

CONGRATULATIONS

SAM ESHAGHOFF
MANAGING PRINCIPAL OF WEST EGG DEVELOPMENT

@SamEshaghoff



Best advice for new leaders in 10 words or less:
"Don't be afraid to go all in"

WESTEGGDEVELOPMENT.COM



Jason Hoffman
Partner, Janover LLC

**NYREJ 2023
INDUSTRY LEADER**

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**Camber Property Group
congratulates
Alejandra Ramos
for being selected as a
NYREJ 2023 Ones to Watch!**



www.camberpg.com

PHILLIPS NIZER LLP

Congratulations To Our Partner
Lisa R. Radetsky
And All Of The Honorees for Being Named To The
NYREJ's 2023 Industry Leaders Spotlight



LISA R. RADETSKY
CO-CHAIR, REAL ESTATE PRACTICE

Thank you for your outstanding leadership and
contributions to the real estate industry!

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Lelina Chang
President & CEO
GAMCO Corporation

Number of years in CURRENT position: 3
3 skills that you use every day in your position: Analytical problem solving, stakeholder engagement, data analysis.

Best book, podcast, or app for aspiring leaders: The Go-Giver by Bob Burg.

What recent project, transaction or accomplishment are you most proud of? As a small business in metal fenestration fabrication, designing new products that meet rapidly evolving NYC energy standards takes significant capital, technical expertise, and time. We've recently grown our Research & Development team and invested in cutting-edge software that can help simulate product performance. I'm proud to say that Gamco can supply our clients—fenestration installers and general contractors—with quality, energy-efficient products. We'll be releasing a new thermal door next quarter with more energy-efficient products coming soon!

What makes this nominee an Industry Leader? "Lelina is a visionary leader who fosters innovation and strives for Gamco's modernization through technology and industry best practices. She's a sharp strategic planner and has a critical eye for solutions to business challenges. I'm very proud to work under her leadership and have no doubt that she will bring Gamco to new heights." - **Wenjie Liu, Accounting Manager at Gamco Corporation.**



Joseph Whalen
Vice President of Operations - New York
Suffolk

Number of years in CURRENT position: 2
3 skills that you use every day in your position: Active listening, decisiveness, and knowing how to keep the team motivated.

Best book, podcast, or app for aspiring leaders:

It's an old one, but Lincoln on Leadership was a book that I read at just the right stage in my career for it to have an immense impact. The lesson was not to be reactive in the moment, but to instead take the time to process information and be sure not to let your emotions skew the message you want to deliver. As a rising leader in my early thirties at the time who had a lot to prove, slowing down and managing emotion

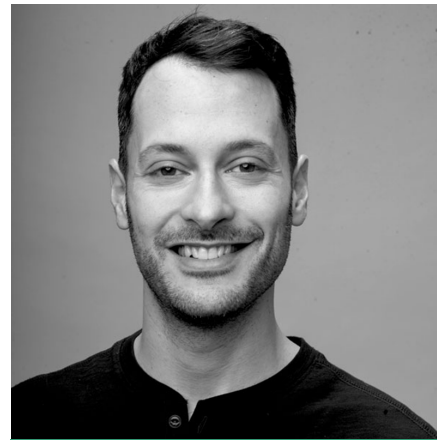
was great advice.

Best advice for new leaders in 10 words or less:

'Do your homework.' Read, study, learn, and understand the project better than anybody.

What recent project, transaction or accomplishment are you most proud of? Starting the Suffolk New York Healthcare sector has been a great career accomplishment and our practice has gained an impressive amount of momentum over the last eighteen months. I am exceptionally excited about and proud of the team we have assembled, with a solid mix of seasoned veterans and young talent. Current projects include Northwell Health's South Shore University Hospital Pavilion, White Plains Hospital's New Inpatient Building, and NYU Langone's Ambulatory Building.

What makes this nominee an Industry Leader? "Joseph Whalen has over 20 years experience in healthcare construction management including hospital, ambulatory, research, life sciences, and medical offices. His experience and knowledge about the constraints of working within occupied spaces makes him well versed in new healthcare technologies and the integration of those systems into existing spaces." - **Julie Hewitt, Vice President of Business Development at Suffolk.**



Omri Dor
Chief Operating Officer
Obligo

Number of years in CURRENT position: 5
3 skills that you use every day in your position:

Listening: Trying to truly elicit people to speak their mind, without biasing them beforehand. Noise filtering: Knowing what news to ignore, what fires to let burn, and what meetings not to attend. Intervening mindfully: At the right time, with the right amplitude, and with the right attitude to harness cooperation.

Best book, podcast, or app for aspiring leaders:

How to Win Friends and Influence People, which has been foundational for me.

Best advice for new leaders in 10 words or less: State your vision and repeat yourself

What recent project, transaction or accomplishment are you most proud of? Every day at Obligo, I make an effort to talk about our mission of building trust between landlords and renters through financial technology. I was recently surprised to learn of a new feature that was developed under my nose, which strongly encouraged landlords to add supporting documents to their security deposit deductions. The fact that this initiative came from the team without me even knowing was incredible, and reinforced that our mission is taking wing.

What makes this nominee an Industry Leader?

"Omri co-founded Obligo in 2018, together with his brother Roey Dor. They have since raised more than \$50 million and are looking to bring Obligo's industry-changing security deposit solutions to millions of homes across the United States. As the COO, Omri's vision and passion inspires the team daily." - **Keegan St. Onge-May, VP of Marketing at Obligo.**



Melora Chang
Vice President
GAMCO Corporation

Number of years in CURRENT position: 3
3 skills that you use every day in your position: Leadership, communication, problem solving.

What recent project, transaction or accomplishment are you most proud of? I'm proud of Gamco's recently completed project, Rockaway Village in Queens. Rockaway Village introduced over 1,700 affordable housing units, a public plaza, and over 100,000 s/f of commercial space. GAMCO played a crucial role as a pivotal contributor to the project, supplying a range of commercial elements, such as louvers, claddings, storefronts and curtain walls. Collaborating with other partners to finish the project was a rewarding experience and demonstrates Gamco's strong capabilities and diverse product portfolio.

What makes this nominee an Industry Leader? "Melora is an emotionally intelligent leader who not only possesses the technical skills to oversee the entire operations of the business but also has excellent communication skills to convince others to follow new ideas and strategic plans. She also effectively leads by building a strong connection across all teams." - **Wenjie Liu, Accounting Manager at Gamco Corporation.**



Alejandra Ramos
Assistant Project Manager
Camber Property Group

Number of years in CURRENT position: 1.5
What recent project, transaction or accomplishment are you most proud of? While at Camber, I have been working on the largest NYCHA PACT project to date, Edenwald Houses, in the Bronx. I have had the pleasure to work with an incredible team that I've been able to learn from every day as we work to close the transaction this summer and bring much-needed repairs, responsible property management, and more to over 5,000 residents.

What makes this nominee an Industry Leader? "Alejandra has the stomach to weather the ups and downs of development in the Big Apple, an even keel and professional manner that makes working with her a pleasure, and a huge heart that aligns with Camber's mission to provide affordable housing for the most needy. Alejandra is going places!" - **Karen Hu, EVP/Head of Development at Camber Property Group.**



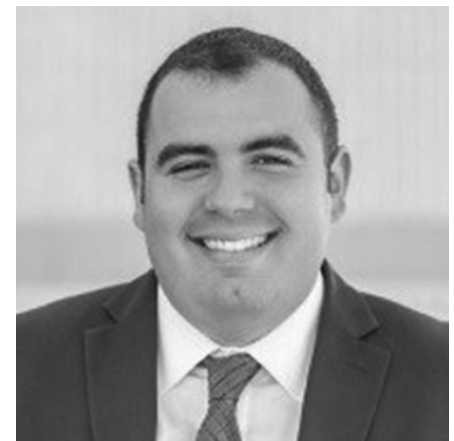
William O'Brien
President
M.C. O'Brien, Inc.

3 skills that you use every day in your position: Multi-tasking in a fast paced environment, maintaining composure under stress and concise communication.

Best book, podcast, or app for aspiring leaders: Leaders Eat Last by Simon Sinek.

What recent project, transaction or accomplishment are you most proud of? My team and I structured and completed a 40,000 s/f build to suit lease in less than four months. Great ownership and tenant terms, facilitated a smooth transaction.

What makes this nominee an Industry Leader? "Continuous Learning: Bill prioritizes personal and professional growth for himself and his team, promoting a culture of constant learning and development. Integrity and ethical standards: Bill upholds high ethical standards and integrity in all aspects of his leadership, setting a positive example for his team and fostering trust and respect. Accountability: Bill holds himself and his team members accountable for their actions and outcomes, creating a culture of responsibility and ensuring that everyone strives for excellence." - **Davon Peters, Sales Person at M.C. O'Brien, Inc.**



Ryan Lewis
Managing Director
ERG Commercial Real Estate

Number of years in CURRENT position: 2
3 skills that you use every day in your position:

Competitive work ethic, communication skills, leadership.

Best advice for new leaders in 10 words or less: "Lead from the Front"

What recent project, transaction or accomplishment are you most proud of? In my career, I have accomplished many things that I am proud of. However, I believe it will be my ability to navigate through this turmoil time in commercial real estate. With the banking crisis, rising interest rates and the hardship that is about to occur, closing transactions and helping my clients through these difficult situations is what I am most proud of. This difficulty time will also lead to some of the greatest opportunities if you are able to work hard, be a problem solver, think ahead and handle the highs and lows.