



2019 Ones to Watch: Chuck Merritt Merritt Environmental Consulting Corp.

April 16, 2019 - Spotlights

Name: Chuck Merritt

Title: President

Company Name: Merritt Environmental Consulting Corp.

Year that you entered your current field? 1993

List up to three CRE organizations that you are currently a member of:

Mortgage Bankers Association (MBA)
Community Bankers Mortgage Forum (CBMF)
Commercial Industrial Brokers Society (CIBS)

How have your life experiences impacted who you are professionally?

As a teenager, I was fascinated with real estate. Growing up in Queens, things were always changing especially in the Flushing area. I was a carpenter while attending college and learned a lot about the trade. In addition, I learned how to read plans and how to get in and out of supply houses quickly with material needed and get back to the job site. I quickly become a foreman and had a crew of older men reporting to me. Most of our projects were in NYC, so I got to see the transformation of Harlem in the 90s.

Today as an environmental consultant, I am still directly involved in the transformation of real estate. Watching older industrial buildings be torn down to make way for new luxury apartment buildings still fascinates me.

What was your favorite thing to do as a kid?

Running marathons. In the mid 70s, my dad got into the running craze that swept the country. He gave up smoking, lost 30 lbs and became a competitive runner. I would go out with him and run when he got home from work and on weekends. Soon I was hooked on running as well. I ran my first NYC marathon with him at age 11.

Who or what do you attribute to your success?

Working primarily for lenders and developers, I learned early on in my career that meeting deadlines is crucial. Real estate in the tri-state area moves at lightning speed. Miss a deadline on a report and your client may not close on time. I have instilled this work ethic in my staff on day one of their tenure with my company. We are in a service business as environmental consultants. Prove to your clients that they can count on you (under any circumstance) and they will be loyal.

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