



Year in Review 2018: Joshua Spitalnik, Law Office of Joshua Spitalnik, PC

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Name & Title: Joshua Spitalnik, Owner

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What was your most notable project, deal, transaction or professional achievement in 2018?

A client came to me who hired a contractor which failed to pay its subcontractors, was completely behind schedule, was overcharging the client, and had no real written agreement.

Through a series of strongly-worded letters and without a lawsuit, the contractor paid all the subcontractors, provided lien releases, refunded money, and entered into a written contract which provides a deadline to complete the project with liquidated damages if the deadline is missed. In all, this created a net to my client of approximately \$1.8 million.

The client will not make the same mistakes again and has already had me draft the contract on its next project.

What market trend(s) will impact your industry in 2019?

With the announcement of Amazon's HQ2 in Long Island City, the construction of the Islander's new stadium, and the continued public and private sector construction projects throughout New York, I hope that 2019 keeps me just as busy as 2018 did.