



## **2017 Women in Building Services: Jaclyn Peranteau, Prime Engineering, PC**

October 17, 2017 - Spotlights

Name: Jaclyn Peranteau, PE

Title: Principal

Company Name: Prime Engineering, PC

Years in real estate: 18 (Engineering)

What real estate associations or organizations are you a member of? WEDLI, LIREG, ASCE, LIBI, and NYSSPE

How have you navigated obstacles to achieve success in your career?

In a word, preparation. I feel that the more preparation that I can do for a meeting, new client introduction, hearing, or networking event, the more successful the outcome. This way, I can easily adjust to unexpected situations and utilize the information culled from my preparation for more effective relationship building.

How do you play your strengths to your advantage in your career?

Prior to forming our company, I discussed ownership with my partner and suggested that we take advantage of my gender, for all the disadvantages it caused me to have to overcome in my career. Its more accepting now, but gender equality in my industry was much different 18 years ago. So I'm 51% owner and we certified the firm after its first year of business. It's taken a few years to be successful at winning bids, but we now have two ongoing projects at Stony Brook University and have generated relationships with firms to partner with as a result.

What trends are you seeing so far this year?

The self storage industry has been very hot in 2017 and I see it continuing through 2018. Additionally we have seen more renovation projects as opposed to new builds.

What do you do for fun?

I love yoga class, live music, and hikes with my dog...they rejuvenate me.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540