



## **2019 Year in Review: William Gati, AIA, Architecture Studio**

December 31, 2019 - Spotlights

Name: William Gati, AIA

Company: Architecture Studio

What was your greatest professional accomplishment in 2019?

I have learned to convert inquiries into billable feasibility studies, avoiding wasted speculative consultations and weeding out tire kickers. I have led a dozen architectural walking tours throughout Queens for several organizations and have perfected the art of creating a time-line for these tours. I have helped to organize a golf outing, college scholarship program, and walking tours for the AIA Queens Chapter, and won several design awards for my completed projects from the AIA. I have successfully taught a design studio and a REVIT studio for Architecture majors at NYIT in Old Westbury, Long Island.

What was your most notable project, deal, or transaction in 2019?

I have won an Urban Planning Award from the AIA for a feasibility study for the addition to the Sheet Metal Workers Training Facility in Jamaica, Queens. This \$20 million expansion maximizes the square footage of this school. I consulted in the conversion of a large warehouse in LIC, Queens to commercial office space and artist studios. The seller hired me to consult with the buyer to make sure that the Certificate of Occupancy would be attained as cost-efficiently as possible. I completed a variety of small scale commercial and residential projects in Queens, obtained DOB sign-offs, and successfully closed out these projects.

What are your predictions for commercial real estate in 2020?

Commercial real estate in 2020 in Queens, is going to continue at the same rate as 2019. Unless we are able to land a deal like Amazon in LIC, it will be necessary for the city to be much more aggressive in attracting commercial occupancy. Too much emphasis is on residential, but the commercial market is what ultimately drives the residential market.