



## 2021 Ones to Watch: Nancy Colella, NYS Sustainable Corp.

September 21, 2021 - Spotlights

Name: Nancy Colella

Title: Principal

Company Name: NYS Sustainable Corp.

Real estate associations or organizations that you are currently a member of: Commercial Industrial Brokers Society (CIBS), US Green Building Council (USGB), Building Owners and Managers Association (BOMA), U.S. Energy Information Administration

What recent project, transaction or accomplishment are you most proud of?

NYSSC recently contracted a four-prong multifamily garden complex consisting of a community distribution generation (CDG) solar project within the five boroughs. This project includes electrical upgrades, four brand new roof installations, and a solar system distributing a renewable source of energy totaling over 400,000 kWh per year to the surrounding community residents. NYSSC structured this integration with capital that would have otherwise been a sunk roof CAPEX—to a perpetual income investment model. In addition, deploying four new roofs, an upgraded electrical system, and a solar array investment system. The system will generate a substantial ROI benefit and add \$650,000 to the asset CAP valuation day 1 of completion.

How do you contribute to your community or your profession?

My efforts are to integrate renewable energy and resiliency at every municipal level. Currently, NYSSC is beginning conversations with local towns and policy directors on how to transition into a sustainable future. The best means of contribution is by applying time, value, and education by using a broad stroke approach and scaling.

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

NYSSC works with many constituents in the industry and I have to say the best way I maintain conflicts or obstacles is to over-communicate and stay ahead of the details in order to deter problems and potential mishaps. NYSSC is uber vigilant on all the logistics associated with procurement, integration process, and the management of a fully executed project.

Who was/is your mentor and how did s/he influence/help you in your career?

My mentors and influence were the experiences of naysayers and folks that were intimidated by my entrepreneurial spirit and creative disposition. The more doors that closed or were pushed out of,

the harder and more confident my approach became towards goals and aspirations. Frankly, my 'will' is and will always be my 'true mentor'.

What did you want to be when you grew up?

I always remember saying I wanted to be Tony Orlando's wife. It's the craziest thing..!

What led you to your current profession?

Life—the many experiences of commercial real estate, building trades, legal industry, and my favorite employer, BG Electrical Contractors NY. I fell in love with working alongside electrical engineers and the super on-site skyscraper moments during construction.

Top three things on your bucket list:

1. Go to Italy with my daughter for a month
2. Jump out of a Plane
3. Go shopping in Paris with my baby girl

Favorite quote:

"Where there's a will there's MY way!"

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