



Year in Review 2018: Tina Gagliano, Windels Marx Lane & Mittendorf, LLP

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Name & Title: Tina Gagliano, Partner

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What was your most notable project, deal, transaction or professional achievement in 2018?

I secured a new bank client in 2018, which was impactful because it's not so simple getting a seat on a New York bank's bench of counsel.

What market trend(s) will impact your industry in 2019?

I think it will be interesting to see the impact of opportunity zones. There is a lot of excitement and buzz around this new development tax incentive and the recently proposed regulations and other published guidance by the Treasury Department and the Internal Revenue Service will take some uncertainty away. As a firm, we are focusing closely on opportunity zones and the market will definitely see activity in this area in 2019.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal life?

With all humility, I wouldn't say it was an unexpected event, but the Firm being ranked the 6th largest real estate practice among NYC's top law firms was significant. I practiced at Windels Marx as a young associate for two years, then left to practice at a large national law firm, and came back to the firm as partner in 2004 (internally, we refer to it as the boomerang effect). I have always

known that our real estate practice is incredibly strong – not only in size and breadth, but in sophistication. I'm very proud to be a member of a mid-size firm that consistently represents key parties in transactions with the largest and most prestigious law firms in the industry.

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