



Scanna of Stroock & Stroock: Mother influenced career path

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Name: Karen Scanna

Title: Partner

Company Name: Stroock & Stroock & Lavan LLP

What year did you start your career in commercial real estate: 1995

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Real Estate Associations/Organizations: Advisory Board, Chicago Title Insurance Company; Member, Real Estate Board of New York; Member, WX, Inc. - New York Women Executives in Real Estate

What recent project or transaction are you most proud of?

I represent the Taconic/L&M/BFC joint venture selected by the city in September 2013 to redevelop the Seward Park urban renewal area on the lower east side of New York City. The project is a 1.65 million s/f mixed-use development anchored by affordable housing and comprised of open space, an expanded Essex Street Market, a community center, a rooftop urban farm, a cultural facility, office space and a diverse mix of retail space. I have counseled the developer in various aspects of the transaction, most notably in its negotiation of a joint venture arrangement with a major institutional investor who will serve as the majority equity investor in the development of the project. With construction of the first phase of the project scheduled to begin later this year, I continue to represent the venture on the acquisition and financing of the property.

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

I largely credit my mother's interest and involvement in my educational and professional development, which enabled me to attend some of the best schools and be nurtured by some of the best mentors, with my success as a partner in Stroock's real estate department.

What is the first thing you do when you arrive in the office in the morning?

I turn on my computer, eat my breakfast and get started crossing things off the "to do" list I created the night before.

What time management strategies do you find to be the most effective for you?

In order to prioritize the various tasks I need to perform and not be overwhelmed by the volume of work, I create "to do" lists. I also know that I am much more efficient early in the morning than late at night and try to manage my schedule accordingly.

What is the best advice you have received and who was it from?

My junior high school history teacher convinced me (and my mother) that, once accepted, I should attend Stuyvesant High School, a "magnet" school specializing in math and science. It was an invaluable experience both academically and socially.

5. List 3 women that you would like to have drinks / dinner with and where would you go?

1. My grandmother who unfortunately passed away when I was very young and did not have the opportunity to share in my success. A nice old-fashioned Jewish deli would work well.

2. My 10th grade math teacher who was a great mentor to me and who I don't think I adequately thanked prior to her passing a few years ago. She would enjoy a small French bistro.

3. My law school roommate who has three children ranging in age from 7 to 13, is a successful partner in a national law firm and still always has time for her friends and her community. We would go to a quiet restaurant that would let us chat for hours.

6. What is your favorite quote?

You can't stay in your corner of the Forest waiting for others to come to you. You have to go to them sometimes. --A.A. Milne

7. What did you want to be when you grew up?

I grew up with dogs my entire life and was seriously considering becoming a veterinarian. But I could not bear with the emotional pain of having to put an animal down, so I gave up that dream and moved on to others.

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