



## **Marianne Garvin, Community Development Corporation of Long Island**

February 07, 2011 - Spotlights

Name : Marianne Garvin

Title : President & CEO

Company/firm : Community Development Corporation of Long Island

Years with company/firm : 18

Years in field : 34

Years in real estate industry : 34

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Real estate organizations/affiliations : New York State Housing Conference, NAHRO

What was your greatest professional accomplishment in 2010?

Kicking off the implementation of CDC's Reclaim Long Island Homes program, a \$10 million effort to purchase 35 to 40 single-family foreclosed property, rehab and either rent or sell them, thereby improving the neighborhoods where the houses are located and providing affordable housing opportunities to low income families.

What was your most notable project, deal or transaction in 2010?

Closing on a \$30 million acquisition and rehab of a 94 unit apartment complex for working families in Hempstead. Occupancy is expected in late 2011.

How do you contribute to your company and / or the industry?

As CEO of this multifaceted organization, I strive to collaborate with other partners in the industry to improve neighborhoods on Long Island, to provide good housing opportunities for families and seniors and to stimulate the local economy.

What advice would you give to women just starting out in commercial real estate?

The Real Estate Industry is very exciting and rewarding work. Jump in with all your enthusiasm and have fun! I have always found everyone I meet in the business to be very interesting and helpful.

How do you manage the work/life balance?

I work long hours and love every minute and I love my home life too, so one balances out the other very naturally. My husband and I enjoy traveling and I try really hard to keep email at bay during those times.

Who or what has been the strongest influence on your career?

My father set a very strong and clear example of the value of hard work and dedication that I have lived my life by.

What impact has social networking had on your business?

CDC's website drives clients to our services. We have a Twitter account and a Facebook page, as well as, a LinkedIn page. It all helps to keep us relevant in this fast paced world.

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