

Real Estate

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Third Annual WOMEN OF INFLUENCE

Making Strides, Gaining Momentum

At the top of their game in a challenging market, this year's honorees see more opportunities to shine



LAURIE A. GRASSO
Partner
Herrick, Feinstein LLP

Grasso represents developers, investors and lenders alike on matters ranging from land use to restructurings, financings, joint ventures, zoning, development issues and deal structurings. She is a co-founder of the Real Women of Real Estate,

a Herrick-sponsored leadership group for influential women in real estate.

Her View: "There may be gray skies right now, but smart real estate players continue to pursue the silver lining. Deals will begin to happen, and when they do, creative structuring will be the key to success. We need to use what we have learned from this downturn to find opportunities."



BELINDA G. SCHWARTZ
Partner
Herrick, Feinstein LLP

Schwartz became one of Herrick's first female partners—and the first female transactional partner—in 1995. She represented Rechler Equity Partners in its affiliate's 40-year renewable ground lease with Suffolk County for Gabreski Airport's redevelopment—ending a 40-year stalemate between other private developers and the city of Southampton. Currently, she is helping owners affected by the Second Avenue subway project and related condemnation actions.

Her View: "Ironically, in spite of the economic challenges, now is actually a great time to empower the newer generations of women entering the industry. Women should be taught to adapt and be proactive—networking at industry events and keeping an ear to the ground on new developments and how they benefit your clients. We have to be ready to mentor and be mentored."