



Executive of the Month: Melissa Billig, partner at Ingram goes above and beyond to help the real estate industry

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Collaboration among practice groups is of paramount importance to the team at Ingram LLP. Shown (from left) are: Melissa Billig, Kimberly Quintano, Jennifer Zourigui, and Neal Weinstein.

New York, NY Melissa Billig and her colleagues at Ingram Yuzek Gainen Carroll & Bertolotti, LLP have always been sensitive to the varying needs of clients and industry professionals. While this past year, much of the industry has changed in ways we could not have imagined, the core values of this mid-sized commercial law firm, have not. They still take nothing for granted, understand the

paramount importance of their clients to their business and success, and do everything reasonably possible to exceed expectations.

As we all know, this past year was a tough year for the real estate industry. The pandemic affected us all, but especially the real estate industry. Projects stopped in their tracks. When restarted, project delays, lack of payment, shortage of materials, stay-at-home orders and government shutdowns forced the industry to adapt. A partner in Ingram's Construction & Design practice group, Billig demonstrated a true commitment to Ingram's core values, by offering her time, expertise, and support to ensure that all industry players being affected by the pandemic had access to necessary legal and business counseling.

Melissa Billig joins the women's leadership panel at
New York Women's Real Estate Forum.

Billig worked diligently to help clients navigate these challenges and address these issues. She volunteered to present webinars throughout the pandemic—recruiting her firm and industry colleagues—to help the real estate industry understand the impact of the shut downs, what could proceed and how to apply for and obtain forgiveness of Payment Protection Program loans and to navigate through the uncertainty of the time. Billig's main focus during this time was to make sure that her clients, and other industry professionals, had up-to-date information and could navigate through the everchanging programs and be well prepared in the future, should they ever have to face these types of uncontrollable challenges.

Billig helped clients to see the silver lining in a seemingly hopeless time. She published an article in this regard, reminding industry leaders and professionals that while it may feel like we are being held back—we've been offered a gift of time. And we should all use that time wisely—to recalibrate and to get businesses ready for when the pandemic lifts. She suggested using the time to review existing contract documents, pointing out that the "strength of your contract documents are being tested under the events surrounding this pandemic and, going forward, your agreements need to be bolstered and, perhaps, even overhauled."

Behind the scenes with Melissa Billig at
Grand Central Station.

In addition, Billig provided pro bono legal services for Design Corps, a network created through the partnership of NYC's Economic Development Corp., NYCxDesign, the American Institute of Architects, and the Center for Architecture, designed to help reopen New York City by connecting restaurants with architects and designers offering pro-bono design services. Included in Billig's volunteer services were the drafting of template agreements for the use of participants

Billig has demonstrated legal excellence throughout her career—but the past year was exceptional.

Billig is a partner with Ingram Yuzek Gainen Carroll & Bertolotti, LLP, a mid-size law firm located in Midtown, New York. Billig's legal practice encompasses all aspects of construction litigation, representing owners, developers, architects, engineers, construction managers and contractors in the design and construction process. She has extensive experience in the resolution of construction disputes, both prior to and during litigation and alternate dispute resolution, and in counseling clients regarding all legal aspects of their businesses.

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