



2019 Women in Building Services: AnaTracey Hawkins, CNY Group

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Name: AnaTracey Hawkins

Title: Vice President of Strategic Growth

Company Name: CNY

How many years have you been in your current field? 5

List up to three CRE organizations that you are currently a member of:

Corenet,
BizDevel (a commercial real estate 'think tank' I founded)

What was your greatest professional achievement or most notable project in the last 12 months?
Joining one of the New York's leading construction management firms as vice president of strategic growth where my focus is strengthening and growing CNY's position in the industry. My role includes identifying and implementing new business strategies in current sectors and innovative business initiatives for its expansion as well as overseeing the planning, development and execution of CNY's marketing and advertising initiatives.

Which of your philanthropic endeavors are you most proud of?
The business development 'think tank' that I run, BizDevel is fueled by my passion to help New York's underprivileged youth. We hold industry gatherings where we ask for donations that go directly to Education Through Music. Kids who are involved with the arts have higher grades and are less likely to drop out of school. ETM partners with under-resourced schools to provide music education as a core subject for all students in the school.

What trend(s) do you predict to dominate your industry in 2019?
Continuation of the hot hotel market. At CNY clients are reaching out with a variety of different hotel concepts ranging from our current luxury boutique hotel The Times Square Marriott Edition where the hotel is a destination itself with experiences including five star restaurants, coffee shops and rooftop bars, to the innovative trend of micro hotels with seamless technology, clean lines and less

clutter. Additionally, the demand for affordable workforce housing in the multifamily sector will remain strong. Demand is still outpacing supply.

What does it mean to you to be a team player?

Collaborating, understanding that to have success in what we do, we are part of a complex group effort that requires each of us to take responsibility for our part. It means to listen more and to understand we all have struggles and be ready to notice when a team member could use extra support.

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