



Ones to Watch Fall 2022: Dan Penaro, BEB Capital

November 22, 2022 - Spotlights



Dan Penaro
Asset Manager

BEB Capital

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

I led BEB Capital's lease agreement with Krystal Fruits & Vegetables, which was one of the largest industrial lease transactions of 2022 in Long Island. The timing of the deal was critical as Krystal Fruits was at a high growth stage and needed the space to fit their expanding business.

What 3 skills do you consider the most important to be successful in your industry?

Organization, relationship building, negotiation and project management. I live by the motto, "Do the right thing at the right time because it's the right thing to do, regardless of who is watching". If you do the right thing and try to find common ground through understanding, the deals will come.

What is one lesson that you had to learn the hard way?

Time kills all deals. No one has a crystal ball to predict the future. This year, I have learned the hard way that the longer it takes to negotiate a lease or a deal, the chances are not in your favor. Don't get greedy and get the deal done.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540