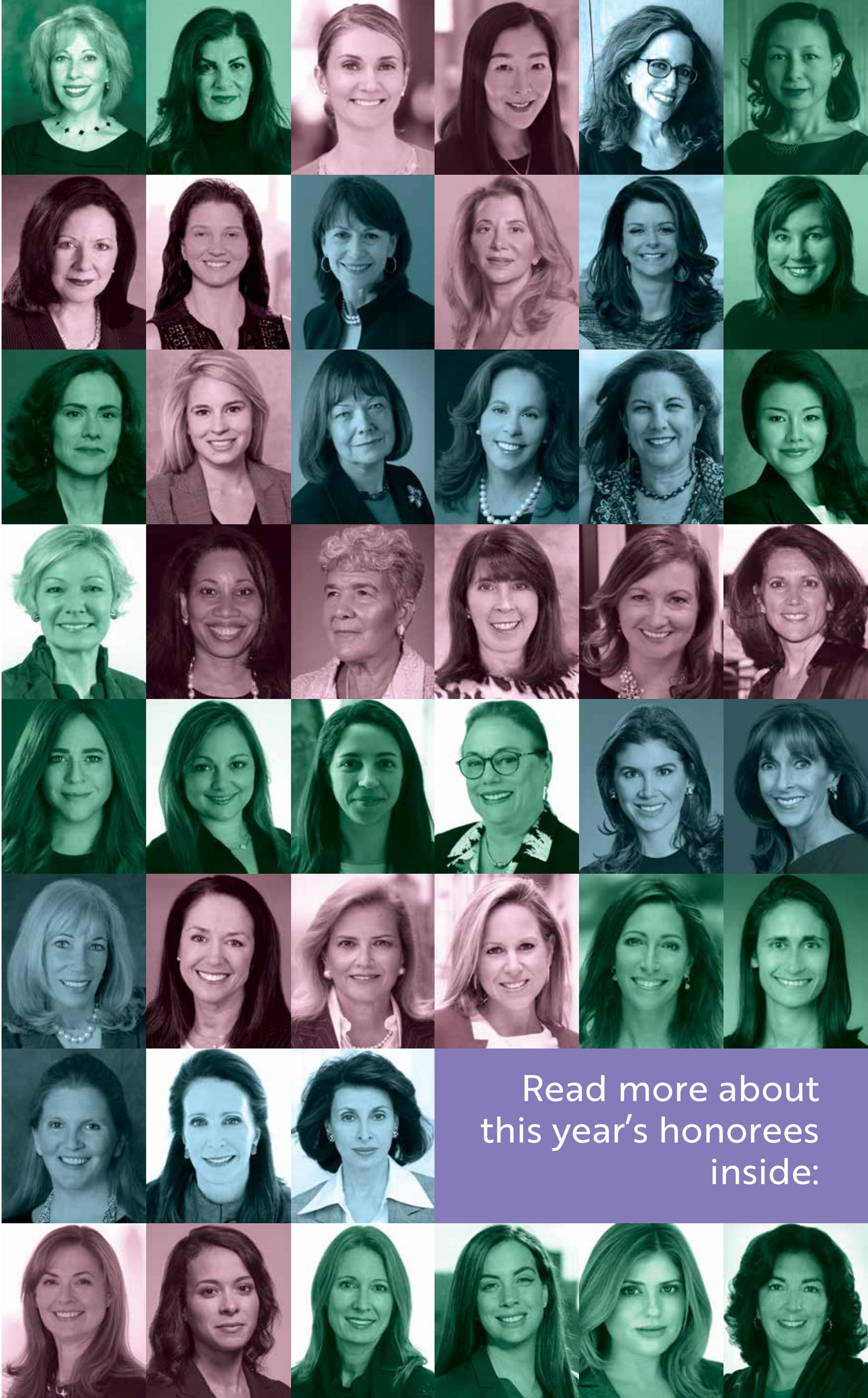


NOTABLE WOMEN IN REAL ESTATE



Read more about
this year's honorees
inside:

2018 NOTABLE WOMEN IN REAL ESTATE

PAGE S8 Robin Abrams Karen Bellantoni Lisa Bevacqua Meg Brod Ruth Colp-Haber Juliet Cullen-Cheung	PAGE S12 Miriam Harris Sarah Hawkins Nicola Heryet Leslie Himmel Ellen Israel	PAGE S16 Joanne Minieri Toby Moskovits Dana L. Moskowitz Clare Newman Audrey Novoa	PAGE S20 Lisa Silverstein Joy Sinderbrand Darcy Stacom Tara Stacom Mary Ann Tighe
PAGE S10 Fran Delgorio Helena Rose Durst Katherine Farley Rella Fogliano MaryAnne Gilmartin Lisa Gomez	PAGE S14 Julie Kang Sabrina Kanner Hope Knight Marisa Lago Alison Lewis Elizabeth Majkowski	PAGE S18 Andrea Olshan Daun Paris Joanne Podell Laura Pomerantz Jodi Pulice Samantha Rudin Earls	PAGE S22 Jennifer Tuhy Catherine Vilar Cynthia R. Wasserberger Colleen Wenke Amira Yunis Laurie Zucker



 **Newmark Knight Frank**

WE SALUTE OUR WOMEN

Women have made a tremendous impact in real estate and have become a powerful force in the industry. At Newmark Knight Frank, our women are no exception. Their invaluable contributions and outstanding achievements continue to strengthen our firm.

Congratulations to Newmark Knight Frank's **Alison Lewis**, Chief Administrative Officer

and all those recognized by *Crain's* as "Notable Women in Real Estate in NYC." Your leadership and accomplishments truly inspire us.

North America • Latin America • Europe • Asia-Pacific • Africa • Middle East
125 Park Avenue, New York, NY 10017 • T 212.372.2000 ngkf.com

S4

Breaking the Barriers

Notable women share insights into their career paths

S8

Profiles of the 2018 Notable Women in Real Estate

S23

REBNY moves ahead on plans to increase women's presence in commercial real estate

S24

Real estate firms put women's advancement front and center

CONGRATULATIONS AUDREY NOVOA

One of Crain's "Notable Women in Real Estate"

Select Leasing Opportunities



200 Park Avenue South - James Caseley 212-400-6075



915 Broadway - Alex Kaskel 212-400-6097



145 East 57th Street - John Brod 212-400-9521



210 11th Avenue - Audrey Novoa 212-400-6091



Office & Retail Leasing • Investments • Advisory • Capital Markets • Property Management • Investment Sales

212.400.6060 - www.absre.com - "We build Partnerships That Last"

All information is from sources deemed reliable but is subject to errors or omissions of any magnitude, withdrawal from market, or changes in terms, all without notice. Brokers employment and payment only by written agreement.

Breaking the Barriers

Notable women share insights into their career paths

Women play a powerful role in New York City's real estate industry and more are rising to the top. Our inaugural issue of Crain's Notable Women in Real Estate celebrates 45 who have made their mark.

While negotiating the deal to relocate Teach for America's headquarters to 25 Broadway in Manhattan, Mary Ann Tighe, who has been CEO of CBRE's New York tri-state region since 2002, found herself leading a team that was 100% women.

Tighe hadn't even noticed her team was all-female until the first negotiation. "The men on the other side of the table said, 'Wow, did you do this deliberately?'" she recalls. "It really was a moment of surprise. I thought what are they talking about? Everybody—the attorney, the architect, all of us were women."

Not one to miss a beat, Tighe responded, "Now you should really be scared because you know how good we all had to be to get here, being women."

"It was a very good, spirited negotiation," she adds.

Tighe is among 45 talented women being honored in the inaugural class of Crain's Notable Women in Real Estate. The honorees in this report were nominated or identified through Crain's Custom research and selected based on their career accomplishments in commercial real estate, their mentorship of others in the field, and their involvement in nonprofits and community organizations. They are women who have literally changed the New York City skyline.

As to the prominence of women in the field, says CBRE's Tighe, "I firmly believe New York is way ahead of most of the nation and certainly ahead of the world," she says. "I think this is not just true in real estate. I think it's industry in New York in general."

"Whenever I speak to groups outside of our city, I'm often told by the women in whatever location it is that you are so lucky to be doing this in New York," adds Tighe. "I really recognize that, because when I go to pitch a customer, very often the person or group I'm pitching to is made up of men and women. Often times when we're transacting, we're transacting with a group that at least one, if not more of parties involved—whether it's the lawyer, architects, owners, project managers, whomever—you're seeing a mix of gender."

Leslie Himmel, is founder and co-managing partner of Himmel + Meringoff Properties, a leading owner/operator of New York-based commercial real estate. She says she thinks women's smaller representation in the business world comes with an advantage: "No one forgets our name," she says.

Still, perhaps because of their rarefied positions, the luminaries being honored in

Notable Women in Real Estate are very aware of the barriers yet to be broken in the field—and have ambitious wish lists for women in commercial real estate.

Asked what she would like to see women accomplish in coming years, and Darcy Stacom, chairman and head of the NYC Capital Markets Group at CBRE, for instance, says she would love to see a woman run a commercial brokerage house, such as CBRE, Cushman Wakefield or JLL—"a big national firm, and be the one fully in charge." Stacom led the \$5.4 billion sale of Peter Cooper Stuyvesant Town for Metropolitan Life.

"[New York REIT president and CEO] Wendy Silverstein broke a key barrier in New York City, running a big REIT," she says. "I'd like to see someone like her run one of the big five office REITs."

become a leader because I started my own business and built it to be fairly significant."

Within that business, she's stayed true to her vision—a goal she'd like to see other women setting for themselves. "I've taken that original vision, held onto it, stayed with it and built it," she says. "I never swayed from my business and my business plan. I'd like to see other women keep forging forward the same way."

Himmel has noticed that the business is progressing with regard to women.

"There are a number of us who have been doing this a very long time," says Himmel. "I think it's changing. I actually think it's changing."

Rella Fogliano is founder of two related companies, MacQuesten Development and MacQuesten Construction Management, active in constructing affordable housing

"Now you should really be scared because you know how good we all had to be to get here, being women."

MARY ANN TIGHE

CEO of CBRE's New York tri-state region

Stacom would also like to see more women become prominent developers outside of a large organization, "where they stand shoulder to shoulder with the big male developers."

"Leslie Himmel has obtained status as a prominent female owner," says Stacom. "I'd like to see more people like Leslie be prominent owners of their own portfolio of real estate."

Himmel, who forged a successful partnership with longstanding cohort Steve Meringoff 33 years ago, would also like to see more women take the entrepreneurial route she has as a developer.

"I think many people have taken the safer track of a salaried position and built themselves within a company," says Himmel. "I've

in the Greater New York City area. Fogliano would like to see women take more measured risk. "I always have in some way," says Fogliano, who grew up as the only child of a general contractor. "I don't invest in the stock market. I'm not good at it. I'm good at investing in myself. That's the type of risk I'm talking about."

Fogliano notes that there is growing support available for women- and minority-owned firms that want to respond to requests for proposals for construction of affordable housing. "In New York City and New York State, there are more opportunities than when I started out," she says. "Maybe what I would have done in 1992, when I first started out was to apply for more of these RFPs."

Colleen Wenke



We could not be more proud of our partner
for this well-deserved recognition.

Congratulations Colleen!

Taconic Investment Partners LLC
Paul, Charlie and the Team

TACONIC
INVESTMENT PARTNERS LLC

2018 NOTABLE WOMEN IN REAL ESTATE

Fogliano says she constantly gets email blasts to engage women and minority owned firms in bonding opportunities. "I would take advantage of these programs," she says. "They really weren't out there when I was starting out. It's not an easy field."

For some of the honorees, one of the biggest items on their wish list is for it to be less exceptional for women to be leaders in the industry.

Tara Stacom, executive vice chairman of Cushman & Wakefield and Darcy's sister, said she would like to see greater representation of women in leadership roles.

"Certainly more women should be among the top brokers at the big firms," she says. "Second, while some firms have done better than others in terms of promoting and hiring women in management ranks, women should start penetrating the C-suite in the years ahead."

As former CEO of Forest City New York, MaryAnne Gilmartin led the efforts to build Barclays Center sports and entertainment venue and oversaw the development of The New York Times Building and the residential tower Frank Gehry designed at 8 Spruce Street. She recently co-founded the development firm, L&L MAG, in Brooklyn and Manhattan, along with Robert Lapidus and David Levinson, principals of developer L&L Holding, which owns properties including the 76-story Metropolitan Tower on 57th Street.

One of Gilmartin's fantasies, she says, is to be invited to join a panel discussion where she happens to be

seated alongside a group of powerful women in commercial real estate discussing a topic like public-private partnerships—instead of the subject matter that typically is on the agenda, such as the rarity of female leaders in the industry.

"We wouldn't be talking about being women. We'd be talking about the business," says Gilmartin.

At present, Gilmartin looks for panels that have an equal gender balance, on the premise it's important for men to be part of conversations about the advancement of women.

"I don't discount the need for men to sign onto the agenda," she says. "Right now they still rule the world. We need to go out and make real change."

Appointed to the board of directors of Jeffries Group LLC, and investment bank, in 2014, Gilmartin is also looking to see more women in the boardroom. "When women are in the C-suites and the boardroom, they have the ability to impact the conversation," says Gilmartin. "What I'd like to see over the next 10 years is equal representation in the boardroom and the C-suite.

Then, and only then, do women get to impact hiring decisions and decisions around diversity and inclusion."

Tighe, for her part, would like to see the day arrive when it is unremarkable for women to have senior positions, whether on the management side or the board of directors.

"That's what you are looking for," says Tighe. "You are looking for a playing field in which gender is not even notable. You are coming in on the basis of your credentials and your ability to perform in whatever environment that is. No one gives any care in the world as to whether you are a man or woman."

Tighe would also like women in the field to have access to a network of colleagues where they can feel comfortable being themselves. "Instead of

being in an environment where you have to play on the boys' team, you are in an environment where men and women deal as professionals," she explains. That day may still be in the future, but thanks to the impact of the women listed in *Crain's Notable Women in Real Estate*, its arrival is a real possibility.

"When women are in the C-suite and the boardroom, they have the ability to impact the conversation."

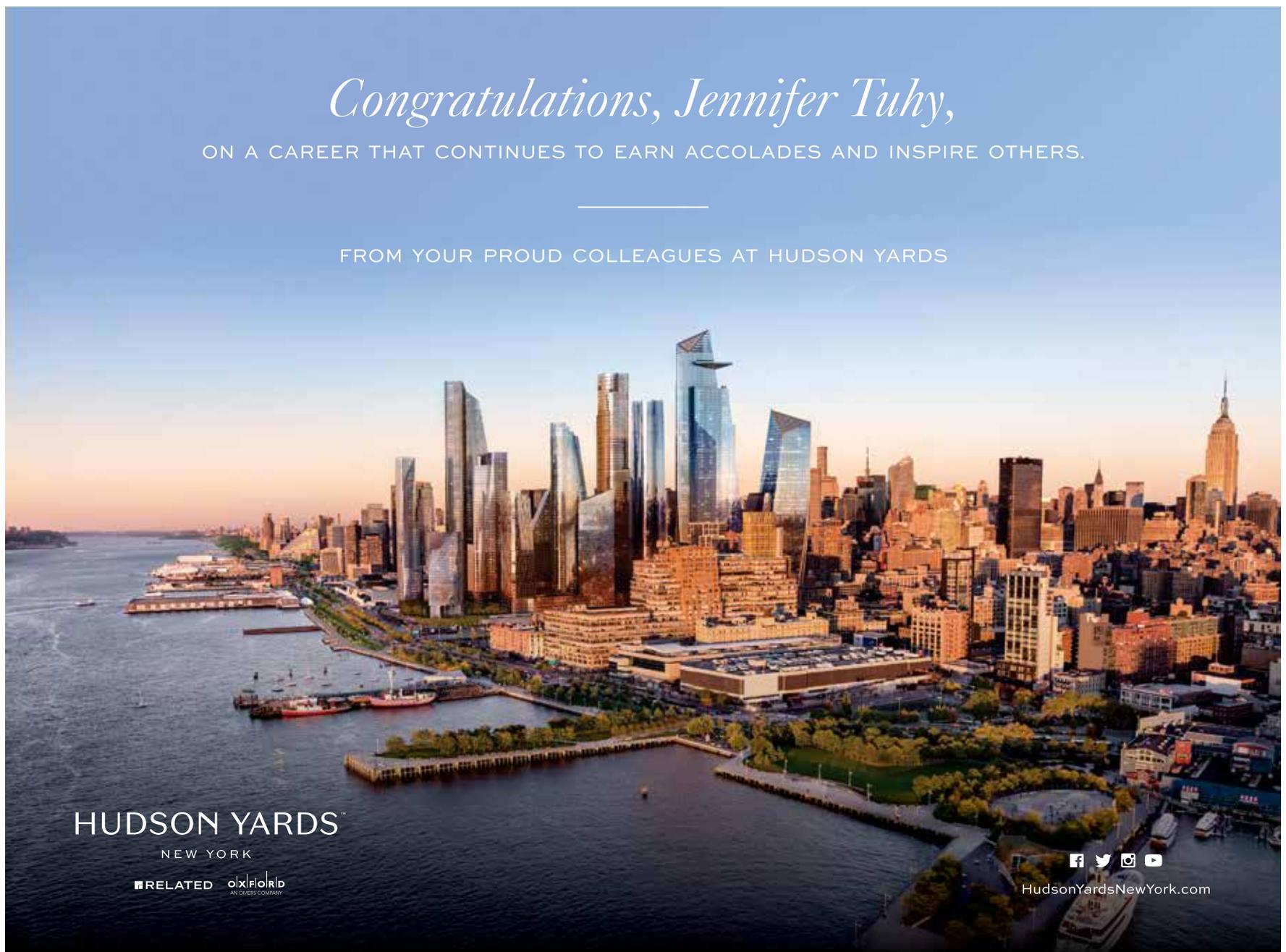
MARYANNE GILMARTIN

Founder and CEO, L&L MAG

Congratulations, Jennifer Tuhy,

ON A CAREER THAT CONTINUES TO EARN ACCOLADES AND INSPIRE OTHERS.

FROM YOUR PROUD COLLEAGUES AT HUDSON YARDS



HUDSON YARDS™
NEW YORK

RELATED  AN OVERSEAS COMPANY



HudsonYardsNewYork.com

Crain's Notable Women in Real Estate NYC 2018

Joanne Minieri

We salute Joanne Minieri, Executive Vice President and Chief Operating Officer, on this deserving honor and her continued commitment to the advancement of women in our field and our community.



2018 NOTABLE WOMEN IN REAL ESTATE

ROBIN ABRAMS

Vice chairman-retail and principal
EASTERN CONSOLIDATED



Robin Abrams has helped some of the biggest names in fashion secure retail locations—among them VF Corporation (7 For All Mankind, Splendid), Kellwood Company (Black Denim, Vince, and Rebecca Taylor), and Donna Karan/DKNY. She also works closely with Citibank and other commercial tenants.

Wearing her other hat, Abrams represents landlords. She's been the exclusive leasing agent for high-profile properties including 601 Madison Ave. (leased to Emporio Armani), 85 Fifth Ave. (now home to Anthropologie), and 546 Broadway (a Uniqlo site). Currently, she is the leasing consultant for Turnstyle, a project featuring 30 stores in the subway concourse at Columbus Circle.

A former vice chairman at Lansco Corporation, Abrams has achieved plenty of industry renown. She garnered the prestigious Louis Smadbeck Broker Recognition Award from REBNY in 2014.

LISA BEVACQUA

Senior vice president and director, asset management
SILVERSTEIN PROPERTIES



Holding an MBA from the Wharton School at the University of Pennsylvania, Lisa Bevacqua thrives in the world of high-stakes deals. Before joining Silverstein, Bevacqua worked in acquisitions and asset management at Citi Property Investors (CPI), a \$600 million real estate opportunity fund, where she was responsible for underwriting and conducting due diligence on \$1.8 billion of real estate transactions.

Bevacqua's roots are in leasing. Before joining CPI, she was a leasing broker at CB Richard Ellis/Whittier Partners, where she focused on the downtown Boston office market.

All of that experience has come in handy at Silverstein Properties, where she came on board in 2010. She now oversees the firm's 12 million-square-foot portfolio of office and multifamily properties.

RUTH COLP-HABER

Partner, counselor of real estate, fellow of Royal Institution of Chartered Surveyors
WHARTON PROPERTY ADVISORS, INC.



A native New Yorker, Ruth Colp-Haber attended the Fieldston School before graduating magna cum laude from the University of Pennsylvania and earning an MBA at The Wharton School.

Colp-Haber initially applied her education to a career as a mortgage trader at Merrill Lynch. After five years, she decided to go into business for herself. Since 1990, Colp-Haber has run Wharton Property Advisors, completing roughly 500 NYC office leases for businesses, schools and nonprofits.

Colp-Haber prides herself on obtaining favorable leases for her clients. As her LinkedIn profile advises, "You shouldn't let your current lease hold you back."

Joining the Real Estate Board of New York in 1989, Colp-Haber is an active member. She currently serves on the Economic Policy, Plaza District, and Tax Policy and Research committees.

KAREN BELLANTONI

Vice chairman
RKF



When Apple needed to lease two Manhattan flagship locations, it turned to Karen Bellantoni, a retail leasing and merchandising veteran at RKF who specializes in tenant and landlord representation in Manhattan and in major markets throughout the United States.

Bellantoni represents some of the best-known retail brands, among them Bose, Build-A-Bear Workshop, The Frye Company, lululemon athletica, and Restoration Hardware. Her deals have ranged from helping retailer Intermix complete more than 25 transactions throughout the U.S., to aiding J.Crew in the leasing of several locations throughout Manhattan. She also recently renewed Diesel's lease at One Union Square West and is assisting Esprit in the disposition of its stores in Manhattan.

Active in her industry, Bellantoni is a member of the International Council of Shopping Centers and REBNY, where she is on its Store's Committee.

MEG BROD

Senior vice president and regional development officer, Northeast Region
ROCKEFELLER GROUP



With an MBA from Harvard Business School, Meg Brod has been on the front lines of some of New York City's highest profile developments. As senior vice president at Rockefeller Group, she oversees the company's current office, as well as residential and mixed-use developments in the region.

As a highly experienced real estate developer and investor, Brod has expertise that extends beyond New York City to markets such as Somerville, Mass., and Washington, D.C., where she oversaw projects as a principal at Bedrock Real Estate Partners. At Equity Residential, she started the firm's New York Development Group. Spotting opportunity, Brod grew the group's development portfolio to more than \$700 million, leading projects in Brooklyn, Manhattan, Jersey City and Montclair, N.J. Previously she held real estate and development positions at firms such as Tishman Speyer Properties.

JULIET CULLEN-CHEUNG

President
STEINER NYC



Juliet Cullen-Cheung spent five years putting her M.S. from Columbia University to good use, working with the City of New York's Department of Housing Preservation and Development, for five years on the redevelopment of affordable housing and designing new policies and programs.

By 2006, she brought her experience to the private sector, joining Steiner NYC, a full-service real estate firm in Brooklyn. She eventually became the firm's president, leading development efforts and overseeing the acquisition, design, and development, of residential, commercial and industrial real estate in NYC.

Active in the community, the Brooklyn currently serves on Community Board 2, juggling her many responsibilities with raising her twin, five-year-old children.

Rockefeller Group
is pleased
to congratulate
Meg Brod

Named one of Crain's Notable Women in
Real Estate - New York City



Meg Brod
*Senior Vice President &
Regional Development Officer*

We're proud to share Meg's vision for quality in the built environment and thank Crain's for recognizing the outstanding contributions of New York's leading women in real estate.

2018 NOTABLE WOMEN IN REAL ESTATE

FRAN DELGORIO

Managing director

JACK RESNICK & SONS, INC.



When corporations need class A office properties in Midtown Manhattan, they often turn to Fran Delgorio. As managing director of full-service real estate firm Jack Resnick & Sons, she is responsible for the leasing and marketing of these properties.

Delgorio began her real estate career at Sibag Investments, a former investment division of Siemens, A.G., as portfolio manager for both investment and corporate-housed properties.

A past president of Association of Real Estate Women from 2007 to 2008, Delgorio is now a board member of the East Midtown and Grand Central Partnerships and the Bryant Park Corporation.

Outside of work, Delgorio has spent a lot of time on the ice as an active volunteer in the figure skating world. Her daughter has competed on both the national and international tracks as a Team USA Synchronized Skater at junior and senior levels.

KATHERINE FARLEY

Former senior managing director

TISHMAN SPEYER



Katherine Farley retired as senior managing director at Tishman Speyer last year, but she continues to play an important role in the city's cultural and economic life. Farley spent 32 years at Tishman Speyer, an owner, developer, operator and fund manager of real estate that is led by her husband, Jerry Speyer, and helped it expand into global markets.

As chairwoman for the past eight years at Lincoln Center for the Performing Arts, Farley has been instrumental in the \$1.2 billion renovation of the 16-acre campus that is nearing its conclusion with the refurbishment of David Geffen Hall, for which she helped secure a \$100 million gift from the entertainment mogul.

Farley stepped in to steer Lincoln Center when its former president Jed Bernstein resigned suddenly last year, and she shepherded Debora Spar as the center's first female president, in March.

MARYANNE GILMARTIN

Founder and CEO

L&L MAG



As president and CEO of developer Forest City Ratner, MaryAnne Gilmartin led the development of some of the most high-profile real estate projects in New York City. She spearheaded the efforts to build Barclays Center, the state-of-the-art sports and entertainment venue and centerpiece of the \$4.9 billion, 22-acre mixed-use Pacific Park, Brooklyn development. She also oversaw the development of the New York Times Building and New York by Gehry, designed by award-winning architect Frank Gehry, and the Tata Innovation Center at Cornell Tech.

In early 2018, Gilmartin took the entrepreneurial route. She co-founded L&L MAG, a New York-based real estate development company, with David Levinson and Robert Lapidus.

Gilmartin serves as a member of the board of directors of the global investment banking firm Jefferies Group and is a civic leader in New York. She was honored in 2017 with REBNY's prestigious Bernard H. Mendik Lifetime Leadership Real Estate Award.

HELENA ROSE DURST

Principal

THE DURST ORGANIZATION



One of Helena Rose Durst's passions is spending time at her family's McEnroe Organic Farm, one of the largest family-owned-and-operated organic farms in New York State. The haven in Millerton, N.Y. is known for an education program that connects young people with agriculture.

Back in the city, Durst stays plenty busy overseeing all aspects of the residential portfolio at The Durst Organization. Currently, she is spearheading the leasing of more than 2,000 market-rate and affordable units in Queens at Halletts Point and Queens Plaza Park.

Active in the NYC real estate and environmental community, Durst is also the former president of New York Water Taxi, aka Circle Line Downtown. Serving for seven years, she transformed the organization into a profitable mass transit, tour and travel operation serving more than 1.5 million passengers annually.

RELLA FOGLIANO

Founder and CEO

MACQUESTEN DEVELOPMENT, LLC
AND MACQUESTEN CONSTRUCTION
MANAGEMENT, LLC



Since age six, Rella Fogliano had visited construction sites with her now late father, a general contractor in New York. Years later, after studying communications and French at Fordham University, that early exposure led her to a career as a real estate developer. As founder and chief executive officer of MacQuesten Development and MacQuesten Construction Management, Fogliano specializes in the financing, design and construction management of multifamily, affordable housing and commercial properties, with a portfolio of completed projects worth more than \$140 million. Fogliano's motto is to "blur the lines between affordable and luxury housing."

Outside of work, Fogliano makes time to volunteer. She serves on the board of the General Society of Mechanics and Tradesmen of the City of New York, a 231-year old philanthropic organization that provides tuition-free evening instruction in trades-related education.

LISA GOMEZ

Chief operating officer and partner

L+M DEVELOPMENT PARTNERS



When she was in senior management at the New York City Housing Development Corporation, Lisa Gomez oversaw \$1 billion annually in bond financing and mortgage insurance. At HDC, she was also responsible for developing and executing policy and financing programs to stimulate the creation of affordable housing for Mayor Bloomberg's successful New Housing Marketplace Plan.

Today, she brings that experience to her role overseeing the day-to-day operations of L+M Development Partners, an innovator in developing quality, affordable mixed-income and market-rate housing, and its affiliated companies.

Outside of L+M Development Partners, Gomez is active in urban planning. She is a board member of Center for the Urban Future as well as the Stella and Charles Guttman Community College Foundation. She is a past chair of the New York State Association of Affordable Housing, the Greenpoint Manufacturing and Design Center, and was also a commissioner of the New York City Planning Commission from 2004 to 2007.

Congratulations to Rella Fogliano, CEO of MacQuesten Development, LLC on her selection in the inaugural issue of CRAIN'S Notable Women in Real Estate in NYC!

Coming Soon...
22 South West in
Mt. Vernon, N.Y.



Another great
development by our
Mom!

2018 NOTABLE WOMEN IN REAL ESTATE

MIRIAM HARRIS

Executive vice president

TRINITY PLACE HOLDINGS INC.



As the former executive vice president and co-head of the Real Estate Transaction Services Group for the New York City Economic Development Corporation, Miriam Harris negotiated some of the most complex transformational public-private land development deals executed under the Bloomberg administration, while managing a 30-person team of real estate professionals on hundreds of projects. She came well-prepared, with a masters degree in urban planning from Harvard University.

Today, Harris brings her experience leading large-scale projects to her role as executive vice president of Trinity Place Holdings Inc., where she directs all aspects of the company's real estate business. This responsibility includes the development of 77 Greenwich, an approximately 300,000-square-foot, new mixed-use luxury condominium project in lower Manhattan, as well as the redevelopment, leasing and asset management of properties in the New York tri-state area and South Florida.

SARAH HAWKINS

Managing director

HINES NEW YORK



Sarah Hawkins is at the helm of some major projects at the investment and development firm Hines. She is leading the Hines New York seniors housing business, including the 16-story Sunrise project at 139 E. 56th St. in Midtown Manhattan, which includes 150 assisted-living and memory-care units. Hawkins is also responsible for the leasing and repositioning of the 750,000-square-foot retail portfolio within the 12-building Hudson Square Properties portfolio and was responsible for retail and office leasing at 7 Bryant Park before the building was sold to Bank of China Group Investment.

Hawkins has risen through the ranks quickly since coming on board in 2011 as an associate. She was promoted to director in 2013 and managing director in 2015.

A graduate of University of Texas at Austin, Hawkins is a member of Phi Beta Kappa.

NICOLA HERYET

Principal

AVISON YOUNG



Nicola Heryet has built a reputation for representing major brands for the long-term. She represented Kellwood Company, a major designer and manufacturer of premier fashion brands, for instance, for more than 20 years. She was the leasing agent for 654 Madison Ave., a 150,000-square-foot boutique office building in the Plaza District, repositioning the building. Other major clients have ranged from private-sector clients such as Avon Products, Inc. to the United Federation of Teachers and the World Health Organization.

A graduate of University of Westminster in London, Heryet has taken on many leadership positions in the industry, serving as senior managing director at Cushman & Wakefield, and before that, principal at Cassidy Turley. Her relocation of the 740,000-square-foot United Federation of Teachers headquarters in 2002 garnered her REBNY's Robert T. Lawrence Memorial Award, which honors the most ingenious deal of the year.


The size of New York City's real estate market is second only to Tokyo's, globally, and is the largest (single) market in the United States.*

LESLIE HIMMEL

Founder and co-managing partner

HIMMEL + MERINGOFF PROPERTIES



Leslie Himmel founded Himmel + Meringoff Properties, a leading owner/operator of New York-based commercial real estate and one of the only privately owned, first generation portfolios of Manhattan office buildings, in 1985. She and partner Stephen Meringoff built its holdings to two million square feet of commercial real estate valued at more than \$2 billion. She was named one of the 50 Most Powerful Women in New York by *Crain's* in 2017.

Active in REBNY, Himmel founded and continues to co-chair REBNY's Economic Development Committee and has been a member of REBNY's Board of Governors since 2001. She also serves on the board of the executive committee. In 2011, she received REBNY's Mendik Lifetime Leadership in Real Estate Award.

Himmel holds an MBA from Harvard Business School and in 2008 established The Women's Student Association Fellowship Fund, which awards scholarships to Harvard Business School students.

ELLEN ISRAEL

Executive managing director

JRT REALTY GROUP, INC.



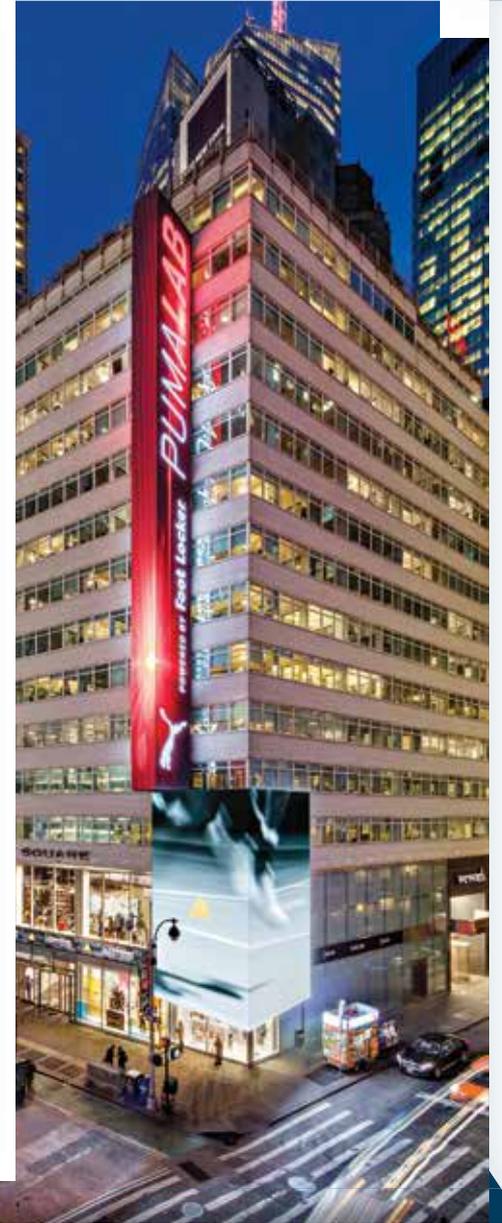
Ellen Israel is accustomed to helping organizations with a giant footprint locate the space they need. In one recent transaction, the executive managing director at JRT Realty Group assisted the Department of Citywide Administrative Services in finding 18 locations in Manhattan, Bronx, Brooklyn and Queens—a 1,200,000-square-foot portfolio.

Previously, Israel was a transaction manager with Cushman & Wakefield, where she helped Verizon reduce the size of its real estate portfolio; and senior vice president of The Witkoff Group, a leading entrepreneurial investor. During her 12-year tenure at Witkoff, Israel managed all leasing activities for the 1.1 million-square-foot Daily News Building at 220 East 42nd St. She also acquired 20 Exchange Place, a 59-story building in lower Manhattan, and the 376,000-square-foot office tower at 28 West 44th St. in New York City's Grand Central district, and later sold them at a profit.



HIMMEL+MERINGOFF

Ownership & Acquisitions



We proudly congratulate

Leslie Himmel

on being recognized as one of

Crain's Notable Women in Real Estate in NYC

2018 NOTABLE WOMEN IN REAL ESTATE

JULIE KANG

Senior managing director

MHP REAL ESTATE SERVICES



Julie Kang is known for both her in-depth knowledge of the New York real estate market and adaptability in serving diverse clientele and assignments. She has represented both local and international investors in commercial real estate transactions.

Among Kang's recent transactions were 28 E. 14th St., 361 1st Ave., and 536 LaGuardia Place. Kang came to MHP after serving as director of commercial real estate at Keller Williams NYC, where her responsibilities included investment sales and retail leasing.

The University of Hawaii graduate is now very active in New York City's real estate community. She's a member of The Real Estate Board of NY (REBNY) and Certified Commercial Investment Member (CCIM), and became the President of Asian Real Estate Association of America (AREAA) Manhattan Chapter in 2017.

SABRINA KANNER

Executive vice president, design and construction

BROOKFIELD PROPERTIES



In her 36-year tenure with Brookfield Properties and predecessor firm Olympia & York, Sabrina Kanner has played a key role in the construction, design and development of high-profile projects such as the World Financial Center, aka Brookfield Place; 300 Madison Avenue; the Bay Adelaide Centre in Toronto; as well as the restoration and renovation of the Winter Garden at World Financial Center after 9/11. Currently on her plate: Manhattan West, a more than 7-million-square-foot, mixed-use development west of Penn Station.

After joining construction division of Olympia & York in 1982, Kanner rose through the firm to oversee design and construction in the U.S. She is a member of the boards of directors at the New York Building Congress (as treasurer), The Salvadori Center, The Opus Group, The Regional Plan Association, and Urban Green Council and is a trustee of The National Building Museum (secretary) and The Beverly Willis Architecture Foundation.

HOPE KNIGHT

President and CEO

GREATER JAMAICA DEVELOPMENT CORPORATION



Hope Knight has led many efforts at the intersection of real estate and community development to advance historically disadvantaged communities. As president and CEO of Greater Jamaica Development Corporation, she works to plan and advance real estate development to revitalize Jamaica, Queens and strengthen the region. She also serves on the New York City Planning Commission.

Previously she served as chief operating officer of the Upper Manhattan Empowerment Zone, and was a vice president in the institutional equities division of Morgan Stanley. Earlier in her career, Knight was director of planning and analysis in what is now known as the Department of Citywide Administrative Services.

Knight also serves on several boards, including the Regional Plan Association, Gameen America, East Harlem Tutorial Program, Morgan Stanley New Markets Corporation and Carver Community Development Corporation.

MARISA LAGO

Director

DEPARTMENT OF CITY PLANNING

Chair

CITY PLANNING COMMISSION



As director of the Department of City Planning and chair of the City Planning Commission since March, Marisa Lago is serving her third stint in city government. Recently appointed by Mayor Bill de Blasio, she previously worked under mayors David Dinkins and Ed Koch.

Lago brings national experience to the table. She was previously the U.S. Department of the Treasury's assistant secretary for international markets and development during the Obama administration, leading overseas development activities with the World Bank and its regional counterparts. Prior to that, she was president and CEO of Empire State Development, advancing projects such as the construction of Brooklyn Bridge Park.

Her passion for city planning spans decades. As Boston's chief economic development officer from 1994 to 1997, Lago led the Boston Redevelopment Authority. From 1990 to 1994 she was general counsel of the New York City Economic Development Corp.

ALISON LEWIS

Chief administrative officer

NEWMARK KNIGHT FRANK



As chief administrative officer at multinational real estate service firm Newmark Knight Frank, Alison Lewis focuses on keeping the firm on the cutting edge. On her agenda: promoting technology, creating operational efficiencies, and leveraging the firm's marketing, presentations, research and financial analysis resources. She also supervises the business operations managers across NKF's national offices.

Lewis joined Newmark Knight Frank in 2013. As a member of NKF's executive leadership team, Lewis provides guidance and oversight of NKF's business lines, support services and office operations. She also focuses on national recruiting and strategic acquisitions for the firm. She taps her five years of experience at CBRE as the senior managing director of New York Tri-State Region brokerage. There, she oversaw the management, recruitment and training of the firm's New York brokerage staff.

ELIZABETH MAJKOWSKI

Senior vice president, operations and director of sustainability

SL GREEN REALTY CORP.



Elizabeth Majkowski spends much of her time these days managing operations, sustainability and strategic planning for the skyscraper project One Vanderbilt, located across from Grand Central Terminal. She also oversees 25 million square feet of office, residential and retail in the firm's portfolio, managing annual operating and capital budgets of \$400 million, and supervising 1,000 operations personnel.

An avid proponent of sustainability, Majkowski oversees participation in Mayor Bill de Blasio's Carbon Challenge across 8 million square feet of property and is spearheading LEED certifications across 17 properties. Meanwhile, in 2017 she received the Entrepreneurial Spirit Award for commitment to charitable initiatives from CREW Network, an organization focused on advancing women globally in commercial real estate.



CONGRATULATIONS TO

Elizabeth Majkowski

SVP, Operations; Director of Sustainability

on being recognized by Crain's
in the inaugural "Notable Women
in Real Estate" issue

We salute all the honorees.

 **SL GREEN**
REALTY CORP.

2018 NOTABLE WOMEN IN REAL ESTATE

JOANNE MINIERI

Executive vice president
RXR REALTY

Chief operating officer
RXR DEVELOPMENT SERVICES AND
RXR CONSTRUCTION SERVICES



In her multiple leadership positions at RXR Realty, Development Services and Construction, Joanne Minieri oversees a more than \$2 billion development pipeline of 3,200 multifamily and condominium units, along with approximately 2 million square feet of commercial space.

Minieri has also worked in the public sector, serving as the deputy county executive and commissioner for Suffolk County Economic Development and Planning from 2012 to 2016. Previously, Minieri served as president and chief operating officer of developer Forest City Ratner Companies, one of the largest developers in the New York metropolitan area.

Minieri was involved in the company's acquisition of the New Jersey NETS franchise. She also oversaw the pre-development of the Atlantic Yards project, an 8-million square-foot mixed-use development that included the Barclays Center, a state-of-the-art sports and entertainment venue, which opened in 2012.



In 1916, the city passed the first zoning law in America to regulate skyscrapers.*

CLARE NEWMAN

Chief of staff, executive vice president

BROOKLYN NAVY YARD DEVELOPMENT CORPORATION



Clare Newman is laser-focused on an ambitious mission: bringing 10,000 jobs to the Brooklyn Navy Yard by 2020. In her lead role as Brooklyn Navy Yard Development Corp., she oversees the planning, development, external affairs, transportation and design & construction departments and works on strategic initiatives.

Previously, Newman was a senior leader on the Government Innovation team at Bloomberg Philanthropies, leading the Mayors Challenge, an international competition to inspire and incentivize cities to generate innovative ideas to solve major urban challenges. Before that, she was vice president at New York City Economic Development Corporation's real estate division, where her projects included restoration of the Loews Kings Theatre in Flatbush, Brooklyn, the city's bike-share program, and the Applied Sciences tech-campus initiative.

TOBY MOSKOVITS

Founder and CEO

HERITAGE EQUITY PARTNERS



At Heritage Equity Partners, CEO Toby Moskovits specializes in creating mixed-use development in the New York metro region, focusing on outer-borough neighborhoods. Among its projects in development are 25 Kent Ave., an innovative light industrial and office environment in Williamsburg, targeting tech, creative and maker tenants; a 190-unit residential rental development at 564 St. John's Place in Prospect Heights; and a 100,000-square-foot light industrial and office project at 215 Moore St. in East Williamsburg.

Moskovits previously served as managing director of private equity and venture capital investment activity at Cammeby's Capital Group.

She is also an active member of Community Board 1 in Brooklyn, serves as a chair of the Innovation Committee at the Brooklyn Chamber of Commerce and runs a mentorship program at the Williamsburg High School for Architecture & Design.

DANA L. MOSKOWITZ

Partner

HSP REAL ESTATE GROUP



Dana Moskowitz has a busy schedule managing new business developments, client relations and operations of the real estate holdings as a partner at HSP Real Estate Group, the 2017 merger of EVO Real Estate, which she and her partners acquired in February of 2013, and Herald Square Properties.

She is currently focused on attracting new talent to the firm to enhance the brokerage division, as well as expanding the company's building agency portfolio. She also serves as the business director for NAI Global, one of the country's largest and most powerful network of independently owned commercial real estate firms.

Prior to EVO, Moskowitz was a founding partner and principal of ID Real Estate Partners where she focused on acquisitions and brokerage. Outside of HSP, Moskowitz is a board member of the B'nai B'rith Real Estate Group, among other commitments.

AUDREY NOVOA

Senior managing director

ABS PARTNERS REAL ESTATE LLC



Audrey Novoa is no stranger to high-profile deals. She was the broker representing Murray Hill Properties in the leasing of the 419,813-square-foot NYU Langone Medical Center and School of Medicine space at 1 Park Ave.

For four years, Novoa has been senior managing director at ABS Partners Real Estate. She started out at Williams Real Estate, where, during her 20 years with the firm, she rose to executive managing director and became the only female member of the management committee. In 2001, she joined Murray Hill Properties as executive managing director.

A versatile professional, Novoa has represented both tenants—among them Loews Corporation and Planned Parenthood—and many landlords. She is known for her ability to address tenants' questions regarding the acquisition and disposition of their office space, knowledge of the vast intricacies of leases and skills in negotiation.



HSP Real Estate Group congratulates our very own

Dana L. Moskowitz

on being recognized as one of Crain's Notable Women in Real Estate in NYC

HSP Real Estate Group is a full-service real estate company specializing in property acquisition, property management, asset management, construction management, and office and retail/hospitality leasing and sales. HSP Real Estate Group is currently responsible for approximately 4 million square feet of commercial assets under ownership and/or management.



HSP Real Estate Group - 1040 Avenue of the Americas, New York, NY 10018 - 212.519.2000

www.hspny.com

A Member of **NAI**Global

Member
REBNY
REAL ESTATE BOARD OF NEW YORK

2018 NOTABLE WOMEN IN REAL ESTATE

ANDREA OLSHAN

CEO

OLSHAN PROPERTIES



Olshan Properties, a privately held real estate firm, owns and manages 14,000 multifamily units, 9 million square feet of retail, 3 million square feet of office space and more than 1,400 hotel rooms in 11 states. The force behind Olshan's strategic direction, investment activity and capital partnerships is Andrea Olshan. Through her membership in the investment committee, Olshan evaluates new investment opportunities and represents the company in its third-party investments.

Olshan, who holds an MBA from Columbia University, rose to CEO from the chief operating officer role, where she was responsible for daily operations at a variety for the firm's divisions: leasing, property management, asset management, development and construction. During her tenure at Olshan Properties, the company has developed or acquired 7 million square feet of income-producing real estate including retail, residential, hotel and office assets. Meanwhile, she devotes time to many civic activities, such as serving as a trustee of the Horace Mann School.

DAUN PARIS

President

EASTERN CONSOLIDATED



Since launching full-service commercial real estate firm Eastern Consolidated with chairman and CEO Peter Hauspurg in 1981, Daun Paris has steered its operations and strategic vision, building it into a major player in New York City real estate, with up to \$4 billion in annual sales. One of her specialties is the sale and acquisition of office buildings, development properties and hotels.

Active in the Real Estate Board of New York, Paris serves on its board of governors. She has served as an arbitrator for REBNY, as well as a director of REBNY's commercial brokerage division and general meetings committee. Active in many community and charitable organizations, for seven years she was a trustee for JCCA, formerly known as Jewish Child Care Association, which provides care and services to abused, neglected and traumatized children.

JOANNE PODELL

Executive vice chairman for retail services

CUSHMAN & WAKEFIELD



A three-time recipient of the Real Estate Board of New York's prestigious Deal of the Year Award, Joanne Podell has led some of the highest-profile transactions in New York City.

In 2016, Podell worked with Nike on leasing its more than 70,000-square-foot Midtown flagship at 650 Fifth Ave., one of the largest in commercial real estate history. She also represented both Kay Jewelers and Converse in the openings of their first Manhattan stores and was instrumental in bringing the Nike flagship to 529 Broadway in SoHo and leasing 43,000 square feet to Target at 112 W. 34th St.

It's not surprising that the recognition keeps rolling in. Podell was declared Cushman & Wakefield's 2016 global top broker, the first time a retail broker has been the sole recipient of the recognition, and was named Cushman & Wakefield's overall top retail broker in the United States for both 2014 and 2015.

LAURA POMERANTZ

Vice chairman, head of strategic accounts

CUSHMAN & WAKEFIELD



After merging her company Laura Pomerantz Real Estate with Cushman & Wakefield in November 2014, Pomerantz quickly began deploying her expertise at her new firm. By 2017, Cushman had recognized her as one the tri-state region's top brokers in America and awarded her as the top producer in retail for 2017.

Her client list has included many major brands and organizations, among them Bloomberg LP and the Guggenheim Museum. She is also the exclusive and national representative for Ted Baker London, Levi Strauss & Company, Gant, Rebecca Taylor, e.l.f. cosmetics and Vince.

Pomerantz has served on several business boards including G-III, a public company listed on the NASDAQ, and ROIC, a real estate REIT listed on the NASDAQ. She has also been a member of the Carnegie Hall board of trustees for over 30 years.

JODI PULICE

Founder and CEO

JRT REALTY GROUP, INC.



Since founding JRT Realty Group in 1996, Jodi Pulice has built it into what is widely recognized as the nation's largest certified woman-owned commercial real estate services firm.

Currently she is responsible for a leasing and management portfolio of more than 13 million square feet on behalf of TIAA, one of the largest institutional real estate investors in America. Her leasing and sales transactions include the sale of the Seagram Building in Manhattan as well as the FDIC's national field offices at 92 locations. She has also brokered high-profile transactions for The Port Authority of New York and New Jersey and The Durst Organization, and the New York City Department of Citywide Administrative Services and the Metropolitan Transit Authority.

Pulice's accomplishments have not gone unnoticed. The National Minority Business Council has recognized JRT's efforts to award the most number of assignments to other minority and women-owned vendors through two prestigious awards.

SAMANTHA RUDIN EARLS

Senior vice president

RUDIN MANAGEMENT COMPANY



Since joining Rudin Management Company in July of 2007, Samantha Rudin Earls has been involved in a number of very visible residential projects. One is 130 W. 12th St., a 43-unit luxury condominium. Another that's on her plate is The Greenwich Lane in the West Village, which is currently 90% sold.

Rudin Earls sits on the executive committee of Rudin Management and helps with the design upgrades of the Rudin residential portfolio.

Active in charitable activities, Rudin Earls joined the board of the Incarnation Children's Center—the only skilled nursing facility serving children living with HIV/AIDS in New York City—in March of 2011. In February of 2017, the graduate of New York University's Tisch School of the Arts joined the Roundabout Theatre board. She is also on the board of the May & Samuel Rudin Family Foundation as well as other family foundations.



CUSHMAN & WAKEFIELD CONGRATULATES



Joanne Podell
Executive Vice Chairman



Tara Stacom
Executive Vice Chairman



Laura Pomerantz
Vice Chairman

**FOR THEIR SELECTION TO
CRAIN'S NEW YORK BUSINESS'S
INAUGURAL LIST OF
NOTABLE WOMEN IN REAL ESTATE**

2018 NOTABLE WOMEN IN REAL ESTATE

LISA SILVERSTEIN

Executive vice president

SILVERSTEIN PROPERTIES, INC.



With recent projects including 30 Park Place and the Four Seasons Hotel and Private Residences Downtown, a Tribeca property designed by Robert A. M. Stern Architects; Silver Towers and River Place, Lisa Silverstein has a jam-packed calendar.

At Silverstein Properties, the New York University graduate oversees the residential real estate portfolio. That means actively participating in all aspects of residential real estate development from deal evaluation, analysis and pre-development planning to construction, marketing, operations, sales and leasing.

Silverstein devotes much of her time to giving back. She sits on the boards of UJA-Federation of New York and the Jewish Community Relations Council of New York. She is a member of the board of trustees at New York University.

JOY SINDERBRAND

Vice president

NEW YORK CITY HOUSING AUTHORITY'S
RECOVERY AND RESILIENCE DEPARTMENT



When disaster strikes New York City, the buck often stops with Joy Sinderbrand. At the New York City Housing Recovery and Resilience Department, the fourth generation Brooklynite is responsible for deploying \$3 billion of disaster recovery funding in over 220 buildings at 35 developments throughout New York City. Created in the aftermath of Superstorm Sandy, the department is incorporating state-of-the-art resilience design elements that will guide future construction throughout NYCHA's portfolio.

Sinderbrand, armed with a master's degree in public affairs and urban & regional planning from Princeton University, brings prior experience from Washington Square Partners, where she worked with developers, nonprofits, universities, unions and government agencies to advance development projects and public-private partnerships. At the Port Authority of New York and New Jersey, she was the redevelopment project manager for One World Trade Center and spearheaded projects to expand capacity at New York's Penn Station.

DARCY STACOM

Chairman and head of NYC capital markets

CBRE



Crowned the "Queen of the Skyscrapers" by the Wall Street Journal in 1997, Darcy Stacom has brokered some of the city's most discussed real estate deals. She provided brokerage and advisory services for the sales of the Park Lane Hotel in 2014, brokered the \$1.4 billion sale of a 40% stake in the General Motors Building in 2013 and the \$5.4 billion sales of Stuyvesant Town and Peter Cooper Village to Tishman Speyer Properties in 2006.

In the NYC Capital Markets Group, Stacom overseas a gateway to the global marketplace. Stacom started out working with her late father, Matthew Stacom, former chairman of Cushman & Wakefield, at that firm but moved to CBRE in 2002. In the last four years, she has twice been the #1 Professional at CBRE globally, and twice the #1 Investment Professional globally.

Time Square, while taking up just 0.1% of New York City's total land area, now creates 11% of the city's economic output and 10% of its jobs.*

TARA STACOM

Executive vice chairman, brokerage

CUSHMAN & WAKEFIELD



Consistently one of the top producing brokers at Cushman & Wakefield, Tara Stacom has represented a long list of high-profile tenants, among them Lazard Freres & Co. on its corporate headquarters lease at 30 Rockefeller Plaza. After she leased One World Trade Center, she won the Real Estate Board of New York's 2011 Most Ingenious Deal of the Year award.

Stacom has also managed and leased class-A office space for a who's who of prominent owners and investors of real estate in New York. She came to Cushman & Wakefield in 1981, joining her late father, Matthew Stacom, the former chairman.

Passionate about education, Stacom has since 2003 served on the board of trustees at Lehigh University, her alma mater. She is a founder of ire@l, a real estate program in the business college at the university that has enrolled more than 1,000 students since its inception in 2009. In 2016, Stacom received REBNY's Bernard H. Mendik Lifetime Leadership in Real Estate Award, which is presented to REBNY members who have displayed exceptional service to the real estate industry.

MARY ANN TIGHE

CEO, New York tri-state region

CBRE



Before starting her real estate career, Mary Ann Tighe served as a vice president of the American Broadcasting Companies, where she launched the A&E cable channel. Her encore has been serving as CEO of CBRE's New York tri-state region since 2002, a region of 2,500 employees—a role for which *Crain's* named her the most powerful woman—across both the public and private sectors—in New York. For a three-year term starting in January 2010, Tighe served as chair of REBNY, the first woman to hold this position in REBNY's then 114-year history.

A nine-time winner of the REBNY's Deal of the Year Award for ingenious brokerage, Tighe works with clients including the Archdiocese of New York, AMC, 21st Century Fox, News Corp and WPP Group. Her deals have anchored more than 14.4 million square feet of new construction in the New York region—believed to be a record in commercial brokerage.



OUR NOTABLE WOMEN



CONTINUING TO LEAD

As New York's leading commercial real estate services and investment firm, we're proud of the hundreds of strong women across our New York offices. Amongst these women are Amira Yunis, Mary Ann Tighe, and Darcy Stacom who have been acknowledged by Crain's in the inaugural list of "Notable Women in Real Estate in New York City." Congratulations to our three notable women and the many others within the industry.

CBRE

2018 NOTABLE WOMEN IN REAL ESTATE

JENNIFER TUHY

CFO

HUDSON YARDS AT RELATED COMPANIES



As chief financial officer of Hudson Yards for developer Related Companies, Jennifer Tuhy plays a critical role on the executive team for the 28-acre development in Manhattan. The project is the largest private real estate development in U.S. history, according to her firm. Tuhy is responsible for overseeing all finance and accounting aspects, including budgeting, accounting and controls, financial reporting, tax, treasury and information systems.

Tuhy, a veteran of Related, joined the firm in 2001 and previously served as senior vice president of Related's accounting and finance functions, managing a 150-person organization. She held various positions including controller for CityPlace and Related Urban. Prior to Related, Tuhy worked at Tishman Speyer Properties and Pricewaterhouse Coopers.

Tuhy graduated cum laude from Bucknell University with a Bachelor's Degree in Business Administration and is on the board of The New Teacher Project.

CATHERINE VILAR

Managing director

MHP REAL ESTATE SERVICES



Specializing in tenant and landlord representation, Catherine Vilar handles every aspect of real estate transactions from site selection to lease negotiation and representation in her role at MHP Real Estate Services. She also serves as the leasing agent for 30 W. 21st St.

Having earned her B.A. in interior design from the School of Visual Arts, Vilar has taken on interior renovation projects for clients including MTV Networks, Nickelodeon, Avon, Vonage, and the United Nations Secretariat building, aligning them with these firms' strategic business goals. Her hospitality clients include DB Hotels, Library Hotel Collection and Empire Hotel Group.

Prior to joining MHP Real Estate Services, Vilar served as associate director at MPG-CRE. There she represented European and domestic companies in the design, media, financial, and fashion industries. Noteworthy clients include Verinvest, Appcard and R13 Denim.

CYNTHIA R. WASSERBERGER

Executive managing director, New York leasing

JLL



Leading the alternative investment practice group at global commercial real estate services firm JLL, Cynthia Wasserberger has completed more than 100 transactions for financial industry firms.

Responsible for agency leasing and tenant representation client services, including new business development and implementation, she specializes in New York City metropolitan area real estate for boutique financial service clients. Wasserberger has been actively involved in providing real estate services to financial service corporate clients such as Merrill Lynch Bank of America, Morgan Stanley, State Street Bank and Computer Associates and as leasing agent for prominent owners such as MetLife and Boston Properties.

Also a tenant representative, Wasserberger has been involved in large-scale deals including Wachovia Bank's leasing of 162,000 square feet at 375 Park Ave.

COLLEEN WENKE

Senior vice president

TACONIC INVESTMENT PARTNERS



Since joining developer Taconic Investment Partners in 2001, Colleen Wenke has planned and overseen both ground-up and restoration projects in the commercial, residential and mixed-use sectors totaling over 4 million square feet of commercial space and 1,000 units of housing.

As senior vice president, Wenke is responsible for the execution of all development and construction projects within Taconic's portfolio. She manages all aspects of development timeline, prepared with a Master of Science in Real Estate with a dual concentration in finance and development from New York University where she graduated magna cum laude with a Bachelor of Arts. An active member of NYPEN and Professional Women in Construction, Wenke also sits on the Fordham Real Estate Institute Executive Advisory Council as well as the ULI NY Program Steering Committee. She earned her M.S. in real estate from New York University.

AMIRA YUNIS

Executive vice president

CBRE



Amira Yunis is known for her intimate knowledge of high-street retail markets nationwide. Among the transactions where she has represented tenants are several locations for Urbanspace at 230 Park and 570 Lexington avenues; Tommy Bahama's multilevel flagship and restaurant at 551 Fifth Ave.; the national roll out for Joe & the Juice, numerous locations for Aldo, Fossil and Skagen; The Capital Grille's three Manhattan locations; Patagonia; Theory; over 52 locations for Le Pain Quotidien; and Gucci in Sao Paulo, Brazil.

Yunis has also represented landlords, among them The Durst Organization and Starrett Development. Her deals have included 4 Times Square to the H&M flagship; 575 Madison Ave. to Breitling, Lacoste and First Republic Bank; and Patagonia in the Meatpacking District, SoHo and the Bowery.

Yunis won the Real Estate Board of New York's 2006 Ingenious Deal of the Year Award for representing New York University in bringing Trader Joe's to its first Manhattan location at 14th Street.

LAURIE ZUCKER

Vice chairwoman

THE ZUCKER ORGANIZATION



As vice chairwoman of The Zucker Organization and a New York State licensed real estate broker, Laurie Zucker manages Zucker-related properties including more than 2,300 residential rental apartments in the New York City area and numerous retail locations in the New York area and across the East Coast.

The organization includes Manhattan Skyline Management Corp., a full service real estate management company, and Donald Zucker Company, a real estate development and asset acquisition company. Among her many responsibilities are supervision of company expenditures, general business operations, the in-house and on-site leasing offices, and the selection of outside brokers if required, along with the pricing and marketing of properties.

Active in the real estate industry, Zucker is a member of REBNY's board of governors. She is also member of the board of The Rent Stabilization Association and a director of the residential division of the Realty Advisory Board on Labor Relations Inc.

REBNY moves ahead on plans to increase women's presence in commercial real estate

Although many women are breaking barriers in commercial real estate, many roadblocks to advancement remain.

"It's really troubling," said Sandhya Espitia, senior vice president, brokerage services for the Real Estate Board of New York (REBNY). "There is a high representation of women in commercial real estate, but mainly in marketing, public relations and back-office jobs—and not enough in the C-suite. Women are still concerned with not having a real seat at the table."

Under the leadership of newly installed Chairman Bill Rudin, the Real Estate Board of New York (REBNY) is prioritizing the increasing of diversity in the industry. He is focusing on attracting more women and minorities in the field through outreach and job placement, primarily through training and internship programs such as Building Skills NY and Ladders for Leaders. The organization is also launching a diversity committee.

"As an association, we have a very strong voice to start changing the conversation about women in commercial real estate and real estate in general," said Espitia.

Many in the industry believe change is urgently needed. Espitia points to a study published by National Real Estate Investor magazine in May, 2018, in which nearly 73% of respondents said women in the

commercial real estate industry face sexual discrimination such as getting passed over for assignments and promotions, and receiving a lower salary than someone of another gender or sexual orientation doing the same job. Among male respondents, 58% of respondents said sexual discrimination takes place, compared to 92% of the female respondents.

"The gap is real and the numbers continue to show it," Espitia said. "Women continue to be underpaid. There is only a minority of women in real estate with access to the C-suite."

Lack of exposure to the field is a challenge, noted Espitia. "I remember a female CEO telling me a few years ago that people don't go to college thinking they want to be a commercial real estate broker—the appetite really develops later in life, especially for women," said Espitia.

Espitia would like to see efforts similar to those put into place to interest women in STEM careers at an early age. "I think it starts early, that interest in transactions, development and urban planning can be appealing to girls if we develop a strong, inclusive narrative," she said.

Gathering more data on women in commercial real estate and using that as a basis for changing their representation would also be helpful, she said. "Today, effort is invisible unless you show the data," she said.

Fortunately, in the #MeToo era, there is a new openness to talking about issues that weren't openly discussed in the past, Espitia has found. "It's a more honest conversation," Espitia said. "It's really painful, because it has happened for so many years, but the fact that women are

coming out and talking about those issues—and people are listening—is a shift."

"As an association, we have a very strong voice to start changing the conversation about women in commercial real estate and real estate in general."

SANDHYA ESPITIA

senior vice president, brokerage services for the Real Estate Board of New York (REBNY)



JRT REALTY GROUP CONGRATULATES

JODI PULICE AND ELLEN ISRAEL

FOR BEING RECOGNIZED BY CRAIN'S AS NOTABLE WOMEN IN REAL ESTATE IN NYC



JODI PULICE
FOUNDER & CEO



ELLEN ISRAEL
EXECUTIVE MANAGING DIRECTOR

The largest woman-owned commercial real estate firm in the United States.

212 445 1200
www.jrtrealty.com

2018 NOTABLE WOMEN IN REAL ESTATE

Real estate firms put women's advancement front and center

With many firms in commercial real estate looking to improve the diversity of their teams, more have been prioritizing the mentorship and championing of women in their workforce.

One example is at Cushman & Wakefield. The firm's Women's Integrated Network (WIN) was formed to develop and support the talents of women team members and accelerate the advancement of women working at the firm. The network is focused on creating an inclusive, comfortable environment for women, said Tara Stacom, executive vice chairman of Cushman & Wakefield. The network currently has 34 chapters in the U.S., with the local chapter in New York hosting a range of monthly events from networking lunches to educational seminars.

"Through mentorship programs, webinars, and corporate and social events, WIN allows women throughout the firm to share information and best practices, benefit from educational opportunities, and assist one another in developing leadership skills and career advancement," said Tara Stacom.

Commercial real estate services firm CBRE offers women access to the Women's Network at the firm, a program with three pillars: growth, connection and mentorship. The group has brought in prominent speakers and holds events such as museum excursions, often followed by a dinner. "Women from all of our lines of business have taken on the job of growing it and keeping the program relevant and interesting," said Mary Ann Tighe, CEO of the firm's New York tri-state region. "What's great is the level of attendance. That means the world to us."

The network reflects CBRE's global commitment to diversity, said Tighe. "We have the endorsement of our global leaders," she said. "In New York, we are great believers that a large part of the magic of our city is the diversity of our population. We want our workforce at CBRE to look like the city where we do business. I want people to know when we put our people forward, they are a reflection of the larger world in which we operate here."

Darcy Stacom, chairman, New York City Capital Markets at CBRE, is on the board of the Women's Network, which has grown to 4,000 members. In addition

to mentoring women, the network initiated CBRE Cares, a nonprofit organization that runs programs such as Birthday Cakes for Homeless Children, which has delivered birthday cakes to children in 76 homeless shelters in 53 cities.

"Many of the ideas and mentorship programs at CBRE grew out of the women's group," said Darcy Stacom. "This year, we are discussing adding to the pillars that exist—to things like advocacy, where we would be the sponsors to help bring women up and along to the higher roles of management on an aggressive basis." CBRE's Impact program offers training to bring managers along more quickly, Stacom noted.

Some firms are focusing on reaching women while they are still in college and introducing them to the field of commercial real estate. CBRE, for its part, has also collaborated with New York University's Schack Institute to host the First National Symposium of Women in Real Estate last October, said Stacom. The symposium brought together women in senior leadership roles at leading firms to discuss the real estate market outlook and the forces shaping property investment, financing, and development. Another



GJDC congratulates our President & CEO, Hope Knight, on being named one of Crain's inaugural "Notable Women in Real Estate in NYC."

Thank you, Hope, for your outstanding leadership and commitment to the resurgence of Jamaica, Queens. You are an inspiration with your tireless advocacy and dedication to responsible development.

gjdc.org

purpose of the national event was to provide a mentorship platform for women executives and the next generation of real estate industry leaders. About 350 people attended, prompting the search for a bigger venue this year, said Stacom.

"It was all top women in the industry talking about their jobs: How do you build an office building? How do you finance an office building? How do you sell an office building?" said Stacom. "There were really deep conversations about the hurdles. The students were able to attend that and get exposure to women who had already broken the ceiling. We need to have more of that."

At some firms, efforts to nurture female talent are more informal. Leslie Himmel, founder and co-managing partner of Himmel + Meringoff Properties, a leading owner-operator of New York-based commercial real estate, already has a team where women are well represented, so her focus has been more on helping them advance.

"The real right question to ask is 'What women do you have at the top and how do you help women get to the top?'" Himmel said.

To that end, Himmel spends a lot of her time mentoring women in her company and industry, whether it's inviting them to lunch or giving them professional counsel. She likes to share her "glass half full" approach, when it comes to being a woman in the industry.

"It is important to focus on what one is doing and accomplishing, versus just the female factor," she said. "The projects and the business are so interesting that I

"The real right question to ask is 'What women do you have at the top and how do you help women get to the top?'"

LESLIE HIMMEL

Founder and co-managing partner of Himmel + Meringoff Properties

think if we all do that and lead by example, there will be more to follow."

Mentoring can be challenging in a field like real estate development, where success depends on factors like the willingness to take on the financial risk of buying and building out property and an instinct for identifying the right deals, according to Rella Fogliano, founder of two related companies, MacQuesten Development and MacQuesten Construction Management.

"You either have it in you or you don't, whether you are man or a woman," said Fogliano. "A lot of it comes from your gut."

Fogliano recalls buying a piece of property for which, in retrospect, she probably paid more than she should have. She trusted her instincts to buy the property, but then had to wait patiently to see her investment come to fruition.

"No one had yet developed in this part of Mount Vernon," she said. "How do you teach someone to feel, 'This is the right place to do it?'"

Nonetheless, she's excited about new programs emerging to help women with aspects of real estate development such as obtaining financing. "It's a different type of mentoring," she said. ■

Breaking New Ground, Every Day.



L+M Development Partners congratulates **Lisa Gomez** for being named one of New York's **Most Notable Women in Real Estate**.



The Durst Organization is pleased
to join Crain's in congratulating
the Notable Women in Real Estate nominees

