



With Medaglia at the helm, ACC Construction provides exceptional customer service and quality

November 26, 2007 - Spotlights

When Michele Medaglia became president of ACC Construction, she was determined to turn the company into something nearly as unique as a woman-owned construction firm. Medaglia's vision for ACC Construction was not to be the biggest but to be the best by providing its clients with exceptional customer service. But no one, not even Medaglia herself, could have imagined what success that philosophy would yield.

Today, ACC Construction is one of the leading WBE (Woman-Owned Business Enterprise) general contracting and construction management firms in the greater New York metro area. During Medaglia's tenure, annual revenues for ACC have increased tenfold, and the firm has expanded from an office interiors specialist to a full-service company with broad expertise in areas ranging from interior fit-outs to core-and-shell construction.

Medaglia's philosophy is that the first priority is not the volume of the work, but the opportunity gained from providing great service. "The secret to ACC's continued growth," said Medaglia, "is ensuring that each individual client is happy, that expectations are met and exceeded, and that every project, no matter the size, is treated with kid gloves."

Most, if not all of Medaglia's clients return when new projects arise. Most recently, ACC was retained by Tiffany & Co. for the build-out of its 11,000 s/f store at 37 Wall St.-the fourth contract awarded to ACC by the legendary jewelry and luxury goods retailer and one of the most talked about projects of 2007. Located in the landmark former headquarters of Trust of America bank, circa 1907, the complex build-out required diligent adherence to State Historic Preservation Office (SHPO) standards.

With these requirements in mind, ACC restored the original marble columns, column capitals and ornate 35-ft. high press-mold ceilings to museum quality. Additionally, the project included the installation of a curved glass center staircase and glass block walls designed to showcase the jewels in their best light. The icing on the store is the 75 ft. mesh and crystal sculpture by designer Igno Maurer that floats above. The store was completed in five months and unveiled at an exclusive founding ceremony attended by hundreds of glamorous patrons, as well as politicians, civic leaders, and international press.

Projects of this caliber have established ACC as a preeminent boutique construction firm with significant clients in such diverse sectors as corporate interiors, health care, retail and residential. With a management team that has tripled over the past few years, Medaglia has hired some of the industry's top professionals with expertise in several types of construction. In 2002, she moved the company from Long Island City to expansive offices in midtown Manhattan to better service such clients as Tiffany & Co., Ted Moudis Associates, SL Green Realty, Commerce Bank and Swig Equities.

Medaglia is one of the most visible women in construction in New York City, and her persistence and community involvement have earned her numerous awards and recognition. In recent years alone, she has been recognized as one of 2007's Women of Influence by Real Estate New York, honored with 2006 Women of Valor Award from the Capuchin Food Pantry; the 2006 Founder's Award presented by the Association of Real Estate Women; the prestigious 40 Under 40 Award featured in Crain's New York Business; the Business Achievement Award from Professional Women in Construction; the Galaxy Award from the New York Women's Agenda; the Special Volunteer Award from Dress for Success New York; and the 2005 Women of Power and Influence Award from the National Organization for Women. In 2004, Medaglia was named Developer of the Year by Associated Builders and Owners (ABO).

A famously friendly and compassionate woman, Medaglia tends to make a big impression. Her enthusiasm and drive make her a natural leader, and she has served in top positions on Real Estate boards and organizations. From 2004 to 2005, Medaglia was president of the Association of Real Estate Women (AREW), one of the real estate industry's preeminent organizations with which Medaglia is still active.

On top of it all, Medaglia has two children and a supportive family, with whom she works closely. At the center of so much activity, she still manages to balance both family life and a busy work schedule, and keep ACC Construction at the forefront of the industry.

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