



2021 Women in Professional Services: Eva Hatzaki, Andromeda Advantage

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Name: Eva Hatzaki

Title: Director of Marketing, Communications & Public Affairs

Company Name: Andromeda Advantage

Real estate associations or organizations that you are currently a member of:

REBNY,
NYBC,
WBC

In the past year, what project, transaction or accomplishment are you most proud of?

I am proud of our campaign which included a film production with our message to the governor of New York urging him to take action and help restart the tormented from the COVID-19 pandemic economy, while he had a unique opportunity to do so. Our campaign (www.billiondollarfix.nyc) which also included letters to the governor as well as a meeting with his general counsel, supported by dozens of organizations in the real estate and construction industry, presents facts that prove how outdated, absolute, and often misinterpreted the NY Scaffold Law is. This Labor Law 240 provision—New York is the only state in the nation that still has it—does not add a layer of protection to the worker's safety or rights as some advocate. In NY, and especially in NYC, we have the applicable laws that do just that: Protect the worker. In reality, Scaffold Law creates an oligarchy of underwriters, adds a substantial fee on the insurance expenses for building owners and contractors and creates unfair opportunities for trial lawyers.

And I am very proud, that at the beginning of the COVID-19 pandemic, we helped launch RAP4Bronx, a Relief Access Program For the Bronx (www.RAP4Bronx.org) with a mission to collect and donate meals, food and essential supplies to frontline workers, senior citizens, and vulnerable residents in the Bronx and throughout New York City. Andromeda Advantage (www.andromeda.nyc) provided its building facilities in Long Island City, a fleet of vehicles, and a task force to organize and run the RAP4Bronx. Since then, RAP4Bronx has grown to be a substantial operator in the New York City food relief space having collected, donated, and delivered over one million meals, and

continues its activities in the community while creating new partnerships.

What steps have you taken to ensure the continued success of your firm?

I quickly adopted to the new working environment, and I kept myself physically and mentally healthy to complete and start projects without missing a beat.

Why should women consider a career in commercial real estate and related services?

Why not?

How have you adapted and changed in the last 12 months?

I have enhanced my methods of communication and adjusted my schedule to facilitate current necessities and trends. I find online meetings not as intense as in-person meetings. I feel more camera-comfortable now.

How do you keep your team motivated despite conflicts and obstacles?

First, I try to keep myself motivated. Then, it becomes contagious. Patience is also very important, especially now. I follow my mentor's advice and I ask my team to do the same: always put oneself in the other's position to feel the impact of one's actions.

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