



women in construction

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mm Michele Medaglia



ACC
Construction

In the 12 years since Michele Medaglia became president and CEO of ACC Construction, the real estate industry has dramatically changed regarding its acceptance of women executives. Since taking the helm, the outspoken, savvy and knowledgeable construction executive has increased her firm's earnings tenfold, added new service lines and attracted a client roster of retail,

corporate and real estate giants.

Joining a pantheon of women leaders in the real estate industry, she has served as the president of one of its most prominent associations, Association of Real Estate Women (AREW), and awarded its coveted Founders Award. She has also been honored by the National Association of Women (NOW), twice awarded by the Capuchin Food Pantries at its Women of Valor Teas, and received myriad tributes from industry, charitable and cultural associations and societies.

Medaglia has also been instrumental in turning ACC into New York's leading WBE (Woman-Owned Business Enterprise) general contracting/construction management firm and qualifying it for the

esteemed WBENC (Women's Business Enterprise National Council) designation. Having begun as an interiors contractor, ACC today is a full-service company with broad expertise in areas ranging from high-end interior fit-outs to core-and-shell construction.

Medaglia's credo of phenomenal service to ACC's clients is a philosophy shared by her team of senior managers, project supervisors and project managers, who are equally driven. Consistent communication between senior staff reinforces ACC's ability to provide seamless service. As a result, more than 60% of its client base comes from repeat business and referrals.

According to Medaglia, strong relationships are the key to her

success and she works tirelessly to maintain the respect and trust of her clients, as well as colleagues in the industry. "The secret to ACC's continued growth is ensuring that each individual client is happy, that expectations are met and exceeded, and that every project is treated with kid gloves."

Building relationships and quality service have provided ACC with a loyal client base and many prestigious projects. Following ACC's much heralded build-out of the mezzanine floor of Tiffany & Co.'s Fifth Ave. flagship store, the firm was again hired by the luxury retailer to build-out its White Plains store. The highly complex, two-phased project was executed so well that Tiffany & Co. awarded ACC with the build-out

of a third Metro-area store, this time in downtown Manhattan.

Relationships and workmanship have produced many other repeat clients, as well. In recent years, ACC has built eight retail branches for Commerce Bank. Work for long-time client Swig Equities, LLC at 5 Hanover Square last year resulted in five additional interior fit-out projects in their building this year. After completing projects at 1250 Broadway, 1372 Broadway and 333 East 38th Street for SL Green, ACC was subsequently awarded the contract for a major build-out at 521 Fifth Ave. The success of each completed project and the attention paid to the clients' needs has cemented long-term, productive relationships and provided a consistent flow of projects to ACC.

(Over)



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Diversifying ACC's client base in several vertical markets, including retail, healthcare, financial services, real estate, education and corporate has been an integral part of Medaglia's strategy for the firm since she first took the helm.

"Working in different markets has exposed us to a variety of disciplines that carry over and are useful to many types of projects," said Medaglia. "For example, perfecting phasing in protected areas, such as in hospitals where patients and staff must be shielded from debris and dust, has provided us with a unique range of skills that may be applied to other situations. These same disciplines are applicable to schools or occupied multifamily properties and, more recently, fully operational luxury stores and corporate environments. The diversification of our base has also ensured that there is steady project work, because we have the expertise for so many different types of projects."

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