



2020 Ones to Watch: Brian Sahn, Forchelli Deegan Terrana LLP

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Name: Brian Sahn

Company: Forchelli Deegan Terrana LLP

Title: Partner

Education: J.D.: Yeshiva University—Benjamin N. Cardozo School of Law/B.A.: University of Michigan

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

My initial project at FDT was to work on the disposition of an old moth-balled WWII defense contractor facility for the purpose of preparing the property for eventual sale. The project encompassed hundreds of acres of property improved by a multitude of buildings with various facility, environmental and title issues. It took years to finally sell off all the parcels, but during that time, I was exposed to almost every conceivable real estate issue, working with the client’s team of engineers, various municipal agencies, real estate brokers and buyers and their counsel to complete the disposition of the entire campus.

How do you contribute to your community or your profession?

My contributions are materially manifested in two ways. I have championed smart sustainable use of real estate, for example, leading our firm’s award of LEED certification for our office. Likewise, I have served for years as a member of the Board of Directors of the U.S. Green Building Council’s (USGBC) LI chapter, whose mission is to promote sustainable development and reduce unwanted environmental impacts. Additionally, I serve as co-chair of our firm’s Diversity Committee and play an integral role in creating our diversity fellowship programming. Annually, FDT hires and mentors law students from neighboring law schools for an internship.

What do you like most about your job?

Every day is different and challenging. The best part of the job is to help clients achieve success. Most of my clients are real estate entrepreneurs. I love their “can do” spirit and vision to create. My job is to help them navigate the muddy waters to allow them to realize their objectives, be it dealing with the acquisition of a property or with lenders, getting municipal approvals, overcoming construction issues, whatever. The closing is always a rewarding experience.

Who or what inspires you?

My inspiration was and remains the generation that preceded me. I look back at my father and my uncle, both of whom went off to combat during WWII as 19-year old's, not knowing how, when and if they would come home. They did what they had to do, in primitive tough conditions, and became the Greatest Generation. Today we are facing so many unprecedented challenges. Nothing comes easy, and we must maintain strength with dignity to succeed, just as those that returned from Europe and the Pacific did.

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