



## 2017 Year in Review: Rudy Frank, AKF Group

December 19, 2017 - Spotlights

Name & Title: Rudy Frank, PE

Company Name: AKF Group

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What was your most notable project, deal, transaction or professional achievement in 2017?

2017 marked the completion of Bristol-Myers Squibb (BMS)'s new office complex in Lawrence Township, NJ. AKF was an integral partner in developing BMS's unique 600,000 SF, 4-story facility. As AKF's Partner in Charge of the project, I oversaw the MEP/FP design and the project's goal of achieving LEED® Gold Certification.

AKF also provided IT/AV/Security design and sustainability consulting for the complex, which reflects the progressive, collaborative work environment of the 21st Century. Energy-saving measures include a central ice storage plant and a roof-mounted photovoltaic array. Recently, the project received ENR's Best of New York Award in the Office/Retail/Mixed-use Category.

Who or what contributed to your success in 2017 and why?

We truly value our long-term client relationships, the partnerships that continue to deliver quality, award-winning projects time after time. Bristol-Myers Squibb is one example of a client that AKF has enjoyed working with and completed successful projects with for over a decade.

Other long-term commercial clients include JPMorgan Chase and Merrill Lynch, both of whom AKF has been working with for two decades, as well as PricewaterhouseCoopers and the Empire State Building. We look forward to further strengthening these relationships in 2018 and beyond, as well as developing new client relationships with the potential to continue into the future.

What trends will impact your business in 2018?

Based upon the most recent market indicators and depending on how the market views the upcoming government tax modifications, we could continue to see a positive trend in most sectors of the real estate market. We believe healthcare will remain robust in 2018, along with sci-tech and higher education. The office space market continues to be positive and the repositioning of older

non-class A buildings should keep the market solid in 2018.

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