



## **REBNY Announces Winners for the 26th Annual Retail Deal of the Year Awards**

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(L to R) Fred Posniak, REBNY retail committee co-chair; Brian Katz, CEO of Katz & Associates; James Whelan, president of REBNY; Daniel DePasquale, vice president of Katz & Associates; Alan Schmerzler, vice chair at Cushman & Wakefield; Sean Moran, managing director, Cushman & Wakefield; Duane Davis, associate at CBRE; Stephen Sjurset, executive vice president at CBRE; Steve Soutendijk, REBNY retail committee co-chair

Manhattan, NY The Real Estate Board of New York (REBNY), the City's leading real estate trade association, named winners for its annual Retail Deal of the Year Awards at a ceremony and cocktail party held yesterday on September 18th. In its 26th year, the event attracted approximately 150 members and guests and was held at The Starbucks Reserve Roastery at the Empire State Building.

Judges consisting of real estate lawyers, property owners, and past and present chairs of the REBNY retail committee (having no conflicts of interest) evaluated the award nominations based on ingenuity and professional skill. Sales and leasing transactions coordinated by REBNY members involving retail property were eligible for award consideration regardless of size and complexity.

The Most Ingenious Retail Deal of the Year, which demonstrates exceptional broker acumen (ingenuity and creativity), was given to Brian Katz and Daniel DePasquale of Katz & Associates for their 129,000 s/f lease of Floor & Décor's first flagship store at 850 Third Avenue in Brooklyn.

The Most Impactful Retail Deal of the Year, which represents the most meaningful retail transaction in its overall characteristics and importance to the New York City retail market, was given to Alan Schmerzler and Sean Moran of Cushman & Wakefield and Stephen Sjurset and Duane Davis of CBRE for their transaction on behalf of tenant LIDL and owner MAG Partners at 335 Eighth Avenue in Manhattan.

The REBNY Retail Development/Project of the Year Award, which recognizes the developers, architects, general contractors and consultants who facilitated development of the most impactful and unique retail-focused development in New York City, was given to Peter Marino of Peter Marino

Architect for the redesign of Tiffany & Co's Landmark Fifth Avenue Flagship.

"This year's winners and nominees continued to set the standard for incredible professionalism and dealmaking prowess," said Steve Soutendijk, REBNY retail committee co-chair and executive managing director at Cushman & Wakefield. "When we gather and recognize the best of our industry, we create an opportunity for further collaboration and achievements that push the envelope forward."

"We went big with this year's event to reflect the resurgence of New York City's retail market, which continues to play a key role in supporting the City's long-term economic recovery," said Fred Posniak, REBNY retail committee co-chair and senior vice president at Empire State Realty Trust. "Thank you to all the nominees who exemplify what it means to be a leader in creativity and ingenuity."

"Tonight's winners demonstrated tremendous ingenuity to navigate volatile market conditions and put forward innovative approaches to retail that our members will take lessons from in the year ahead," said Leslie Donato, REBNY director of commercial brokerage services and events. "Thank you to our members and sponsors for continuing to show tremendous enthusiasm for this competition and the retail community fostered by REBNY."

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