



## **2017 Year in Review: Gerard Longo, Mettle Property Group**

December 19, 2017 - Spotlights

Name & Title: Gerard Longo, Principal

Company Name: Mettle Property Group

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

The best decision this year was the challenging decision to reposition our Long Island City hotel/hospitality project to a multifamily residential project with retail component development. We believe the market is becoming somewhat saturated in the hospitality area and with the new affordable New York incentives this seemed to be the most prudent direction.

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

The formula remains the same, in addition to hard work and tenacity, it is the people you surround yourself with who contribute to your success; from your internal team to joint venture partners to the professionals we choose to engage and the financial institutions we do business with. Working with like-minded people who share the same work ethic and goals always has positive results.

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