

New England Real Estate Journal

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# RISING STARS



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**Aksel Solberg**  
Development Design Studio Lead  
HFA Architecture + Engineering

*"Aksel Solberg epitomizes leadership, adeptly mentoring staff and guiding clients with attentive listening. His fervor for design is evident, coupled with a nuanced understanding of the construction real estate market. A visionary professional,*

*he seamlessly navigates challenges, ensuring optimal outcomes and fostering a culture of excellence."* - James Owens, Vice-President at HFA Architecture + Engineering.

**In the last 12 months what accomplishment are you most proud of?** My teams and I have led design efforts on many exciting projects including multi-family developments, cannabis retail dispensaries and commercial mixed-use developments. It always gives me great pride to watch a team succeed after years of strategic guidance and mentorship. I also value every relationship that I've built with each client, drawing fulfillment from the personal connections with each one and their words of praise for jobs well done.

**How do you balance your rising career with your personal life?** A career in the AEC industry is a marathon. Knowing when to take space, disconnect and recharge has allowed me to maximize my impact when I'm 'on the clock'. I also consistently pursue other passions outside the AEC industry which keeps me energized and eager to practice architecture. Perhaps most important is regularly setting aside time to be present with family and friends, and for reflection on life's more ethereal things.



**Kelsey Pramik**  
Director of Special Projects  
Downtown Boston BID

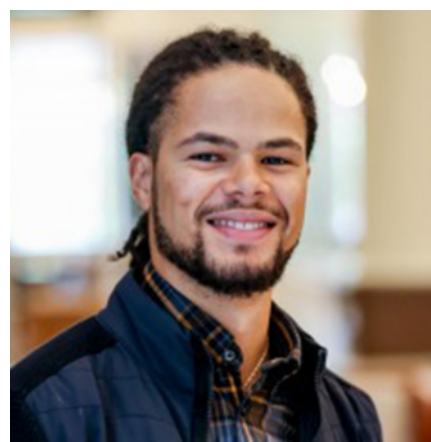
*"Kelsey's leadership style is one every organization needs to succeed. She is the most organized, unflappable person I've worked with and her commitment to taking on complex projects, often from outside her wheelhouse, and learning what's*

*essential and seeing matters through to completion - makes her a true rising star."* - Michael Nichols, President at Downtown Boston BID

**In the last 12 months what accomplishment are you most proud of?** Earlier this year, I project-managed Winteractive: a Canadian Art Experience in Downtown Boston. Winteractive was designed to help boost tourism and hotel usage in Boston's cold winter months and change the way locals and regional residents view downtown by creating an art-focused buzz. Winteractive won Boston Design Week's Social Impact Award for 2024, led to an estimated 400,000 visitors across January-March, and catalyzed 140+ free media placements.

**Who are the key people in your life that have contributed to your success?** I wouldn't be where I am without Michael Nichols (president of the Downtown Boston BID). We've worked together for five years across two organizations and he has consistently helped me grow in my career through coaching and professional development.

I'm also grateful to my best friend from graduate school, Melanie Olmstead, who has served as an inspiration to women's leadership and given me so much counsel along the way.



**Sean Webster**  
Manager, Level Up Downtown Initiative  
Downtown Boston BID

*"Sean prides himself on being everywhere - creating authentic connections across small business, art, music, restaurants, and just generally what's new and next in Boston's culture. He's a terrific facilitator and he's catalyzing how to leverage the post-pandemic environment*

*to make Downtown a high-energy destination for generations to come."* - Michael Nichols, President at Downtown Boston BID.

**In the last 12 months what accomplishment are you most proud of?** I'm proudest of helping small businesses secure funding from the City of Boston's SPACE Grant program. We've successfully landed two new businesses downtown, with four more close to finalizing leases. My role as a connector and facilitator has been instrumental in navigating these opportunities, providing critical support. Seeing these businesses thrive and contribute to our district's vibrancy is incredibly rewarding and showcases the importance of community and collaboration.

**How do you balance your rising career with your personal life?** I balance my career and personal life by unplugging in nature with my dogs, Tanka and Coco, exploring New England trails. I immerse myself in Roxbury's vibrant culture, attending unique art events, which keeps me inspired and motivated. Prioritizing mental health is key, so I work out regularly, practice yoga, and meditate. These activities help me stay connected to my center, maintaining a healthy balance between personal fulfillment and professional growth.





**David Gorynski**  
Project Manager  
Groom Construction, Co., Inc.

*"David has successfully overseen numerous major retail remodels while keeping stores operational, consistently finishing on time and on budget. His exceptional organization, efficiency, attention to detail, problem-solving skills, and unwavering dedication make him an outstanding leader and a rising star in our company."* - Dwight Groom, Principal at Groom Construction, Co., Inc.

**In the last 12 months what accomplishment are you most proud of?** In the past 12 months, my biggest accomplishment was overseeing two six-month Super Target remodels while keeping both stores open, finishing on time and on budget. I was fortunate to have an incredibly helpful assistant project manager (Nicole Covolos), four keen site supervisors (Bob Perault, Jay Smith, Michael Cella, Connor Healy), and a remarkable fixture project manager (Sam Barrett). It was a team effort, achieved with everyone's help.

**Who are the key people in your life that have contributed to your success?** A major factor in my achievements as a project manager is my father, who was a successful draftsman, project manager, and estimator, working nearly 40 years for a competitor of ours.



**Phil Randall**  
Project Manager  
Groom Construction, Co., Inc.

*"Phil excels at building strong client relationships, consistently delivering successful projects and generating repeat business from existing clients. His proactive approach and communication skills have earned him high praise and multiple endorsements for new projects, making him a standout rising star in our company."* - David Groom, Principal at Groom Construction Co., Inc.

**In the last 12 months what accomplishment are you most proud of?** The accomplishments I gain the most pride from have been turning new clients into repeat customers. I turned over a handful of projects in the last 12 months for first-time clients. From customers to 3<sup>rd</sup> party reps, and design teams I have received multiple recommendations and endorsements for new projects. It is great to bring new business into our company and to feel appreciated both internally and externally.

**How do you balance your rising career with your personal life?** Outside of work I play tennis and hockey competitively. Construction can be stressful, but I find athletics to be a great way of letting out energy and having to fully focus on something that isn't work. When I am not working or playing, I'm spending time with my fiancée and two dogs.



**Peter Nowak**  
Project Manager  
Groom Construction, Co., Inc.

*"Peter is an exemplary project manager known for his professionalism, excellent work ethic and eagerness to learn. His commitment and exceptional communication skills make him an asset to our company and the construction industry. Peter's dedication and teamwork consistently contribute to our success."* - Graeme Poole, Senior Vice President at Groom Construction, Co., Inc.

**In the last 12 months what accomplishment are you most proud of?** Balancing a growing family, with my youngest born last July, alongside a new job and managing multiple projects has been challenging yet rewarding. It demands careful time management, prioritization, and adaptability to new responsibilities at home and work. Each day brings unique demands and opportunities. Despite the hectic schedule, the joy of watching my children grow and achieving professional milestones makes it all worthwhile.

**How do you balance your rising career with your personal life?** I balance my rising career with my personal life by carving out dedicated time and establishing routines. This approach ensures I am fully present during family moments and maximize quality time outside of work.

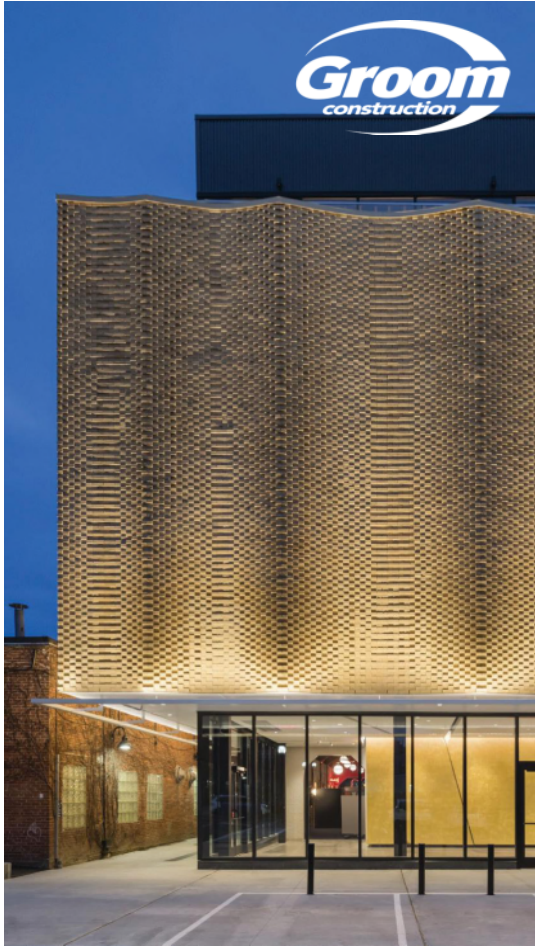


**Kyle Lambert**  
Project Manager  
Groom Construction, Co., Inc.

*"Kyle excels in retail construction, expertly managing multiple projects simultaneously. His ability to coordinate numerous moving parts and ensure seamless execution makes him an invaluable asset to any project. Kyle's meticulous attention to detail and dedication highlight his exceptional skills as a project manager."* - Scott Faulkner, Principal at Groom Construction, Co., Inc.

**In the last 12 months what accomplishment are you most proud of?** I am most proud of being entirely self-taught, despite having no formal education or background in business – only in construction. Sixteen years ago, I began my journey as an hourly worker, often putting in 60-hour weeks, working both days and nights. Throughout my career, I have consistently strived for excellence in every job I undertake.

**How do you balance your rising career with your personal life?** I am fortunate to have a supportive family who backs my career in every way. My wife and three children adore and look up to me. I work hard to provide them with the best life possible, whether it's coaching basketball games on Monday nights after work or attending dance practices with my daughters. On weekends, I cherish the time we spend together as a family.



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**Brendan Mota**  
AVP, Commercial Loan Officer  
Rockland Trust Bank

*"Brendan's drive and enthusiasm are contagious and rub off on the rest of the Rockland Trust team. He always puts the customer and the bank first, doing what's best for both. While*

*less tenured than other lenders at the bank, his knowledge and consistency make him a true leader."* - Greg O'Donnell, SVP, Marketing Manager – Commercial Banking at Rockland Trust Bank.

**In the last 12 months what accomplishment are you most proud of?** My role is all about building relationships and I'm very proud of what my customers have had to say about working with me. I had a testimonial read aloud by the CEO at the All-Employee Meeting and another customer sent a note to the Executive Leadership Team thanking me for my efforts on a complex construction loan. Instead of being thought of as someone who only facilitates transactions, my customers can think of me as part of their team.

**Who are the key people in your life that have contributed to your success?** Having a mentor is paramount. I recognized early in my career that I would benefit from aligning myself with colleagues who would challenge me and present me with opportunities. Leaders like Brian Griffin and other senior staff from both the credit and lending teams have done a great job of setting me up for success. I hope that one day I'm in a position to return the favor.



**Atiya Rahim**  
Project Manager  
Erland Construction

*"Atiya is laser-focused on completing her assignments and finding creative ways to overcome any obstacle. Most importantly, she always sets aside time to train and mentor newer staff, guiding them on their path to success. I look forward to*

*seeing what the future has in store for her!"* - Matt Combs, Advanced Technology / Life Sciences Group Manager at Erland Construction.

**How do you balance your rising career with your personal life?** It's definitely a challenge, but I've found a few strategies that help me maintain a sense of balance. I prioritize self-care and make sure to set aside time for activities that recharge me, such as hobbies and spending time with loved ones. I also make use of tools like time management techniques and setting boundaries to ensure that work doesn't spill over into my personal time.

**Outside of your career, where else do you seek continuous learning and personal growth?** I am constantly seeking opportunities for continuous learning and personal growth. One way I achieve this is by reading about various topics and listening to a variety of podcasts that interest me. These activities not only expand my knowledge but also provide new perspectives and insights. Additionally, I enjoy taking AEC-related courses and attending workshops or seminars to acquire new skills in my field and everyday life. Continuing education is important to me because it fosters both personal and professional development.



**Matt McFarland**  
Senior Vice President  
Kay Properties & Investments

*"Matt is not only an incredibly hard-working individual, but also someone with whom our clients trust and rely on for helping them solve*

*their particular investment challenges and solve their investment goals. This is evidenced by his recently achieved milestone of raising more than \$500 million in equity from accredited investors who turn to Matt for 1031 Exchange and Delaware Statutory Trust advice. He is a leader in our firm, and a rising star within the commercial real estate industry."* - Dwight Kay, Founder and CEO of Kay Properties & Investments.

**In the last 12 months what accomplishment are you most proud of?** I am most proud of officially stepping into fatherhood. The birth of my daughter has truly been the best thing that has ever happened to me. I cherish the relationship that we have already and look forward to the relationship we will form over a lifetime.

**How do you balance your rising career with your personal life?** There is a lot of noise in our lives and it's easy to lose sight of what is important. I frequently and consistently remind myself of what is truly important in life and focus on the person that I want to become and the life I want to live. My career is important to me, but pales in comparison to the value I place on relationships in life.



**Will Nelson**  
Multifamily Construction Manager  
Norfolk Multifamily Cabinets & Countertops

*"Working with Will over the past several years has been a privilege. His diligence, intelligence, and high standards raise everyone's game, and he*

*excels at every task. Will is an invaluable member of the Norfolk Multifamily team."* - Jack Kearns, Multifamily Operations Manager at Norfolk Multifamily Cabinets & Countertops.

**In the last 12 months what accomplishment are you most proud of?** In the past 12 months I have been a part of more than 1,000 new and renovated apartments in the New England region. Four years ago, when I started my career at Norfolk, that would have shocked me. Today, with the help of a strong team, and partnered with the hard-driving GC's of our area I believe that number will be only a stepping stone.

**How do you balance your rising career with your personal life?** With two school-aged children at home and a jam packed schedule at work it is a challenge. Fortunately, my management team at Norfolk empowers us with the tools and processes needed to achieve results in the field. I take full advantage of new applications and technologies to drive productivity. Being able to work effectively at a jobsite, from home, or in the office allows me to complete tasks and still be a family man.



**Joe Levasseur**  
Project Surveyor  
Hancock Associates

*"What makes Joseph Levasseur a rising star is his commitment, work ethic, and dedication to both Hancock Associates and the land surveying profession. I have had the pleasure of working*

*with Joe the past seven years in our Boston office. Joe has exceeded every expectation we have had for him and is now preparing to take the Professional Land Surveyors exam in October."* - Jason Ellis, P.L.S., Survey Manager/Sr. Associate at Hancock Associates.

**In the last 12 months what accomplishment are you most proud of?** I am proud to have completed the rigorous application process through the MA Board of Registration to be allowed to take the PLS exam. I look forward to taking the exam and being one step closer to obtaining my Professional Surveyor's License in Massachusetts.

**How do you balance your rising career with your personal life?** I believe that it is important to be able to set your own boundaries, prioritize tasks and dedicate time to both work and personal activities in order to maintain a healthy balance.

**Who are the key people in your life that have contributed to your success?** My family and friends who have supported me in all my endeavors as well as my managers and coworkers from whom I have learned so much and continue to learn.



**James Polakiewicz, Jr.**  
Civil Engineer - Project Manager  
Hancock Associates

*"Jay is a rising star due to his technical capabilities, leadership with staff and friendly nature. Jay has a high level of technical competence, understanding nuances of town workings, regulations and key players. Jay knows the issues*

*before the project begins allowing him to navigate effectively to a successful conclusion."* - Matthew Connors, Regional Engineering Manager at Hancock Associates.

**In the last 12 months what accomplishment are you most proud of?** My proudest accomplishment has been my promotion to project manager at Hancock Associates. Since beginning my civil engineering career, I have aspired to design and oversee my own projects. Thanks to dedicated effort and support from my team, I achieved the project manager position within seven years of starting my professional journey.

**Who are the key people in your life that have contributed to your success?** My late grandfather, a self-taught engineer, inspired me to begin my engineering path when I was young. Having had the privilege of observing his 50-year service on the Lynn, Mass. Zoning Board of Appeals and commitment to the city motivated me. I also would not have reached this position without guidance and education from my mentors and colleagues. Equally important is my family who supports me during late-night board meetings or studying for exams.

**Did you miss out on being part of this spotlight? Great News! We have more opportunities throughout the year! Contact John Picard to find out more: [jpicaard@nerej.com](mailto:jpicaard@nerej.com)**





## AFFORDABLE HOUSING AND SERVICES COLLABORATIVE, INC.



**Congratulations to  
Andrew Hayward  
on being recognized  
as NEREJ's 2024  
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**Andrew Hayward**  
Development Manager  
Affordable Housing and Services Collaborative

*"Andrew is definitely a rising star in affordable housing. He has a genuine enthusiasm for multifamily development that is refreshing to be*

*around. He is self-motivated, highly productive, and has learned more in three years than many do in a decade!"* - Michael Mattos, President and CEO at Affordable Housing and Services Collaborative.

**In the last 12 months what accomplishment are you most proud of?** In summer 2023 I graduated from Georgetown University with a master's in Professional Studies in Real Estate Development (MRED). While the classes were challenging, the difficult piece was the final thesis, which focused on a theoretical affordable housing project and included due diligence, financial modeling, and background analysis. My concentration was in affordable housing, so the classes have really served to aid me in my day-to-day duties as a development manager.

**How do you balance your rising career with your personal life?** With exercise and hobbies. As long as I get my 60 minutes of morning exercise in during the workweek and have time on the weekends for volleyball, kite surfing, or reading, then I feel as though I have good work/life balance.



**Elizabeth Peabody, AIA, NCARB**  
Associate  
The Architectural Team (TAT)

*"Liz's potential was evident from the start. She has an intuitive understanding of client expectations, values collaboration, and brings positive energy to each endeavor. Liz never shies away from a challenge; she is a nimble learner and a proactive problem solver. These qualities are essential for an architect in our demanding and complex industry. Her capabilities and*

*leadership, especially her focus on QA/QC and mentoring are making a meaningful impact on our practice."* - Phil Renzi, Associate at The Architectural Team (TAT).

**In the last 12 months what accomplishment are you most proud of?**

I spearhead initiatives that impact client satisfaction, workplace efficiencies, and design quality. I'm fortunate to pursue various interests at TAT, working to create meaningful change, including beta-testing new technology. It's exciting to contribute to the successful evolution of the firm - I help direct the Quality Assurance/Quality Control team and collaborate with the Chief Financial Officer to identify technology that advances our practice goals. Without question, giving birth to my son is the greatest gift and accomplishment of my life.

**How do you balance your rising career with your personal life?** Architecture is a high-pressure environment. Rigorous prioritization is critical. As a person who loves her career and is a mom to a 7-month-old, I want to be involved in my son's childhood and excel at my job. To create balance, I regularly reassess my workload, state clear boundaries, and set realistic timelines. During family time, my phone is put away. At work, I put clients' needs first. Agility is essential to my success.



**James Holland**  
Project Manager  
Redgate

*"James consistently establishes himself as a trusted client advisor through strong communication and focus on fostering positive team dynamics."*

*James always strives for continuous improvement to develop into a better leader. He sets a great example with his positive attitude, team mentality, work ethic, and desire to make an impact."* - Alex Dubanowitz, EVP at Redgate.

**In the last 12 months what accomplishment are you most proud of?** I'm most proud of the successful completion of opening several new offices for one of my clients, Transformations Care Network. The projects that I managed consisted of four offices in Maryland and Virginia, with many more to come in the Greater Boston area and other regions. My client's mission is to deliver timely access to high-quality psychiatry and therapy services, and I'm proud to be a part of the successful opening of these offices.

**How do you balance your rising career with your personal life?** Despite it being difficult to step away from a full workload and always wanting to provide 24/7 high-quality service to my clients, I have found it important to set boundaries and disconnect. I like to recharge my battery by traveling with my girlfriend, playing with our puppy, or spending time with my family and friends!

For full responses to the  
**2024 Ones to Watch - Rising Stars**  
visit [nerej.com](http://nerej.com)





**Sean Foran**  
Assistant Project Manager  
Chapman Construction/Design

*"Sean's unwavering commitment to getting the job done, combined with his collaborative approach and humble demeanor, make him a rising star. His extensive on-site experience*

*enables him to overcome project challenges at a highly proficient level. Sean is a team player and will often take the time to explain concepts and problem-solve on projects beyond his direct responsibilities."* - Tony Brown, Project Executive at Chapman Construction/Design.

**In the last 12 months what accomplishment are you most proud of?** I've always viewed the transition from a boots-on-the-ground field position to the project management side as a learning opportunity and a chance to expand my overall industry knowledge. In the last year, I'm proud of my work in increasing my project management skills, which has allowed me to take on new projects and responsibilities as I've transitioned into my new role as Assistant Project Manager.

**How do you balance your rising career with your personal life?** For me, work-life balance comes in the form of my 8-month-old Saint Bernard named Seamus. He has provided me and my colleagues at Chapman with laughs and joy and the occasional excuse to get outside for some fresh air (when he isn't asleep under my desk). He reminds me to take a deep breath and step away for a moment when it's needed.



**Evan Sadlowski**  
Assistant Project Manager  
Chapman Construction/Design

*"Evan consistently goes above and beyond to support his project teams, readily lending a helping hand wherever needed. His exemplary communication skills ensure everyone stays aligned and has the necessary information for success. Additionally, Evan's recent involvement with the NAIOP Developing Leaders Committee showcases his commitment and desire to expand his knowledge and network within the industry."* - Nathan Russell, Project Executive at Chapman Construction/Design.

**In the last 12 months what accomplishment are you most proud of?** I spent many years in the field as a carpenter, hoping to one day work my way into a project management role. At times, this felt like a pipe dream while working for a small GC in Western Mass. My recent promotion to Assistant Project Manager validates all my hard work, and my hands-on knowledge has proven indispensable to my current role.

**Who are the key people in your life that have contributed to your success?** My girlfriend has been integral to my success in work and life. She has always been there to offer encouragement and support me in everything I do, highlighting the ability I have within me to succeed. She introduced me to friends who initiated my connection to Chapman. I am also grateful to have an amazing group of coworkers I can count on for support.

**Outside of your career, where else do you seek continuous learning and personal growth?** I have always relied on exercise and physical activity, notably skiing, to help me put things into perspective. Skiing pushes me outside my comfort zone, demands quick thinking, and teaches me the consequences of my actions. This has translated into problem-solving skills, ambition, and sound judgment in my everyday life. It has also taught me that I can push myself, mentally and physically, farther than I could have ever imagined.



**Kevin McGinty**  
Senior Construction Supervisor  
Chapman Construction/Design

*"As one of our top construction supervisors, Kevin works on highly technical projects for clients in secure facilities. He recently received his ICD 705 Technical Specifications for Construction and Management of Sensitive Compart-*

*mented Information Facilities certificate, showcasing his commitment to continued professional growth."* - Eric Vogelsang, Vice President | Field Operations at Chapman Construction/Design.

**How do you balance your rising career with your personal life?** In an industry that often requires long days and weekend work, it is challenging to leave the work behind and decompress. Establishing boundaries between work and personal time at the end of the day or weekend, spending time with family and friends, and taking time off for vacations are critical approaches to balancing stress and burnout. Having proper time management skills has helped me maintain these boundaries.

**Who are the key people in your life that have contributed to your success?** My first job in this field was working as a residential carpenter alongside my uncle. I learned hands-on skills and many facets of the industry that influenced me to continue my career in construction. Training alongside an experienced professional in commercial and residential construction, I retained the importance of balancing quality craftsmanship, time management, and customer service to deliver successful projects. My family and coworker's support has contributed to my continued success.

# Chapman

## Construction / Design



**Katherine Lesko**  
Marketing Manager  
Chapman Construction/Design

*"In addition to Katherine's marketing role, she goes above and beyond to contribute to many facets of Chapman and the industry; she leads our peer networking group, is a member*

*of our Sustainability, DEI, and Hiring Groups, and is the incoming Director of the SMPS Boston Professional Development Committee."* - Michele Bogdan, Marketing Director at Chapman Construction/Design.

**In the last 12 months what accomplishment are you most proud of?** I recently received the 2024 Emerging Professional of the Year Award from the Society of Marketing Professional Services (SMPS) Boston. I have been an active member of this incredible organization for the past three years, and I am extremely proud to be recognized by my outstanding peers in the field of AEC Marketing.

**Who are the key people in your life that have contributed to your success?** I started in this industry with little to no knowledge of how it functioned, and I am incredibly grateful to everyone who has helped me learn and grow to where I am today. My supervisor, Michele Bogdan, has been instrumental in teaching me the ins and outs of AEC marketing, and the team of technical staff at Chapman has been an invaluable resource for much of my knowledge of construction and the industry.



**Sam Giancola**  
Project Manager  
Chapman Construction/Design

*"Sam's comprehensive knowledge of construction procedures ensures our projects are executed with the highest levels of professionalism and*

*quality. His commitment to staying in constant contact with field staff allows him to seamlessly facilitate project coordination. Sam's dedication to maintaining and strengthening relationships extends beyond our team to our clients, partners, and subcontractors."* - Nathan Russell, Project Executive at Chapman Construction/Design.

**In the last 12 months what accomplishment are you most proud of?** I recently led and successfully completed my first large rooftop generator installation project for one of our clients in downtown Cambridge. It was a complex design-build process involving new rooftop steel and other significant MEP upgrades inside the building.

**How do you balance your rising career with your personal life?** While I'm passionate about my career, maintaining a healthy personal life is important to me. Scheduling time for activities that energize me, whether it's spending time with friends & family, pursuing hobbies, or simply taking breaks to recharge. I find that spending time on the water or in the woods is the most rewarding outside of work.



**Kevin Tavares**  
Senior Construction Supervisor  
Chapman Construction/Design

*"Kevin consistently demonstrates exceptional technical knowledge, problem-solving abilities, and leadership skills. Kevin holds himself to a high degree of professionalism and consistently exemplifies a "do-what-it-takes" attitude to keep*

*projects running on schedule and budget while maintaining an environment of support and respect."* - Eric Vogelsang, Vice President | Field Operations at Chapman Construction/Design.

**In the last 12 months what accomplishment are you most proud of?** In the last 12 months, I am most proud of advancing in my career to become a senior supervisor. After being in the construction industry for more than 15 years, I have met some great mentors who have helped me achieve my current level of success. In addition to running the more challenging projects for the company, I am honored to provide mentorship, training, and professional development to the future rising stars at Chapman.

**How do you balance your rising career with your personal life?** As many of us know, balancing a rising career with your personal life can be a challenge. Aside from prioritizing and time management, the one thing that has helped me the most is the support I receive from my family. My wife and kids are my biggest cheerleaders on both the good days and the bad, so having them in my corner has been instrumental to achieving the proper work-life balance that has enabled me to advance in my career.





**Aaron Hoydich**  
Project Manager  
Pariseault Builders

*"I am pleased to nominate Aaron Hoydich (Project Manager), who successfully led our company's largest project to date, showcasing exceptional leadership, innovative problem-solving, and unwavering dedication. His efforts resulted in setting a new benchmark for Pariseault Builders future endeavors."* - Nicole Blais, Project Executive/Academic Unit Leader Pariseault Builders.

**In the last 12 months what accomplishment are you most proud of?** I am most proud of the completion of the Achievement First High School. We were able to finish on time so the students could start their school year as expected. I'm proud to have been involved in a project that was impactful to the community.

**How do you balance your rising career with your personal life?** I don't think there is a science to it, but I make sure to put the time in when needed and schedule vacations and time off in advance and make sure to enjoy it.



**Joanna Manfro**  
Vice President  
Matthews R.E. Investment Services

*"Joanna has an incredible depth of experience that allows her to understand the big picture goals of a transaction while maintaining absolute attention to detail. It's a skill set that is incredibly valuable to clients and is only honed with years of experience across billions of dollars of deals. By coming from the principal side, she understands what it means to own real estate, so she can seamlessly and simultaneously understand the points of view of all the stakeholders in a deal."* - Matthew Wallace, Market Leader and National Director

of Shopping Centers, Matthews Real Estate Investment Services.

**In the last 12 months what accomplishment are you most proud of?** In the past year, I've made a successful transition from the principal side to brokerage, in first few months having already secured the sale of a highly coveted \$45.5 million shopping center in Westport, CT, and currently have three additional deals under contract. Making the leap to brokerage allowed me to leverage my experience in a new and rewarding way. It's been incredibly rewarding to see my momentum continue and thrive in this competitive landscape filled with experienced brokers.

**How do you balance your rising career with your personal life?** It's a juggling act: Balancing a demanding career with family life is an ongoing challenge. However, I have managed to close significant and complex deals while still trying to make as many drop-offs and pick-ups at school for my kids. I try to prioritize that piece as often as possible because I believe it is an important part of their day. Like many successful professionals, particularly mothers, achieving perfect balance feels like an elusive goal. Inevitably, there will be times when work or family needs take priority. Accept that things won't always be perfectly balanced. When you miss something, strive to make it up later. By dedicating quality time and effort in both areas, you can create a fulfilling and successful life.



**Peter Arsenault**  
Senior Project Manager  
Northstar Project & Real Estate Services

*"Peter's perseverance and hard work in transitioning from construction management to owner's project management are exemplary. After receiving advice to gain more experience in the life science industry, he diligently expanded his knowledge and returned to Northstar, where he was hired. The expertise he gained has been*

*instrumental in driving Northstar's expansion into the healthcare field."* - Kirstin Brown, Principal | President at Northstar Project & Real Estate Services.

**In the last 12 months what accomplishment are you most proud of?** I was interested in transitioning to the OPM field and after completing numerous life science construction projects, Northstar onboarded me. For the past 3 years, I have represented Takeda Pharmaceutical, Finch Therapeutics and Ambri. In the last year, I was able to support Northstar expanding into the healthcare industry and now represent Boston Children's Hospital. To improve R&D adjacencies, I am leading the 31,000 s/f TI to deliver flexible lab space for their research development group that is dedicated to advancing the health and well-being of children.

**Who are the key people in your life that have contributed to your success?** The most influential people have been my mom and dad. Growing up, they taught me values such as work ethics, problem solving and being a leader. They always supported and encouraged me to follow my dreams and become the best person that I could be, no matter what challenges I had in front of me. I would not be the person, husband, or father I am today without their love and guidance.



**Brandon Mitchell**  
Broker  
Malone Commercial Brokers

*"Brandon has an infectious enthusiasm that allows him to excel at client service. In just a few years, he has helped many clients significantly grow their portfolios. A true go-getter, Brandon was a first-time presenter at this year's at MEREDA showcasing the York County Market*

*Report. His dedication to continuous learning also positions him for long-term success."* - Cassie Demick, Marketing Director at Malone Commercial Brokers.

**In the last 12 months what accomplishment are you most proud of?** One of my biggest accomplishments within the last year is helping one of my very first clients successfully transition from a small, high-maintenance multifamily portfolio into a larger industrial investment. Guiding him to sell at the right time allowed him to double his initial investment in just 3 years. More importantly, the new lower-maintenance properties gave him back his work-life balance to spend quality time with family. Getting out of my comfort zone and presenting at MEREDA.

**How do you balance your rising career with your personal life?** Maintaining balance is an ongoing effort with a busy career and three young children. I'm grateful to have Malone's supportive team that helps distribute workloads. At Malone, we're a family, so we all help each other out, and that has been really incredible for my growth. My wife Hilary's backing when I changed careers has also been invaluable. She reinforces the importance of integrating work and family as priorities.



**Jennifer Small**  
Partner/Associate Broker  
Malone Commercial Brokers

*"Jennifer Small is a phenomenal worker with spirit and heart. Her deep expertise, driven by over 20 years of experience on complex transactions, is backed by strategic planning skills and strong community connections. Jennifer's*

*commitment to continuous learning, leadership roles, and giving back further fuel her success."* - Cassie Demick, Marketing Director at Malone Commercial Brokers.

**In the last 12 months what accomplishment are you most proud of?** The accomplishment I am most proud of in the past 12 months is completing my CCIM certification. This designation is held by less than 6% of people in the commercial real estate industry and that number significantly decreases when you attribute it to women who have this designation. It was the result of over 180 hours of rigorous course work plus a 6-hour final exam. You really can do what you put your mind to!

**How do you balance your rising career with your personal life?** I am a mother of twins who are 16 years old and have a very demanding career. Balance is not always easy! Multi-tasking is the key to my "success!" Flexibility in my career allows me to attend my kids' games and events while still satisfying my client needs! To all you young moms out there you can be a career woman and raise a family! I am living proof it is possible! It is doable with a little planning and determination!



**Mike Anderson**  
Broker  
Malone Commercial Brokers

*"Mike Anderson is a rising star flawlessly balancing a flourishing commercial real estate career with family life. His relentless work ethic, backed by deep expertise and client trust, has fueled consistent growth. Mike's drive for con-*

*tinuous self-improvement through professional development and personal challenges positions him for long-term success."* - Cassie Demick, Marketing Director at Malone Commercial Brokers.

**In the last 12 months what accomplishment are you most proud of?** I've continued to grow my relationships with existing and new clients including taking on more business brokerage assignments in addition to my commercial real estate brokerage work; they often go hand in hand. I'm proud to be part of Malone Commercial Brokers and the well-oiled machine it is which provides us brokers the opportunity to service our clients as well as, if not better, than any commercial real estate brokerage firm out there.

**Who are the key people in your life that have contributed to your success?** I've been fortunate to have many mentors over the years as well as clients who trust me and who I trust. As any immediate family member of a broker knows, we are never "off the clock"; having an understanding and supportive family has been paramount as my career continues to progress. I'd be remiss if I didn't shout out to the unbelievable staff we have at MCB who provide us with tremendous support.

For full responses to the 2024 Ones to Watch - Rising Stars visit [nerej.com](https://nerej.com)





**Danielle Pinette**  
Project Captain  
Vivo Architecture, Inc.

*"Danielle is a natural leader who's curious and eager to learn about all aspects of the design & construction process. She is passionate about the*

*work she does and completing it professionally, thoroughly and at a high quality. Danielle consistently demonstrates a high energy approach to developing very positive relationships with clients and other project team members."* - Daniel Figueredo, AIA, Partner, Design Director at Vivo Architecture, Inc.

**In the last 12 months what accomplishment are you most proud of?** In the last 12 months I have made significant strides in the process of becoming a licensed architect. With the completion of the AXP, and the passing of four of the ARE divisions, I am now two exams away from being licensure eligible in Massachusetts.

**How do you balance your rising career with your personal life?** Personally, I find with proper planning and communication to both internal and external teams I find it easy to balance both my career and personal life. For me, that means both making time for family and friends and traveling. Planning and communicating early and often for both vacations and other 'hard-stops' has allowed me to attend various social events, travel internationally, and most recently, ski the Rockies for the first time.



**Vrajesh Patel**  
Project Manager  
Columbia

*"A talented and dedicated employee, Vrajesh has a strong understanding of architectural principles and brings a distinct analytical skillset to our project management team. A key member of two Columbia committees, he consistently extends himself beyond the bounds of his role to contribute to the continuous improvement of our firm. Vrajesh's passion for his career and commitment to the industry extends outside the office to volunteerism and development efforts with AGC MA. I am fortunate to work side-by-side with such a well-rounded, driven, and*

*knowledgeable 'Rising Star' in the construction industry."* - Shaun Lover, President at Columbia.

**How do you balance your rising career with your personal life?** Possibly the most difficult aspect of my life is balancing personal life and my career, but it was important for me to understand that life/work balance is not one size fits all. I've only recently begun focusing on the life aspect by explicitly putting myself first and giving each activity 100% of my attention. Focusing on the things that matter: family, friends, goals, etc., has strengthened the balance between life and work for me.

**Who are the key people in your life that have contributed to your success?** There are too many to name when it comes to those who have contributed to my success: my friends, colleagues, but most importantly, it's my parents. Immigrants coming to America, they had a lot to overcome in their lives to provide a better life for both my brother and me. Through their hard work and dedication, I am the person I am today.

**Outside of your career, where else do you seek continuous learning and personal growth?** Community outreach and leadership are areas where I seek continuous learning and personal growth. As an active member of the AGC MA's Committee for Diversity & Inclusion (CFDI) and Construction Leadership Council (CLC), I've been able to grow professionally and personally. AGC has given me opportunities to serve the communities of Boston and shape the future of construction for the better.



**Nicholas Bottari**  
Designer Draftsperson & Project Captain  
Gienapp Architects

*"It has been an honor to watch Nick grow and develop in his architectural career since he first joined us as a summer intern. Nick is a talented, creative, and dedicated individual who excels not*

*just in design but in all aspects of architectural practice."* - Imelda Barnhurst, Principal-in-Chief at Gienapp Architects.

**How do you balance your rising career with your personal life?** In a word, scheduling. Recognizing the most significant priorities at the start of each week allows me to dedicate time effectively and focus on the most pressing items. It's equally important to set boundaries. Although it's always tempting to check work email after hours, I find separating work from personal time helps maintain a healthy balance. Due to scheduling, my wife and I can reserve time for our immediate family (and great food) on Sundays.

**Who are the key people in your life that have contributed to your success?** The most instrumental in my career growth have been my recently retired firm principal, Dale Gienapp, and our newly appointed principal, Imelda Barnhurst. Not only did they welcome me into Gienapp Architects years ago, but they also set the foundation for my professional journey in architecture. Their past experiences and inherent expertise in the field have been a substantial contributor to my current success.



**Mollie McColgan**  
Superintendent  
Shawmut Design and Construction

*"Mollie has established herself as an exceptional builder, respected leader, and trusted teammate. She deeply understands her projects, methodically fills in necessary gaps, and keeps everyone focused - driving her projects toward success. From high-end retail fit-outs to ground-up projects, Mollie's passion and knowledge of construction is robust."* - Lauren Slaven, Senior Superintendent at Shawmut Design and Construction.

**In the last 12 months what accomplishment are you most proud of?** Last year, I started working on the Hardy Elementary School in Wellesley, Mass. - my first school, public, and out-of-ground project. Now that we are nearing

completion, I can look back on how much this job forced me out of my comfort zone - providing invaluable experience and lessons. The best part has been the team onsite and the shared mentality of respect and teamwork.

**How do you balance your rising career with your personal life?** I've learned the importance of disconnecting from work at the end of the day. It's challenging, but I create lists and prioritize work throughout the day to help me leave at a reasonable time and not bring it home. Activities after work help burn energy and provide distraction, and taking time off is rejuvenating. It's hard not to feel guilty, but taking time for yourself is important, and having a supportive team helps.

**Who are the key people in your life that have contributed to your success?** My family molded me into who I am today, with unwavering support. My dad introduced me to construction through home projects, and my mom encouraged me to pursue the internship with Shawmut in college. My friends keep me grounded during tough times - and my co-workers and trade partners have taught, embraced, and challenged me throughout my career.

**Outside of your career, where else do you seek continuous learning and personal growth?** I love to travel and explore new places. It's exciting to meet people and experience different cultures. The history, architecture, and landscapes of Europe are some of my favorites. During my last trip to Northern Italy, I visited two hotels in a small mountainside town. One has a cantilevered semi-circle shaped pool on the top floor, and the other was constructed in just six months. Both were beautiful and fascinating to see.



**Moses Guadalupe**  
Service Manager  
Tecta America New England

*"Moses was promoted to service manager in Billerica two years ago, and since taking over the department he has increased business as well as improved processes that streamline paperwork for the service team. He's a hard worker who gives 110% to keep his department running smoothly."* - Dan Pass, General Manager at Tecta America New England.

**In the last 12 months what accomplishment are you most proud of?** One of our current projects for a general contractor has had ongoing addendums and revisions to the drawings, making it challenging to stay on top of things so details won't be overlooked. I'm proud that our service department's diligence, hard work and dedication is paying off. The relationship that we've built with the GC on this project has gained us two more jobs because they recognize the quality of our work and our people.

**How do you balance your rising career with your personal life?** I never bring any stress from work home with me. Working with multiple general contractors and customers means adjusting to many personalities but work life doesn't interfere with family time with my spouse and children. When I'm at work I focus on what needs to be done and leave my personal business at home, and vice versa. Keeping work and home life separate puts the focus where it belongs in each situation.



**Sean Kennedy**  
Project Manager  
Callahan Construction

*"Sean has demonstrated an aptitude for client management and an instinct for business development that has proven pivotal in helping Callahan grow its presence in New York and the greater tri-state area."* - Jeff Lavery, Principal at Pedigree PR.

**In the last 12 months what accomplishment are you most proud of?** Last year I turned over two life science lab spaces for clients in Lexington. Both were fantastic to work with and I am excited to see the great things they will accomplish in their new space. Coming out of the ground at my latest project in Wakefield has been a tremendous accomplishment I am proud of. I owe a huge portion of the success to the great team we have working on the project and can't wait to see the rest of the project unfold.

**How do you balance your rising career with your personal life?** Having a 19-month-old son at home has put into perspective the importance of being present in the moment. Whether I am in the office or on the job site I try to ensure I am present and maximize my time to guarantee our project is moving forward in a positive manner. Conversely, when I am home I make sure to be present with my family and enjoy all the little moments each day. Just to stay sharp I read "Goodnight Goodnight Construction Site" every night to my son.





**Gregory Chakmakas**  
Shareholder  
Sheehan Phinney

*"Greg Chakmakas is a shareholder in Sheehan Phinney's Affordable Housing Group. He represents developers of affordable housing throughout New England. Since joining Sheehan Phinney eight years ago, Greg has been recognized as a rising star in the affordable housing industry. Although only in his 30s, Greg has twice co-chaired the American Bar Association's Affordable Housing Boot Camp, a national seminar that provides both in-depth introductory LIHTC, HUD, and CED workshops, as well as specialized*

*sessions focusing on current issues facing the affordable housing and community development industry. Greg's knowledge, responsiveness and passion for helping clients provide clean, safe and affordable housing for working families and seniors, makes him a valuable asset on any development team."* - Ken Viscarello, Shareholder, Chair of the firm's Affordable Housing Group at Sheehan Phinney.

**In the last 12 months what accomplishment are you most proud of?** As legal counsel to affordable housing developers, the past 12 months have presented many unique challenges. I am very proud of our affordable housing group's ability to meet these challenges head on with creative and efficient solutions to meet our clients needs. Getting the opportunity to work with great colleagues and play a role in providing safe affordable housing to our communities is extremely rewarding and I am honored to be a part of it.

**How do you balance your rising career with your personal life?** I set boundaries and prioritize what's important to me professionally and personally. To practice law at a high level, you need to put in the work. Sometimes long hours and late nights are part of the deal. Despite my best efforts to control it, however, my own equilibrium between career obligations and personal life fluctuates. When I find myself falling out of balance, it helps to know that I have the support of my colleagues at the firm and my amazing wife at home to get me back on track.



**Carlee Schettino**  
Director of Marketing  
Galaxy Development, LLC

*"Carlee started with the company in our property management department. She quickly learns and applies herself, strengthening her own skills and the team work of the office. This has led her to new opportunities within the company. Carlee then assisted our accounts department to manage rental income, property expenses and reconciliation statements for the shopping centers. Soon after she took over our marketing. Carlee has now*

*begun leasing available space in our portfolio. She graduated Keene State with a degree in Environmental Science. Carlee quickly manages to excel at anything we throw her way. A great team player and asset to Galaxy Development. The sky is the limit Carlee!"* - Michael O'Brien, Principal/ Owner at Galaxy Development, LLC.

**How do you balance your rising career with your personal life?** I find balance by optimizing my time outside of work. With a keen sense of prioritization, I organize my tasks efficiently throughout the week. As the weekend approaches, I eagerly anticipate tending to my porch garden under the warm sun, delving into exciting projects for the yard, and arranging time to spend with friends & family. These moments of relaxation and connection serve as essential anchors for my personal well-being and relationships.

**Who are the key people in your life that have contributed to your success?** I have been fortunate to have a multitude of influential figures, including my parents, boyfriend, friends, teachers, and coaches, all of whom have played pivotal roles in shaping my path. Among them, my boss, Michael O'Brien, has been particularly instrumental in propelling my growth beyond my expectations. Alongside the incredible team at Galaxy, their unwavering support and guidance have empowered me to evolve into the capable and dedicated employee I am today.

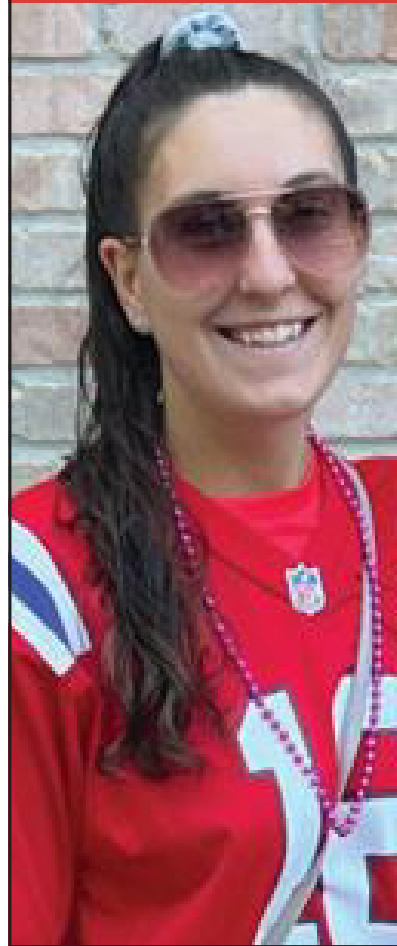


**Jordan Mercurio**  
Senior Associate  
Elkus Manfredi Architects

*"Jordan Mercurio is an extraordinary design talent who understands everything that makes great buildings and places: purpose, sustainability, resiliency, durability, and beauty. Just as important, she listens to clients and consultants, responds in words and pictures, and creates partnerships, collaborating with the entire team necessary to create great projects."* - David Manfredi, CEO & Founding Principal at Elkus Manfredi Architects.

**In the last 12 months what accomplishment are you most proud of?** My most joyful accomplishment this past year has been my daughter's birth and the humbling, beautiful chaos of navigating new motherhood and my role as an architectural designer and project manager. Returning to work after maternity leave, I stepped into the role of project manager for the first time, leading the conceptual design for a new Boston hotel project. I'm excited to have the opportunity to shape the project vision and see it through construction.

# CONGRATULATIONS CARLEE!



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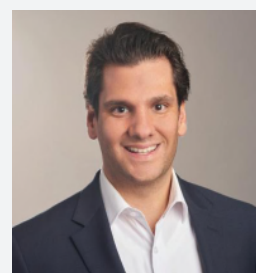
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# Well Deserved



**Gregory A. Chakmakas**  
Shareholder  
603.627.8272  
[gchakmakas@sheehan.com](mailto:gchakmakas@sheehan.com)

Congratulations to our friend and colleague Gregory A. Chakmakas on being recognized as one of NEREJ's **Ones to Watch**. We appreciate your commitment to Affordable Housing in New England.

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Boston, MA

2024 Ones to Watch RISING STARS

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**Caulen Finch, AIA**  
Architect  
Maugel DeStefano Architects

*"Caulen is a talented architect with 10+ years of experience in residential design. He manages many of our most complex residential projects, delivering each one with a unique design that far exceeds our clients' expectations. His diverse skills, attention to detail, and dedication to excel-*

*lence make him a Rising Star."* - Mark Pelletier AIA, Principal at Maugel DeStefano Architects

**How do you balance your rising career with your personal life?** Balancing a career with my personal life, especially with two young kids, is challenging! It requires flexibility, prioritization, and lots of energy. Setting a good example for my kids pushes me to work harder to constantly learn and grow as an architect. It's about dreaming big to create something that's unique and memorable that will make them proud of the work I do. Finding balance is a constant work in progress, but well worth it.

**Outside of your career, where else do you seek continuous learning and personal growth?** My thirst for continuous learning and growth takes me on incredible adventures. I push my boundaries physically and mentally by embracing challenges like heliskiing with professional snowboarders or participating in grueling endurance events with special operations soldiers. These endeavors have taught me a valuable lesson: there's no single path to success. Some challenges demand relentless effort, while others require creative solutions and fearless thinking. This adaptability has benefited me throughout my life.



**Colby Cavanagh, AIA**  
Healthcare & Sciences Studio Leader  
Maugel DeStefano Architects

*"We recently promoted Colby to Healthcare & Sciences Studio Leader in recognition of her successful 15-year career managing complex projects for clients across the healthcare and sciences industry. Her excellent leadership, project management, and technical design skills enable her to execute the most challenging projects, while*

*consistently surpassing clients' expectations. Colby's down-to-earth approach coupled with an innate ability to flawlessly translate our clients' needs into exceptional architecture make her a true Rising Star."* - Jonathan Cocker, Principal at Maugel DeStefano Architects

**How do you balance your rising career with your personal life?** Balance is not necessarily my goal, as there are many times when I'm needed more in one area of my life than another. However, setting clear boundaries and engaging in healthy communication helps me navigate my day-to-day activities. In my work and home life, things can change with a phone call. As a mom of three little kids, efficiency allows me to manage a demanding schedule while ensuring I can be my best self for my family and my clients.

**Outside of your career, where else do you seek continuous learning and personal growth?** In everyday life, as in my work, I'm always looking for creative ways to learn, grow and engage in new ways of thinking. I'm constantly learning from my daily interactions with clients and industry professionals and stay on the lookout for new learning opportunities, personally and professionally. Outside of the office, I like to challenge myself to try new things and step, or sometimes push myself, out of my comfort zone.



**Angela Botto**  
Senior Design Engineer  
Bohler

*"Angela is a very motivated individual who embraces her strong communication skills and problem-solving abilities to move projects forward for her clients. She consistently goes above and beyond in supporting project teams, both internally and externally. This, along with her*

*thirst for knowledge and improvement, has been key in her ability to establish and grow strong relationships through ULI, NAIOP, BISNOW, WWIRE, and non-profit industry organizations."* - Zachary Richards, Senior Project Manager at Bohler.

**In the last 12 months what accomplishment are you most proud of?** I'm most proud of my work with the MBTA Communities and my role in obtaining the permits for the first multi-family project in the state under the new MBTA zoning bylaw. Despite numerous site challenges and constraints, we were able to permit 160 units. This project signifies a milestone in the implementation and success of the new zoning regulations.

**Outside of your career, where else do you seek continuous learning and personal growth?** Outside of my civil engineering career, I pursue continuous learning and personal growth through fitness. After joining a local gym in Boston, I was inspired to become an instructor. Earning certifications in spin and barre, I now teach classes alongside my engineering career. This endeavor has not only provided me with a supportive community in my neighborhood but has also pushed me outside my comfort zone, while allowing me to help champion the personal growth of others.





**Kevin Hanrahan**  
Vice President  
The Washington Trust Company

*"Kevin demonstrates an extremely strong work ethic and knowledge base of the overall lending process. He has developed excellent credit skills during his career and works with his customers to create prudent loan structures that keep the best interest of the bank in mind while maintaining*

*competitiveness. He is a willing team member who takes on additional projects and always maintains a high level of professionalism with his positive attitude, good judgement and respect for others. Kevin is one of the hardest workers that I have come across and he accepts feedback graciously, always looking to grow professionally and personally. Kevin is a role model to his peers and I have no doubt that he will be a phenomenal leader one day."* - Bethany Lyons, SVP Team Leader CRE Dept at The Washington Trust Company.

**How do you balance your rising career with your personal life?** I like to spend my free time outside and on adventures with my wife and our two kids. Having activities or vacations planned provides something to look forward to, and being outside allows me to be mindful and recharge. I enjoy training for road races, golfing, and visiting new places.

**Outside of your career, where else do you seek continuous learning and personal growth?** I enjoy reading books about courageous and determined individuals who have overcome adversity on their way to success. I utilize their stories and philosophies for inspiration and to challenge and improve my physical and mental health.



**Anna Mutch**  
Director of Business Development  
Green City Growers

*"Anna is conscientious and dedicated to our purpose of bringing people together and providing inspiring experiences. Her passion and drive are infectious and Green City Growers is a much better place with her as part of the team. She keenly understands the importance of acti-*

*vating spaces for engagement and incorporating biophilia for healthier build environments and continues to find new ways to get our message out."* - Christopher Gallert, President/CEO at Green City Growers.

**In the last 12 months what accomplishment are you most proud of?**

In the past year, I'm most proud of our company's remarkable growth. We've executed impactful projects, tailored services to meet customer objectives, and achieved significant sales growth. Notably, our innovative approach that I took the lead in developing for a real estate client stands out. We introduced a rotating farmer's market stand across four campuses to effectively distribute harvest from their farm to as many tenants as possible. This has successfully fostered community engagement and ESG.

**Outside of your career, where else do you seek continuous learning and personal growth?** I pursue continuous learning and personal growth beyond my career through various avenues. From signing up for classes in subjects that I'm curious about, such as salsa dancing and art, to exploring podcasts and trying new recipes, I really enjoy new learning experiences. These opportunities for growth not only enrich my life outside of work but also enhance my personal development.



**Adam Gutbezah**  
Associate  
Ruberto, Israel & Weiner, P.C.

*"Adam has consistently excelled in land use litigation. He is skillful in identifying the issues, understanding and applying the law, and artfully drafting pleadings and presenting before court. He*

*has shown an exceptional understanding of zoning, permitting, title, and easement laws including within specialty areas such as 40B, Dover Act and solar matters."* - Michael Rosen, Shareholder/Vice President at Ruberto, Israel & Weiner, P.C.

**How do you balance your rising career with your personal life?** Being present. When working, I focus fully on the task at hand. When with my family, I am fully present on being with them and devoted to making the most of our time together. These are precious years that I will never get back with my sons (ages 5 and 3), and I am not serving anyone well (my clients, my wife, or my kids) if I am only partially focused.

**Outside of your career, where else do you seek continuous learning and personal growth?** I am a big history buff. I believe in the quote often attributed to Mark Twain: "History doesn't repeat itself, but it often rhymes." By better understanding our past, we can take active steps to improve the future. The challenges we face may feel insurmountable at times. People have suffered through difficult situations (often tougher than ours) and found innovative and productive ways to be successful. History reminds us that we can do the same.

## Congratulations from all of your colleagues at Washington Trust!



Washington Trust congratulates  
**Kevin Hanrahan**  
Vice President, Commercial Real Estate  
on his nomination for NEREJ's 2024  
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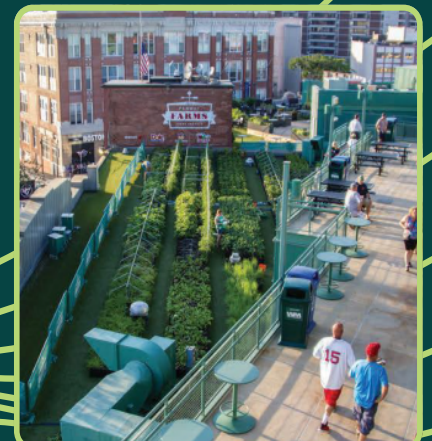
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-VP of Residential Properties National Development

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## CONGRATULATIONS, MATT!



Vantage Builders congratulates **Matt Chin** on being named a Rising Star!

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**Matt Chin**  
Project Manager  
Vantage Builders

*"Matt is a head-down, get-the-job-done employee. He is always greeting people with a smile and he's a terrific teammate, with his quiet demeanor. Matt continuously manages projects independently at a very high level and he is trustworthy and respectful of all his clients." - Greg Sawin, Director of Operations at Vantage Builders.*

**In the last 12 months what accomplishment are you most proud of?** In October, I was promoted to Project Manager, which provided me the opportunity to take on more responsibility and advance in my career. Responsibilities include running my own projects, acting as the main point of contact for clients and subcontractors, and making sure projects stay within budget and on schedule. I appreciate Vantage Builders' focus on the development of its employees, which allowed me to take on these new responsibilities.

**How do you balance your rising career with your personal life?** I believe that having a healthy work/life balance is imperative to maintaining motivation and maximum performance. Setting boundaries about shutting down after a long day of work has helped me to not only have time for my personal relationships and hobbies, but also have the necessary time to recharge.

**Outside of your career, where else do you seek continuous learning and personal growth?** Even outside of work, I really like to set goals, to help me stay focused. Last year, I trained for and finished my first half marathon. Never in a million years would I have thought I would have taken up running as a hobby, but it has been a great way to clear my mind as well as get into shape. I'm looking forward to running a full marathon in the future!



**Tyler Aalto**  
Director of On-Site Auctions  
Sullivan & Sullivan Auctioneers, LLC

*"I am proud to nominate Tyler Aalto, as a 'rising star in the business.' Tyler's contributions to our company have made a significant impact on our daily operations. His ability to navigate*

*the complex world of real estate auctions, while maintaining a track record of success, is a testament to his potential and dedication." - Marianne Sullivan, President at Sullivan & Sullivan Auctioneers, LLC.*

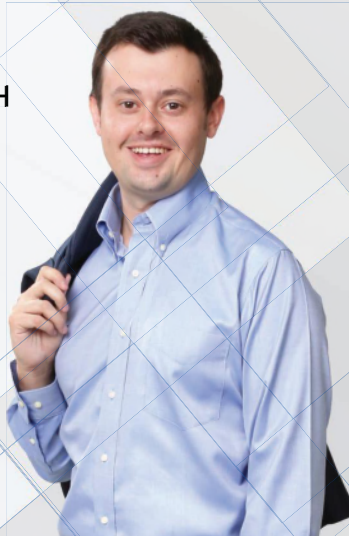
**In the last 12 months what accomplishment are you most proud of?** The efficiency I've helped bring to the organization through the effective use of technology is a key accomplishment. With a focus on the integration of our proprietary auction management software with our in-house team, I've brought this into all phases of the live on-site auction process. Our electronic bidder registration, tracking and digital delivery following each auction is proof that our investment in technology provides a better, smoother experience for both bidders and our clients.

**How do you balance your rising career with your personal life?** Being part of an organization that conducts hundreds and hundreds of live auctions across three states every year can be a bit hectic. It's very fast paced and high energy. I try to find balance by making sure I get plenty of time to enjoy the peace and quiet of being outdoors. I spend a lot of my free time fishing around the Cape both inshore and offshore.

NEREJ ONES TO WATCH

**Tyler Aalto**

Director Of On-Site Auctions,  
The Sullivan Companies



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**Alex Quinn**  
Senior Associate  
Marcus & Millichap

*"Alex joined us during the depths of COVID when urban retail leasing was in flux and has since worked on nearly \$400 million of grocery-anchored retail centers with industry veteran Jim Koury. Leveraging his extensive knowledge of retail tenants, he provides clients with a holistic strategy for each asset. In just four*

*years, he has achieved significant success in the competitive world of institutional retail. Alex is an outstanding team member and will be a force in the industry for years to come." - Thomas Shihadeh, Vice President/Regional Manager at Marcus & Millichap.*

**In the last 12 months what accomplishment are you most proud of?** I'm most proud of a +\$110M net-lease portfolio that was referred to me based on the success of a recent sale. My network and hard work impressed the right people and the client believed that we were the best investment sales team in New England to handle the assignment. Additionally, leveraging my leasing expertise, I was entrusted to expand a national pickleball concept to 8-10 locations in the region. Both achievements came from referrals or relationships, which makes me really proud of the career and reputation I am building in the retail industry.

**How do you balance your rising career with your personal life?** I've tried to stay active, so I play hockey at least once a week and golf on the weekends. If I'm not working or playing a sport, you'll always find me trying out the newest restaurant in town or traveling to the islands or Florida. Somehow it always blends in with work and I've grown my network by being a social butterfly.





**Krista Broyles, AIA**  
Associate  
SV Design

*"Krista has made a profound impact in the affordable family and senior housing community by spearheading projects from conception to completion, such as Harborlight Homes' Anchor Point and Beverly Village for Living & the Arts.*

*Her leadership and knowledge led to her recent promotion to Associate. Krista has an innate ability to bring project teams together with strong communication skills and her outgoing nature."*

- Jen Hocherman, AIA, Principal at SV Design.

**In the last 12 months what accomplishment are you most proud of?** I started working on Maple Woods, an affordable senior housing project in Wenham, ten years ago. Residents moved in this year, and I'm proud to have helped lead the project through a decade of collaboration and coordination with team members. This project balances sustainability goals, programmatic requirements, and the desire to create beautiful homes for its residents. Its successful outcome was in part due to the strong communication skills I cultivated while working on it.

**Who are the key people in your life that have contributed to your success?** My husband, who has shown me so much grace as my career continues to grow. Together we balance the workload of family life so that we both have the opportunity to succeed in our careers. He has taught me what a true partner is in this life. And my colleagues, who I trust and count on daily. They allow me to make mistakes, mentor me, and give me space to continuously grow.



**Jarod Stuyvesant, PE, ENV SP**  
Project Manager  
Weston & Sampson

*"Jarod is wise beyond his years and has proven to be a strong leader and doer. He is an extremely capable, competent, and hardworking*

*engineer and is well liked by peers and clients. Jarod also has the ability to manage all aspects of complex projects while emphasizing collaboration between disciplines."*

**In the last 12 months what accomplishment are you most proud of?** I was brought in to manage the design of a wastewater sludge dewatering system upgrade at the Seabrook, NH Wastewater Treatment Facility after the current project manager left the firm. Even though I was already busy with other projects, I led the multi-disciplinary team from 60% to a 100% design package in a span of four months, while meeting state funding requirements and setting up various bid alternatives in the project scope.

**How do you balance your rising career with your personal life?** I have always defined success as being synonymous with happiness. Find what you love and do it well. I thoroughly enjoy the career that I am in, which makes it easier for me in the transition between personal life and work. I strive to be thoughtful and intentional in both work and my personal life, which has proved to be the best source of happiness for me.



**Kyle Wood**  
Director of Business Development  
ARCO National Construction | N.E.

*"Kyle is always striving to get better and become a well-rounded professional. His work ethic and drive set him apart from the crowd, and it is truly valued by our clients. Having both the technical knowledge/expertise and intangible qualities is extremely rare which allows Kyle to play a major role across our business from operations,*

*to business development, to client management, and to other ARCO associates' growth."*

**In the last 12 months what accomplishment are you most proud of?** Leading the business development efforts to grow our life science & advanced manufacturing division. This is a great opportunity to continue to show ARCO's ability to bring creative design-build solutions in a variety of product types.

**How do you balance your rising career with your personal life?** I continue to set aside time for family and friends outside of work. Maintaining personal goals and interests are what allow me to stay motivated in my career.

**Who are the key people in your life that have contributed to your success?** Jason Grant and George Green for taking a chance on me in college and giving me an opportunity to work with ARCO. They are incredible role models for me and have taught me so much personally and professionally.

**Outside of your career, where else do you seek continuous learning and personal growth?** I spend a lot of time improving my physical health through exercising and playing sports. After a significant knee injury last year, I realized the importance of physical activity and how much it helps my physical and mental health.



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*Harborlight Homes, Anchor Point, Beverly MA*





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**Allison Fleet**  
Counsel  
Partridge Snow & Hahn LLP

*"Allison Fleet excels as a nominee for the 2024 RISING STARS spotlight, with exceptional contributions as a real estate and commercial finance lawyer. Her expertise in handling complex commercial real estate projects, leasing agreements, and commercial finance highlights her as a rising star in New England commercial real estate."* - Laura Murphy Badessa, Marketing Manager at Partridge Snow & Hahn LLP.

**In the last 12 months what accomplishment are you most proud of?** In the past year, I achieved a significant milestone by being promoted to counsel within the firm. This accomplishment was particularly meaningful as it represented a vote of confidence from my colleagues, acknowledging my dedication, expertise, and contributions to the team. It has fueled my determination to continue growing professionally, taking on new challenges, and making a positive impact within the firm and the broader legal community.

For full responses to the 2024 Ones to Watch - Rising Stars visit [nerej.com](https://www.nerej.com)



**Nick Dyer, AIA**  
Architect  
Margulies Perruzzi

*"Nick consistently pursues ways to convey project intent to clients and their projects. He applies detailed forethought that helps project teams understand the multiple aspects of proposed design solutions. His ability to push design while considering technical coordination means all his projects benefit from his involvement."* - Nate Turner, AIA, NCARB, LEED AP, Associate Principal, Partner at Margulies Perruzzi.

**In the last 12 months what accomplishment are you most proud of?** The accomplishment I'm most proud of in the last year is becoming a licensed architect in Massachusetts. Receiving my license has provided me with the opportunity to be the lead architect on projects. The first project I was able to lead was for the JCC of Greater Boston, and I am very proud of it. I can't wait to see it completed.

**Who are the key people in your life that have contributed to your success?** First and foremost are my parents. I would never be where I am today without their support and guidance. After them come numerous colleagues and professors who have all taken time throughout my education and career to field my questions and help me grow into the architect I am today.



**Benjamin Goldstein**  
Managing Director  
Newmark

*"Ben Goldstein is a rising star within office leasing advisory evidenced by transactions spanning 3 million s/f since 2020. Twice honored with Newmark's National Rising Star Award and UConn Real Estate's Early Alumni of the Year for 2024, his global prowess navigates complex deals across major markets worldwide."* - James Ritman, Executive Vice President, Managing Director at Newmark.

**In the last 12 months what accomplishment are you most proud of?** I am proud to be named by the University of Connecticut Center for Real Estate as the Early Alumni of the Year 2024. Being recognized by my alma mater was a great honor, especially considering all the successful alums of the RE program.

**How do you balance your rising career with your personal life?** I am lucky to consider my job as part of my personal life. The brokerage business is 24/7/365, so for the most part, my personal life and career are all in one. The luxury is that it allows me always to seek opportunities for our business while working with many people (including at Newmark) whom I consider great friends.



**Kristen Spirou**  
Associate  
Robinson & Cole LLP

*"Kristen's rising star status stems from her commitment to providing the highest level of service and representation in everything she does. She really stands out in her ability to anticipate and then respond to issues on deals as they arise. We are delighted to have her as a colleague."* - Deirdre Robinson, Vice Practice Group Leader, Real Estate + Development Group at Robinson & Cole LLP.

**In the last 12 months what accomplishment are you most proud of?** Late in 2023 my husband and I welcomed our first child together. Throughout my maternity leave I was excited to return to work, but anxious as to how I would balance work with the demands of parenthood. Since returning to full-time work, I'm proudest that, with the support of fantastic colleagues, I've managed to balance a full plate of affordable housing finance deals while also enjoying every minute of new parenthood with my husband.

**How do you balance your rising career with your personal life?** Through practice, reliance on the support of colleagues at work, and family at home, and acceptance that some days I'll get the balance better than others.



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**Kevin Carpenter**  
Commercial Banking Relationship Mgr.  
South Shore Bank

*"Kevin has been involved in an impressive range of deals that enhance communities across the region. He lives out the mission of South Shore Bank by being out in the community and building meaningful relationships. His passions for real*

*estate and learning are evidenced in his approach to the role."* - Stephen DiPrete, Chief Commercial Banking Officer at South Shore Bank.

**In the last 12 months what accomplishment are you most proud of?** Despite the current banking/real estate environment having its unknowns, I have continued to focus on the things that I can control while continuing to be successful. Deals are still being made and I've been fortunate enough to be a trusted advisor to my clients and colleagues. I have been involved in several noteworthy acquisitions, construction to permanent loans, condo projects, and even refinances, which will best position them and the bank for the future.

**How do you balance your rising career with your personal life?** While work/life balance is important, there comes a point when work co-mingles with life. I enjoy going to events, talking real estate, and being involved in the community because oftentimes people at these events become part of your personal life. It's essential to turn off the work "switch" and I continue to do that by spending time with friends & family, playing basketball, golf, and volunteering at the organizations I'm passionate about.



**Anna Dockery**  
Director of Design  
Dyer Brown & Associates

*"Shortly after joining Dyer Brown Anna emerged as the clear choice for the Director of Design role. Her business development acumen has proven invaluable to our growth, and her insights into workplace strategy and into design trends across multiple sectors make her*

*indispensable for optimizing client service and project outcomes."* - Brent Zeigler, AIA, IIDA, CID, President at Dyer Brown & Associates.

**In the last 12 months what accomplishment are you most proud of?** Naturally I'm proud of being named as Director of Design, which is an honor and also a challenge in an established and storied firm such as Dyer Brown. But more so I share our whole team's excitement and pride at being included in Interior Design Magazine's recent "Sustainability Giants of Design 2024" rankings, which reflects our core commitment to environmentally responsible design in all our project work and in every aspect of our practice.

**Outside of your career, where else do you seek continuous learning and personal growth?** Lately I've been searching out and reading books and research on how all brains are "atypical" and everyone creates, thinks and interacts with their environment uniquely – that there is no "right way" of thinking. This perspective has helped me tap into my own personal points of inspiration, enhancing my contributions to molding and forming physical environments, whether solo or collaborative. When we recognize "atypical" is actually normal, we benefit from everyone's amazing strengths and skills.



**Patrick Chafe**  
Senior Estimator  
CM&B

*"Pat's dedication to his clients and passion for mentoring emerging estimators at CM&B have made him a rising star in the industry and on our team. With an unwavering commitment to the company, Pat drives positive organizational change while coaching and supporting others in their development. His success stems*

*from his eternal optimism, always seeing the best in others."* - James Thomson, Senior Vice President/Estimating & PreConstruction Services at CM&B.

**In the last 12 months what accomplishment are you most proud of?** I am most proud of growing my estimating capabilities through involvement in several complicated development projects, including a 10-acre site with approximately 50,000 s/f of buildings, a 52-acre site with approximately 300,000 s/f of buildings, and a 44-acre site with approximately 700,000 s/f of buildings. I've also had the opportunity to mentor our assistant estimators, assistant project managers, and assistant superintendents on technical aspects of construction and how to effectively read drawings.

**Who are the key people in your life that have contributed to your success?** My fiancée, Haley, and my dad have been key to my success. Haley is also an estimator and is my go-to support person and voice of reason in any work discussions. My dad, a plumber for nearly 40 years, taught me the value of hard work. Growing up, I saw him put in the hours needed to deliver quality work, and I strive to carry that same work ethic in my career.



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Rising Star's in this year's  
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**Nate Marcet**  
Tax Manager  
Albin, Randall & Bennett

*"Nate has distinguished himself amongst his fellow tax managers with his focus, creativity, strong communication skills, and affable and outgoing character. He has ambitious goals, a determination to grow an innovative new line*

*of service for our firm, and a genuine desire to help people and see his clients succeed."* - Kevin MacDonald, Marketing Manager at Albin, Randall & Bennett, CPA.

**In the last 12 months what accomplishment are you most proud of?** I joined ARB one year ago after eight years at another firm. My purpose for making this transition was to take control of my career and be intentional about concentrating on real estate, development and related activities. In the last twelve months I've done just that, establishing myself amongst new peers and clients and stepping out into the business community with a reinvigorated drive and passion and I couldn't be more proud of that accomplishment.

**How do you balance your rising career with your personal life?** Maintaining a work-life separation is crucial, but there is overlap. The key to balancing the two for me has been capitalizing on opportunities that are fulfilling both personally and professionally. I'm naturally extroverted, love meeting new people and hearing about projects and businesses in the community, even in my free time and where part of public accounting is maintaining and growing relationships, I've been able to find that balance in business development and networking.



**Andrew Barnett**  
Associate  
Pickard Chilton

*"I nominate Andrew for his dynamic and caring presence. Within our studio, he makes significant contributions to his projects and our recruitment efforts. Professionally, Andrew has been an ACE Program mentor at local and state levels since 2018. In the community, he is active*

*in Penn State's Alumni Mentor Program and NOMAct."* - Jon Pickard FAIA, RIBA, Principal at Pickard Chilton

**In the last 12 months what accomplishment are you most proud of?** My work as project manager on the 290 Binney St. project, the future home of Astrazeneca and Alexion, has been incredibly rewarding throughout its lifespan. The city and community have been engaged with the project from its inception, informing the masterplan, building design, and detailing; bringing a building that both reflects its location and humanizes the science happening inside. Collaborating with Boston Properties and seeing the progress and actualization of that project is exciting daily.

**Who are the key people in your life that have contributed to your success?** The mindset of viewing our workplace as a 'studio' is foundational to Pickard Chilton and shapes how we all work; encouraging innovation and always striving to deliver better design than the day before. This commitment to excellence and academic approach to our work directly comes from the firm's founding leadership; Jon, Bill, and Tony. Each has had enormous impact on how I approach my work and engage with the built environment and communities we serve.



**Michael Fahy**  
Associate  
R.W. Holmes Commercial Real Estate

*"In three short years Michael has become an invaluable asset to our brokerage team. In that time, Mike's unwavering dedication to becoming an expert in his market far exceeded our expectations in a way few before him have. He possesses outstanding communication skills with the ability to effectively communicate complex concepts and his in-depth knowledge of market trends, property values, and negotiation strategies has been*

*invaluable in allowing him to continually work on more sophisticated transactions. In the past 18 months, Mike has successfully transacted over \$20 million in sales volume alone. Lastly Mike consistently demonstrates integrity, honesty, and above all he is just one of the nicest guys you could hope to work with."* - Dean Blackey, Managing Director at R. W. Holmes Commercial Real Estate.

**In the last 12 months what accomplishment are you most proud of?** I am most proud of being given the opportunity to represent an institutional landlord, Berkeley Partners, on the 200,000 s/f Tosca Drive Industrial Park in Stoughton. It has been a great chance to put my knowledge of the 128 South and Rte. 24 markets to use as the submarket expert for the landlord and establishing credibility with tenants and users. Witnessing a revamped park with new tenancy and updated spaces has been the best part.

**Who are the key people in your life that have contributed to your success?** My parents have been a major contributing factor in my success supporting my decision to enter a field with a steep learning curve. My father's positive outlook and determination has always fueled me along with his quote "A negative thought never led to a positive outcome". My mentors Dean Blackey and Liz Holmes have been instrumental in my success. The generosity of their time, patience, and confidence is the reason I am here today.



**Jennifer Then**  
Regional Property Manager  
Cruz Management

*"Jenn is a Rising Star for her remarkable growth to regional property manager and her inspiring leadership at Cruz Management. Her work ethic, problem solving, industry knowledge and team management have improved our company processes and is helping to drive us toward our future goals. She cherishes family and mentorship and actively engages in community involvement, showcasing her dedication, passion, and well-rounded character."* - Justin Cruz, COO, Cruz Companies.

**In the last 12 months what accomplishment are you most proud of?** At Cruz Management, we have implemented several new protocols and a new level of accountability for every department. I am very happy with the level of critical thinking and input the team is providing to show our tenants how much Cruz Management cares about their experience. I am also especially proud that we're updating our software to make our processes more efficient, which will have a big impact across the 2,000-plus units we manage.



**Ryan Kraynak**  
Vice President, Screening  
Arbor Realty Trust

*"Not only has Ryan significantly impacted Arbor's Underwriting and Screening operations, but he has also invested his time in mentoring junior colleagues to help them grow within our*

*organization and their careers. He is a hard worker and lifelong learner, and having that mindset has helped make him, and Arbor, incredibly successful."* - Dustin Pevear, Managing Director, Director of Screening at Arbor Realty Trust.

**In the last 12 months what accomplishment are you most proud of?** I'm very proud of the work my team has put into getting transactions signed up over the last 12 months. Given the current market, the lending and transacting market has been highly challenging. Our group at Arbor has come together to tackle issues head-on with creative solutions to get deals done. This hard work really shows as Arbor continues to be a Fannie Mae top lender.

**Outside of your career, where else do you seek continuous learning and personal growth?** I think continuous learning comes from other people in your life, including strangers you meet on the street. Everyone you will ever meet knows something you don't, so there's always an opportunity to learn something, whether it be a valuable lesson or even things you'd want to avoid yourself. I also enjoy mentoring others at any opportunity that comes my way.



**Janaina Licata**  
Project Manager  
Corderman & Company, Inc.

*"Jana is one of the most dedicated and hard-working employees we have. She is extremely organized and focused on learning and developing best practices to manage routine activities both efficiently and effectively. She consistently brings positive energy and an engaging personality that tackles the many activities that fill her role."* - Barrie Ferraro, Director of Business Development/Principal at Corderman & Company.

**In the last 12 months what accomplishment are you most proud of?** Being promoted to project manager. I've been delaying this promotion for a couple of years now, as my two boys were too small, and I felt like it wasn't the right time for me. With the encouragement of my peers at Corderman, I finally took the leap in the beginning of this year.



**Michael Doty**  
Senior Director, Originations  
Nuveen Green Capital

*"As one of our firm's original employees, Mike is a rising star; not only for the numerous C-PACE deals he has closed in the Northeast, but also because he has helped lead Nuveen Green Capital's growth with his extensive commercial real estate finance expertise, collaborative leadership approach, as well as his expertise in clean energy policy."* - Jamie McCorry, Vice President at Nuveen Green Capital.

**How do you balance your rising career with your personal life?** Good time management and setting clear boundaries in your mind are important. When I am not traveling, 6-8PM is dinner and bedtime for our kids, and I am unavailable for anything else. If more is needed for work, I am happy to put in the time early or late, but it cannot come at the expense of that time window.





**Magnolia Dow-Moore**  
Director of Communications  
McDermott Ventures

*"For the past 10 years, Magnolia Dow-Moore has developed innovative communications strategies positioning commercial real estate assets across Greater Boston. She has garnered important community support for over 15 million s/f of transformative urban projects, and created innovative marketing strategies to help local and*

*national companies grow their portfolios."* - Pam McDermott, Founder & CEO at McDermott Ventures.

**In the last 12 months what accomplishment are you most proud of?** I was thrilled to bring aboard an international renewable energy company this year. We have recently expanded our real estate communications efforts to include assisting renewable energy start-ups - helping companies identify sites for manufacturing and headquarters. Each of these sites requires local community discussions and approvals which have required new innovative approaches to help the public understand this industry. In addition we have helped our clients incorporate clean energy practices into their development strategies.

**How do you balance your rising career with your personal life?** It is really important to love what you do. We are a boutique consulting firm - so it often feels like we are an extension of our client's teams. This has created strong, long-term relationships, which makes what we do not feel like work. My wife has experience in event planning, so while she has her own career, she has also been included in the planning of some of our larger events, which has been both valuable and really fun.



**Blake McLaughlin**  
Managing Director  
Newmark

*"Blake McLaughlin is a Managing Director on Newmark's Medical-Academic Practice Group in Boston, where she focuses on transacting within the Longwood Medical Area, Fenway, Mass General Hospital, Tufts and the adjacent Medical-Academic clusters. Driven by an innate passion for her work, team and the client relationships she's fostered, McLaughlin has closed a combined +/- 17.5 million-s/f across*

*her tenant/landlord clients. Outside of work, she serves on the Young Leader's Board at The Base in Roxbury, MA and Captains a team each year for Boston's Children's Corporate Cup-leading her team to victory in 2023."* - Luis Alvarado, Chief Revenue Officer & East Region Market Leader at Newmark.

**In the last 12 months what accomplishment are you most proud of?** Our team structured a 268,000 s/f condominium purchase on behalf of Boston Children's Hospital in Boston's Fenway submarket. The condo sits within a 600,000 s/f speculative laboratory building owned by Alexandria Real Estate. The deal was a win-win for both tenant and landlord. ARE was able to kick off the leasing with a high-credit, world-renowned hospital tenant. Children's was able to make a long term commitment to doing research in Fenway within ARE's purpose-built, world-class facility.

**Who are the key people in your life that have contributed to your success?** Frank Nelson is my partner and mentor. He is one of the most selfless, smart, and hardworking brokers I know. He has made our team at Newmark laser focused on 100% medical-academic clients. Saving our non-profit clients capital on their real estate transactions is a great way to contribute to success within Boston's most important intuitions. Rob Griffin, the leader of our group, is the ultimate champion of a "team first mentality." Rob has created a tightly-knit team



**Briana Pinheiro**  
Vice President  
Ionic Development Company

*"Briana is a leader at Ionic Development Company and in the Greater Boston CRE market. She is a Rising Star, working on leading projects in and around Boston. Her commitment to furthering herself is unparalleled, evident in*

*her recent commitment to Georgetown University's Master's in Real Estate program."* - Kate LeBlanc, Media Relations & Content Specialist at Benchmark Strategies.

**In the last 12 months what accomplishment are you most proud of?** At the start of the year, I took the leap to join Ionic Development Company, as vice president. Ionic is a WBE business and one of the only woman-owned development companies in Boston. I'm proud of myself for making this change, as I'm continuing to learn every day, and am grateful for the opportunity to work on some of the most exciting real estate development and consulting projects in and around Greater Boston.

**How do you balance your rising career with your personal life?** One thing that propels my work in real estate is knowing I'm playing a role in creating the environment I want my kids to live in. Finding opportunities to merge components of my career with my personal life has filled me with a profound sense of purpose. As a mom of three boys, it's been so fulfilling to have the opportunity to bring them to job sites or show them buildings I've worked on and see their faces light up.



**Daniela Acevedo**  
Designer  
Bergmeyer

*"Daniela's exceptional planning and organizational skills drive project excellence, and her adept problem-solving skills and determination to learn allow her to tackle challenging tasks. Her valuable mentorship and collaboration within her teams lead to success. And as the EDIC co-chair*

*at Bergmeyer, Daniela demonstrates leadership and fosters our commitment to diversity."* - TJ Difeo, Principal at Bergmeyer.

**How do you balance your rising career with your personal life?** Continuously reevaluating priorities. What once seemed like a dire rush to make sure I reached certain achievements within a given time-frame to somehow cement that my perceived accomplishments had value, has settled into a steady state of heightened awareness of progress and intentionality - regardless of a self-imposed deadline. I've prioritized health and wellness over incessant drive, curiosity and learning over unfocused productivity and reinstating the 'life beyond the office' that has ultimately reinvigorated my creativity.

**Who are the key people in your life that have contributed to your success?** I've been blessed with a family that celebrates and supports my growth unconditionally. My siblings are my biggest motivators and the driving force behind why I try to lead by example in all I do. My parents taught me to value education from an early age, encouraging me to achieve many opportunities they didn't have access to. They propel me to push my limits for growth even when my confidence falters and are my inspiration for resilience.



**Casey Valente**  
Associate Director  
Newmark

*"Casey and his partner oversee the private capital group at Newmark. Since 2020, we have averaged at least 50%+ YOY increase in sales*

*volume. Persistency, hard work and being a team player are a few of the key drivers to Casey's success."* - Luis Alvarado, Chief Revenue Officer & East Region Market Leader at Newmark.

**In the last 12 months what accomplishment are you most proud of?** Commercial real estate is constantly evolving. Market conditions dictate our industry and the past 12 months has been challenging to say the least. That said, the brokers who excel in these climates, pro-actively become creative and think outside the box. In keeping to this, my partner Joe Alvarado and I have successfully found different angles within the business to build our team. In 2023, despite macroeconomic headwinds, we had our best year as a team.

**How do you balance your rising career with your personal life?** As a broker, you can win or lose a deal within hours. Every minute of the day is important but it's easy to let work consume your life in some capacity. I try to sustain a routine managing "work/life balance" through a balanced schedule. Spending time with family & friends, playing golf or pickleball, are all very important to me and something I cannot live without.



**Edd Hamzanlui**  
Principal  
MassCan Capital

*"I met Edd a few years back when he was running the real estate development for a family office in RI. His strategic thinking and adeptness at navigating complex housing development challenges demonstrate his rising influence in real estate development. Edd's unwavering commitment to excellence in development highlights his potential in the industry in the region's*

*current housing market."* - Ian Gillespie, Owner of Gillespie and Co., Inc.

**In the last 12 months what accomplishment are you most proud of?** In November 2023, I launched MassCan Capital amidst a period when many developers were pausing new projects due to market conditions. Recognizing the severe statewide housing shortage and the unprecedented municipal support for housing production, I saw a unique opportunity for a new generation of developers to make a significant impact. By May 2024, I successfully put our first development project under contract. I am excited about the future prospects and the positive impact MassCan Capital will have on the community.

**How do you balance your rising career with your personal life?** Achieving a harmonious work-life balance, especially during the early stages of a startup, can be quite challenging. It's a dynamic process that evolves as the company grows and stabilizes. In my experience, open communication and mutual understanding with your partner are key. My wife has been incredibly supportive, providing both courage and motivation as I navigated the complexities of establishing a real estate development practice. As the company becomes more established, I'm confident that a sustainable balance between professional and personal life is attainable.