



2023 Ones to Watch Industry Leaders: Eitan Horwitz, Silverstein Properties

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Eitan Horwitz
Vice President

Silverstein Properties

Number of years in CURRENT position: 5

3 skills that you use every day in your position: Strategic thinking, time management, and resourcefulness.

Best book, podcast, or app for aspiring leaders: Competitive Strategy by Michael Porter.

Best advice for new leaders in 10 words or less: One of Larry Silverstein's mantras, "Don't do anything you'd be afraid to see on [the cover of the NY Times.]"

What was one of your biggest challenges as a leader and how did you overcome it? Many of our office buildings have undergone transformational repositioning projects in the last few years. However, there's one or two office buildings we own with joint venture partners that we have not been able to renovate due to budgetary constraints. This puts our leasing team at a disadvantage when tenants are looking at common areas at these buildings vs. newer ones. One way we try to overcome this is by shifting our focus to the tenant floors, through prebuilding and whiteboxing space.

What recent project, transaction or accomplishment are you most proud of? I am part of the sustainability committee at Silverstein. The group was formed to help advance the company's sustainability initiatives and build out the company's sustainability platform. At our company-wide meeting in May, Dino Fusco, our COO, gave us the opportunity to speak about our mission, work-to-date, and goals for 2023. I won't go into too many details, but you can now see our mission statement on our company's website. We plan to launch a new sustainability page on our website next year.

What makes this nominee an Industry Leader? "Eitan Horwitz is an exceptional asset manager who consistently drives value-add initiatives forward in a high-stakes, yet collaborative team environment. Eitan stands out for his dedication to investors and stakeholders, his willingness to step up and take the lead, his creative problem solving skills and his focus on sustainability." - Lisa Bevacqua, Executive Vice President, Head of Asset Management at Silverstein Properties.

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