. PWC also provides support and advice to women about navigating and growing their careers in such a male dominated industry.

**What is your favorite building in New York?** My favorite building is the Flatiron Building. This building represents New York and what construction of skyscrapers in New York is all about. The Flatiron Building sits on the intersection of Fifth Ave. and Broadway on 23<sup>rd</sup> St. It is a skyscraper built in 1902 and designed by Daniel H. Burnham. The Flatiron Building has a unique triangular shape to fit into the corner plot. Although this skyscraper was built very quickly, in about one year, it was not without any difficulties: criticism of the odd shape and issues with the Department of Buildings during construction.



**Rose Williams**  
Head of Client Solutions, The Americas  
Unispace

**In the past year, what project or accomplishment are you most proud of?** As a part of Unispace's Diversity, Equity, Inclusion and

Belonging (DEIB) and wellbeing initiatives, I have been instrumental in building out a strategy to expand the company's supplier base to include more women and minority-owned businesses, and to enrich employee wellbeing in the workplace. DEIB and wellbeing are top of mind to many Unispace clients, so prioritizing these initiatives makes a measurable impact on employees, businesses, organizations and communities worldwide. I believe that being on the forefront of Supplier Diversity trends is a differentiator for Unispace and have worked tirelessly to make this a reality.



**Marissa Dionne Mead**  
Associate Principal  
Svignals + Partners

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** I absolutely encourage participation in industry-specific organizations like AIA and NOMA. These organizations offer so many ways to network, grow leadership skills, and contribute on a local, regional or even national level. AEC professionals have a lot to contribute outside our immediate professional world, as well; and for that reason, I recommend getting involved in local advocacy groups that are tangential to our industry, such as housing equity, land-use reform, preservation, park stewardship. The list goes on. Our home communities need our skills in creativity, collaboration and problem solving. Find an issue that you're passionate about and get involved.



**Bernadette Amarosa**  
Senior Construction Project Manager  
L+M Development Partners

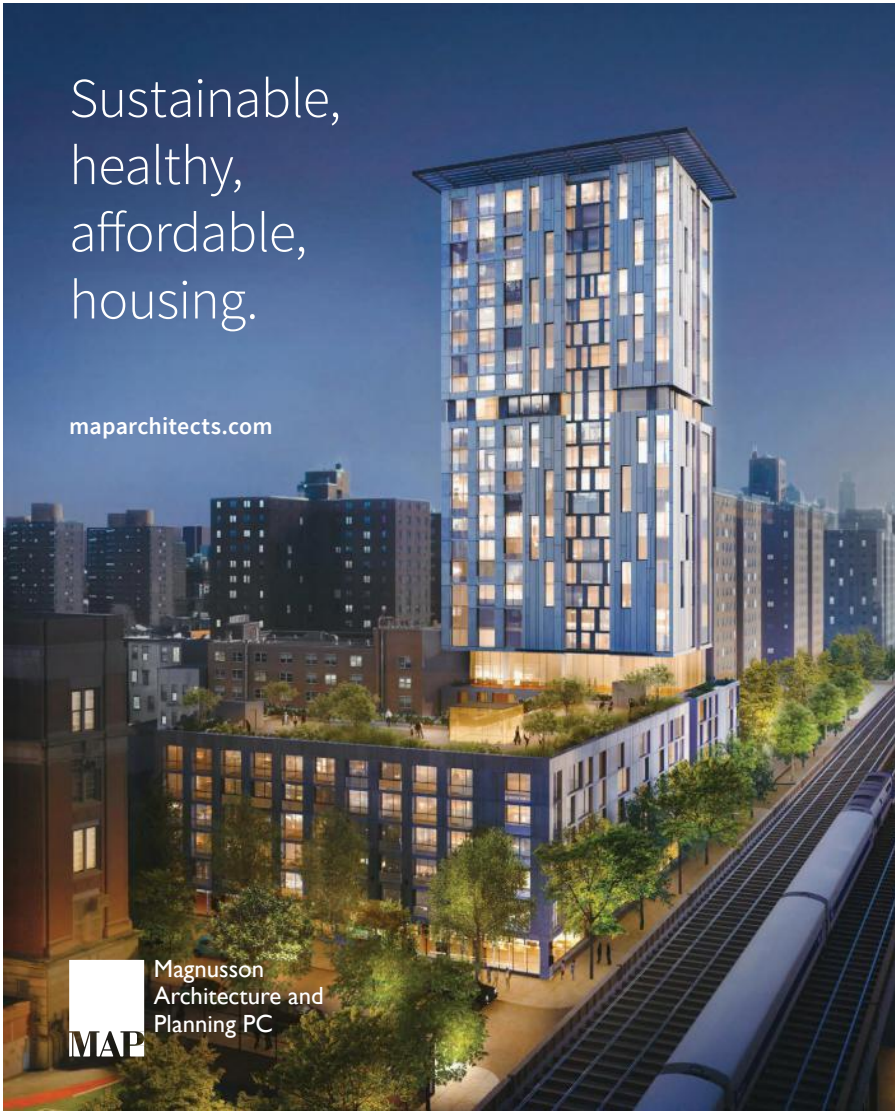
**In the past year, what project or accomplishment are you most proud of?** The project I am most proud of this year would definitely be my current project, Bronx Point, located in the South Bronx. I grew up in this neighborhood so it's humbling to come full circle and give back to my community in an impactful way. It's a different type of pride knowing that I'm building something that will improve the landscape of the neighborhood and the quality of life for a community I was once a part of. I'm incredibly grateful for my team where each one of them goes above and beyond to ensure the success of this project.



# WOMEN IN CONSTRUCTION SPOTLIGHT

Sustainable, healthy, affordable, housing.

maparchitects.com



Magnusson Architecture and Planning PC

MAP

## SAVE TIME & MONEY BY CUTTING OUT THE MIDDLEMAN



Family-owned and operated for over 25 years, LPS Direct is working with businesses in Long Island, Manhattan and surrounding New York areas to help design, build and furnish.

Call 631-270-4488 to schedule your free design consultation in your office or in our new, state-of-the-art showroom.

LPS's experts will guide you through the process.


### OUR COMPLETE, START TO FINISH, SERVICES INCLUDE:

- |                            |   |
|----------------------------|---|
| Space Planning             | Demolition                              |
| Design & Construction      | Project Management and Contracting      |
| Right-Sizing               | Office Furniture Sales                  |
| Office and Interior Design | Dry Wall, Flooring, Painting, Wallpaper |
| Office Relocation          | Commercial Moving                       |
| Construction Management    | And More.                               |

**75 Broad Hollow Road, Farmingdale, NY 11735**  
**631-270-4488, [www.LPSOFFICEINTERIORS.COM](http://www.LPSOFFICEINTERIORS.COM)**

# AKF

Global Engineering & Integrated Design Services



© © Rafael Corral, courtesy of Censler

**POWERING HUMAN POTENTIAL**

*AKF celebrates the women of the AEC industry, including our own dedicated engineers!*

akfgroup.com

Advisory | Tax | Audit

# GRASSI

ADVISORS & ACCOUNTANTS

Grassi's Construction Team celebrates **Jessica Gomes** and all of the **2023 Women in Construction**



**Jessica Gomes, EA**  
Tax Principal

grassicpas.com

**STRENGTH IN CERTAINTY**





**Amy Mason Safranec**  
Chief of Operations  
Ayo Ridge Design

**In the past year, what project or accomplishment are you most proud of?** I have been approved for every sign variance presentation in front of planning & zoning boards. Which professional associations or organizations would you recommend to women who are starting out in the AEC industry? I highly recommend NAWIC. It is a nationwide organization for women in construction. All the women involved are so supportive of one another and are quick to help when needed.

**How can AEC companies recruit more women?** Speak to young girls about the opportunities AEC companies can provide. Set up speaking engagements with Girl Scouts of America or high schools before a career path is set.



**Krystle Bryan**  
Project Manager  
Urban Atelier Group

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** As a graduate student, I was involved with the National Association of Women in Construction (NAWIC). I encourage all women to get involved in organizations with local and national scale affiliations, even if it isn't specifically for women. A career in construction is demanding and challenging, so I recommend that you evaluate if you have the capacity to commit. That said, whether it's an official organization or a lunch group at work, foster and maintain the relationships you develop. Our industry is small, and you will likely cross paths with people throughout your career.

**How can AEC companies recruit more women?** The AEC industry must prove that there are opportunities to grow within the field. As an initial step, firms must articulate the responsibilities of each role, including expectations for required skill sets and proficiencies for promotion. Additionally, firms must provide the right managers to develop staff for both men and women. These decisions are rooted in understanding team dynamics, advocating for proper staffing, and leveraging individual skills and ambitions to benefit the team, individual, and client. As a manager, you must know and grow your personnel.



**Kathy Chan**  
Partner  
STUDIO V Design + Planning

**In the past year, what project or accomplishment are you most proud of?** During this past year, we hit a milestone in our studio – we have the same number of female staff as male staff, and with interns this winter, we have more women in our studio. I am thrilled with the increased number of applicants that are women over the years and I personally review resumes and portfolios to create a culture of collaboration, inclusivity, and diversity in our studio. Our studio is now balanced in many more ways with more women, and I am very proud of that.

**What was a pivotal point in your career?** Meeting Julia Jacobs. I didn't know it at the time when I worked for her early in my career, but as I moved on to other positions, we remained close, and she mentored me throughout (professionally and in life). As a child of immigrant parents, it was difficult for me to navigate career and life options. Julia guided me and contributed to a big part of who I've become. Now, as partner of a small business, I am proud of what I have accomplished and often dispense advice and encouragement to young women starting out, as Julia had done.



**Rekha Auguste-Nelson**  
Superintendent  
Consigli Construction Co.

**What was a pivotal point in your career?** Back in 2020, I was a member of an all-female construction management team for a project in Wooster. Initially, we were renovating the Central Massachusetts YWCA. Once COVID-19 hit, the project converted into a childcare center for emergency workers. We managed to keep the job open and complete the work on time. Therefore, the most pivotal point in my career was the ribbon cutting. Being surrounded by these amazing women who kept this place running amidst a pandemic struck me in a way I had never experienced. I realized the impact our work had on this community.



**Lisa Andrzejewski**  
Attorney  
Robinson & Cole LLP

**What was a pivotal point in your career?** Like many lawyers who practice in this area, when asked why I became a construction attorney, my honest answer is I "fell into it". After three and a half years of practice, and not knowing anything different, I decided to make a move by joining a firm focused on real estate law and land use. In less than six months, I realized that I made a mistake. I missed the energy, excitement and complexity of the construction industry. It was that career event which made me realize my passion for the AEC industry – and I haven't looked back since.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** While there are many incredible organizations in AEC, The New York Building Congress is perhaps my most recommended organization to join. Attendance at every meeting feels like a celebration and, in fact, it is – a celebration of the accomplishments of all who work in AEC in New York State and NYC. Networking with hundreds of talented individuals in a single venue is inspiring. Attend a single meeting and experience this first hand!



**Danielle Cuni**  
Project Manager  
Outsource Consultants, Inc.

**What advice would you offer to other women getting into the construction industry?** Advice I would offer to other women entering the construction industry is that it will most definitely challenge your emotional strength at times. It can be a high stress and tough field to be in as a woman, so value yourself highly. Be confident in your knowledge of the construction industry, your education and your experience but still be willing to learn. Just as in any profession, you will be valued and respected by the results you provide and the value you bring to each project.



**Victoria Wieslander**  
Senior Project Manager  
Skanska USA Building, Inc.

**In the past year, what project or accomplishment are you most proud of?** I was diagnosed with breast cancer in October 2021 and immediately started treatment in November. At the time I was overseeing the demolition of three existing buildings on the Harlem Hospital campus to make way for the new NYC Public Health Lab. In receiving the news and going through treatment and surgery, I most surprised myself at the focus and positive state of mind I was able to maintain throughout this past year. I prioritized staying strong mentally and physically in between treatments, to continue to perform effectively and minimize the impact on my team and the project.

**What was a pivotal point in your career?** I was assigned to a small team in the early stages of a high-profile project. I was getting valuable exposure to a variety of tasks and to the company as a whole. The senior PM left the company, suddenly, leaving me as the acting lead PM for the project. It became clear there were no plans to replace him, so I braced myself and took on the role. Through this unexpected turn of events, I was able to turn the situation into a success story, fulfill my potential, showcase my skill set and began to drive my career with intention.



**Valerie Resnick**  
Lead Project Manager  
Urban Atelier Group

**What was a pivotal point in your career?** Five years into my career, I asked for my first promotion. Before that, I had not received a promotion as part of my annual evaluation period, so I scheduled a meeting with the chief operations officer and pitched my case. At the time, it felt intimidating, but it worked, and it taught me a valuable lesson – women in our profession must advocate for themselves. Recognize your worth, confidently ask for what you want and deserve, and do not assume that anyone will do this for you.

**What is your favorite building in New York?** The Chrysler Building. I was born in Christ Hospital in Cincinnati, Ohio. As a toddler, I confused the two on my first visit to New York and started telling people that I was born in the Chrysler Building. It has had a place in my heart ever since.

To view complete responses to the  
**2023 Women in Construction Spotlight**  
please visit us online at [www.nyrej.com](http://www.nyrej.com)



**oncentive**

TAX CREDITS & INCENTIVES EXPERTS

# SHERI BEST

CONSTRUCTION TAX CREDIT  
CONSULTANT

2023 WOMEN IN  
CONSTRUCTION  
SPOTLIGHT



**nyrej**





**Puja Doni**  
Estimating Manager  
Shawmut Design and Construction

**In the past year, what project or accomplishment are you most proud of?** I am proud of how much I have grown in my career recently. Part of this is because I've had the opportunity to work on some of the largest and complex projects in New York. Working on these projects has allowed me to hone my skills and has also helped me gain confidence in my work. In the last year, I've also had the opportunity to work on projects at multiple public libraries in NYC, which serve the local community—aligning with my values of giving back.

**What was a pivotal point in your career?** A pivotal point in my career was actually when I decided to take a step back from it and focus on my family. Being able to take that time to focus on my children allowed me to come back with a rejuvenated focus on my career. Having the ability to work from home helped with my transition and prior to the pandemic, Shawmut's flex program gave me that opportunity. Having flexibility and not having to commute enabled me to effectively balance both work and home commitments. Now as a mother, I am at the best point in my career.



**Carly Press**  
Assistant Project Manager  
Shawmut Design and Construction

**In the past year, what project or accomplishment are you most proud of?** In the past year, I've had the opportunity to work on a unique and special project for Shawmut—our new office on Madison Ave. It is always so exciting to see project plans come to fruition and see the space fulfill its intended use, but it is extra special in this case being that I will enjoy the end product every time I come into work.

**Which professional associations or organizations would you recommend to women who are starting out in the AEC industry?** For women just starting out in the AEC industry, I recommend getting involved in a program like the ACE Mentor program and looking internally within your organization for opportunities. I've personally participated as a mentor in the ACE Mentor Program and joined Shawmut's Regional Diversity Leadership Council. Both of these organizations have enabled me to interact with people outside of my usual professional circle and have allowed me to bring my full, true self to work.



**Mary Mahany**  
Project Executive  
Shawmut Design and Construction

**What was a pivotal point in your career?** A pivotal moment in my career was when I got married and had my son, as it made me realize the importance of boundaries. I've found that in order to bring your best self to work every day, it is essential to have healthy work-life integration. By supporting my whole self and not just my career, it's made me more fulfilled and a better overall person. It's something that I wish I recognized sooner in my career, so now I make sure to be a model for other women—emphasizing that everyone (not just parents) have priorities outside of work.

**How can AEC companies recruit more women?** In order to inspire the next generation to join the AEC industry, we need to reach girls starting in elementary school and through high school. Waiting until college is too late to get them into studies for careers in architect and engineering. Companies need to look for opportunities, such as through parent career days, to reach, educate, and mentor young girls. For construction, where technical degrees aren't always required, don't place a premium on experience. Some of the best people I've worked with came from non-traditional backgrounds. Construction work can be taught, so value those who have the right skills.



**Lauren Kennedy**  
Project Manager  
Shawmut Design and Construction

**How can AEC companies recruit more women?** Companies can recruit more women by retaining and promoting their current female staff. Nothing shows that you value women and their contributions more than putting them in leadership positions. Having women in senior roles shows the company values diversity and is spearheading cultural change in a male-dominated industry. In doing this, female leaders can become role models, mentors, and resources for young women.

**In the past year, what project or accomplishment are you most proud of?** I'm most proud of Jōji, the sushi restaurant in One Vanderbilt—the tallest office tower in Midtown Manhattan. This is the third project I've worked on in the building, and we overcame logistical challenges to turn the project over early. For example, many of the finished materials were imported from Japan, which required early

release of materials to mitigate supply chain challenges and extensive coordination to ensure installation of fragile elements. In the end, the space came out amazing, and the full team celebrated with an omakase experience.



**Saranya Kanagaraj**  
Assistant Project Manager  
Consigli Construction Co.

**In the past year, what project or accomplishment are you most proud of?** In the past year, the project I am most proud of is the Bronx High School of Science The Stanley Manne '52 Science Institute. The whole intent of this project was to create a research building for students to continue their long-term science projects. This was the first project I worked on and was hugely rewarding. At the ribbon-cutting ceremony, I could give tours to students and felt a sense of accomplishment showing all the incredible equipment and the light-filled classrooms.



**Alyssa Fitzpatrick**  
Senior Associate  
AMA Group

**What was a pivotal point in your career?** Early into my career, I wanted more challenges and the chance to learn different, more technical mechanical systems. As a result, I was assigned as project manager and lead mechanical on the new 400,000 s/f Major League Baseball headquarters. I was excited to be learning new mechanical systems as well as other trades, such as plumbing and fire protection. I was leading large meetings, fielding questions, solving problems, and became the face of the project for AMA. This experience taught me a client-facing position was the right fit for me, especially being a woman in such a male dominated industry!

**In the past year, what project or accomplishment are you most proud of?** I am most proud of the new studio complex we designed at Bush Terminal for Steiner Studios. This new-build and renovation project consisted of 730,000 s/f of campus. I worked on the studio portion, consisting of eight, 16,000 s/f sound stages with associated green rooms, production suites, scenic shops, and more. This project was particularly meaningful to me because when I interned at AMA 11 years ago, Steiner Studios was the first client I worked with alongside my mentor. When I was slated as the project manager for this build-out, it was a full circle moment that produced incredible work!



**Gabrielle Marino**  
Project Designer  
SWBR

**In the past year, what project or accomplishment are you most proud of?** Last year I had my most challenging project finally complete construction. There were material and labor shortages throughout all of construction along with unknown site conditions that caused the whole building to shift. I learned a lot from this project and I'm proud to be a major part of it. Even though it was tough, the whole team was able to work together and deliver a beautiful building.



**Celia Dick**  
Principal  
AMA Group

**What is your favorite building in New York?** For me, I go back and forth between the Guggenheim and the Zaha Hadid buildings, but I ultimately appreciate the latter more. The Architect, Zaha, was an outlier in the field for many reasons. Individually, she stood out as an outlier in her field. Her building designs broke away from the typical linear structures with her wonderful curves and softened the approach. She also used a mixture of different types of materials that strayed from the standard. I really like the idea of building something that can integrate into different landscapes.




**Dana Zichlin**  
Project Manager  
Consigli Construction Co.

**In the past year, what project or accomplishment are you most proud of?** The past year has brought several milestones and accomplishments, but the one I'm most proud of is wrapping up three-plus years of construction on One Bell Slip at Greenpoint Landing with Brookfield Properties. Our team was in the early stages of superstructure when the pandemic began, yet we managed to deliver the building on schedule.



# Classified Ad Section 1 Billboard

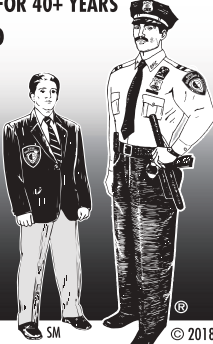
**18,000  
PROSPECTS  
EVERY ISSUE!**



**TOP SECURITY AT UNBEATABLE RATES<sup>SM</sup>**  
**(800) 548-3434**  
 THE EPIC BUILDING  
 2067 BROADWAY • NYC 10023

**NY/NJ'S TOP SECURITY SERVICE FOR 40+ YEARS**

**ARMED & UNARMED SECURITY OFFICERS**  
**BONDED-INSURED \$20 MILLION CGL**



**NYS/NJ APPROVED TRAINING**  
 40+ YEARS

www.epicsecurity.com  
 LICENSED BY NYS DEPT OF STATE/NJ DIV OF STATE POLICE  
**SECURITY GUARDS**



**50 Years** serving the Tri-State Area

212-221-1800 • 718-884-8200 • 914-668-2050

www.rosswindow.com

Sales, Installations & Service  
 Competitive Pricing

Fully Licensed & Insured



**TOP SECURITY AT UNBEATABLE RATES<sup>SM</sup>**  
**(800) 548-3434**  
 THE EPIC BUILDING  
 2067 BROADWAY • NYC 10023



Selwyn Falk, CPP Vice Pres.  
 selwyn@epicsecurity.com

LICENSED BY NYS DEPT OF STATE/NJ DIV OF STATE POLICE ©2018  
**SECURITY GUARDS**

**Construction Manager**




**Taylor The Builders**  
 585-248-6000  
 TaylorTheBuilders.com

**Advertise Your Company Here! Contact Kristine Wolf - kwolf@nyrej.com**

## SPACE AVAILABLE GUIDE

NAME OF CENTER LOCATION	SIZE OF UNIT AVAILABLE	ADJACENT STORES	KEY TENANT	CONTACT
<b>Brent City Shopping Center</b> 1825 Brentwood Rd. Brentwood, NY 11717	3,670 SF 2,100 SF	Cricket Wireless	Brentwood Health Center Gala Foods Supermarket Rite Aid Pharmacy Popeyes Chicken	Roger Delisle <b>Island Associates Real Estate</b> 631-982-2100

## RETAILER SPACE SEEKING GUIDE

TENANT	LOCATION	TYPE OF SPACE	SIZE	# OF STORES	# PLANNED OVER THE NEXT 5 YEARS	CONTACT
	Nassau, Suffolk, Queens, Brooklyn, Staten Island, Bronx, Westchester, Rockland & Lower Hudson Valley	Free Standing, End Cap, Ground Lease, Built to Suit, Pad, In-Line, Purchase	6,800-7,500 SF	5,000	475	Marvin Hartman <b>Pliskin Realty and Development</b> 591 Stewart Ave., Suite 100 Garden City, NY 11530 516-997-0100

**NETWORKING TO OVER 18,000 PROSPECTS EVERY MONTH - SMALL LISTING \$69, 6 MONTH MINIMUM**

For more information about advertising please call **Kristine Wolf**

Space Availability Guide, 1-800-654-4993, Fax 781-871-1853, kwolf@nyrej.com, www.nyrej.com