



Dana Panzarino of VVA is a leading figure in New York project management

July 21, 2008 - Spotlights

As a managing director of VVA Project Managers & Associates, and one of a few in a distinct group of women executives in the New York real estate industry, Dana Panzarino is unique. After building a successful career in construction management, she joined VVA in 1999 as an associate, where she quickly emerged as a leader in the industry, and was made a partner in the firm. VVA is known as a project management firm comprised of a diverse team of professionals with backgrounds in construction, architecture, engineering, facilities management and brokerage. This makes for a highly skilled, well-rounded organization. Panzarino is no exception to this rule.

She received a BSCE degree from the University of Hartford where she was one of only 20 women majoring in engineering, and one of only 5 to graduate with the degree. This did not faze her. "I didn't look at myself as different from all the men in my classes. I considered myself equal to them." She started her career at Lev Zetlin Associates (known today as Thornton-Tomasetti Engineering) and went on to obtain her Professional Engineering license.

Given Panzarino's background in engineering, paired with her practical understanding for managing a project team, coordinating complex projects and quickly and efficiently addressing project issues, she has been able to provide exceptional service to her clients. Clearly it has paid off. She is running VVA's Healthcare Practice Group and her list of long time clients is a "Who's Who" of many of the top financial services, healthcare and law firms in the world; including, BNP Paribas, New York University Hospital Center, and Skadden, Arps, Slate, Meagher and Flom, to name just a few. Panzarino credits her career success to hard work, excellent organizational skills, and tenacity. She said, "A lot of people are good at getting the business. My success has been a combination of obtaining the business and effective project implementation, resulting in consistent repeat business." Panzarino has played an instrumental role in the steady growth of VVA, by attracting exceptional talent, molding future strategy, and helping pave the way for new industry niches, such as Healthcare.

"Dana definitely took the lead in developing Healthcare Project Management into a viable business unit for VVA," said Irwin Schneider, managing director of VVA. "She brought in our first major Hospital client and has spearheaded marketing and business development efforts in this category." Currently she is working on a \$160 million renovation project for NYU Hospitals Center where she is the partner in charge of this long-term, highly complex project.

"The past two years have been extremely challenging and very rewarding," Panzarino noted. "The healthcare industry is very different from the other sectors we have worked in; instead of the steering committee in the boardroom we are meeting with nurses and doctors in an operating hospital. Project implementation is vastly different too, maintaining proper barriers and negative air in the area under construction, and thoroughly coordinating a medical gas shutdown could literally

mean life or death."

A leader in the N.Y. real estate community, Panzarino is also a proactive supporter of women in real estate. She is an active member in WX New York Women Executives in Real Estate, which provides a forum to share ideas and network with other female leaders. "I have served on two committees with WX, 'Scholarships,' which helps young women find scholarships for college real estate programs and 'Conversations' which mentors college girls who are interested in getting into the field of real estate. I highly recommend that any women starting a career in the real estate industry join one or more industry organizations where there is opportunity to meet other peers and network. This is extremely important for career development."

In recent years, Panzarino has been quoted in numerous industry publications, including Development N.Y. and Development N.J. Magazine(s), Real Estate Weekly, and the New York Real Estate Journal.

Panzarino is married and has two children. "It's difficult to juggle the demands of work and family. I may not be a PTA mom, but I attend all of their functions, and I know both my son and daughter will gain a respect and understanding for working women in whatever fields they choose."

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