



## Year in Review 2018: Alexandra Lopatynsky, Cooper Carry

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Name & Title: Alexandra Lopatynsky, AIA, Associate Principal and Managing Director

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

At Cooper Carry we are working on some of the more impactful projects in the city. This includes Lighthouse Point a new mixed-use community in St. George, Staten Island. The residential component will offer affordable housing units. In Hoboken we are working on a full service hotel adjacent to Hoboken, NJ Transit Station. It will offer uninterrupted view of the Manhattan skyline and Statue of Liberty. And we are just finishing up renovation of the Brill Building in Time Square, an iconic and historic New York City landmark.

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

In 2018, I joined Cooper Carry to lead growth in the Northeast and manage the firm's New York presence. I am working with a phenomenal group of people and together we are raising the visibility of the firm. While we do work across the United States and around the world, it is also gratifying to impact my own backyard – New York City.

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

We are taking our experience in hospitality design and implementing it in other markets such as

mixed-use, office and multi-family. Users of these spaces increasingly expect a hospitality experience where they work, live and play. For instance, at Ballston Quarter in Arlington, VA, we repositioned a mall to create an experiential mixed-use development that included a food and beverage destination that is inspired by and connected to the local community. Creating these experiences helps to retain employees and makes them more productive, and increases retail traffic.

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

Coming to Cooper Carry gave me the opportunity to reconnect directly with the city. I did not expect to be living in Manhattan Monday to Friday. Experiencing the vibrant life of a city dweller has been a joy.

Do you have any New Year's Resolution(s)?

Embrace the uncomfortable. Be self-aware. Be a better servant leader. Sometimes I make decisions or recommendations that are good for our organization and its growth and well-being, but may not always be popular. It is necessary to push against the tide, have the willingness to stand behind tough decisions and the open mindedness to build consensus.

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