



**2021 Year in Review: Daniel Dornfeld, Forchelli Deegan  
Terrana LLP**

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Name: Daniel Dornfeld

Job Title: Partner

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What was the biggest lesson you learned while working during the pandemic?

We have gotten used to communicating electronically and working remotely. However, at the end of the day, communicating effectively is one of the main facets of our profession. While technology can certainly bolster the way we communicate, we must always remember that it cannot replace the need to connect with others regularly.

How has your working environment changed over the last year?

Initially, we were mostly remote. Then, we temporarily transitioned to a hybrid work environment. Now, we are all back in our beautifully renovated and expanded office. I am a big fan of working out of an office. You can interact with others personally and it helps separate your work life from your home life.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021?

What meant the most to me this year was representing ACDS, an organization that helps children with developmental disabilities, in its acquisition of a school building from the Plainview-Old Bethpage Central School District. Technically, it was a challenging transaction because it included the purchase and financing of a subdivided property, the creation of a multitude of cross-access easements, along with the termination of a prior IDA transaction. Most importantly, when all is said and done, it will improve the client's ability to help many kids with special needs. This was a unique, and truly rewarding, experience.

What are your predictions for your industry in 2022?

The Amazonization of retail will continue, which means industrial and warehousing properties will continue to be in hot demand. I anticipate that there will continue to be challenges facing retail, as people get more and more used to having all their wants and needs delivered to their front door. Companies that have overpaid for industrial buildings may discover that supporting those purchase prices will become a challenge. Transit-oriented multifamily developments will continue to be hot as well. Revitalized downtowns will continue to make the suburbs a more attractive place for Millennials and Baby Boomers to move, live and/or retire.

What is the best advice you received in 2021, and who was it from?

If you work from home, you are always at work. You need to be proactive to make sure that you still separate your work life from your home life—or you will always be working. It is important to make self-care a part of your routine. Your mental health relies on it! Take time to exercise, read or call a friend.