



## **Year in Review 2018: Carrie Villani, LERA Consulting Structural Engineers**

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Name & Title: Carrie Villani, Director of Marketing

Company Name: LERA Consulting Structural Engineers

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

We were awarded numerous projects in Philadelphia including large developments, cultural and healthcare projects.

We are also making an impact on outer boroughs and the metro region of New York City, we have new developer projects in Brooklyn, Queens and New Jersey. This is an exciting time for design and many new architects have been attracted to NYC. We are proud to help the region grow with long time clients and many new firms as well.

What was the best decision that you made in 2018 and how did it impact your business?

We have made a big push on the promotion of LERA+, our research and development group who use technology to improve design processes. One of LERA's computational designers, Nidhi Sekhar was invited to be a keynote speaker at Autodesk University in front of a live audience of over 7,000 people and thousands more watching live online. The presentation has resulted in enormous recognition and publicity for the innovative and creative work LERA is doing. Being at the forefront of technology helps us to achieve our mission of preserving visions for architects, artists and owners.

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

We are thrilled to be involved in a number of the life science projects in the city. This industry is set to take off in a big way, the city and state are supportive and entrepreneurs and bio tech companies are taking notice and seeing the city as a viable spot for their facilities.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal

life?

The steel tariffs are impacting the industry, we have had more than one request to change a design from steel to concrete. Remaining flexible and responding quickly to unexpected changes is vital right now in the industry. Real estate and development are booming and no one wants to slow down. The impact on engineering is tangible and one that LERA's engineers are solving with creative innovations.

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