



Andy DiMarino, Jr., IREON, ADM Landscape Corp.

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Name: ?Andy DiMarino, Jr.

Title: President

Company Name: ?ADM Landscape Corp.

What are your predictions for commercial real estate in 2021?

From what I'm seeing, 2021 looks bright. I see a lot of new projects coming out. Outdoor space became a valuable asset. Building owners will want to capitalize on it, and apartment owners are seeing the value of outdoor space, and roofs/terraces give them that option.

What was the most challenging part of working during the pandemic?

There were actually three challenges in working through the pandemic. First, it was making sure that my employees felt safe to come back to work and ensuring that their health would not be at risk. One of my team members unfortunately contracted covid while we were shut down. He was hospitalized and put on a ventilator, which he is still on to this day to assist his breathing. That really emphasized for me that health and safety was paramount. The second challenge was bringing in work during a turbulent and uncertain time. For a while, everything seemed to be on hold. While we were completing work already on the books, acquiring new work took months. The third challenge was in obtaining materials. By the time we closed a deal, the materials were tough to get. Specifically, the materials were either unavailable, or the lead time to get them was so long that prices would increase.

What aspects of working from home did you enjoy most?

I most enjoyed that it felt more leisurely. Not having to wake up as early to commute and working in more comfortable clothes was certainly a plus.

What was your greatest professional accomplishment in 2020?

My greatest accomplishment was keeping my team working safely and having everyone rally together to weather the storm. Ultimately, hard times brought out the best in everyone on my team. This year really made me see how valuable people are to my company.

What was your most notable project, deal, or transaction in 2020?

My most notable deal was negotiating a street tree planting for a new building. It saved the client 1/3 of the money they would have had to pay in restitution.