



2017 Year in Review: Jane Smith, Spacesmith

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Name & Title: Jane Smith, FAIA

Company Name: Spacesmith

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

Designing a new headquarters for Abrams downtown and for MarketAxess at Hudson Yards. On a personal note, being inducted as a Fellow of the American Institute of Architects (AIA) was a significant lifetime honor, as well as receiving the AIA New York State's President's Award for outstanding contributions to the profession.

What was the best decision you made in 2017 and why?

To open a new (second) office in Hudson, N.Y. We expect to have increasing work in Albany's capital region and in the Hudson River Valley areas, where we have already been active.

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

Creativity combined with technical excellence, thanks to the rising stars in our firm our new principal, associate principals, projects managers and specialists in key market sectors including retail, corporate workplaces, civic buildings and more. Our team proved that we're willing to deliver solid leadership and to embed our best people within our clients' organizations.

What trends will impact your business in 2018?

A number of big trends will propel our business, including user-centered workplaces, budget-conscious municipal and civic projects, and universities and colleges seeking to leverage their existing and new facilities. Many large real estate owners need our mix of strategic analysis linked to design, which stands to save some owners millions of dollars. Last, there will be retailers and corporations seeking careful curating and nurturing of their brands — that's a perennial need.