



## **2018 Women in Real Estate and Construction Services: AnaTracey Hawkins, Richter+Ratner**

March 20, 2018 - Spotlights

Name: AnaTracey Hawkins

Title: Vice President of Strategy and Development

Company Name: Richter+Ratner

Years in your current field: 4

What professional organizations or associations are you a member of? Corenet and BizDevel a commercial real estate business development initiative which I founded.

What was your greatest professional accomplishment in 2017?

Creating a strategic plan to improve our organizational health and offer further continued education for our team.

What was your most notable project 2017?

Richter+Ratner served as construction manager for the \$28 million interior fit-out of the new, 94,000 s/f. Success Academy charter school, located within the 555 10th Ave. residential tower. This logistically- and technically-challenging project has required our project team to coordinate all construction activities with work taking place at other parts of the building, schedule deliveries in a busy section of Manhattan's Hudson Yards neighborhood, and still deliver the project on a very tight timeline defined by the school's academic calendar. The school opened on time despite the aggressive schedule.

If you have had a mentor in your career, who was it and what did they teach you?

I have several mentors within the real estate community from the end user side to construction and architecture. I know with them I have a safe place to ask any stupid question without being judged or criticized. They share qualities I admire and try to learn from. Passion for what they do, great moral compasses, have worked their way up to the top, they are supportive, inclusive and incredibly encouraging. Seeing their achievements makes me want to me to grow and be more.

When I am not working I am...

Learning and reading. I love books on strategy, leadership and organizational health. I often take classes on real estate and construction. Currently I am studying Neuro-Linguistic Programming which is about communication.

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