

40 Under Forty New York's Rising Stars

Crain's New York

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Michele Medaglia, 30

President

ACC Construction Corp.

When Michele Medaglia was just 24, her father handed her the presidency and ownership of his construction company, and bowed out.

He realized that she was the best person to implement the diversification strategy she had devised and that she had to do it alone—or else. If he hadn't put her in charge, Ms. Medaglia says, she would likely have launched a business of her own.

"There really can only be one leader," she says.

Despite her youth, Ms. Medaglia already had **credibility with employees and clients**, having worked full time at Long Island City, Queens-based ACC Construction since she the age of 18. In order to maximize her hours on the job, she crammed her Hofstra University schedule into two days a week.

The growth plan she put in place six years ago has paid off. Annual revenues have soared to \$40 million from \$5 million. She accomplished her goal by broadening ACC's original work—office interiors—to include transportation, health care and public facilities. Her projects range from building the waiting room for Amtrak's high-speed train at Penn Station to renovating the box office at Carnegie Hall.

"She **knows her business**," says Victor Silverman, the building manager at Lincoln Center, where she created a new office for the president.

Ms. Medaglia's drive to succeed spills over into her off hours. She has taken a hundred golf lessons so she can play with customers. She spends sleepless nights pacing around her dining room table pondering ways to keep improving the company. "I think better when I'm moving," she says.

-LORE CROGHAN



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