

## New York AREW Network



Association of  
Real Estate Women  
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Erin Bond  
Center for Real Estate  
Studies New York  
Law School  
President, AREW



Jane Lyons  
Rhodes Associates  
Vice President, AREW

## Members of New York Chapter of AREW discuss their careers and accomplishments

### Michele Medaglia



President  
& CEO  
ACC  
Construction  
Corporation

**In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?**

I am infinitely proud of our company celebrating its 30<sup>th</sup> Anniversary in 2014 - it's an accomplishment that is a true testament to our prime focus of always putting clients first, maintaining a collaborative environment both within our firm and with the clients and consultants with whom we work, and continuously going above and beyond to exceed expectations. At ACC, we value the relationships we have built, and prove on a daily basis that working with a team approach always yields success!

#### What is your favorite quote?

I have more than one favorite quote! Most if not all of them have to do with positive thinking and finding humor in pretty much every aspect of life. Some of my favorites are "The happiest people don't have the best of everything...they make the best of everything" "Throw me to the wolves and I will return leading the pack" and "Confidence has no competition."

#### Who are three women- living or dead - that you would like to have drinks with and why?

Three women I would love to have drinks with are Maya Angelou, Jacqueline Kennedy and Melissa McCarthy.

### Jennifer Carey



CEO  
JLC  
Environmental  
Consultants

**What are you doing to increase your client base from local / regional markets to national / global markets?**

We are researching different markets in geographical areas that we have targeted for possible expansion. This research helps us get the lay of the land, a sense of the short and long term prospects for growth and will help us identify potential clients and possible partners for collaboration.

### Dina Silberstein



Project  
Manager  
CBRE

**In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?**

I am most proud of being a part of the team that won the Project Management Services contract for the Port Authority Headquarters at 4 World Trade Center. At the time I was working at a real estate consulting company that was new to New York City. It was quite the accomplishment to bid against many top project management firms and win the job. I then went on to work as one of the day to day project managers for the pre-construction and construction phases of the project.

#### What was your first job and what did you learn from it?

My first job was as an interior designer at an architectural firm in New York City (NELSON). I worked on the design of Citibank branches throughout the Northeast Corridor. Having gone to a trade school (Fashion Institute of Technology) it allowed me to put to practice what I learned throughout my degree. Furthermore, since I worked on a small team (although within a large company) I was able to learn many different facets of the industry and be exposed to all phases of a project. I felt privileged to have learned a great deal in a small amount of time.

### Isabelle Pullis



Vice President  
Sales  
Fidelity  
National  
Title

**In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?**

As a proud New Yorker and long-time NYCREW member, I am most proud of the NYCREW Empire award, which is bestowed to honor outstanding dedication and service to NYCREW.

### C. Jaye Berger



Founder  
Law Offices  
C. Jaye Berger

**What motivated you to step out on your own?**

I was motivated to step out on my own when I realized that the structure of a large firm with other partners was holding me back from doing things I wanted to do professionally. I have always been interested in writing about the cases I handle and construction law in general. I found that before I could publish articles, my fellow partners had to review and approve the topics and articles to see if everyone agreed on them first. It slowed everything down too much for my taste. If I have a great idea and something interesting to say, I want to get it out there.

### Barbara Champoux



Partner  
Crowell &  
Moring LLP

**What was your first job and what did you learn from it?**

My first "real" job was waitressing, beginning at age 15 and all through high school and college, in order to earn money for my college education. Surprisingly, I learned quite a number of things - in addition to balancing 8 glasses at once - which were valuable lessons throughout my career. Among them: skills and attributes of an exceptional service-provider; not giving up when faced with challenges; handling difficult circumstances and moving on; balancing competing interests; and finding something you are passionate about what you are doing, so cleaning out bus pans is tolerable.

#### What is your favorite quote?

This may not be particularly profound, but the Nike slogan, "Just Do It" has always encapsulated for me, one of my key approaches to career, and philosophies of life - while also reflecting my deep love of sports and the lessons it teaches us for life and career. I see many people in CRE, and the law, who talk-the-talk (and talk and talk), but not nearly as many who can walk the walk.

### Marilyn Kane



President  
Iridium  
Capital, LLC

**In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?**

I was delighted to be among the winners of this year's BRAVA! Awards, presented by *SmartCEO* magazine, honoring top female CEOs.

### Diana Sweeney



Chief  
Operating  
Officer  
EnergyWatch  
Inc.

**In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?**

In May, 2014, I was elected as the executive director of the New York Energy Consumers Council, the largest intervener in electric rate cases in NYC. The NYECC represents some of the most prestigious commercial real estate owners, hospitals and universities, and it has saved New York City rate payers over \$5 billion dollars in avoided energy costs. I'm proud to lead this extraordinary organization.

#### What was your first job and what did you learn from it?

In my first job after college I was a high school English teacher. I learned the importance of multi-tasking, being compassionate, setting goals, and being a role model to young men and women.

#### What are you doing to increase your client base from local / regional markets to national / global markets?

EnergyWatch is developing an integrated energy management platform that will launch in 2015. This proprietary web-based platform will enable owners and managers of national office portfolios to reduce energy costs and consumption, and identify operational inefficiencies and potential capital improvements. EnergyWatch will deliver a highly sophisticated product in a user-friendly package.

### Carrie Snyder



Director of  
Marketing  
Leslie E.  
Robertson  
Assoc. (LERA)

**What are you doing differently in 2014 that has had positive impact on your career?**

This year marks even more involvement in the professional organizations I support. I am on the board of directors of the Association of Real Estate Women (AREW) as co-chair of the Sponsorship Committee. I am also a chair on the Society for Marketing for Professional Services New York (SMPS-NY) Communications Committee and the chair of the Coordinators Club, part of the SMPS-NY's Professional Development Committee. I have developed so many meaningful relationships through my involvement with these groups and am proud to support their efforts to further people's careers in the Real Estate and AEC industries.

#### What are you doing to increase your client base from local / regional markets to national / global markets?

LERA works all over the world on some of the most well-known supertall towers in addition to small renovation projects. I have been focused on getting the message of our broad expertise in small and large projects across to our current and potential clients. Many people only know our iconic tall buildings, I am happy to tell them about our vast experience in interiors, adaptive reuse, parks, sculptures and specialty structures as well as peer review and forensic consulting services. I have spent the year refining LERA's brand and materials and am getting ready for a new website launch soon.

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