

CRAIN'S

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NEW YORK BUSINESS®

BOOK OF LISTS 2019

NEW YORK'S TOP ARCHITECTURE FIRMS,
CONSTRUCTION COMPANIES, EMPLOYERS,
FILM AND TV PRODUCTIONS, FOUNDATIONS,
HOSPITALS, LAW FIRMS, PHYSICIAN GROUPS,
PRIVATELY AND PUBLICLY HELD COMPANIES,
AND MUCH MORE

BONUS CUSTOM CONTENT

Corporate
Accounting and
Consulting P. 46

Best Venue
Guide P. 91

SPECIAL FEATURE

2019 Notable
Women in
Law P. 57

NEWSPAPER

VOL. XXXIII, NO. 52 WWW.CRAINSNEWYORK.COM



NYCA

NEW YORK
CONSTRUCTION
ALLIANCE



New York Construction Alliance (NYCA) is a trade association of top-tier open shop construction firms. NYCA has had yet another successful year promoting strict standards in workplace safety, diversity, and continuous professional and technical advancements on the cutting edge of the industry.

- Approximately 75% of NYCA's workforce live in the communities that NYCA members build in
- Over 90% of affordable housing is constructed using the Open Shop construction model
- NYCA members currently have over 24M SF under construction
- The aggregate safety record (via EMR) of NYCA members' companies is safer than the industry average

**NYCA LOOKS FORWARD TO CARRYING THESE VALUES
INTO THE NEW YEAR AND BEYOND!**



ON THE COVER
PHOTO: BUCK ENNIS

Take the digital dive

ARE YOU ONE OF THOSE PEOPLE who keep the Book of Lists at their desk all year, dog-earing pages and wearing out the binding? You already know it's packed with exclusive information on hundreds of area companies. But you might not know how deep the rabbit hole goes.

Crain's Data Members do. With a few clicks, they can download the entire 2019 Book of Lists in Excel format. The file contains the names and titles of thousands of local executives—information not included in the print edition.

Plus, Data Members can download all our lists from throughout the year, and similar products are available for our Chicago, Cleveland and Detroit editions. Visit CrainsNewYork.com/data-lists for details. Of course, Data Members also get Crain's print editions, including the Book of Lists. Enjoy it. But go easy. The binding won't last forever.

— Chuck Soder, senior data editor, Crain City Books

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COMMITTED TO EXCELLENCE

QUALITY. SAFETY. INNOVATION.

The Window and Plate Glass Dealers Association of New York is a professional trade association designed to meet the needs of glazing contractors in the New York region. The Association is comprised of the industry's most sophisticated union glazing contractors of Local 1087, committed to sharing best practices, new technology and design innovation with the goal of improving our industry and the greater construction industry.

Window & Plate Glass Dealers Association of New York JEROME HABER | President JED COLDON | Executive Director
300 Airport Executive Park | Nanuet, New York 10954 T: 845.425.4000 | F: 845.425.6156 windowandplateglass.org

This information was first published Nov. 19, 2018. It has since been updated.

New York-area companies ranked by 2017 revenue

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
1	Hearst 300 W. 57th St. New York, NY 10019	212-649-2000 hearst.com	<i>Steven R. Swartz</i> President, chief executive <i>Frank A. Bennack Jr.</i> Executive vice chairman	\$10,800.0 0.0%	n/d	20,000	Newspapers, magazines and television
2	Bloomberg LP² 731 Lexington Ave. New York, NY 10022	212-318-2000 bloomberg.com	<i>Michael Bloomberg</i> Founder, president, chief executive	\$9,600.0 +2.1%	n/d	19,000	Financial news, data and analytics
3	Horizon Media Inc. 75 Varick St. New York, NY 10013	212-220-5000 horizonmedia.com	<i>Bill Koenigsberg</i> Founder, president, chief executive	\$8,300.0 +3.8%	\$8,600.0 +3.6%	2,050	Media services
4	Trammo Inc.² 1 Rockefeller Plaza New York, NY 10020	212-223-3200 trammo.com	<i>Brent Hart</i> President, chief executive	\$6,700.0 +3.1%	n/d	350	Commodity trading, distribution and transportation
5	Red Apple Group Inc. 800 Third Ave. New York, NY 10022	212-956-5803 catsimatidis.com/companies	<i>John A. Catsimatidis</i> Chairman, president, chief executive	\$5,500.0 -8.3%	n/d	8,200	Oil refining, supermarkets, biodiesel generation, real estate and aviation
6	Central National Gottesman Inc. 3 Manhattanville Road Purchase, NY 10577	914-696-9000 cng-inc.com	<i>Andrew M. Wallach</i> President, chief executive	\$5,300.0 +3.7%	\$5,700.0 +7.5%	2,800	Pulp, paper and forest products sales and distribution
7	Breakthru Beverage Group³ 60 E. 42nd St. New York, NY 10165	212-699-7000 breakthrubev.com	<i>Charles Merinoff, W. Rockwell Wirtz</i> Co-chairmen <i>Greg Baird</i> President, chief executive	\$5,250.0 +1.0%	\$5,300.0 +1.0%	7,000	Wine and spirits distribution
8	Renco Group Inc.² 1 Rockefeller Plaza New York, NY 10020	212-541-6000 rencogroup.net	<i>Ira L. Rennert</i> Founder, chairman, chief executive	\$5,000.0 -16.7%	n/d	12,000	Military vehicles, automotive interiors, pallet racks, magnesium and refined metals
9	Structure Tone Organization 330 W. 34th St. New York, NY 10001	212-481-6100 structuretone.com	<i>James K. Donaghy</i> Executive chairman <i>Robert W. Mullen</i> Chief executive	\$4,146.5 +3.4%	\$4,611.2 +11.2%	1,734	Construction management and general contracting
10	Univision Communications Inc.² 605 Third Ave. New York, NY 10158	212-455-5200 univision.com	<i>Randy Falco</i> President, chief executive	\$3,000.0 0.0%	n/d	4,000	Hispanic-American media
11	Sigma Plastics Group Page Avenue and Schuyler Avenue Lyndhurst, NJ 07071	201-933-6000 sigmaplasticsgroup.com	<i>Alfred S. Teo</i> Chairman, chief executive <i>Mark Teo</i> President, chief operating officer	\$2,825.0 +1.4%	\$2,950.0 +4.4%	5,300	Flexible packaging
12	Continental Grain Co.² 767 Fifth Ave. New York, NY 10153	212-207-5100 continentalgrain.com	<i>Paul J. Fribourg</i> Chairman, chief executive	\$2,500.0 0.0%	n/d	11,000	Agribusiness and investments
13	Advance Publications Inc.² 1 World Trade Center New York, NY 10007	718-981-1234 advance.com	<i>Robert Sauerberg</i> Chief executive	\$2,200.0 -8.3%	n/d	9,000	Newspapers and magazines
14	ICC Industries Inc. 460 Park Ave. New York, NY 10022	212-521-1700 iccindustries.com	<i>John Farber</i> Chairman, chief executive <i>Blaise Sarcone</i> President	\$1,700.0 +35.5%	\$2,000.0 +17.6%	1,910	Chemicals, pharmaceuticals, plastics, paint and resins manufacturing and trading

Bigger Apple

FORMER MAYORAL CANDIDATE John Catsimatidis is commonly thought of as the honcho behind the Gristedes and D'Agostino grocery chains. But his Red Apple Group has big interests in real estate and oil production as well. The firm has residential development projects in Fort Greene and Coney Island, and in 2015 it acquired a petroleum company as part of its expanding oil holdings, which also include several gas station chains. Revenues remain robust even as the industries face uncertain times: Leasing Manhattan retail space is growing prohibitively expensive, the oil market is on the decline after a lengthy climb, and real estate fundamentals are largely flat.

— JOE ANUTA

COMPANY SPOTLIGHT

Red Apple Group Inc.

#5

Advance Publications

#13

Falling star

THERE'S BEEN a reckoning at Condé Nast, the star of Advance Publication's portfolio and publisher of *The New Yorker* and *Vogue*. With print-ad revenue sliding, the company once known for virtually unlimited expense accounts has slashed spending, closed titles and parted ways with big-name editors including *Vanity Fair's* Graydon Carter. In August it put *Brides*, *Golf Digest* and *W* on the block.

Whatever its troubles, Condé Nast isn't going under. The Newhouse family-owned parent company sold its cable operation, Bright House Networks, to Charter Communications for \$10.4 billion in 2016. Advance still owns chunks of Charter, Discovery and Reddit.



— MATTHEW FLAMM

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
15	Crestron Electronics Inc. ⁴ 15 Volvo Drive Rockleigh, NJ 07647	201-767-3400 crestron.com	<i>Randy Klein</i> President, chief executive	\$1,600.0 +6.7%	n/d	2,000	Building and home automation and control solutions
16	Goya Foods Inc. 350 County Road Jersey City, NJ 07094	201-348-4900 goya.com	<i>Robert Unanue</i> President	\$1,400.0 +7.7%	\$1,400.0 0.0%	4,500	Food manufacturing, packaging and distribution
16	Harold Levinson Associates Inc. ⁴ 19 Banfi Plaza North Farmingdale, NY 11735	631-962-2400 hladist.com	<i>Edward Berro</i> Founder, chief executive	\$1,400.0 +5.3%	n/d	600	Convenience-store distribution
18	Key Food Stores Co-operative Inc. ⁴ 1200 South Ave. Staten Island, NY 10314	718-370-4200 keyfood.com	<i>Dean Janeway</i> Chief executive	\$1,339.0 +5.4%	n/d	n/d	Supermarket cooperative
19	Gellert Global Group 1 Atalanta Plaza Elizabeth, NJ 07206	908-351-8000 gellertglobalgroup.com	<i>George G. Gellert</i> Chairman, chief executive	\$1,200.0 +9.1%	n/d	1,332	Imported food products
20	Prestige Employee Administrators Inc. 538 Broadhollow Road Melville, NY 11747	516-692-8505 prestigepeo.com	<i>Andrew Lubash</i> Chief executive <i>Eric Foodim</i> Chief operating officer	\$1,170.1 +17.4%	\$1,250.0 +6.8%	12,127	Professional employer organization
21	Manhattan Beer Distributors 955 E. 149th St. Bronx, NY 10455	718-292-9300 manhattanbeer.com	<i>Simon Bergson</i> President, chief executive	\$1,100.0 0.0%	n/d	1,750	Beer, wine and spirits distribution
22	NFP 340 Madison Ave. New York, NY 10173	212-301-4000 nfp.com	<i>Douglas W. Hammond</i> Chairman, chief executive	\$1,071.0 +10.5%	n/d	4,389	Insurance brokerage and consulting
23	Hunter Roberts Construction Group 55 Water St. New York, NY 10041	212-321-6800 hrcg.com	<i>James C. McKenna</i> President, chief executive	\$1,021.6 -10.6%	\$1,139.0 +11.5%	369	Construction management and general contracting
24	Tory Burch ⁵ 11 W. 19th St. New York, NY 10011	212-683-2323 toryburch.com	<i>Tory Burch</i> Founder, chairman, chief executive, designer	\$1,000.0 0.0%	n/d	1,900	Clothing and accessories design and retail
25	J.T. Magen & Co. Inc. 44 W. 28th St. New York, NY 10001	212-790-4200 jtmagen.com	<i>Maurice Regan</i> Chief executive	\$968.9 +6.6%	\$1,015.0 +4.8%	359	Construction
26	Publishers Clearing House 300 Jericho Quadrangle Jericho, NY 11753	516-883-5432 pch.com	<i>Andy Goldberg</i> Chairman, president, chief executive	\$961.5 +0.9%	\$996.0 +3.6%	620	Marketing merchandise and magazine subscriptions with games and lotteries
27	Imperial Bag & Paper Co. 255 U.S. 1 & 9 Jersey City, NJ 07306	201-437-7440 imperialbag.com	<i>Robert Tillis</i> Chief executive <i>Jason Tillis</i> President	\$936.0 +103.5%	\$1,522.6 +62.7%	2,300	Wholesale food service, packaging and janitorial supplies
28	Fedway Associates Inc. and Affiliates ⁶ 20 North Ave. East Elizabeth, NJ 07201	973-624-6444 fedway.com	<i>Richard Leventhal</i> Chairman, chief executive <i>Neil Barnett</i> President	\$923.7 +7.6%	\$952.5 +3.1%	1,000	Importing and distribution of wines and spirits, logistics and trucking

Imperial reach

OF ALL THE COMPANIES on the list, the fastest growth comes from Imperial Bag & Paper Co. The 84-year-old Jersey City-based firm credits its 103.5% spurt largely to strategic acquisitions. Since the packaging and supply distributor was purchased by the Tillis family in 2009, Imperial has acquired 15 companies across the country. “Even though we’re still based in the New York metro area, we’ve been able to pick up other marketplaces,” Chief Executive Robert Tillis said. “Companies based in our market weren’t giving us their accounts when we couldn’t service their other regions. Now we’re able to pick up groups that range beyond the five boroughs.” — GERALD SCHIFMAN

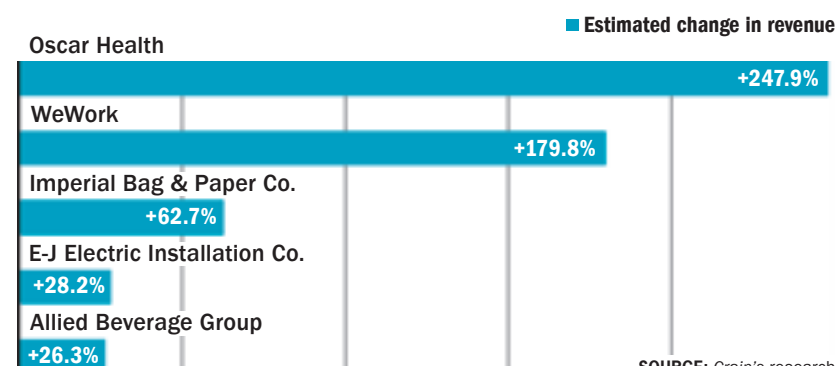


COMPANY SPOTLIGHT

Imperial Bag
& Paper Co.
#27

A PROMISING FUTURE

THE MOST aggressive 2018 revenue forecasts among companies on the list come from Oscar and WeWork, two billion-dollar unicorns.



SOURCE: Crain's research

GERALD SCHIFMAN

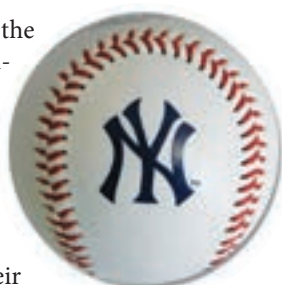
COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
29	RXR Realty 75 Rockefeller Plaza New York, NY 10019	212-797-1330 rxrrealty.com	<i>Scott Rechler</i> Chairman, chief executive	\$915.0 -4.2%	\$1,100.0 +20.2%	707	Real estate
30	Allied Beverage Group ⁷ 600 Washington Ave. Carlstadt, NJ 07072	201-842-6200 alliedbeverage.com	<i>Jeffrey Altschuler</i> President, chief executive	\$871.0 +20.1%	\$1,100.0 +26.3%	1,036	Wine and spirits distribution
31	WeWork 115 W. 18th St. New York, NY 10011	877-796-2434 wework.com	<i>Adam Neumann</i> Co-founder, chief executive <i>Miguel McKelvey</i> Co-founder, chief culture officer	\$822.0 +54.5% ⁸	\$2,300.0 +179.8%	6,000	Shared workspaces, technology and services
32	PURE Group of Insurance Cos. ⁹ 44 S. Broadway White Plains, NY 10601	888-813-7873 pureinsurance.com	<i>Ross Buchmueller</i> President, chief executive	\$781.3 +22.0%	n/d	569 ⁵	High-net-worth property and casualty insurance carrier
33	Curry Automotive 727 Central Ave. Scarsdale, NY 10583	914-725-3500 currycars.com	<i>Bernard F. Curry III</i> Owner, chief executive	\$773.7 -1.4%	\$800.0 +3.4%	854	Auto dealerships
34	Taboola ⁴ 1115 Broadway New York, NY 10010	212-206-7663 taboola.com	<i>Adam Singolda</i> Founder, chief executive	\$751.0 +36.1%	n/d	n/d	Content discovery and native advertising
35	Kind Healthy Snacks ¹⁰ 3 Times Square New York, NY 10036	855-884-5463 kindsnacks.com	<i>Daniel Lubetzky</i> Founder, chief executive	\$733.1 +5.5%	n/d	n/d	All-natural snack foods
36	Quality King Distributors Inc. ¹¹ 35 Sawgrass Drive Bellport, NY 11713	631-439-2000 qkd.com	<i>Glenn H. Nussdorf</i> Chairman, chief executive	\$701.0 n/d	n/d	1,350	Wholesale health and beauty aids and groceries distribution
37	FreshDirect ¹² 23-30 Borden Ave. Long Island City, NY 11101	718-928-1000 freshdirect.com	<i>David McInerney</i> Co-founder, chief executive	\$700.0 +16.7%	\$800.0 +14.3%	n/d	Online groceries
37	Vice Media Inc. ⁵ 55 Washington St. Brooklyn, NY 11201	718-599-3101 vice.com	<i>Shane Smith</i> Co-founder, executive chairman <i>Nancy Dubuc</i> Chief executive	\$700.0 -30.0%	n/d	2,940	Digital media and broadcasting
39	Jetro Cash & Carry Enterprises 15-24 132nd St. College Point, NY 11356	718-559-4205 jetro.com	<i>Stanley Fleishman</i> Chairman	\$698.9 +1.5%	\$728.0 +4.2%	1,678	Wholesale groceries and food service
40	Krasdale Foods Inc. 65 W. Red Oak Lane White Plains, NY 10604	914-694-6400 krasdalefoods.com	<i>Charles A. Krasne</i> President, chief executive	\$675.0 -3.0%	n/d	566	Wholesale food distribution
41	Weeks Marine Inc. ¹³ 4 Commerce Drive Cranford, NJ 07016	908-272-4010 weeksmarine.com	<i>Richard S. Weeks</i> President	\$673.7 -13.6%	n/d	2,220	Marine construction, dredging and tunneling services
42	Turtle & Hughes Inc. ¹⁴ 1900 Lower Road Linden, NJ 07036	732-574-3600 turtle.com	<i>Jayne Millard</i> Chairman, co-chief executive <i>Kathleen Shanahan</i> Co-chief executive	\$670.0 +6.5%	n/d	850	Wholesale distribution of electrical and industrial supplies
43	Trump Organization ¹⁵ 725 Fifth Ave. New York, NY 10022	212-832-2000 trump.com	<i>Donald Trump Jr., Eric Trump</i> Executive vice presidents	\$655.0 -6.2%	n/d	n/d	Real estate development, hotels, casinos, golf courses and entertainment

Bronx cheer

FOR THE FIRST TIME *Crain's* is including the city's sports teams on our list of largest privately owned companies. No surprise, the Yankees lead the field and enjoy structural advantages that will keep them on top for a long time. They host twice as many home games as the basketball and hockey teams and don't need to share revenue from local cable broadcasts with rival clubs. Plus, their last losing season was in 1992, whereas the Mets have had two winning seasons in the past 10. Strong as 2017's financial figures were for the Bombers, 2018's will be a lot better thanks to an attendance boost of more than 300,000 fans.

— AARON ELSTEIN

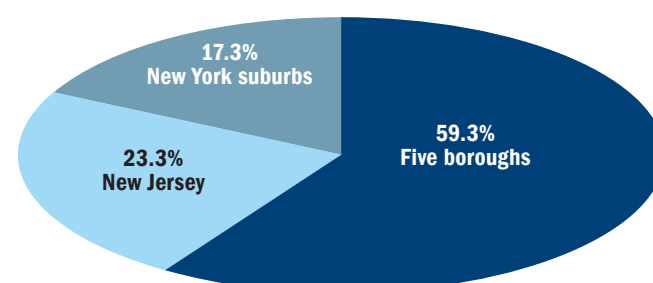


COMPANY SPOTLIGHT

New York
Yankees
#46

HERE AND THERE

THE MAJORITY of listed companies have their headquarters in the five boroughs, mostly in Manhattan. But ample affordable space allows the suburbs to figure prominently as well; 41% of companies on the list call Long Island, Westchester or New Jersey home.



SOURCE: *Crain's* research

LARGEST PRIVATELY HELD COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
44	Alliance Shippers Inc. ¹³ 516 Sylvan Ave. Englewood Cliffs, NJ 07632	201-227-0400 alliance.com	<i>Jonathan Lefcourt</i> President	\$633.0 -8.9%	n/d	78	Logistics and transportation
45	Summit Medical Group ¹³ 1 Diamond Hill Road Berkeley Heights, NJ 07922	908-273-4300 summitmedicalgroup.com	<i>Jeffrey Le Benger</i> Chairman, chief executive	\$630.5 +11.9%	n/d	2,213	Multispecialty medical practice
46	New York Yankees ¹⁶ 1 E. 161st St. Bronx, NY 10451	646-977-8400 yankees.com	<i>Hal Steinbrenner, Hank Steinbrenner</i> Co-chairmen	\$619.0 +17.7%	n/d	n/d	Professional baseball team
47	Modell's Sporting Goods ¹¹ 498 Seventh Ave. New York, NY 10018	212-822-1000 modell's.com	<i>Mitchell B. Modell</i> Chief executive	\$616.4 -21.0%	n/d	5,840	Retail sporting goods
48	TransPerfect 3 Park Ave. New York, NY 10016	212-689-5555 transperfect.com	<i>Phil Shawe</i> President, chief executive	\$614.8 +12.3%	\$700.0 +13.9%	3,932	Global language and business services
49	Sugar Foods Corp. 950 Third Ave. New York, NY 10022	212-753-6900 sugarfoods.com	<i>Donald G. Tober, Stephen A. Odell</i> Co-chairmen	\$605.2 +0.7%	\$630.0 +4.1%	1,233	Food manufacturing and marketing
50	Pride Global ¹⁷ 420 Lexington Ave. New York, NY 10170	212-235-5300 prideglobal.com	<i>Leo J. Russell</i> Founder, chief executive	\$605.0 0.0%	n/d	4,100	Human capital solutions and advisory
51	Diversified ¹⁸ 37 Market St. Kenilworth, NJ 07033	866-447-1004 diversifiedus.com	<i>Fred D'Alessandro</i> Chairman, chief executive <i>Kevin Collins</i> President, chief operating officer	\$604.8 +31.8%	n/d	1,100	Audiovisual presentation, broadcast, information technology and services
52	Empire Office Inc. 105 Madison Ave. New York, NY 10016	212-607-5500 empireoffice.com	<i>Peter Gaslow</i> President, chief executive	\$510.0 +3.0%	\$525.0 +2.9%	600	Contract furniture
53	Diane von Furstenberg Studio ⁸ 874 Washington St. New York, NY 10014	646-486-4800 dvf.com	<i>Diane von Furstenberg</i> Founder, chairman <i>Sandra Campos</i> Chief executive	\$500.0 0.0%	n/d	n/d	Clothing and accessories design and retail
53	Synechron Inc. 11 Times Square New York, NY 10036	212-619-5200 synechron.com	<i>Faisal Husain</i> Co-founder, chief executive	\$500.0 0.0%	n/d	8,000	Technology services
55	New York Giants ¹⁶ 1925 Giants Drive East Rutherford, NJ 07073	201-935-8111 giants.com	<i>John K. Mara</i> President, chief executive <i>Steve Tisch</i> Chairman, executive vice president	\$493.0 +3.4%	n/d	n/d	Professional football team
56	Connell Co. ¹¹ 200 Connell Drive Berkeley Heights, NJ 07922	908-673-3700 connellco.com	<i>Shane Connell, Duane Connell</i> Owners, executive vice presidents	\$488.1 -11.3%	n/d	906	Real estate, hospitality, mining and finance
57	Sterling Talent Solutions ¹⁸ 1 State Street Plaza New York, NY 10004	800-899-2272 sterlingtalentsolutions.com	<i>William Greenblatt, Josh Peirez</i> Co-chief executives <i>Richard Seldon</i> President	\$481.0 +7.6%	n/d	4,087	Background-screening, onboarding and drug-screening employment services
58	Great Eastern Energy ⁵ 1515 Sheepshead Bay Road Brooklyn, NY 11235	646-832-4433 greateasternenergy.com	<i>Matthew Lanfear</i> Chief executive	\$479.0 0.0%	n/d	60	Electricity, natural gas and renewable energy supply
59	Doherty Enterprises Inc. 7 Pearl Court Allendale, NJ 07401	201-818-4669 dohertyinc.com	<i>Edward W. Doherty</i> Chairman, chief executive	\$469.9 -5.1%	\$488.7 +4.0%	8,214	Restaurant ownership and operation
60	CareOne ¹³ 173 Bridge Plaza North Fort Lee, NJ 07024	201-242-4000 care-one.com	<i>Daniel E. Straus</i> Founder, chairman, chief executive	\$464.9 0.0%	n/d	6,000	Operation of assisted living and senior living centers
61	Bookazine ¹¹ 75 Hook Road Bayonne, NJ 07002	201-339-7777 bookazine.com	<i>Robert Kallman</i> President, chief executive	\$458.0 0.0%	n/d	271	Wholesale books and magazines
62	Nebraskaland Inc. 355 Food Center Drive Bronx, NY 10474	718-842-0700 nebraskaland.com	<i>Richard I. Romanoff</i> President, chief executive	\$457.0 +2.2%	\$466.0 +2.0%	246	Wholesale meat distribution
63	Shevell Group of Cos. 1-71 North Ave. East Elizabeth, NJ 07201	908-965-0100 shevellgroup.com	<i>Myron P. Shevell</i> Chairman, chief executive <i>Thomas W. Connery</i> President, chief operating officer	\$448.0 +3.0%	\$450.0 +0.4%	3,885	Trucking, warehousing, logistics and real estate

COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
64	LiRo Group 3 Aerial Way Syosset, NY 11791	516-938-5476 liro.com	<i>Rocco Trotta</i> Chairman <i>Luis Tormenta</i> President, chief executive	\$447.5 +45.3%	\$385.0 -14.0%	949	Construction management, multidisciplinary engineering and architecture
65	Curtis Instruments Inc. ¹¹ 200 Kisco Ave. Mount Kisco, NY 10549	914-666-2971 curtisinstruments.com	<i>Stuart Marwell</i> President, chief executive	\$434.6 +1.7%	n/d	1,737	Instrumentation and controls for electric vehicles
66	E-J Electric Installation Co. 46-41 Vernon Blvd. Long Island City, NY 11101	718-786-9400 ej1899.com	<i>Anthony E. Mann</i> President, chief executive <i>J. Robert Mann Jr.</i> Chairman	\$429.0 +32.8%	\$550.0 +28.2%	1,200	Electrical contracting
67	Union Square Hospitality Group ¹⁹ 853 Broadway New York, NY 10003	212-228-3585 ushgny.com	<i>Danny Meyer</i> Founder, chief executive	\$419.1 +46.0%	n/d	n/d	Restaurants, cafés and bars
68	Alcott HR Group 71 Executive Blvd. Farmingdale, NY 11735	631-420-0100 alcottgroup.com	<i>Steve Politis</i> President, chief operating officer <i>Lou Basso</i> Chief executive, chairman	\$416.0 +5.3%	\$450.0 +8.2%	6,100	Professional employer organization
69	Okonite Co. ¹¹ 102 Hilltop Road Ramsey, NJ 07446	201-825-0300 okonite.com	<i>Patrick Penny</i> Vice president	\$407.0 -1.0%	n/d	2,016	Wire and cable products
70	DialAmerica Marketing Inc. ¹¹ 960 MacArthur Blvd. Mahwah, NJ 07495	201-327-0200 dialamerica.com	<i>Christopher W. Conway</i> President, chief executive	\$400.4 +0.1%	n/d	5,000	Telemarketing
71	Sam Ash Music Corp. ²⁰ 278 Duffy Ave. Hicksville, NY 11801	516-932-6400 samash.com	<i>Richard Ash</i> Chief executive <i>Paul Ash</i> President	\$385.0 +6.9%	n/d	1,062	Retail musical instruments
72	T.G. Nickel & Associates 22 Colt Court Ronkonkoma, NY 11779	631-738-7750 tgnickel.com	<i>Thomas Nickel</i> President	\$383.9 +24.6%	\$463.5 +20.7%	190	Construction management and general contracting
73	Triton Construction ²¹ 30 E. 33rd St. New York, NY 10016	212-388-5700 tritonconstruction.net	<i>Lance Franklin,</i> <i>Frank Reich</i> Co-chief executives	\$383.5 +2.0%	n/d	n/d	Construction services
74	Bayside Fuel Oil Corp. ¹¹ 1776 Shore Parkway Brooklyn, NY 11214	718-372-9800 baysidedepot.com	<i>Vincent Allegretti</i> Co-owner	\$374.0 +4.8%	n/d	88	Heating oil distribution
75	NPD Group Inc. ²² 900 W. Shore Road Port Washington, NY 11050	516-625-0700 npd.com	<i>Tod Johnson</i> Executive chairman <i>Karyn Schoenbart</i> Chief executive	\$373.0 +11.7%	\$405.0 +8.6%	1,690	Marketing research and information services
76	Compass 90 Fifth Ave. New York, NY 10011	212-913-9058 compass.com	<i>Ori Allon</i> Co-founder, executive chairman <i>Robert Reffkin</i> Co-founder, chief executive	\$370.6 +97.3%	n/d	464	Technology-driven real estate platform
77	Personal-Touch Home Care Inc. ²³ 1985 Marcus Ave. Lake Success, NY 11042	718-468-4747 pthomecare.com	<i>Robert Caione</i> Chief executive	\$369.8 -27.4%	n/d	15,000	Home health care
78	Vista Food Exchange Inc. 355 Food Center Drive Bronx, NY 10474	718-542-4401 vistafood.com	<i>Vincent L. Pacifico</i> Founder, chairman, chief executive	\$358.0 -0.6%	\$340.0 -5.0%	78	Wholesale meat distribution, exporting and processing

Eating up growth

UNION SQUARE HOSPITALITY GROUP continues its surge. It rose 32 spots on these rankings thanks to its estimated 46% jump in revenue from 2016 to 2017. **Danny Meyer's** food, catering and events company has opened more than half a dozen eateries around the city since 2016 and relocated its original restaurant, Union Square Café, two blocks north of its namesake park.

During this period of growth, the company has continued to innovate, instituting a generous parental leave benefit unusual in the restaurant industry and enacting a no-tipping policy whereby menu prices have the gratuity included.



— GERALD SCHIFMAN

COMPANY SPOTLIGHT

Union Square
Hospitality
Group
#67

Compass
#76

Pointing north

COMPASS SET ITS SIGHTS on dominating the global brokerage market, and it has been getting the financial backing to do it. Japanese conglomerate SoftBank has invested more than \$1 billion in the company in 2017 as it looks to control 20% of market share in the top 20 U.S. markets by 2020. It also plans to expand internationally, with Canada its likely first stop.

Compass's rise rests on founder and CEO **Robert Reffkin's** talent for recruiting rival agents and using the firm's substantial cash reserves to gobble up entire brokerages. But skeptics still question whether its business model—which hinges on using centralized tech and marketing to make agents more productive—will ultimately pay off.



— JOE ANUTA

LARGEST PRIVATELY HELD COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
79	Eileen Fisher Inc. ¹¹ 2 Bridge St. Irvington, NY 10533	914-591-5700 eileenfisher.com	<i>Eileen Fisher</i> Founder, president	\$354.9 +1.4%	n/d	1,376	Women's clothing design, wholesale and retail
80	Palm Bay International Inc. 48 Harbor Park Drive Port Washington, NY 11050	516-802-4700 palmbay.com	<i>Marc D. Taub</i> President, chief executive	\$350.0 +1.4%	\$360.0 +2.9%	285	Wines and spirits importing and distribution
80	Promotion in Motion Cos. Inc. ¹³ 25 Commerce Drive Allendale, NJ 07401	201-784-5800 promotioninmotion.com	<i>Michael G. Rosenberg</i> Founder, president, chief executive	\$350.0 +4.5%	n/d	750	Manufacturing and marketing of fruit snacks, confections and chocolate
82	Omnibuild 213 W. 35th St. New York, NY 10001	212-419-1930 omnibuild.com	<i>Peter Serpico</i> Principal, chief executive	\$341.0 +24.8%	n/d	144	Construction management
83	Monadnock Construction Inc. ⁵ 155 Third St. Brooklyn, NY 11231	718-875-8160 moncon.com	<i>Nicholas Lembo</i> Chairman	\$338.3 0.0%	n/d	n/d	General contracting, construction management, and real estate development
84	New York Mets ¹⁶ 120-01 Roosevelt Ave. Queens, NY 11368	718-507-8499 mets.com	<i>Fred Wilpon</i> Chairman, chief executive <i>Saul Katz</i> President	\$336.0 +1.2%	n/d	n/d	Professional baseball team
85	Warby Parker ²⁴ 161 Sixth Ave. New York, NY 10013	646-517-5223 warbyparker.com	<i>Neil Blumenthal, David Gilboa</i> Co-founders, co-chief executives	\$330.0 +43.5%	n/d	1,400	Designer eyewear e-commerce
86	Banfi Products Corp. 1111 Cedar Swamp Road Old Brookville, NY 11545	516-626-9200 banfivintners.com	<i>Cristina N. Mariani-May</i> President, chief executive	\$325.0 -7.7%	n/d	195	Wine importing and marketing
87	Argo Turboserve Corp. ¹¹ 160 Chubb Ave. Lyndhurst, NJ 07071	201-804-6200 argoturbo.com	<i>John Calicchio</i> Chairman <i>Rob Bruinsma, Dan Tenzer</i> Presidents	\$320.0 0.0%	n/d	318	Supply-chain management services
87	Zeta Global 185 Madison Ave. New York, NY 10016	212-660-2500 zetaglobal.com	<i>David A. Steinberg</i> Co-founder, chief executive	\$320.0 +23.1%	\$400.0 +25.0%	1,400	Data-driven marketing platform
89	Hudson Meridian Construction Group ²⁵ 61 Broadway New York, NY 10006	212-608-6600 hudsonmeridian.com	<i>William Cote</i> Founder, chief executive	\$318.0 +4.2%	\$360.0 +13.2%	111	Construction management
90	Deep Foods Inc. ¹³ 1090 Springfield Road Union, NJ 07083	908-810-7500 deepfoods.com	<i>Arvind Amin</i> President	\$316.0 +3.9%	n/d	446	Manufacturer of authentic Indian cuisine
91	CNY Group 214 W. 39th St. New York, NY 10018	212-302-9060 cnygroup.com	<i>Ken Colao</i> President, chief executive	\$311.6 +24.7%	\$320.0 +2.7%	168	Construction management at-risk services and design- build
92	BuzzFeed ²⁶ 111 E. 18th St. New York, NY 10003	— buzzfeed.com	<i>Jonah Peretti</i> Founder, chief executive	\$306.3 +22.5%	n/d	1,300	Online news and entertainment
93	American Musical Supply ²⁰ 8 Thornton Road Oakland, NJ 07436	800-458-4076 americanmusical.com	<i>Kenneth Hovey</i> Chief executive <i>James Hovey</i> President	\$306.0 +14.9%	n/d	150	Music retail

Back to the lab

A PIONEER OF ONLINE MEDIA, BuzzFeed long ago seemed to have the digital puzzle figured out, building a massive audience around viral content that combined serious journalism with fluff. It had its own advertising strategy, focusing exclusively on native ads—that is, sponsored content almost identical to the site's signature listicles and quizzes. But digital advertising is a tough game even for the natives. Facebook, Google and, increasingly, Amazon suck up most new business. When BuzzFeed missed its revenue targets in 2017 by 15% to 20%—more than \$50 million—CEO Jonah Peretti stayed true to the company's experimental roots (the website started out as BuzzFeed Laboratories) and added automated, or programmatic, ads to the mix. BuzzFeed plans to increase licensing and commerce revenue and in 2018 reported double-digit growth.

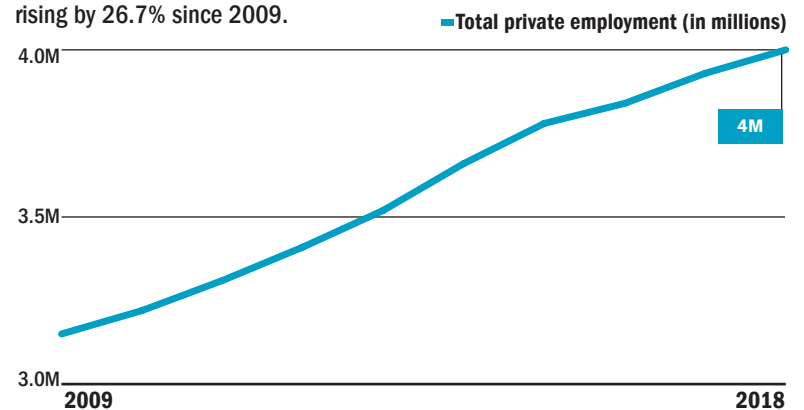
— MATTHEW FLAMM

COMPANY SPOTLIGHT

BuzzFeed
#92

WORKFORCE TO BE RECKONED WITH

Private employment in the city has made gains throughout the past decade, rising by 26.7% since 2009.



NOTE: Figures are as of October.

SOURCE: State Department of Labor

COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
94	Casper ⁵ 230 Park Ave. South New York, NY 10003	888-498-0003 casper.com	<i>Philip Krim</i> Co-founder, chief executive	\$300.0 +50.0%	n/d	350	Mattress e-commerce
94	Stanford Investment Group ²⁷ 629 Grove St. Ridgewood, NJ 07450	201-652-8529 stanfordinvgroup.com	<i>David Rajpurohit</i> Managing partner	\$300.0 0.0%	n/d	11	Private-equity investment and management firm
96	Oscar Health ²⁸ 295 Lafayette St. New York, NY 10012	646-403-3677 hioscar.com	<i>Mario Schlosser</i> Founder, chief executive	\$293.2 -33.0%	\$1,020.0 +247.9%	870	Tech-driven health insurance
97	AvePoint ⁸ 525 Washington Blvd. Jersey City, NJ 07310	201-793-1111 avepoint.com	<i>Kai Gong, Tianyl Jiang</i> Co-founders, co-chief executives	\$291.4 0.0%	n/d	1,400	Data migration, management and protection for cloud users
98	Myron Corp. ¹¹ 205 Maywood Ave. Maywood, NJ 07607	201-843-6464 myron.com	<i>James Adler</i> Chief executive	\$289.5 -24.0%	n/d	1,084	Manufacturing and distribution of promotional products and business gifts
99	Briad Group ¹¹ 78 Okner Parkway Livingston, NJ 07039	973-597-6433 briad.com	<i>Brad Honigfeld, Rick Barbrick</i> Co-chief executives	\$288.1 +13.0%	n/d	6,400	Restaurant- and hotel-chain management
100	Barr & Barr Inc. 460 W. 34th St. New York, NY 10001	212-563-2330 barrandbarr.com	<i>Keith Stanisce</i> President, chief executive	\$284.3 -18.3%	\$310.0 +9.1%	233	Construction management
101	Atrium Staffing 71 Fifth Ave. New York, NY 10003	212-292-0550 atriumstaff.com	<i>Rebecca Cenni</i> Founder, chief executive	\$283.9 +18.9%	n/d	201	Staffing, recruitment and managed services
102	Adams & Co. Real Estate 411 Fifth Ave. New York, NY 10016	212-679-5500 adamsre.com	<i>David Levy, James Buslik</i> Principals	\$276.5 +7.3%	\$285.6 +3.3%	273 ²⁹	Real estate
103	SalSon Logistics ¹¹ 888 Doremus Ave. Newark, NJ 07114	888-872-5766 salson.com	<i>Anthony Berritto</i> President, chief executive	\$273.4 +27.2%	n/d	1,868	Integrated logistics services
104	Brooklyn Nets ¹⁶ 168 39th St. Brooklyn, NY 11232	718-933-3000 brooklynnets.com	<i>Mikhail Prokhorov</i> Owner, governor <i>Joseph Tsai</i> Owner, alternate governor	\$273.0 +22.4%	n/d	n/d	Professional basketball team
105	Information Builders 2 Penn Plaza New York, NY 10121	212-736-4433 informationbuilders.com	<i>Gerald D. Cohen</i> President, chief executive	\$270.0 +0.7%	\$288.0 +6.7%	1,200	Software and services
106	National Retail Systems ¹¹ 2820 16th St. North Bergen, NJ 07047	201-330-1900 nationalretailsystems.com	<i>Raymond Wisniewski</i> President, chief operating officer	\$267.0 +3.4%	n/d	1,503	Logistic services for retail companies
107	Thornton Tomasetti Inc. 51 Madison Ave. New York, NY 10010	917-661-7800 thorntontomasetti.com	<i>Thomas Z. Scarangelo</i> Chairman, chief executive	\$265.0 +10.4%	\$275.0 +3.8%	1,500	Structural, materials and systems design and performance
108	RC Andersen ²¹ 1 Meadowlands Plaza East Rutherford, NJ 07073	201-460-9600 rcandersen.com	<i>Robert Andersen</i> President	\$250.3 +8.8%	n/d	n/d	Construction and design- build
109	Groundtruth ²⁴ 1 World Trade Center New York, NY 10007	888-234-7893 groundtruth.com	<i>Sunil Kumar</i> Chief executive <i>Serge Matta</i> President	\$250.0 +53.0%	n/d	383	Location-based marketing
110	Iovino Enterprises ²¹ 1720 Whitestone Expressway Whitestone, NY 11357	718-571-9599 iovinoent.com	<i>Thomas Iovino</i> Founder, chairman	\$238.5 n/d	n/d	n/d	Construction and infrastructure
111	Perkins Eastman 115 Fifth Ave. New York, NY 10003	212-353-7200 perkinseastman.com	<i>Bradford Perkins</i> Co-founder, chairman	\$235.0 +9.3%	n/d	1,000	Design and architecture
112	Appliances Connection ¹⁷ 1870 Bath Ave. Brooklyn, NY 11214	800-299-9470 appliancesconnection.com	<i>Albert Fouerti</i> Chief executive	\$230.0 +48.4%	n/d	200	Home appliances and furnishings e-commerce
112	Aurora Contractors Inc. ²¹ 100 Raynor Ave. Ronkonkoma, NY 11779	631-981-3785 auroracontractors.com	<i>Frank Vero Sr.</i> President	\$230.0 +27.8%	n/d	n/d	Construction management, general contracting and design

FOR ALL CRAIN'S LISTS, VISIT CRAINSNEWYORK.COM/LISTS.

LARGEST PRIVATELY HELD COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
114	Kaufman Organization 450 Seventh Ave. New York, NY 10123	212-471-4300 kaufmanorganization.com	Steven J. Kaufman President	\$227.8 -5.4%	\$234.2 +2.8%	185	Commercial and residential property management
115	AFD Contract Furniture Inc. ¹⁷ 810 Seventh Ave. New York, NY 10019	212-721-7100 afd-inc.com	Richard Aarons Chief executive	\$220.0 +4.8%	n/d	208	Contract furniture
115	Max Kahan Inc. 20 W. 47th St. New York, NY 10036	212-575-4646 —	Max Kahan President	\$220.0 +1.2%	n/d	10	Refining precious metals
117	Hazen and Sawyer ³⁰ 498 Seventh Ave. New York, NY 10018	212-539-7000 hazensawsawyer.com	Charles S. Hocking President, chief executive	\$218.0 0.0%	n/d	850 ⁵	Environmental engineering services
118	ABCO HVACR Supply & Solutions ³¹ 49-70 31st St. Long Island City, NY 11101	718-937-9000 abcohvacr.com	Michael Senter Chief executive	\$215.0 -3.2%	\$227.0 +5.6%	300	Wholesale distribution of refrigeration and air- conditioning equipment
119	Physicians' Reciprocal Insurers ³² 1800 Northern Blvd. Roslyn, NY 11576	800-632-6040 pri.com	Bruce Shulan President, chief executive	\$212.0 -28.4%	n/d	n/d	Medical malpractice insurance
120	Ergonomic Group Inc. ¹⁷ 609-3 Cantiague Rock Road Westbury, NY 11590	516-746-7777 ergogroup.com	Kim Girards President, chief executive	\$210.0 +22.1%	n/d	125	Information technology solutions
121	New Line Structures ²¹ 512 Seventh Ave. New York, NY 10018	212-280-3019 newlinestructures.com	Martin Loy Founder, president	\$208.7 n/d	n/d	n/d	Construction management
122	Saatva 19-02 Whitestone Expressway Whitestone, NY 11357	877-672-2882 saatva.com	Ronald Rudzin Founder, chief executive	\$202.1 +28.1%	n/d	176	Mattress e-commerce
123	Terminal Construction Corp. 215 State Highway 17 South Wood-Ridge, NJ 07075	201-939-9150 terminalconstruction.com	Donald N. Dinallo President, chief executive	\$202.0 +1.0%	n/d	53	Construction management and general contracting
124	Thermwell Products Co. 420 Route 17 South Mahwah, NJ 07430	201-684-4400 frostking.com	David Gerstein President, chief executive	\$200.0 0.0%	\$200.0 0.0%	900	Hardware and weatherstrip products manufacturing
125	Navillus ³³ 633 Third Ave. New York, NY 10017	212-750-1808 navillusinc.com	Donal O'Sullivan President	\$199.7 -17.0%	\$231.4 +15.8%	1,004	Concrete superstructure, masonry, tile and general contracting
126	Clare Rose Inc. ¹¹ 100 Rose Executive Blvd. East Yaphank, NY 11967	631-475-1840 clarerose.com	Sean Rose President, chief executive	\$199.4 0.0%	n/d	366	Wholesale beer
127	Bartlett Dairy Inc. 90-04 161st St. Jamaica, NY 11432	718-658-2299 bartletttny.com	Thomas A. Malave President	\$198.5 +1.6%	\$205.0 +3.3%	490	Dairy and food service
128	McAllister Towing and Transportation ¹¹ 17 Battery Place New York, NY 10004	212-269-3200 mcallistertowing.com	Brian A. McAllister Chairman B. Buckley McAllister President	\$197.5 +1.3%	n/d	1,078	Marine transportation

Damage control

NEW YORK'S SECOND-LARGEST medical malpractice coverage provider saw its net premiums fall by 28.4% in 2017 as it struggled to emerge from the shadow of a scandal involving former Senate Majority



Leader **Dean Skelos**. Physicians' Reciprocal Insurers was formerly run, through a management company, by Anthony Bonomo, who was caught up in Skelos' federal corruption trial after he gave the senator's son a no-show job as Albany was in the midst of debating legislation to protect PRI from liquidation. PRI sued Bonomo this year and is now run by Primma, a management subsidiary led by lawyer Bruce Shulan. The firm has retained large clients including MagnaCare and Caipa, a group of more than 1,000 doctors primarily serving Asian-Americans.

— JONATHAN LAMANTIA

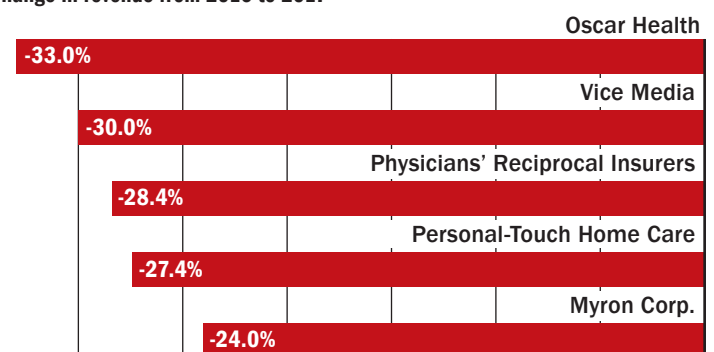
COMPANY SPOTLIGHT

Physicians'
Reciprocal
Insurers
#119

SHRINKING SALES

AHEAD of a forecasted revenue boom in 2018, Oscar Health reported the list's biggest revenue dip in 2017. Struggling Vice Media is the list's only other company to have a revenue decrease of at least 30%.

■ Change in revenue from 2016 to 2017



SOURCE: Crain's research

COMPANIES

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129	Mitchell Martin Inc. 307 W. 38th St. New York, NY 10018	212-943-1404 mitchellmartin.com	<i>Eugene Holtzman</i> President	\$196.4 +7.0%	\$210.0 +6.9%	1,259	Information technology and health care staffing and consulting
130	Amerex Group ¹⁷ 512 Seventh Ave. New York, NY 10018	212-609-3000 amerexgroup.com	<i>Ira Ganger</i> Chairman, president	\$190.0 +1.1%	n/d	104	Wholesale apparel
131	Computer Generated Solutions Inc. 200 Vesey St. New York, NY 10281	212-408-3800 cgsinc.com	<i>Philip Friedman</i> President, chief executive	\$189.0 +1.1%	\$200.0 +5.8%	7,500	Business applications, enterprise learning and outsourcing services
132	BA Sports Nutrition ²⁴ 17-20 Whitestone Expressway Whitestone, NY 11357	718-357-7402 drinkbodyarmor.com	<i>Mike Repole</i> Co-founder, chairman	\$185.0 +48.0%	n/d	150	Makes and sells BodyArmor sports drink
133	24 Seven Inc. ⁵ 41 Madison Ave. New York, NY 10010	212-966-4426 24seventalent.com	<i>Celeste Gudas</i> President, chief executive	\$182.0 0.0%	n/d	n/d	Specialized recruitment
134	Stark Carpet Corp. 979 Third Ave. New York, NY 10022	212-752-9000 starkcarpet.com	<i>John S. Stark</i> Chairman <i>Steven J. Stark</i> President	\$179.8 +5.8%	\$189.0 +5.1%	665	Carpet, fabric, furniture and wall coverings retail
135	D'Addario & Co. 595 Smith St. Farmingdale, NY 11735	631-439-3300 daddario.com	<i>Jim D'Addario</i> Chairman, chief executive	\$179.0 +4.1%	\$180.0 +0.6%	1,086	Manufacturing of strings and accessories for musical instruments
136	Lafayette 148 New York 141 Flushing Ave. Brooklyn, NY 11205	646-708-7000 lafayette148ny.com	<i>Deirdre Quinn</i> Co-founder, chief executive	\$177.0 +9.8%	\$194.0 +9.6%	275	Wholesale and retail women's apparel and accessories
137	Peloton 125 W. 25th St. New York, NY 10001	866-650-1996 onpeloton.com	<i>John Foley</i> Co-founder, chief executive	\$170.8 +24.3%	n/d	687	Exercise bike with on-demand cycling classes
138	Kohn Pedersen Fox Associates 11 W. 42nd St. New York, NY 10036	212-977-6500 kpf.com	<i>James von Klemperer</i> President <i>A. Eugene Kohn</i> Founder, chairman	\$166.7 +46.1%	n/d	210 ³⁴	Architecture
139	PremierXD 400 Oser Ave. Hauppauge, NY 11788	631-236-4100 premierxd.com	<i>Richard Jackson</i> President, chief executive	\$165.0 +34.7%	n/d	518	Designs, manufactures, and installs retail fixtures and displays
140	DigitalOcean 101 Sixth Ave. New York, NY 10013	347-903-7918 digitalocean.com	<i>Mark B. Templeton</i> Chief executive	\$163.1 +38.0%	n/d	470	Cloud services provider
141	Solomon Page Group 260 Madison Ave. New York, NY 10016	212-403-6100 solomonpage.com	<i>Scott Page, Lloyd Solomon</i> Managing directors	\$161.0 -11.1%	\$185.0 +14.9%	258	Temporary staffing, retained executive search and full-time contingency search
142	TFC Associates ¹³ 800 Main St. Hackensack, NJ 07601	201-678-1144 tfc-associates.com	<i>Howard Seares</i> Managing general partner	\$160.0 +1.9%	n/d	33	Collections agency
143	Execu Search Group 675 Third Ave. New York, NY 10017	212-922-1001 execu-search.com	<i>Edward Fleischman</i> Chief executive	\$159.9 +10.9%	\$183.0 +14.5%	260	Recruitment, temporary staffing and workforce management solutions
144	JRM Construction Management ¹¹ 242 W. 36th St. New York, NY 10018	212-545-0500 jrmcm.com	<i>David G. McWilliams</i> Partner, chief executive <i>Joseph P. Romano</i> Partner, president	\$158.0 0.0%	n/d	200	Construction management and general contracting
145	Pharmapacks 1516 Motor Parkway Islandia, NY 11749	855-797-2257 pharmapacks.com	<i>Andrew Vagenas</i> Chief executive	\$154.7 +27.8%	n/d	230	E-commerce for health and beauty products
146	E.E. Cruz & Co. Inc. ²¹ 32 Sixth Ave. New York, NY 10013	212-431-3993 eecruz.com	<i>Jay I. Dier</i> Managing director	\$154.7 +8.2%	n/d	n/d	Heavy civil construction contractor
147	Mediaocean ¹¹ 45 W. 18th St. New York, NY 10011	212-633-8100 mediaocean.com	<i>Bill Wise</i> Chief executive	\$153.9 n/d	n/d	946	Advertising software

FOR ALL CRAIN'S LISTS, VISIT CRAINSNEWYORK.COM/LISTS.

LARGEST PRIVATELY HELD COMPANIES

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	2017 REVENUE (IN MIL.)/ % CHG. VS. 2016	2018 PROJECTED REVENUE (IN MIL.)/ % CHG. VS. 2017	2018 TOTAL COMPANY EMPLOYEES ¹	NATURE OF BUSINESS
148	Payoneer ²³ 150 W. 30th St. New York, NY 10001	646-658-3695 payoneer.com	Scott Galit Chief executive	\$152.1 -12.8%	n/d	1,200	Online money transfer and e-commerce payment services
149	Rinaldi Group ¹³ 1 Harmon Meadow Blvd. Secaucus, NJ 07094	201-601-4065 rinaldiny.com	Anthony T. Rinaldi President, chief executive	\$143.4 +22.2%	n/d	90	General contractor and construction management
150	Apple-Metro Inc. 550 Mamaroneck Ave. Harrison, NY 10528	914-777-2331 applemetrorestaurants.com	Zane Tankel Chairman, chief executive Roy H. Raeburn President	\$140.2 -6.5%	\$143.5 +2.4%	2,135	Applebee's restaurants

To qualify for this list, companies must be independent, privately held entities with no ultimate parent. They also need to be headquartered in the New York area, which includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. Nonprofit organizations, hospitals, mutual companies, travel agencies and partnerships such as accounting firms and law firms are excluded. Revenue figures shown have been rounded to one decimal place, but rankings and percent changes are based on unrounded dollar figures. In cases of ties in 2017 revenue, companies are listed alphabetically under the same ranking number. Executives may hold additional titles. n/d-Not disclosed. **1**-Full-time and full-time-equivalent as of Sept. 30, 2018. **2**-Revenue and employee figures come from *Forbes*. **3**-Merged New Jersey operations with Allied Beverage Group in August 2017. **4**-2017 revenue is a company estimate from last year. **5**-*Crain's* estimate. **6**-Fiscal year ends in June. **7**-Merged with Breakthru Beverage Group in August 2017. Revenues for September 2017 through January 2018 are for the new combined entity. Fiscal year ends in January. **8**-Revenue is from PrivCo, which tracks private company financial information in a proprietary database at privco.com. **9**-2017 revenue is from *Inc.* magazine. **10**-Revenues reflect snacks sales figures from Euromonitor, a market research provider. **11**-Revenue and employee figures are based on a *Crain's* analysis of data from D&B Hoovers, a business research company. **12**-2017 revenue was reported by *The Wall Street Journal*. 2018 revenue is an estimate from Kantar Retail and reported by Bloomberg. **13**-Revenue and employee figures come from *NJBIZ*. **14**-Revenue is a company estimate; employee figures are for 2016. **15**-2017 revenue is a *Crain's* estimate. 2016 revenue is an estimate from Shawn Tully of *Fortune*. **16**-Revenue figures come from *Forbes*. **17**-2017 revenue is a company estimate from last year; employee total is from last year. **18**-Revenue and employee data is from *Inc.* magazine. **19**-Revenue reflects fast-food sales figures from Euromonitor. **20**-Revenue and employee figures come from *The Music Trades* magazine. **21**-Revenue figures are regional, construction-specific and come from *ENR*. **22**-Fiscal year ends in September. **23**-2017 revenue and employee figures are based on a *Crain's* analysis of data from D&B Hoovers, a business research company. **24**-Data is from PrivCo, which tracks private company financial information in a proprietary database at privco.com. **25**-Fiscal year ends in August. **26**-2017 revenue is a *Crain's* estimate based on a *Wall Street Journal* report that the company fell short of its revenue target. 2016 revenue is a company estimate reported by *The Financial Times*. **27**-Revenue and employee data is from *NJBIZ*. **28**-Gross written premiums are used for revenue figures. **29**-Headcount is for New York City. **30**-Employee-owned. **31**-Formerly known as ABCO Refrigeration Supply Corp. **32**-Revenue figures are net premiums and reported by Politico. **33**-Fiscal year ends in March. **34**-Number of architects. Research: Gerald Schiffman

ALPHABETICAL LISTING

COMPANY	RANK	COMPANY	RANK	COMPANY	RANK	COMPANY	RANK	COMPANY	RANK
ABCO HVACR Supply & Solutions	118	CNY Group	91	Horizon Media Inc.	3	New York Mets	84	Sigma Plastics Group	11
Adams & Co. Real Estate	102	Compass	76	Hudson Meridian Construction	89	New York Yankees	46	Solomon Page Group	141
Advance Publications Inc.	13	Computer Generated Solutions	131	Hunter Roberts Construction Group	23	NFP	22	Stanford Investment Group	94
AFD Contract Furniture Inc.	115	Connell Co.	56	ICC Industries Inc.	14	NPD Group Inc.	75	Stark Carpet Corp.	134
Alcott HR Group	68	Continental Grain Co.	12	Imperial Bag & Paper Co.	27	Okonite Co.	69	Sterling Talent Solutions	57
Alliance Shippers Inc.	44	Crestron Electronics Inc.	15	Information Builders	105	Omnibuild	82	Structure Tone Organization	9
Allied Beverage Group	30	Curry Automotive	33	Iovino Enterprises	110	Oscar Health	96	Sugar Foods Corp.	49
Amerex Group	130	Curtis Instruments Inc.	65	J.T. Magen & Co. Inc.	25	Palm Bay International Inc.	80	Summit Medical Group	45
American Musical Supply	93	D'Addario & Co.	135	Jetro Cash & Carry Enterprises	39	Payoneer	148	Synechron Inc.	53
Apple-Metro Inc.	150	Deep Foods Inc.	90	JRM Construction Management	144	Peloton	137	T.G. Nickel & Associates	72
Appliances Connection	112	DialAmerica Marketing Inc.	70	Kaufman Organization	114	Perkins Eastman	111	Taboola	34
Argo Turboserve Corp.	87	Diane von Furstenberg Studio	53	Key Food Stores Co-operative Inc.	18	Personal-Touch Home Care Inc.	77	Terminal Construction Corp.	123
Atrium Staffing	101	DigitalOcean	140	Kind Healthy Snacks	35	Pharmapacks	145	TFC Associates	142
Aurora Contractors Inc.	112	Diversified	51	Kohn Pedersen Fox Associates	138	Physician's Reciprocal Insurers	119	Thermwell Products Co.	124
AvePoint	97	Doherty Enterprises Inc.	59	Krasdale Foods Inc.	40	PremierXD	139	Thornton Tomasetti Inc.	107
BA Sports Nutrition	132	E.E. Cruz & Co. Inc.	146	Lafayette 148 New York	136	Prestige Employee Administrators	20	Tory Burch	24
Banfi Products Corp.	86	Eileen Fisher Inc.	79	LiRo Group	64	Pride Global	50	Trammo Inc.	4
Barr & Barr Inc.	100	E-J Electric Installation Co.	66	Manhattan Beer Distributors	21	Promotion in Motion Cos. Inc.	80	TransPerfect	48
Bartlett Dairy Inc.	127	Empire Office Inc.	52	Max Kahan Inc.	115	Publishers Clearing House	26	Triton Construction	73
Bayside Fuel Oil Corp.	74	Ergonomic Group Inc.	120	McAllister Towing & Transportation	128	PURE Group of Insurance Cos.	32	Trump Organization	43
Bloomberg LP	2	Execu Search Group	143	Mediaocean	147	Quality King Distributors Inc.	36	Turtle & Hughes Inc.	42
Bookazine	61	Fedway Associates Inc. & Affiliates	28	Mitchell Martin Inc.	129	RC Andersen	108	24 Seven Inc.	133
Breakthru Beverage Group	7	FreshDirect	37	Modell's Sporting Goods	47	Red Apple Group Inc.	5	Union Square Hospitality Group	67
Briad Group	99	Gellert Global Group	19	Monadnock Construction Inc.	83	Renco Group Inc.	8	Univision Communications Inc.	10
Brooklyn Nets	104	Goya Foods Inc.	16	Myron Corp.	98	Rinaldi Group	149	Vice Media Inc.	37
BuzzFeed	92	Great Eastern Energy	58	National Retail Systems	106	RXR Realty	29	Vista Food Exchange Inc.	78
CareOne	60	Groundtruth	109	Navillus	125	Saatva	122	Warby Parker	85
Casper	94	Harold Levinson Associates Inc.	16	Nebraskaland Inc.	62	SalSon Logistics	103	Weeks Marine Inc.	41
Central National Gottesman Inc.	6	Hazen and Sawyer	117	New Line Structures	121	Sam Ash Music Corp.	71	WeWork	31
Clare Rose Inc.	126	Hearst	1	New York Giants	55	Shevell Group of Cos.	63	Zeta Global	87

This information was first published May 21, 2018, and has since been updated.

New York-area companies ranked by 2017 revenue

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE	2017 REVENUE (IN MILLIONS)	ONE-YEAR REVENUE % CHANGE	2017 NET INCOME (IN MILLIONS)	ONE-YEAR NET INCOME CHANGE (IN MILLIONS)	INDUSTRY/ NUMBER OF EMPLOYEES FIRMWIDE
1	Verizon Communications Inc. (VZ) 1095 Sixth Ave., New York, NY 10036	212-395-1000 verizon.com	\$126,034.0	0.0%	\$30,101.0	+\$16,974.0	Telecommunications 155,400
2	JPMorgan Chase & Co. (JPM) 270 Park Ave., New York, NY 10017	212-270-6000 jpmorganchase.com	\$113,899.0	+8.0%	\$24,441.0	-\$292.0	Financial services 252,539
3	Citigroup Inc. (C) 388 Greenwich St., New York, NY 10013	212-559-1000 citigroup.com	\$87,966.0	+6.8%	-\$6,798.0	-\$21,710.0	Financial services 209,000
4	International Business Machines Corp. (IBM) 1 New Orchard Road, Armonk, NY 10504	914-499-1900 ibm.com	\$79,139.0	-1.0%	\$5,753.0	-\$6,119.0	Computers and office products 366,600
5	PepsiCo Inc. (PEP) 700 Anderson Hill Road, Purchase, NY 10577	914-253-2000 pepsico.com	\$63,525.0	+1.2%	\$4,857.0	-\$1,472.0	Food and beverage products 263,000
6	MetLife Inc. (MET) 200 Park Ave., New York, NY 10166	212-578-9500 metlife.com	\$62,308.0	+2.5%	\$4,010.0	+\$3,160.0	Insurance 49,000
7	Prudential Financial Inc. (PRU) 751 Broad St., Newark, NJ 07102	973-802-6000 prudential.com	\$59,689.0	+1.5%	\$7,863.0	+\$3,495.0	Insurance 49,705
8	Pfizer Inc. (PFE) 235 E. 42nd St., New York, NY 10017	212-733-2323 pfizer.com	\$52,546.0	-0.5%	\$21,308.0	+\$14,093.0	Pharmaceuticals 90,200
9	American International Group Inc. (AIG) 175 Water St., New York, NY 10038	212-770-7000 aig.com	\$49,520.0	-5.4%	-\$6,084.0	-\$5,235.0	Insurance 49,800
10	Morgan Stanley (MS) 1585 Broadway, New York, NY 10036	212-761-4000 morganstanley.com	\$43,642.0	+15.0%	\$6,111.0	+\$132.0	Securities 57,633
11	Goldman Sachs Group Inc. (GS) 200 West St., New York, NY 10282	212-902-1000 goldmansachs.com	\$42,254.0	+12.0%	\$4,286.0	-\$3,112.0	Securities 36,600
12	Merck & Co. Inc. (MRK) 2000 Galloping Hill Road, Kenilworth, NJ 07033	908-740-4000 merck.com	\$40,122.0	+0.8%	\$2,394.0	-\$1,526.0	Pharmaceuticals 69,000
13	American Express Co. (AXP) 200 Vesey St., New York, NY 10285	212-640-2000 americanexpress.com	\$35,583.0	+5.2%	\$2,736.0	-\$2,672.0	Financial services 55,000
14	Time Warner Inc. (TWX) 1 Time Warner Center, New York, NY 10019	212-484-8000 timewarner.com	\$31,271.0	+6.7%	\$5,247.0	+\$1,321.0	Entertainment, media and online services 26,000
15	INTL FCStone Inc. (INTL) 708 Third Ave., New York, NY 10017	212-485-3500 intlfcstone.com	\$29,423.6	+99.4%	\$6.4	-\$48.3	Investment banking and brokerage 1,607
16	Travelers Cos. Inc. (TRV) 485 Lexington Ave., New York, NY 10017	917-778-6000 travelers.com	\$28,902.0	+5.1%	\$2,056.0	-\$958.0	Insurance 30,800
17	Philip Morris International (PM) 120 Park Ave., New York, NY 10017	917-663-2000 pmi.com	\$28,748.0	+7.7%	\$6,035.0	-\$932.0	Tobacco, food and beverage products 80,600
18	21st Century Fox Inc. (FOXA) 1211 Sixth Ave., New York, NY 10036	212-852-7000 21cf.com	\$28,500.0	+4.3%	\$2,952.0	+\$197.0	Entertainment and media 21,700
19	Macy's Inc. (M) 151 W. 34th St., New York, NY 10001	212-494-1602 macysinc.com	\$24,837.0	-3.7%	\$1,547.0	+\$928.0	Department stores 130,000
20	Bristol-Myers Squibb Co. (BMY) 345 Park Ave., New York, NY 10154	212-546-4000 bms.com	\$20,776.0	+6.9%	\$1,007.0	-\$3,450.0	Pharmaceuticals 23,700
21	Icahn Enterprises (IEP) 767 Fifth Ave., New York, NY 10153	212-702-4300 ielp.com	\$19,570.0	+20.6%	\$2,430.0	+\$3,558.0	Building operator 89,034
22	Bank of New York Mellon (BK) 240 Greenwich St., New York, NY 10007	212-495-1784 bnymellon.com	\$16,547.0	+5.7%	\$4,090.0	+\$543.0	Banking 52,500
23	Colgate-Palmolive Co. (CL) 300 Park Ave., New York, NY 10022	212-310-2000 colgate.com	\$15,454.0	+1.7%	\$2,024.0	-\$417.0	Health and beauty aids 35,900
24	Omnicom Group Inc. (OMC) 437 Madison Ave., New York, NY 10022	212-415-3600 omnicomgroup.com	\$15,273.6	-0.9%	\$1,088.4	-\$60.2	Advertising agencies 77,300
25	Cognizant Technology Solutions Corp. (CTSH) 500 Frank W. Burr Blvd., Teaneck, NJ 07666	201-801-0233 cognizant.com	\$14,810.0	+9.8%	\$1,504.0	-\$49.0	Software 260,000
26	Newell Brands Inc. (NWL) 221 River St., Hoboken, NJ 07030	201-610-6600 newellbrands.com	\$14,742.2	+11.1%	\$2,748.8	+\$2,221.0	Housewares and specialties 49,000
27	Marsh & McLennan Cos. (MMC) 1166 Sixth Ave., New York, NY 10036	212-345-5000 mmc.com	\$14,024.0	+6.2%	\$1,492.0	-\$276.0	Insurance 65,000
28	Loews Corp. (L) 667 Madison Ave., New York, NY 10065	212-521-2000 loews.com	\$13,735.0	+4.8%	\$1,164.0	+\$510.0	Holding company 18,100
29	CBS Corp. (CBS) 51 W. 52nd St., New York, NY 10019	212-975-4321 cbscorporation.com	\$13,692.0	+4.0%	\$357.0	-\$904.0	Entertainment and media 16,730
30	Viacom Inc. (VIAB) 1515 Broadway, New York, NY 10036	212-258-6000 viacom.com	\$13,263.0	+6.2%	\$1,874.0	+\$436.0	Film production and cable television 10,750



No. 11 Goldman Sachs Group

It's been a year to forget for what's usually Wall Street's top firm. Malaysia filed criminal charges against the firm and a former partner. In addition, Goldman has been hurt by rising interest rates, a flattening yield curve, trade wars and Brexit, which have been a drag on other banks too. Goldman's stock lost a third of its value in 2018, and CEO **Lloyd Blankfein** handed over the reins after 12 years to David Solomon.

+99%

ONE-YEAR revenue boost for financial services firm INTL FCStone (No. 15)—the highest on the list



No. 18 21st Century Fox

Rupert Murdoch is resetting his media empire after selling his 21st Century Fox movie and television studios, plus a stake in Hulu, to Disney for \$71 billion. Federal authorities approved the deal on the condition that Disney sell its regional sports networks. But Murdoch kept control of Fox News and Fox's cable-sports network, giving him a big base to rebuild his media business if he and his heirs so desire.

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE	2017 REVENUE (IN MILLIONS)	ONE-YEAR REVENUE % CHANGE	2017 NET INCOME (IN MILLIONS)	ONE-YEAR NET INCOME CHANGE (IN MILLIONS)	INDUSTRY/ NUMBER OF EMPLOYEES FIRMWIDE
31	Celgene Corp. (CELG) 86 Morris Ave., Summit, NJ 07901	908-673-9000 celgene.com	\$13,003.0	+15.8%	\$2,940.0	+\$941.0	Biotechnology 7,467
32	Arconic Inc. (ARNC) 390 Park Ave., New York, NY 10022	212-836-2758 arconic.com	\$12,960.0	+4.6%	-\$74.0	+\$867.0	Aerospace and defense 41,500
33	MasterCard Inc. (MA) 2000 Purchase St., Purchase, NY 10577	914-249-2000 mastercard.com	\$12,497.0	+16.0%	\$3,915.0	-\$144.0	Payment solutions 13,400
34	BlackRock Inc. (BLK) 55 E. 52nd St., New York, NY 10055	212-810-5300 blackrock.com	\$12,491.0	+12.0%	\$4,970.0	+\$1,798.0	Investment advice 13,900
35	Henry Schein Inc. (HSIC) 135 Duryea Road, Melville, NY 11747	631-843-5500 henryschein.com	\$12,461.5	+7.7%	\$406.3	-\$100.5	Medical and hospital equipment 22,400
36	Automatic Data Processing Inc. (ADP) 1 ADP Blvd., Roseland, NJ 07068	973-974-5000 adp.com	\$12,379.8	+6.1%	\$1,733.4	+\$240.9	Data processing 58,000
37	Bed Bath & Beyond Inc. (BBBY) 650 Liberty Ave., Union, NJ 07083	908-688-0888 bedbathandbeyond.com	\$12,349.3	+1.1%	\$424.9	-\$260.3	Domestic goods and home furnishings 65,000
38	Jefferies Financial Group ¹ (JEF) 520 Madison Ave., New York, NY 10022	212-460-1900 jefferies.com	\$12,229.6	+12.5%	\$171.7	+\$41.7	Financial services 12,700
39	Becton Dickinson & Co. (BDX) 1 Becton Drive, Franklin Lakes, NJ 07417	201-847-6800 bd.com	\$12,093.0	-3.1%	\$1,100.0	+\$124.0	Medical equipment and supplies 41,933
40	Consolidated Edison (ED) 4 Irving Place, New York, NY 10003	212-460-4600 conedison.com	\$12,033.0	-0.3%	\$1,525.0	+\$280.0	Electric and gas utility 15,591
41	Estée Lauder Cos. Inc. (EL) 767 Fifth Ave., New York, NY 10153	212-572-4200 elcompanies.com	\$11,824.0	+5.0%	\$1,249.0	+\$134.0	Health and beauty aids 46,000
42	L3 Technologies Inc. (LLL) 600 Third Ave., New York, NY 10016	212-697-1111 l3t.com	\$9,573.0	+3.9%	\$677.0	-\$33.0	Communication systems 31,000
43	Altice USA Inc. (ATUS) 1 Court Square West, Long Island City, NY 11101	516-803-2300 alticeusa.com	\$9,326.6	+55.0%	\$1,520.0	+\$2,352.1	Cable and pay television 9,414
44	Public Service Enterprise Group Inc. (PEG) 80 Park Plaza, Newark, NJ 07101	973-430-7000 pseg.com	\$9,084.0	+0.3%	\$1,574.0	+\$687.0	Electric and gas utility 12,945
45	PVH Corp. (PVH) 200 Madison Ave., New York, NY 10016	212-381-3500 pvh.com	\$8,914.8	+8.7%	\$537.8	-\$11.2	Apparel 36,500
46	Voya Financial Inc. (VOYA) 230 Park Ave., New York, NY 10169	212-309-8200 voya.com	\$8,618.0	-1.9%	-\$2,992.0	-\$2,665.0	Diversified financial services 6,300
47	News Corp. (NWSA) 1211 Sixth Ave., New York, NY 10036	212-416-3400 newscorp.com	\$8,139.0	-1.8%	-\$738.0	-\$917.0	Publishing 26,000
48	Interpublic Group (IPG) 909 Third Ave., New York, NY 10022	212-704-1200 interpublic.com	\$7,882.4	+0.5%	\$579.0	-\$29.5	Advertising agencies 50,200
49	Foot Locker Inc. (FL) 330 W. 34th St., New York, NY 10001	212-720-3700 footlocker-inc.com	\$7,782.0	+0.2%	\$284.0	-\$380.0	Shoe stores 49,209
50	Quest Diagnostics Inc. (DGX) 500 Plaza Drive, Secaucus, NJ 07094	973-520-2700 questdiagnostics.com	\$7,709.0	+2.6%	\$772.0	+\$127.0	Medical laboratories 45,000
51	Coty Inc. (COTY) 350 Fifth Ave., New York, NY 10118	212-389-7300 coty.com	\$7,650.3	+75.9%	-\$422.2	-\$579.1	Health and beauty aids 22,000
52	Blackstone Group (BX) 345 Park Ave., New York, NY 10154	212-583-5000 blackstone.com	\$7,119.1	+38.9%	\$1,470.8	+\$431.6	Financial services 2,360
53	JetBlue Airways Corp. (JBLU) 27-01 Queens Plaza North, Long Island City, NY 11101	718-286-7900 jetblue.com	\$7,015.0	+5.8%	\$1,147.0	+\$388.0	Airline 19,978
54	Ralph Lauren Corp. (RL) 650 Madison Ave., New York, NY 10022	212-318-7000 ralphlauren.com	\$6,652.8	-10.2%	-\$99.3	-\$495.7	Apparel 23,300
55	Ascena Retail Group Inc. (ASNA) 933 MacArthur Blvd., Mahwah, NJ 07430	551-777-6700 ascenaretail.com	\$6,649.8	-4.9%	-\$1,067.3	-\$1,055.4	Apparel retail 64,000
56	Alleghany Corp. (Y) 1411 Broadway, New York, NY 10018	212-752-1356 alleghany.com	\$6,424.7	+4.8%	\$90.1	-\$366.8	Insurance mineral products 4,402
57	Assurant Inc. (AIZ) 28 Liberty St., New York, NY 10005	212-859-7000 assurant.com	\$6,415.0	-14.8%	\$519.6	-\$45.8	Insurance 14,750
58	S&P Global Inc. (SPGI) 55 Water St., New York, NY 10041	212-438-1000 spglobal.com	\$6,063.0	+7.1%	\$1,496.0	-\$610.0	Publishing and information services 20,400
59	AmTrust Financial Services Inc. (AFSI) 59 Maiden Lane, New York, NY 10038	212-220-7120 amtrustfinancial.com	\$5,958.9	+9.3%	-\$348.9	-\$759.9	Insurance 9,300
60	KKR & Co. (KKR) 9 W. 57th St., New York, NY 10019	212-750-8300 kk.com	\$5,930.0	+71.4%	\$1,018.3	+\$709.0	Financial services 1,184
61	Regeneron Pharmaceuticals Inc. (REGN) 777 Old Saw Mill River Road, Tarrytown, NY 10591	914-847-7000 regeneron.com	\$5,872.2	+20.8%	\$1,198.5	+\$303.0	Biotechnology 6,200
62	Hess Corp. (HES) 1185 Sixth Ave., New York, NY 10036	212-997-8500 hess.com	\$5,466.0	+14.8%	-\$4,074.0	+\$2,058.0	Petroleum 2,075



No. 26 Newell Brands

Every corporate merger begins with happy talk, but sometimes reality bites. Two years ago Newell Brands was created in a \$15 billion merger with Rubbermaid that put the makers of **Elmer's glue**, Rawlings baseball gloves and Crock-Pots under one roof. But synergies have proven elusive, and lately Carl Icahn and other activist investors have been yapping about poor decision-making and corporate bloat.

TOP EMPLOYERS

Four of the largest employers are ranked among the top five on the overall ranking.

IBM (No. 4)	367K
PepsiCo (No. 5)	263K
Cognizant (No. 25)	260K
JPMorgan Chase (No. 2)	253K
Citigroup (No. 3)	209K



No. 34 BlackRock

The CEO of the world's largest money manager, with more than \$6 trillion in client assets under management, **Larry Fink** is now a billionaire, according to Bloomberg calculations. BlackRock's stock has returned more than 3,600% since it went public in 1999. Fink made one of the greatest deals in the aftermath of the financial crisis when he acquired Barclays' ETF business. He was thought to have been on the short list for Treasury secretary had Hillary Clinton been elected president.

COMPANIES

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE	2017 REVENUE (IN MILLIONS)	ONE-YEAR REVENUE % CHANGE	2017 NET INCOME (IN MILLIONS)	ONE-YEAR NET INCOME CHANGE (IN MILLIONS)	INDUSTRY/ NUMBER OF EMPLOYEES FIRMWIDE
63	ABM Industries Inc. (ABM) 1 Liberty Plaza, New York, NY 10006	212-297-0200 abm.com	\$5,453.6	+6.0%	\$3.8	-\$53.4	Environmental and facilities services 140,000
64	Sirius XM Holdings Inc. (SIRI) 1290 Sixth Ave., New York, NY 10104	212-584-5100 siriusxm.com	\$5,425.1	+8.1%	\$647.9	-\$98.0	Satellite radio 2,575
65	HRG Group Inc. (HRG) 450 Park Ave., New York, NY 10022	212-906-8555 hrggroup.com	\$5,008.5	-0.8%	\$106.0	+\$304.8	Household products 17,116
66	Xylem Inc. (XYL) 1 International Drive, Rye Brook, NY 10573	914-323-5700 xyleminc.com	\$4,707.0	+24.8%	\$331.0	+\$71.0	Industrial machinery 16,200
67	Tapestry Inc. (TPR) 10 Hudson Yards, New York, NY 10001	212-594-1850 coach.com	\$4,488.3	-0.1%	\$591.0	+\$130.5	Leather products 14,400
68	National General Holdings Corp. (NGHC) 59 Maiden Lane, New York, NY 10038	212-380-9500 nationalgeneral.com	\$4,431.1	+25.5%	\$105.8	-\$69.9	Insurance 7,570
69	Moody's Corp. (MCO) 7 World Trade Center, New York, NY 10007	212-553-0300 moody.com	\$4,204.1	+16.6%	\$1,000.6	+\$734.0	Credit ratings 11,896
70	Tiffany & Co. (TIF) 727 Fifth Ave., New York, NY 10022	212-755-8000 tiffany.com	\$4,169.8	+4.2%	\$370.1	-\$76.0	Jewelry stores 13,100
71	Broadridge Financial Solutions Inc. (BR) 5 Dakota Drive, Lake Success, NY 11042	516-472-5400 broadridge.com	\$4,142.6	+43.0%	\$326.8	+\$19.3	Data processing 10,000
72	CA Inc. (CA) 520 Madison Ave., New York, NY 10022	800-225-5224 ca.com	\$4,036.0	+0.3%	\$775.0	-\$8.0	Software 11,800
73	Nasdaq Inc. (NDAQ) 1 Liberty Plaza, New York, NY 10006	212-401-8700 business.nasdaq.com	\$3,965.0	+7.0%	\$734.0	+\$626.0	Electronic stock market 4,734
74	Barnes & Noble Inc. (BKS) 122 Fifth Ave., New York, NY 10011	212-633-3300 barnesandnobleinc.com	\$3,894.6	-6.5%	\$22.0	+\$46.5	Bookstores 26,092
75	International Flavors & Fragrances Inc. (IFF) 521 W. 57th St., New York, NY 10019	212-765-5500 iff.com	\$3,398.7	+9.1%	\$295.7	-\$109.4	Artificial flavors and aromas 7,299
76	BGC Partners Inc. (BGCP) 499 Park Ave., New York, NY 10022	212-610-2200 bgcpartners.com	\$3,353.4	+15.3%	\$51.5	-\$133.5	Electronic securities trading 9,238
77	IAC/InterActiveCorp. (IAC) 555 W. 18th St., New York, NY 10011	212-314-7300 iac.com	\$3,307.2	+5.3%	\$304.9	+\$346.2	Television and internet interests 7,000
78	MSC Industrial Direct Co. (MSM) 75 Maxess Road, Melville, NY 11747	516-812-2000 mscdirect.com	\$2,887.7	+0.8%	\$231.4	+\$0.2	Industrial products 6,563
79	Annaly Capital Management Inc. (NLY) 1211 Sixth Ave., New York, NY 10036	212-696-0100 annaly.com	\$2,866.5	+13.8%	\$1,569.6	+\$135.8	Real estate investment trust 6 ²
80	Hain Celestial Group Inc. (HAIN) 1111 Marcus Ave., Lake Success, NY 11042	516-587-5000 hain.com	\$2,853.1	-1.1%	\$67.4	+\$20.0	Food and beverage products 7,825
81	Presidio Inc. (PSDO) 1 Penn Plaza, New York, NY 10119	212-652-5700 presidio.com	\$2,817.6	+3.8%	\$4.4	+\$7.8	Information technology consulting 2,700
82	G-III Apparel Group (GIII) 512 Seventh Ave., New York, NY 10018	212-403-0500 giii.com	\$2,806.9	+17.6%	\$62.1	+\$10.2	Apparel 10,851
83	AMC Networks Inc. (AMCX) 11 Penn Plaza, New York, NY 10001	212-324-8500 amcnetworks.com	\$2,805.7	+1.8%	\$471.3	+\$200.8	Cable and satellite TV 2,205
84	Revlon Inc. (REV) 1 New York Plaza, New York, NY 10004	212-527-4000 revlon.com	\$2,693.7	+15.4%	-\$183.2	-\$161.3	Health and beauty aids 7,800
85	Apollo Global Management (APO) 9 W. 57th St., New York, NY 10019	212-515-3200 agm.com	\$2,610.2	+32.5%	\$629.1	+\$226.3	Financial services 1,047
86	ITT Corp. (ITT) 1133 Westchester Ave., White Plains, NY 10604	914-641-2000 itt.com	\$2,585.3	+7.5%	\$113.5	-\$72.6	Defense systems and services 10,000
87	E-Trade Financial Corp. (ETFC) 11 Times Square, New York, NY 10036	646-521-4300 us.etrade.com	\$2,452.0	+21.0%	\$614.0	+\$62.0	Financial services 3,607
88	Party City Holding Co. Inc. (PARTY) 80 Grasslands Road, Elmsford, NY 10523	914-345-2020 partycity.com	\$2,371.6	+3.9%	\$215.3	+\$97.9	Specialty stores 19,800
89	Atlas Air Worldwide Holdings Inc. (AAWW) 2000 Westchester Ave., Purchase, NY 10577	914-701-8000 atlasair.com	\$2,156.5	+17.2%	\$223.5	+\$182.0	Airline 2,870
90	New Residential Investment Corp. (NRZ) 1345 Sixth Ave., New York, NY 10105	212-479-3150 newresi.com	\$2,151.8	+71.2%	\$957.5	+\$453.1	Real estate investment trust 0 ³
91	Verisk Analytics Inc. (VRSK) 545 Washington Blvd., Jersey City, NJ 07310	201-469-3000 verisk.com	\$2,145.2	+7.5%	\$555.1	-\$36.1	Research and consulting services 7,304
92	Vornado Realty Trust (VNO) 888 Seventh Ave., New York, NY 10019	212-894-7000 vno.com	\$2,140.4	-1.8%	\$227.4	-\$679.5	Real estate investment trust 3,989
93	Children's Place Inc. (PLCE) 500 Plaza Drive, Secaucus, NJ 07094	201-558-2400 childrensplace.com	\$1,870.3	+4.8%	\$84.7	-\$17.6	Apparel stores 15,800



No. 39 Becton Dickinson & Co.

The Franklin Lakes, N.J., medical supplier acquired competitor C.R. Bard in 2017 for \$25.8 billion, giving the company a greater foothold in oncology and **sur-gical supplies**. The deal, which closed in December 2017, was expected to boost Becton Dickinson's revenue growth in non-U.S. markets including China. As of May 2018 the company's stock price rose 21% since the deal was announced in April 2017.

-\$22B

ONE-YEAR net income change for Citigroup (No. 3), the only 11-figure drop on the ranking

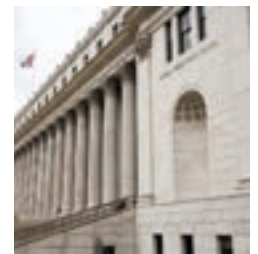


No. 60 KKR & Co.

Henry Kravis, KKR's co-founder, was paid \$170 million last year. His partner, George Roberts, made \$173 million. Such outsize compensation isn't unusual in the big leagues of private equity, where the two cousins have been playing since the 1970s. Their business might become even more lucrative soon: To take advantage of recent tax-law changes, the firm said, it plans to convert from a partnership to a corporation, a move that could boost earnings by lowering its effective tax rate from 22% to 7%.

LARGEST PUBLICLY HELD COMPANIES

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE	2017 REVENUE (IN MILLIONS)	ONE-YEAR REVENUE % CHANGE	2017 NET INCOME (IN MILLIONS)	ONE-YEAR NET INCOME CHANGE (IN MILLIONS)	INDUSTRY/ NUMBER OF EMPLOYEES FIRMWIDE
94	Macquarie Infrastructure Co. (MIC) 125 W. 55th St., New York, NY 10019	212-231-1000 macquarie.com	\$1,814.7	+9.9%	\$451.2	+\$294.8	Airport services 3,666
95	New York Community Bancorp Inc. (NYCB) 615 Merrick Ave., Westbury, NY 11590	516-683-4100 mynycb.com	\$1,799.1	-1.2%	\$466.2	-\$29.2	Banking 3,096
96	Take-Two Interactive Software Inc. (TTWO) 110 W. 44th St., New York, NY 10036	646-536-2842 take2games.com	\$1,779.7	+25.9%	\$67.3	+\$75.6	Software 3,707
97	Dun & Bradstreet Corp. (DNB) 103 JFK Parkway, Short Hills, NJ 07078	973-921-5500 dnb.com	\$1,742.5	+2.3%	\$140.9	+\$43.5	Information services 4,900
98	Scholastic Corp. (SCHL) 557 Broadway, New York, NY 10012	212-343-6100 scholastic.com	\$1,741.6	+4.1%	\$52.3	+\$11.8	Publishing 9,000
99	Evercore (EVR) 55 E. 52nd St., New York, NY 10055	212-857-3100 evercore.com	\$1,724.3	+18.4%	\$125.5	+\$17.9	Securities 1,600
100	John Wiley & Sons Inc. (JW.A) 111 River St., Hoboken, NJ 07030	201-748-6000 wiley.com	\$1,718.5	-0.5%	\$113.6	-\$32.1	Publishing 5,100
101	Minerals Technologies Inc. (MTX) 622 Third Ave., New York, NY 10017	212-878-1800 mineraltech.com	\$1,675.7	+2.3%	\$195.1	+\$61.7	Mineral products 3,657
102	New York Times Co. (NYT) 620 Eighth Ave., New York, NY 10018	212-556-1234 nytco.com	\$1,675.6	+7.7%	\$4.3	-\$24.8	Publishing 3,789
103	HC2 Holdings Inc. (HCHC) 450 Park Ave., New York, NY 10022	212-235-2690 hc2.com	\$1,634.1	+4.9%	-\$46.9	+\$47.6	Construction and engineering 3,358
104	Village Super Market Inc. (VLGEA) 733 Mountain Ave., Springfield, NJ 07081	973-467-2200 shoprite.com	\$1,604.6	-1.9%	\$22.9	-\$2.1	Grocery stores 6,552
105	Newmark Group Inc. (NMRK) 125 Park Ave., New York, NY 10017	212-610-2200 ngkf.com	\$1,596.5	+18.3%	\$144.5	-\$23.9	Real estate services 4,800
106	Steve Madden (SHOO) 52-16 Barnett Ave., Long Island City, NY 11104	718-446-1800 stevemadden.com	\$1,560.4	+10.6%	\$117.9	-\$3.0	Footwear 3,884



No. 92 Vornado Realty Trust

Shares had fallen nearly 11% by May 2018, even as Vornado spun off its Washington, D.C., portfolio and recently floated the idea of spinning off retail assets to concentrate on New York office space. The firm is redeveloping the **Farley post office building** into a western annex of Penn Station with more than 820,000 square feet of office and retail space. The plan for Penn would boost the value of properties Vornado controls nearby.

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COMPANIES

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE	2017 REVENUE (IN MILLIONS)	ONE-YEAR REVENUE % CHANGE	2017 NET INCOME (IN MILLIONS)	ONE-YEAR NET INCOME CHANGE (IN MILLIONS)	INDUSTRY/ NUMBER OF EMPLOYEES FIRMWIDE
107	SL Green Realty Corp. (SLG) 420 Lexington Ave., New York, NY 10170	212-594-2700 slgreen.com	\$1,533.4	-18.3%	\$101.4	-\$148.5	Real estate investment trust 1,065
108	Griffon Corp. (GFF) 712 Fifth Ave., New York, NY 10019	212-957-5000 griffon.com	\$1,525.0	+3.2%	\$14.9	-\$15.1	Specialty building products systems 4,700
109	Outfront Media Inc. (OUT) 405 Lexington Ave., New York, NY 10174	212-297-6400 outfrontmedia.com	\$1,520.5	+0.4%	\$125.8	+\$34.9	Advertising 2,192
110	Signature Bank (SBNY) 565 Fifth Ave., New York, NY 10017	646-822-1500 signatureny.com	\$1,506.2	+10.8%	\$387.2	-\$9.1	Banking 1,305
111	IDT Corp. (IDT) 520 Broad St., Newark, NJ 07102	973-438-1000 idt.net	\$1,501.7	+0.4%	\$8.2	-\$15.3	Telecommunications 1,224
112	Steel Partners Holdings (SPLP) 590 Madison Ave., New York, NY 10022	212-520-2300 steelpartners.com	\$1,372.0	+17.9%	-\$0.0	-\$6.6	Multisector holdings 4,800
113	New Media Investment Group Inc. (NEWM) 1345 Sixth Ave., New York, NY 10105	212-479-3160 newmediainv.com	\$1,342.0	+6.9%	-\$0.9	-\$32.6	Publishing 10,516
114	Madison Square Garden Co. (MSG) 2 Penn Plaza, New York, NY 10121	212-465-6000 msg.com	\$1,318.5	+18.2%	-\$72.7	+\$4.6	Movies and entertainment 13,000
115	Weight Watchers International Inc. (WTW) 675 Sixth Ave., New York, NY 10010	212-589-2700 weightwatchers.com	\$1,306.9	+12.2%	\$163.5	+\$95.8	Weight-loss services 18,000
116	Brixmor Property Group Inc. (BRX) 450 Lexington Ave., New York, NY 10017	212-869-3000 brixmor.com	\$1,283.9	+0.6%	\$300.3	+\$24.7	Real estate investment trust 464
117	MSCI Inc. (MSCI) 7 World Trade Center, New York, NY 10007	212-804-3900 msci.com	\$1,274.2	+10.7%	\$304.0	+\$43.1	Financial services 3,038
118	Systemax Inc. (SYX) 11 Harbor Park Drive, Port Washington, NY 11050	516-608-7000 systemax.com	\$1,265.4	+8.1%	\$40.4	+\$73.0	Computers and related products 1,900
119	Chimera Investment Corp. (CIM) 520 Madison Ave., New York, NY 10022	212-626-2300 chimerareit.com	\$1,259.3	+13.8%	\$524.7	-\$27.3	Real estate investment trust 38
120	Kimco Realty Corp. (KIM) 3333 New Hyde Park Road, New Hyde Park, NY 11042	516-869-9000 kimcorealty.com	\$1,200.8	+2.6%	\$426.1	+\$47.2	Real estate investment trust 546
121	Volt Information Sciences Inc. (VISI) 1133 Sixth Ave., New York, NY 10036	212-704-2400 volt.com	\$1,194.4	-10.5%	\$27.1	+\$41.7	Help supply services 21,300
122	1-800-Flowers.com Inc. (FLWS) 1 Old Country Road, Carle Place, NY 11514	516-237-6000 1800flowers.com	\$1,193.6	+1.8%	\$44.0	+\$7.2	Flowers and gifts 4,633
123	Vitamin Shoppe Inc. (VSI) 300 Harmon Meadow Blvd., Secaucus, NJ 07094	201-868-5959 vitaminshoppe.com	\$1,178.7	-8.6%	-\$252.2	-\$277.1	Specialty stores 5,573
124	Ares Capital Corp. (ARCC) 245 Park Ave., New York, NY 10167	212-710-2100 arescapitalcorp.com	\$1,160.0	+14.6%	\$667.0	+\$193.0	Financial services 1,000
125	Verint Systems Inc. (VRNT) 175 Broadhollow Road, Melville, NY 11747	631-962-9600 verint.com	\$1,135.2	+6.9%	-\$6.6	+\$22.8	Telecommunications 5,200
126	Standard Motor Products Inc. (SMP) 37-18 Northern Blvd., Long Island City, NY 11101	718-392-0200 smppcorp.com	\$1,116.1	+5.4%	\$38.0	-\$22.5	Motor-vehicle parts 4,200
127	Virtu Financial Inc. (VIRT) 300 Vesey St., New York, NY 10282	212-418-0100 virtu.com	\$1,028.0	+46.4%	\$2.9	-\$30.0	Investment banking and brokerage 560
128	Sotheby's (BID) 1334 York Ave., New York, NY 10021	212-606-7000 sothebys.com	\$989.4	+22.8%	\$118.8	+\$44.7	Auction house 1,662
129	New York & Co. Inc. (NWW) 330 W. 34th St., New York, NY 10001	212-884-2000 nyandcompany.com	\$926.9	-0.2%	\$5.7	+\$23.0	Apparel stores 6,789
130	Oppenheimer Holdings Inc. (OPY) 85 Broad St., New York, NY 10004	212-668-8000 opco.com	\$920.3	+7.3%	\$22.8	+\$24.0	Investment banking and brokerage 2,992
131	Investors Bancorp Inc. (ISBC) 101 JFK Parkway, Short Hills, NJ 07078	973-924-5100 myinvestorsbank.com	\$917.3	+10.4%	\$126.7	-\$65.4	Banking 1,959
132	Prestige Brands Holdings Inc. (PBH) 660 White Plains Road, Tarrytown, NY 10591	914-524-6800 prestigebrandsinc.com	\$882.1	+9.4%	\$69.4	-\$30.5	Consumer products 530
133	Blue Apron Holdings Inc. (APRN) 40 W. 23rd St., New York, NY 10013	347-719-4312 blueapron.com	\$881.2	+10.8%	-\$210.1	-\$155.3	Internet and direct marketing retail 3,938
134	Ubiquiti Networks Inc. (UBNT) 685 Third Ave., New York, NY 10017	646-780-7958 ubnt.com	\$865.3	+29.8%	\$257.5	+\$43.9	Communications equipment 725
135	Och-Ziff Capital Management Group (OZM) 9 W. 57th St., New York, NY 10019	212-790-0000 ozm.com	\$858.3	+11.4%	\$21.1	+\$145.8	Investment advice 483
136	W.P. Carey Inc. (WPC) 50 Rockefeller Plaza, New York, NY 10020	212-492-1100 wpcarey.com	\$848.3	-9.9%	\$277.3	+\$9.5	Commercial and real estate investments 207



No. 107 SL Green Realty Corp.

Credit the sharp drop in SL Green's revenue to an accounting move that excluded the earnings it derives from **919 Third Ave.**, the 1.5 million-square-foot office tower it owns. The firm also has been selling off assets to trim its portfolio and appeal to REIT investors. SL Green's marquee project, 1 Vanderbilt, a 1,400-foot-tall office tower next to Grand Central Terminal, has enjoyed recent leasing activity.

CASTING THE NET

By far, the biggest net income increases were accumulated by Verizon and Pfizer.

Verizon (No. 1)

+\$17B

Pfizer (No. 8)

+\$14.1B

Icahn Enterprises (No. 21)

+\$3.6B

Prudential (No. 7)

+\$3.5B

MetLife (No. 6)

+\$3.2B



No. 133 Blue Apron Holdings

The meal-kit service's experience as a public company helps explain why so few startups follow suit. Blue Apron's 2017 IPO raised nearly \$600 million in cash, but its stock price fell by 75%, to about \$2.50 per share, as it struggled to fend off competitors including Amazon and Hello-Fresh. A co-founder stepped aside, and hundreds of employees lost their jobs.

LARGEST PUBLICLY HELD COMPANIES

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE	2017 REVENUE (IN MILLIONS)	ONE-YEAR REVENUE % CHANGE	2017 NET INCOME (IN MILLIONS)	ONE-YEAR NET INCOME CHANGE (IN MILLIONS)	INDUSTRY/ NUMBER OF EMPLOYEES FIRMWIDE
137	Two Harbors Investment Corp. (TWO) 575 Lexington Ave., New York, NY 10022	612-629-2500 twoharborsinvestment.com	\$778.7	+14.1%	\$348.6	-\$4.7	Real estate investment trust 0 ⁴
138	Phibro Animal Health Corp. (PAHC) 300 Frank W. Burr Blvd., Teaneck, NJ 07666	201-329-7300 pahc.com	\$764.3	+1.7%	\$64.6	-\$18.1	Pharmaceuticals 1,400
139	ExlService Holdings Inc. (EXLS) 280 Park Ave., New York, NY 10017	212-277-7100 exlservice.com	\$762.3	+11.1%	\$48.9	-\$12.8	Data processing 27,800
140	Paramount Group Inc. (PGRE) 1633 Broadway, New York, NY 10019	212-237-3100 paramount-group.com	\$733.0	+6.2%	\$86.4	+\$96.3	Real estate investment trust 327
141	Empire State Realty Trust Inc. (ESRT) 111 W. 33rd St., New York, NY 10120	212-687-8700 empirestaterealtytrust.com	\$712.5	+5.1%	\$62.6	+\$11.2	Real estate investment trust 831
142	Prospect Capital Corp. (PSEC) 10 E. 40th St., New York, NY 10016	212-448-0702 prospectstreet.com	\$701.0	-11.5%	\$252.9	+\$149.5	Asset management and custody banks 0
143	iStar Inc. (STAR) 1114 Sixth Ave., New York, NY 10036	212-930-9400 istar.com	\$692.2	+30.0%	\$175.7	+\$80.4	Real estate investment trust 186
144	Moelis & Co. (MC) 399 Park Ave., New York, NY 10022	212-883-3800 moelis.com	\$684.6	+11.6%	\$29.4	-\$9.0	Investment banking and brokerage 749
145	MSG Networks Inc. (MSGN) 11 Penn Plaza, New York, NY 10001	212-465-6400 msgnetworks.com	\$675.4	+2.6%	\$167.3	+\$159.7	Movies and entertainment 788
146	Cowen Inc. (COWN) 599 Lexington Ave., New York, NY 10022	212-845-7900 cowen.com	\$658.8	+39.7%	-\$60.9	-\$41.6	Investment banking and brokerage 1,124
147	Aceto Corp. (ACET) 4 Tri Harbor Court, Port Washington, NY 11050	516-627-6000 aceto.com	\$638.3	+14.3%	\$11.4	-\$23.4	Chemicals 286
148	Ambac Financial Group Inc. (AMBC) 1 State Street Plaza, New York, NY 10004	212-658-7470 ambac.com	\$621.2	+22.7%	-\$328.7	-\$403.6	Insurance 124
149	Mack-Cali Realty Corp. (CLI) 210 Hudson St., Jersey City, NJ 07311	732-590-1010 mack-cali.com	\$612.9	-3.3%	\$5.2	-\$112.0	Real estate investment trust 439
150	Gramercy Property Trust (GPT) 90 Park Ave., New York, NY 10016	212-297-1000 gptreit.com	\$593.5	+14.2%	\$85.3	+\$51.9	Real estate investment trust 109

Source: S&P Global Market Intelligence. Additional research by Gerald Schiffman.
New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. All companies listed were headquartered in the New York area and publicly traded as of April 30, 2018, and they had released their most recent annual earnings data by that day. All financial figures and employee numbers are from the most recent 10-Ks or newswire data available as of April 30 and are for the calendar year. The most recent data for companies with a fiscal year ending in a month from March through December are for 2017, and the most recent data for companies with a fiscal year ending in January or February are for 2018. Results from previous years are provided for those companies for which the most current information is not available. Rankings and percentage changes are based on unrounded numbers. **1**-Name changed from Leucadia National Corp. to Jefferies Financial Group in May 2018. **2**-Their subsidiaries had six employees, and their manager had 146 employees. **3**-Company has no employees; all officers are employees of their manager or an affiliate of their manager. **4**-Two Harbors has no employees. The company is externally managed and advised by PRCM Advisers, which employs all of its executive officers.



No. 135 Och-Ziff Capital Management Group
Described as “Wall Street’s fallen star” when *Crain’s* published this list in 2017, Och-Ziff Capital Management was reeling from a corruption scandal and underperforming the S&P 500. In January 2018 CEO **Daniel Och** stepped aside, and a former top deputy was charged criminally in a scheme connected to the hedge fund’s investments in Africa. But perhaps that was Och-Ziff’s rock bottom. It reported in May 2018 that, for the first time in two years, investors contributed more money to the firm than they yanked out.

ALPHABETICAL LISTING

COMPANY	RANK	COMPANY	RANK	COMPANY	RANK	COMPANY	RANK	COMPANY	RANK
ABM Industries Inc.	63	Celgene Corp.	31	Interpublic Group of Cos. Inc.	48	New Media Investment Group Inc.	113	Scholastic Corp.	98
Aceto Corp.	147	Children’s Place Inc.	93	INTL FCSStone Inc.	15	New Residential Investment Corp.	90	Signature Bank	110
Alleghany Corp.	56	Chimera Investment Corp.	119	Investors Bancorp Inc.	131	New York & Co. Inc.	129	Sirius XM Holdings Inc.	64
Altice USA Inc.	43	Citigroup Inc.	3	iStar Inc.	143	New York Community Bancorp Inc.	95	SL Green Realty Corp.	107
Ambac Financial Group Inc.	148	Cognizant Technology Solutions	25	ITT Corp.	86	New York Times Co.	102	Sotheby’s	128
AMC Networks Inc.	83	Colgate-Palmolive Co.	23	Jefferies Financial Group	38	Newell Brands Inc.	26	Standard Motor Products Inc.	126
American Express Co.	13	Consolidated Edison	40	JetBlue Airways Corp.	53	Newmark Group Inc.	105	Steel Partners Holdings	112
American International Group Inc.	9	Coty Inc.	51	John Wiley & Sons Inc.	100	News Corp.	47	Steve Madden	106
AmTrust Financial Services Inc.	59	Cowen Inc.	146	JPMorgan Chase & Co.	2	Och-Ziff Capital Management	135	Systemax Inc.	118
Annaly Capital Management Inc.	79	Dun & Bradstreet Corp.	97	Kimco Realty Corp.	120	Omnicom Group Inc.	24	Take-Two Interactive Software Inc.	96
Apollo Global Management	85	E-Trade Financial Corp.	87	KKR & Co.	60	1-800-Flowers.com Inc.	122	Tapestry Inc.	67
Arconic Inc.	32	Empire State Realty Trust Inc.	141	L3 Technologies Inc.	42	Oppenheimer Holdings Inc.	130	Tiffany & Co.	70
Ares Capital Corp.	124	Estée Lauder Cos. Inc.	41	Loews Corp.	28	Outfront Media Inc.	109	Time Warner Inc.	14
Ascena Retail Group Inc.	55	Evercore	99	Mack-Cali Realty Corp.	149	Paramount Group Inc.	140	Travelers Cos. Inc.	16
Assurant Inc.	57	ExlService Holdings Inc.	139	Macquarie Infrastructure Co.	94	Party City Holding Co. Inc.	88	21st Century Fox Inc.	18
Atlas Air Worldwide Holdings Inc.	89	Foot Locker Inc.	49	Macy’s Inc.	19	PepsiCo Inc.	5	Two Harbors Investment Corp.	137
Automatic Data Processing Inc.	36	G-III Apparel Group	82	Madison Square Garden Co.	114	Pfizer Inc.	8	Ubiquiti Networks Inc.	134
Bank of New York Mellon	22	Goldman Sachs Group Inc.	11	Marsh & McLennan Cos.	27	Phibro Animal Health Corp.	138	Verint Systems Inc.	125
Barnes & Noble Inc.	74	Gramercy Property Trust	150	MasterCard Inc.	33	Philip Morris International	17	Verisk Analytics Inc.	91
Becton Dickinson & Co.	39	Griffon Corp.	108	Merck & Co. Inc.	12	Presidio Inc.	81	Verizon Communications Inc.	1
Bed Bath & Beyond Inc.	37	Hain Celestial Group Inc.	80	MetLife Inc.	6	Prestige Brands Holdings Inc.	132	Viacom Inc.	30
BGC Partners Inc.	76	HC2 Holdings Inc.	103	Minerals Technologies Inc.	101	Prospect Capital Corp.	142	Village Super Market Inc.	104
BlackRock Inc.	34	Henry Schein Inc.	35	Moelis & Co.	144	Prudential Financial Inc.	7	Virtu Financial Inc.	127
Blackstone Group	52	Hess Corp.	62	Moody’s Corp.	69	Public Service Enterprise Group	44	Vitamin Shoppe Inc.	123
Blue Apron Holdings Inc.	133	HRG Group Inc.	65	Morgan Stanley	10	PVH Corp.	45	Volt Information Sciences Inc.	121
Bristol-Myers Squibb Co.	20	IAC/InterActiveCorp.	77	MSC Industrial Direct Co.	78	Quest Diagnostics Inc.	50	Vornado Realty Trust	92
Brixmor Property Group Inc.	116	Icahn Enterprises	21	MSCI Inc.	117	Ralph Lauren Corp.	54	Voya Financial Inc.	46
Broadridge Financial Solutions Inc.	71	IDT Corp.	111	MSG Networks Inc.	145	Regeneron Pharmaceuticals Inc.	61	W.P. Carey Inc.	136
CA Inc.	72	International Business Machines	4	Nasdaq Inc.	73	Revlon Inc.	84	Weight Watchers International	115
CBS Corp.	29	International Flavors & Fragrances	75	National General Holdings Corp.	68	S&P Global Inc.	58	Xylem Inc.	66

This information was first published Sept. 10, 2018, as a list of 25.

Ranked by number of New York-area employees

RANK	EMPLOYER/ ADDRESS	TOP EXECUTIVE/ TITLE/ PHONE; WEBSITE	NUMBER OF NEW YORK-AREA EMPLOYEES ¹			NUMBER OF EMPLOYEES COMPANYWIDE ¹			COMPANYWIDE REVENUE (IN BILLIONS)			SELECTED SUBSIDIARIES OR SYSTEM MEMBERS OPERATING IN THE NEW YORK AREA
			2017	2016	% CHG.	2017	2016	% CHG.	2017	2016	% CHG.	
1	New York City Department of Education² 52 Chambers St. New York, NY 10007	<i>Richard A. Carranza</i> Chancellor 212-639-9675; schools.nyc.gov	144,740	141,311	+2.4%	144,740	141,311	+2.4%	\$0.1	\$0.1	+95.8%	—
2	City of New York³ City Hall New York, NY 10007	<i>Bill de Blasio</i> Mayor 212-639-9675; nyc.gov	106,008	102,373	+3.6%	106,008	102,373	+3.6%	\$82.9	\$78.5	+5.5%	Human Resources Administration, Housing Authority, Department of Sanitation, Department of Parks and Recreation
3	United States government 26 Federal Plaza New York, NY 10278	800-333-4636; usa.gov	88,869	91,217	-2.6%	2,808,845	2,834,254	-0.9%	\$3,316.0	\$3,268.0	+1.5%	Department of Veterans Affairs, Department of Homeland Security, Department of Health and Human Services
4	Metropolitan Transportation Authority⁴ 2 Broadway New York, NY 10004	<i>Joseph J. Lhota</i> Chairman 212-878-7000; mta.info	72,784	71,809	+1.4%	72,784	71,809	+1.4%	\$8.7	\$8.6	+1.6%	NYC Transit Authority, Long Island Rail Road, Metro-North Railroad, Triborough Bridge and Tunnel Authority
5	State of New York⁵ State Capitol Building Albany, NY 12224	518-474-8390; ny.gov	68,902	69,553	-0.9%	199,235	200,554	-0.7%	\$147.1 ⁶	\$146.4	+0.5%	Office of Mental Health, State Insurance Fund, Department of Financial Services, Department of Corrections and Community Supervision
6	Northwell Health 2000 Marcus Ave. New Hyde Park, NY 11042	<i>Michael J. Dowling</i> President, chief executive 516-321-6000; northwell.edu	62,301	57,513	+8.3%	62,329	57,513	+8.4%	\$36.3	\$32.5	+11.6%	Long Island Jewish Medical Center, Lenox Hill Hospital, Staten Island University Hospital, Forest Hills Hospital
7	New York City Police Department⁷ 1 Police Plaza New York, NY 10038	<i>James P. O'Neill</i> Commissioner 646-610-5000; nyc.gov/nypd	52,976	51,929	+2.0%	52,976	51,929	+2.0%	\$0.1	\$0.1	-2.9%	—
8	NYC Health and Hospitals 125 Worth St. New York, NY 10013	<i>Mitchell Katz</i> President, chief executive 212-788-3339; nychhc.org	45,414	47,304	-4.0%	45,414	47,304	-4.0%	\$7.3 ⁸	\$7.7	-5.1%	NYC Health and Hospitals/ Kings County, NYC Health and Hospitals/Bellevue, NYC Health and Hospitals/ Elmhurst, NYC Health and Hospitals/Jacobi
9	JPMorgan Chase & Co. 270 Park Ave. New York, NY 10017	<i>Jamie Dimon</i> Chairman, chief executive 212-270-6000; jpmorganchase.com	40,810	39,087	+4.4%	252,539	243,355	+3.8%	\$93.7	\$90.3	+3.7%	JPMorgan Chase Bank, JPMorgan Securities, JPMorgan Partners
10	Mount Sinai Health System 1 Gustave L. Levy Place New York, NY 10029	<i>Kenneth L. Davis, M.D.</i> President, chief executive 212-241-6500; mountsinai.org	33,642	32,074	+4.9%	33,655	32,084	+4.9%	\$8.2	\$7.5	+8.7%	Mount Sinai Hospital, Icahn School of Medicine at Mount Sinai, Mount Sinai Beth Israel, Mount Sinai St. Luke's/West
11	Montefiore Health System 111 E. 210th St. Bronx, NY 10467	<i>Steven M. Safyer, M.D.</i> Chief executive 718-920-4321; montefiore.org	29,755	30,091	-1.1%	29,755	30,091	-1.1%	\$5.5 ⁹	\$5.3	+4.6%	Montefiore Medical Center
12	Bank of America¹⁰ 1 Bryant Park New York, NY 10036	<i>Anne Walker</i> City market president 212-764-0694; bankofamerica.com	24,800	24,300	+2.1%	209,000	208,000	+0.5%	\$87.4	\$83.7	+4.4%	Merrill Lynch, U.S. Trust
13	NYU Langone Health¹¹ 550 First Ave. New York, NY 10016	<i>Robert I. Grossman, M.D.</i> Dean, chief executive 212-263-7300; nyulangone.org	24,473	23,491	+4.2%	24,854	23,843	+4.2%	\$6.8	\$5.5	+23.1%	NYU Langone Medical Center, Tisch Hospital, NYU Langone Orthopedic Hospital, NYU Langone Hospital-Brooklyn
14	New York-Presbyterian Hospital¹² 525 E. 68th St. New York, NY 10065	<i>Steven J. Corwin, M.D.</i> President, chief executive 212-746-5454; nyp.org	21,459	19,721	+8.8%	21,459	19,721	+8.8%	\$5.6	\$5.2	+7.7%	NYP/Columbia University Medical Center, NYP/Weill Cornell Medical Center
15	Macy's 151 W. 34th St. New York, NY 10001	<i>Jeffrey Gennette</i> Chief executive 212-494-3000; macysinc.com	19,900¹³	22,100	-10.0%	130,000	140,000	-7.1%	\$24.8	\$25.8	-3.7%	Bloomingdale's, Bluemercury
16	New York University¹⁴ 70 Washington Square South New York, NY 10012	<i>Andrew D. Hamilton</i> President 212-998-1212; nyu.edu	19,283	18,323	+5.2%	20,887	19,693	+6.1%	\$6.6	\$6.0	+9.3%	College of Arts and Science, Leonard N. Stern School of Business, Tisch School of the Arts, Gallatin School of Individualized Study
17	Columbia University¹⁵ 535 W. 116th St. New York, NY 10027	<i>Lee C. Bollinger</i> President 212-854-1754; columbia.edu	18,157	16,136	+12.5%	18,998	16,715	+13.7%	\$4.8	\$4.3	+10.4%	Columbia College, School of Engineering and Applied Science, Columbia Business School, Columbia Law School
18	New York City Fire Department⁷ 9 MetroTech Center Brooklyn, NY 11201	<i>Daniel A. Nigro</i> Commissioner 718-999-2000; nyc.gov/fdny	17,463	16,845	+3.7%	17,463	16,845	+3.7%	\$0.1	\$0.1	+6.0%	—

RANK	EMPLOYER/ ADDRESS	TOP EXECUTIVE/ TITLE/ PHONE; WEBSITE	NUMBER OF NEW YORK-AREA EMPLOYEES ¹			NUMBER OF EMPLOYEES COMPANYWIDE ¹			COMPANYWIDE REVENUE (IN BILLIONS)			SELECTED SUBSIDIARIES OR SYSTEM MEMBERS OPERATING IN THE NEW YORK AREA
			2017	2016	% CHG.	2017	2016	% CHG.	2017	2016	% CHG.	
19	Citigroup Inc. 388 Greenwich St. New York, NY 10013	<i>Michael L. Corbat</i> Chief executive 212-559-1000; citigroup.com	17,300	17,657	-2.0%	209,000	219,000	-4.6%	\$71.4	\$69.9	+2.3%	Citigroup Global Markets, Citibank
20	Morgan Stanley 1585 Broadway New York, NY 10036	<i>James P. Gorman</i> Chairman, chief executive 212-761-4000; morganstanley.com	15,987	15,380	+3.9%	56,187	55,311	+1.6%	\$37.9	\$34.6	+9.6%	Morgan Stanley's Institutional Securities, Morgan Stanley Wealth Management, Morgan Stanley Investment Management

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. To qualify for this list, an organization must have an office or other facility in the New York area. Unless otherwise noted, information was supplied by the organizations or retrieved through their annual filings. **1**-Full-time and full-time-equivalent, as of Dec. 31, unless otherwise noted. **2**-Fiscal year ends June 30. All figures are derived from the 2018 Preliminary Mayor's Management Report. **3**-Fiscal year ends June 30. Includes all city agencies with personnel counts listed in the 2018 Preliminary Mayor's Management Report, excepting the Department of Education, NYC Health and Hospitals, the New York City Police Department, the Fire Department of the City of New York, and the City University of New York. **4**-Figures include affiliates and are for the entirety of the MTA, which includes Dutchess, Orange, Putnam and Rockland counties. **5**-Fiscal year ends March 31. **6**-All funds total receipts. **7**-Fiscal year ends June 30. All figures are derived from the 2018 Preliminary Mayor's Management Report. Employment includes uniformed and civilian personnel. **8**-Total operating revenues, excluding revenues related to MetroPlus Health Plan. **9**-Total operating revenue. **10**-Metro-area figures include all of New Jersey. **11**-Fiscal year ends Aug. 31. Includes all of NYU Langone Health's hospital sites. **12**-Includes the system's Cornell, Columbia and Lower Manhattan campuses, excluding psychiatric and rehab services. **13**-Reflects statewide figures. **14**-Fiscal year ends Aug. 31. Totals include employees at the NYU School of Medicine. **15**-Fiscal year ends June 30. Research: Gerald Schiffman

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PRIVATE MATTERS

Crain’s inaugural ranking of the city’s largest colleges and universities highlights the stark differences in tuition between public and private institutions. The average undergraduate tuition at the 10 private schools on the list is \$48,044, a rise of \$12,448 from nine years earlier. At the ranking’s 10 CUNY and SUNY schools, it is just \$6,776, not even \$2,000 more than it was in the 2009–2010 school year. So while public tuition increased a bit more on a percentage basis, it was much lower on a nominal one.

“Private school students want small classes, and the expenses for colleges are becoming more costly,” said Robert Kelchen, an assistant professor of higher education at Seton Hall University in South Orange, N.J. “That’s for faculty, health benefits and new facilities. And many big private universities want to do as much research as possible to become more prestigious and climb higher on rankings.”

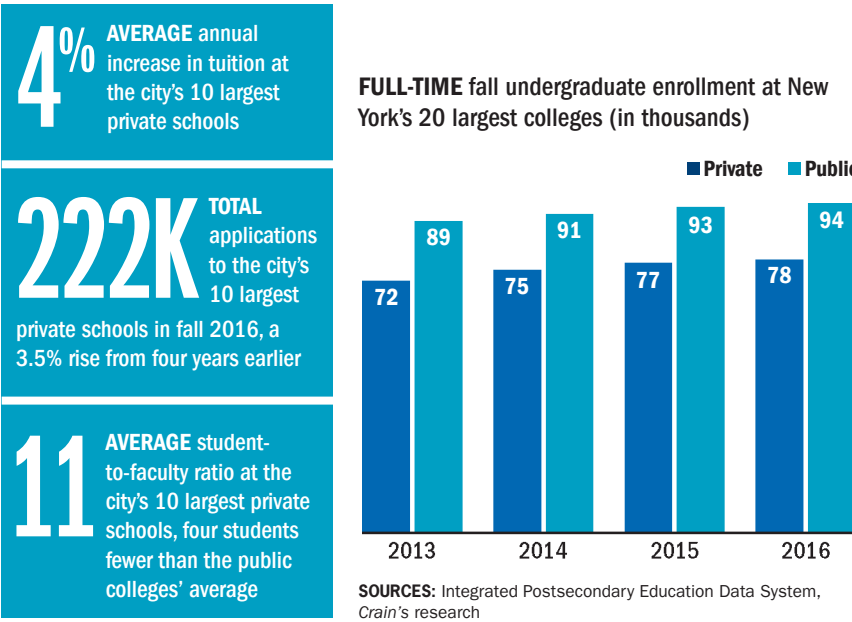
Those rankings, notably *U.S. News & World Report’s* annual list, have been blamed for fueling the higher-ed arms race that has driven up tuition across the board. Tuition does not even include living costs, and out-of-town students need to find space in a city with notoriously expensive market-rate rents. With housing, the full freight of attending a high-end private school in New York approaches \$300,000 over four years, although many students receive financial aid.

“I think the most selective colleges will continue to have large tuition increases, but the less elite colleges will have rises that are as close to inflation as possible,” Kelchen said. “There’s more pressure to hold down tuition increases because students and families are asking if some schools are really worth that much.”

— GERALD SCHIFMAN

SCHOOL OF THOUGHT

Even though undergraduate tuition is rising across New York’s private universities, the city’s student population—and the demand to be part of it—continues to swell. At the same time, public colleges are averaging a yearly increase of more than 1,000 students.



RANK	SCHOOL/ ADDRESS/ PHONE NUMBER	AFFILIATION/ PRESIDENT	2017-2018 FULL-TIME STUDENTS/ % CHANGE ¹	2017-2018 FULL-TIME STUDENTS IN NYC/ % CHANGE	2017-2018 TUITION AND FEES/% CHANGE	TOTAL NUMBER OF APPLICATIONS FOR THE CLASS OF 2021 ²	ACCEPTANCE RATE FOR THE CLASS OF 2021 ²	2017-2018 DEMOGRAPHICS
1	New York University 70 Washington Square South, New York, NY 10012 212-998-1212	Private Andrew D. Hamilton	25,347 +1.8%	23,988 +2.1%	\$50,464 +2.9%	64,007	28%	Female: 57% Minority: n/d International: 19%
2	City College 160 Convent Ave., New York, NY 10031 212-650-7000	City University of New York Vincent Boudreau	14,450 -12.5%	11,504 -13.6%	\$6,780 0.0%	25,373	40%	Female: 51% Minority: 56% International: 7%
3	Hunter College 695 Park Ave., New York, NY 10065 212-772-4000	City University of New York Jennifer Raab	12,612 +3.2%	10,746 +3.6%	\$6,980 +2.9%	28,510	38%	Female: 65% Minority: 64% International: 6%
4	Queens College 65-30 Kissena Blvd., Flushing, NY 11367 718-997-5000	City University of New York Felix Matos-Rodriguez	12,149 +3.9%	n/d n/d	\$6,530 +3.2%	18,180	43%	n/d
5	Baruch College 55 Lexington Ave., New York, NY 10010 646-312-1000	City University of New York Mitchel B. Wallerstein	11,598 +2.7%	9,110 +2.0%	\$7,061 +2.9%	21,432	29%	Female: 49% Minority: 62% International: 11%
6	St. John's University 8000 Utopia Parkway, Queens, NY 11439 718-990-1616	Private Bobby Gempesaw	11,531 +0.2%	5,126 +1.2%	\$40,520 +2.7%	27,179	68%	Female: 58% Minority: 42% International: 4%
7	Brooklyn College 2900 Belford Ave., Brooklyn, NY 11210 718-951-5000	City University of New York Michelle J. Anderson	10,786 +5.8%	10,101 +6.0%	\$7,040 +3.0%	20,642	40%	Female: 58% Minority: 36% International: 1%
8	John Jay College of Criminal Justice 524 W. 59th St., New York, NY 10019 212-237-8000	City University of New York Karol V. Mason	9,831 -3.0%	n/d n/d	\$6,810 0.0%	n/d	n/d	Female: 60% Minority: 81% International: 3%
9	College of Staten Island ³ 2800 Victory Blvd., Staten Island, NY 10314 718-982-2000	City University of New York William J. Fritz	9,710 +0.9%	9,390 +1.3%	\$7,089 +2.9%	14,684	100%	Female: 55% Minority: 46% International: 3%
10	Fordham University 441 E. Fordham Road, Bronx, NY 10458 718-817-1000	Private Joseph M. McShane	9,132 +4.2%	1,711 -0.5%	\$50,986 +3.9%	45,147	46%	Female: 58% Minority: 28% International: 9%
11	Pace University 1 Pace Plaza, New York, NY 10038 866-722-3338	Private Marvin Krislov	7,878 +2.4%	5,538 +0.6%	\$43,986 +3.0%	20,944	80%	Female: 61% Minority: 34% International: 14%
12	Columbia University 535 W. 116th St., New York, NY 10027 212-854-1754	Private Lee C. Bollinger	7,797 +2.2%	7,594 +1.9%	\$54,504 +3.9%	37,389	6%	Female: 47% Minority: 52% International: 17%
13	Fashion Institute of Technology 227 W. 27th St., New York, NY 10001 212-217-7999	State University of New York Joyce Brown	7,210 -2.5%	7,039 -2.6%	\$5,483 +2.8%	6,696	49%	Female: 85% Minority: 43% International: 11%



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RANK	SCHOOL/ ADDRESS/ PHONE NUMBER	AFFILIATION/ PRESIDENT	2017-2018 FULL-TIME STUDENTS/ % CHANGE ¹	2017-2018 FULL-TIME STUDENTS IN NYC/ % CHANGE	2017-2018 TUITION AND FEES/% CHANGE	TOTAL NUMBER OF APPLICATIONS FOR THE CLASS OF 2021 ²	ACCEPTANCE RATE FOR THE CLASS OF 2021 ²	2017-2018 DEMOGRAPHICS
14	Lehman College ⁴ 250 Bedford Park Blvd. West, Bronx, NY 10468 718-960-8000	City University of New York <i>José Luis Cruz</i>	6,600 +5.4%	n/d n/d	\$6,812 +0.8%	n/d	n/d	Female: 61% Minority: 94% International: 3%
15	The New School 72 Fifth Ave., New York, NY 10011 212-229-5150	Private <i>David E. Van Zandt</i>	6,303 +2.0%	6,303 +2.0%	\$47,351 +4.0%	9,056	64%	Female: 75% Minority: 31% International: 32%
16	Medgar Evers College ⁴ 1637 Bedford Ave., Brooklyn, NY 11225 718-270-6040	City University of New York <i>Rudy F. Crew</i>	4,760 +5.5%	n/d n/d	\$6,756 +1.1%	8,306	98%	Female: 66% Minority: 98% International: 2%
17	Manhattan College 4513 Manhattan College Parkway, Bronx, NY 10471 718-862-8000	Private <i>Brennan O'Donnell</i>	3,479 +1.0%	n/d n/d	\$42,087 +4.3%	7,622	75%	Female: 45% Minority: 35% International: 3%
18	Pratt Institute 200 Willoughby Ave., Brooklyn, NY 11205 718-636-3514	Private <i>Frances Bronet</i>	3,331 +4.3%	3,312 +4.2%	\$51,870 +3.7%	6,926	43%	Female: 70% Minority: n/d International: 30%
19	Yeshiva University ⁴ 500 W. 185th St., New York, NY 10033 212-960-5400	Private <i>Ari Berman</i>	2,628 -0.6%	n/d n/d	\$40,670 +2.9%	1,673	51%	Female: 51% Minority: 7% International: 6%
20	Barnard College 3009 Broadway, New York, NY 10027 212-854-5262	Private <i>Sian Beilock</i>	2,574 +1.4%	2,514 +2.2%	\$52,662 +4.5%	7,716	15%	Female: 100% Minority: 39% International: 9%

Colleges must be located in New York City to be included. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. Unless otherwise noted, figures were provided by the colleges. Percentage changes are comparisons with the year prior. n/d-Not disclosed. ¹-Includes students who are studying abroad. ²-Colleges provided figures either for the class of 2021 or for applications to enter the school in fall 2017. ³-Total number of applicants and acceptance rate is for both associate and bachelor's degree programs. ⁴-Data is for fall 2015 and 2016 and is from the national IPEDS database. Research by Gerald Schiffman.

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Public Health Solutions



Ranked by state tax credits earned in 2017

EARLY RETURNS

CBS was the biggest beneficiary of the state’s film and TV tax incentive in 2017. Four of the network’s series topped *Crain’s* list of productions that received the largest rebates. Altogether, CBS earned \$160 million in state subsidies.

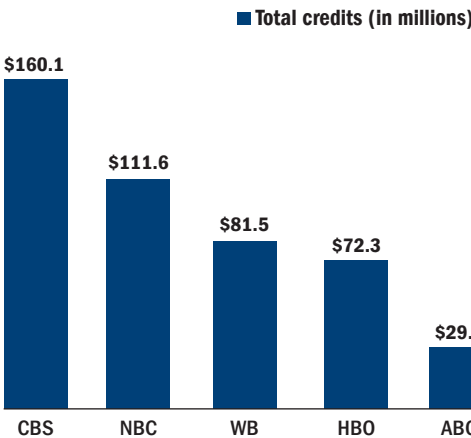
The tax credits are based on a project’s total cost and aren’t calculated until after production wraps. That’s why our 2017 list includes some long-gone shows, such as HBO’s period drama *Vinyl*, which was canceled in 2016 after an expensive but uneven first season.

After applying to prequalify, producers must submit receipts to the Empire State Development Corp. The agency then tabulates which of a production’s costs are eligible. All must be “below the line” expenses, which leave out salaries for producers, directors, actors and writers. Incidental costs such as hotel stays aren’t included either. For qualifying expenses paid in the five boroughs, the state reimburses 30% of the total outlay, while upstate shoots are eligible for an additional 10% rebate. In 2017, 230 productions spent more than \$3 billion in the state and earned back \$681 million through the tax-credit program.

— GERALD SCHIFMAN

FUNDING CHANNELS

Two of TV’s Big Three networks—CBS and NBC—earned the largest subsidies in 2017 after spending a combined \$1.3 billion in the state.



SOURCE: Empire State Development Corp.

201K

TOTAL NUMBER of hires across all 230 productions that received state credits in 2017

\$43.36

AVERAGE HOURLY WAGE for under-the-line film and TV employees

5%

PORTION OF state tax credits earned through postproduction expenditures

RANK	PRODUCTION	NETWORK/ PRODUCTION COMPANY	SEASON(S)	2017 TOTAL TAX CREDIT (IN MILLIONS) ¹	2017 QUALIFIED COSTS (IN MILLIONS) ²	2017 TOTAL STATE SPENDING (IN MILLIONS) ³	2017 TOTAL HIRES ⁴
1	Elementary TV series	CBS Eye Productions Inc.	3 & 4	\$41.2	\$137.2	\$184.1	10,323
2	Blue Bloods TV series	CBS Eye Productions Inc.	5 & 6	\$39.5	\$131.8	\$198.5	10,864
3	Madam Secretary TV series	CBS Eye Productions Inc.	1 & 2	\$39.5	\$131.5	\$167.5	10,623
4	The Good Wife TV series	CBS Eye Productions Inc.	6 & 7	\$31.0	\$103.3	\$152.0	8,425
5	Gotham TV series	Fox Warner Bros. Television	2	\$24.5	\$81.5	\$111.5	4,743
6	Vinyl TV series	HBO Broken Record Productions	1	\$23.4	\$77.9	\$104.8	5,391
7	Royal Pains TV series	USA Network Universal Television/ Open 4 Business	6, 7 & 8	\$22.7	\$75.6	\$100.4	5,282
8	The Tonight Show Starring Jimmy Fallon Late-night talk show	NBC NBC Studios	1	\$20.9	\$69.5	\$93.5	1,904
9	Person of Interest TV series	CBS Bonanza Productions	4	\$19.7	\$65.6	\$95.4	5,048
10	Blindspot TV series	NBC Warner Bros. Television	1	\$18.7	\$62.4	\$78.6	4,304
11	The Knick TV series	Cinemax Shadow Infirmary Productions	2	\$17.2	\$57.4	\$73.8	2,948
12	Luke Cage TV series	Netflix ABC Studios	1	\$15.5	\$51.6	\$59.9	3,919
13	Billions TV series	Showtime Possible Productions Inc.	1	\$14.5	\$48.4	\$62.4	4,337
14	Iron Fist TV series	Netflix ABC Studios	1	\$14.3	\$47.6	\$61.6	3,700
15	Power TV series	Starz Starz Power Productions	3	\$13.6	\$45.3	\$55.9	3,949
16	Law and Order: SVU TV series	NBC Universal Network	16	\$13.6	\$45.2	\$77.2	5,501
17	The Affair TV series	Showtime Possible Productions Inc.	2	\$12.7	\$42.4	\$55.6	3,417

RANK	PRODUCTION	STUDIO/ PRODUCTION COMPANY	SEASON(S)	2017 TOTAL TAX CREDIT (IN MILLIONS) ¹	2017 QUALIFIED COSTS (IN MILLIONS) ²	2017 TOTAL STATE SPENDING (IN MILLIONS) ³	2017 TOTAL HIRES ⁴
18	The Night Of <i>TV series</i>	HBO The Night Of Productions	—	\$12.4	\$41.5	\$51.9	3,604
19	The Americans <i>TV series</i>	FX TVM Productions Inc.	4	\$11.9	\$39.8	\$53.8	2,605
20	The Girl on the Train <i>Film</i>	— DWS New York	—	\$11.7	\$39.0	\$50.2	2,439
21	Mysteries of Laura <i>TV series</i>	NBC Warner Bros. Television	2	\$11.5	\$38.5	\$49.6	4,291
22	America's Got Talent <i>Reality television</i>	NBC Marathon Productions Inc.	8	\$11.0	\$36.7	\$55.7	895
23	The OA <i>TV series</i>	Netflix Lunar Mining	1	\$10.9	\$36.4	\$43.1	2,134
24	Younger <i>TV series</i>	TV Land Viacom International Inc.	2 & 3	\$10.5	\$35.2	\$51.3	5,594
25	Divorce <i>TV series</i>	HBO Across the Pond Productions	1	\$8.2	\$27.3	\$41.2	2,450

Source: Empire State Development Corp., with additional research by Gerald Schiffman. Dollar figures reflect tax credits approved during calendar year 2017 and are based on spending receipts submitted to New York state. n/a-Not available. **1**-Taken as a percentage of the qualified costs. **2**-Total expenses incurred that qualify for the state tax credit. Salaries of actors, writers and directors do not qualify. **3**-Total spending by the production in New York state. This field includes the salaries of actors, writers and directors. **4**-All hires for a project, including actors.

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CRAIN'S 2019 NOTABLE WOMEN

At companies across the New York metropolitan area, Notable Women are achieving success in their professions, demonstrating exemplary leadership skills and making an impact on the local community.

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Publish Date: December 23

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NEW YORK

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This information was first published April 16, 2018.

New York–area banks ranked by total assets

RANK	BANK	PHONE/ WEBSITE	2017 ASSETS (IN MILLIONS)/ % CHANGE VS. 2016	2017 NET INCOME (IN MILLIONS)/ % CHANGE VS. 2016	2017 LOAN TYPES (% OF EACH)					2017 OUTSTANDING TOTAL LOANS (IN MILLIONS) ⁶	2017 NONPERFORMING LOANS	
					COMMERCIAL & INDUSTRIAL ¹	CONSUMER ²	RESIDENTIAL REAL ESTATE ³	NON- RESIDENTIAL REAL ESTATE ⁴	OTHER ⁵		(IN MILLIONS) ⁷	% OF ASSETS ⁸
1	JPMorgan Chase	614-248-5800 jpmorganchase.com	\$2,140,780.0 +2.8%	\$18,930.0 -2.3%	19.0%	12.0%	42.4%	5.9%	20.8%	\$827,845.0	\$12,486.0	0.6%
2	Bank of America	704-386-5681 bankofamerica.com	\$1,751,524.0 +4.4%	\$21,184.0 +7.6%	29.0%	18.8%	27.2%	7.9%	17.2%	\$925,604.0	\$14,178.0	0.8%
3	Wells Fargo	605-575-6900 wellsfargo.com	\$1,747,354.0 +1.2%	\$21,317.0 +5.6%	19.5%	12.5%	36.5%	14.3%	17.2%	\$941,021.0	\$15,264.0	0.9%
4	Citibank	605-331-2626 citibank.com	\$1,385,697.0 +2.7%	\$1,103.0 -91.4%	25.4%	28.2%	15.1%	9.8%	21.6%	\$636,596.0	\$7,751.0	0.6%
5	PNC Bank	302-429-1361 pnc.com	\$370,002.3 +3.9%	\$3,460.0 +8.9%	34.7%	11.9%	23.4%	13.8%	16.1%	\$223,063.1	\$3,010.7	0.8%
6	Bank of New York Mellon	212-495-1784 bnymellon.com	\$297,305.0 +15.4%	\$2,498.0 +9.0%	10.9%	0.2%	7.1%	6.9%	75.0%	\$29,491.0	\$113.0	0.0%
7	Capital One	703-720-1000 capitalone.com	\$290,651.2 +1.6%	\$1,196.3 -7.6%	13.4%	44.9%	18.7%	11.7%	11.3%	\$158,163.1	\$2,130.4	0.7%
8	TD Bank	302-351-4560 tdbank.com	\$288,294.0 +7.2%	\$1,553.8 +16.9%	22.0%	18.9%	24.9%	16.5%	17.6%	\$143,203.2	\$1,554.9	0.5%
9	HSBC Bank USA	703-883-8029 us.hsbc.com	\$180,371.7 -8.5%	-\$232.8 -243.4%	39.1%	1.7%	30.7%	13.1%	15.4%	\$66,466.6	\$1,667.8	0.9%
10	Goldman Sachs Bank	212-902-1000 gsbank.com	\$164,539.0 +3.4%	\$1,414.0 -2.9%	23.6%	7.8%	12.0%	10.1%	46.5%	\$59,434.0	\$292.0	0.2%
11	Manufacturers and Traders Trust Co.	716-635-4000 mtb.com	\$118,072.2 -3.7%	\$1,461.3 +9.8%	19.4%	9.1%	32.2%	33.9%	5.4%	\$87,767.0	\$1,044.8	0.9%
12	First Republic	415-392-1400 firstrepublic.com	\$87,780.5 +19.8%	\$757.7 +12.5%	8.7%	4.7%	68.0%	12.8%	5.9%	\$62,927.9	\$50.3	0.1%
13	Santander	877-768-2265 santanderbank.com/us	\$74,450.4 -10.4%	\$220.7 +45.3%	28.2%	3.1%	45.7%	16.6%	6.5%	\$48,136.3	\$873.0	1.2%
14	Morgan Stanley Private Bank	212-762-1803 morganstanley.com	\$65,127.0 +23.0%	\$640.0 +43.5%	5.5%	13.4%	56.1%	4.8%	20.2%	\$48,500.0	\$58.0	0.1%
15	City National Bank	800-773-7100 cnb.com	\$47,934.2 +3.9%	\$321.1 +28.0%	29.2%	2.9%	33.7%	20.5%	13.7%	\$31,162.4	\$175.2	0.4%
16	Peoples United Bank	203-338-7001 peoples.com	\$44,198.0 +9.7%	\$347.0 +20.1%	22.2%	0.1%	37.9%	31.2%	8.6%	\$32,625.4	\$270.7	0.6%
17	Deutsche Bank Trust Co. Americas	212-250-2500 db.com	\$43,390.0 -19.3%	\$175.0 -33.7%	11.6%	1.2%	42.4%	15.7%	29.2%	\$9,361.0	\$53.0	0.1%
18	Signature Bank	646-822-1500 signatureny.com	\$43,119.7 +10.4%	\$387.2 -2.3%	13.6%	0.7%	46.2%	35.9%	3.7%	\$33,044.8	\$354.0	0.8%
19	East West Bank	626-768-6000 eastwestbank.com	\$37,120.1 +6.8%	\$502.3 +16.8%	29.9%	0.2%	30.3%	34.0%	5.6%	\$29,103.9	\$166.5	0.4%
20	Sterling National Bank	845-369-8040 snb.com	\$30,341.6 +114.0%	\$101.2 -31.4%	19.7%	0.1%	51.3%	22.1%	6.8%	\$20,014.2	\$199.5	0.7%
21	BankUnited	786-313-1010 bankunited.com	\$30,280.5 +9.0%	\$638.8 +163.5%	15.6%	0.1%	35.6%	30.4%	18.4%	\$21,450.6	\$184.9	0.6%
22	Valley National Bank	973-305-8800 valleynationalbank.com	\$23,965.3 +5.0%	\$166.7 -4.0%	13.1%	10.1%	36.9%	37.6%	2.3%	\$18,346.7	\$239.6	1.0%
23	BNY Mellon	412-236-2619 bnymellon.com	\$23,949.5 -2.1%	\$244.4 +11.9%	1.2%	14.1%	52.8%	3.1%	28.8%	\$16,292.1	\$8.4	0.0%
24	Cathay Bank	213-625-4791 cathaybank.com	\$15,619.8 +7.8%	\$227.6 +25.6%	18.6%	0.0%	36.3%	44.5%	0.5%	\$12,887.8	\$123.4	0.8%
25	Bank of Hope	213-639-1700 bankofhope.com	\$14,202.0 +5.7%	\$146.4 +20.0%	15.1%	0.4%	9.1%	72.7%	2.9%	\$11,138.8	\$86.3	0.6%

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. To qualify for this list, institutions must meet the Federal Deposit Insurance Corp.'s definition of a commercial bank: a bank with a state or national charter that is supervised by the comptroller of the currency, the Federal Reserve or the FDIC. In addition, their U.S. headquarters must be in the New York area or they must have a significant presence in the area. "A significant presence" is taken to mean that the institution has more than \$1 billion in deposits in the New York area or its deposits within the New York area are at least 33% of the institution's total deposits. All figures are for the bank unit only—not the holding company—and are for the year that ended Dec. 31. Figures other than those for loan types and nonperforming loans as a percentage of assets have been rounded to one decimal place. Loan type percentages may not add up to 100% in every instance because calculation components are reported in thousands in the regulatory filings and are calculated from total consolidated loans and leases (net of unearned income and gross of reserve). **1**-Total consolidated commercial and industrial loans. Includes loans made to small businesses. **2**-Total consolidated consumer loans. **3**-Domestic office loans secured by one- to four-family residential properties and domestic office loans secured by multifamily residential properties (five or more units). **4**-Consolidated total real estate loans less residential real estate loans. **5**-Loans to depository institutions, agricultural production loans, foreign government loans, loans to state and political subdivisions and all other loans and total leases. **6**-Total loans and lease financing receivables (net of unearned income). **7**-Calculated as the sum of total nonaccrual and restructured loans. **8**-Based on unrounded numbers. Source: S&P Global Market Intelligence; additional research by Gerald Schiffman.

This information was first published June 25, 2018.

Ranked by dollar value of New York-area loans in fiscal 2018

RANK	LENDER	HEADQUARTERS	PHONE/ WEBSITE	FISCAL YEAR 2018 DOLLAR VALUE OF LOANS (IN MILLIONS)/ % CHANGE FROM 2017	FISCAL YEAR 2018 TOTAL NUMBER OF LOANS/ % CHANGE FROM 2017
1	Empire State Certified Development Corp. (504-CDC)	50 Beaver St. Albany, NY 12207	518-463-2268 nybdc.com	\$88.5 +12.4%	69 +6.2%
2	NewBank	146-01 Northern Blvd. Flushing, NY 11354	718-353-8100 newbankusa.com	\$80.2 -6.1%	56 -22.2%
3	TD Bank	1701 Route 70 East Cherry Hill, NJ 08034	888-751-9000 tdbank.com	\$49.5 +47.2%	803 +183.7%
4	BNB Bank	2200 Montauk Highway Bridgehampton, NY 11932	631-291-4476 bnbbank.com	\$40.7 +57.5%	29 -3.3%
5	JPMorgan Chase Bank	270 Park Ave. New York, NY 10172	877-242-7372 chase.com	\$33.1 -24.1%	255 -28.2%
6	Noah Bank	7301 Old York Road Elkins Park, PA 19027	215-424-5100 noahbank.com	\$22.3 -17.2%	31 -22.5%
7	Bank of Hope	3200 Wilshire Blvd. Los Angeles, CA 90010	213-639-1700 bankofhope.com	\$19.7 +121.4%	15 -34.8%
8	Woori America Bank	330 Fifth Ave. New York, NY 10001	212-244-1500 wooriamericabank.com	\$17.9 +37.5%	14 +27.3%
9	Newtek Small Business Finance Inc.	1981 Marcus Ave. Lake Success, NY 11042	855-763-9835 newtekone.com	\$16.4 -9.6%	25 -10.7%
10	Live Oak Banking Co.	1741 Tiburon Drive Wilmington, NC 28403	910-790-5867 liveoakbank.com	\$15.9 +46.6%	12 0.0%
11	Regional Business Assistance Corp. (504-CDC)	3111 Quakerbridge Road Trenton, NJ 08619	609-587-1133 rbacloan.com	\$14.7 +15.9%	6 -57.1%
12	FinWise Bank	820 E. 9400 South Sandy, UT 84094	801-545-6000 finwisebank.com	\$14.7 +34.3%	29 +262.5%
13	First IC Bank	5593 Buford Highway Doraville, GA 30340	770-451-7200 firsticbank.com	\$13.8 n/a	4 n/a
14	New Millennium Bank	222 Bridge Plaza South Fort Lee, NJ 07024	201-585-6090 nmbonline.com	\$11.7 -36.8%	25 -7.4%
15	Capital One Bank	1680 Capital One Drive McLean, VA 22102	877-383-4802 capitalone.com	\$10.4 -20.9%	24 +20.0%
16	Wells Fargo Bank	420 Montgomery St. San Francisco, CA 94104	800-869-3557 wellsfargo.com	\$9.4 -14.1%	29 -25.6%
17	First Home Bank	700 Central Ave. St. Petersburg, FL 33701	727-440-6848 firsthomebank.com	\$9.3 +14.5%	30 +7.1%
18	Cross River Bank	400 Kelby St. Fort Lee, NJ 07024	201-808-7000 crossriverbank.com	\$9.0 +116.1%	10 +100.0%
19	Santander Bank	75 State St. Boston, MA 02109	800-428-9121 santanderbank.com	\$8.5 +63.8%	63 +50.0%
20	New York Business Development Corp.	50 Beaver St. Albany, NY 12207	518-463-2268 nybdc.com	\$8.5 -1.4%	16 +6.7%
21	ReadyCap Lending	420 Mountain Ave. New Providence, NJ 07974	800-453-3548 readycaplending.com	\$8.0 +1,445.6%	8 +700.0%
22	Manufacturers and Traders Trust Co.	1 M&T Plaza Buffalo, NY 14203	800-724-2440 mtb.com	\$7.4 -53.2%	94 +14.6%
23	Celtic Bank Corp.	268 S. State St. Salt Lake City, UT 84111	801-363-6500 celticbank.com	\$6.7 -31.8%	27 -6.9%
24	Savoy Bank	600 Fifth Ave. New York, NY 10020	646-775-4000 banksavoy.com	\$6.5 -58.9%	8 +14.3%
25	Bank of America	100 N. Tryon St. Charlotte, NC 28255	704-386-5681 bankofamerica.com	\$5.7 +96.1%	4 +33.3%

Source: U.S. Small Business Administration, with additional research by Gerald Schifman. Data spans the first eight months of federal fiscal year 2018: October 2017 through May 2018. The SBA's New York District includes New York City and Dutchess, Nassau, Orange, Putnam, Rockland, Suffolk, Sullivan, Ulster and Westchester counties. All figures are for banks' 7(a) loans (loans to businesses unable to secure financing on reasonable terms through normal lending channels) unless otherwise noted as 504 loans (long-term, fixed-rate financing for major fixed assets) for certified development companies (CDCs). n/a-Not applicable because the bank did not make applicable loans last year.

This information was first published April 16, 2018.

New York–area banks ranked by total assets

RANK	THRIFT	PHONE/ WEBSITE	2017 ASSETS (IN MILLIONS)/ % CHANGE VS. 2016	2017 NET INCOME (IN MILLIONS)/ % CHANGE VS. 2016	2017 LOAN TYPES (% OF EACH)					2017 OUTSTANDING TOTAL LOANS (IN MILLIONS) ⁶	2017 NONPERFORMING LOANS	
					COMMERCIAL & INDUSTRIAL ¹	CONSUMER ²	RESIDENTIAL REAL ESTATE ³	NON- RESIDENTIAL REAL ESTATE ⁴	OTHER ⁵		(IN MILLIONS) ⁷	% OF ASSETS ⁸
1	New York Community Bank	516-683-4100 mynycb.com	\$45,457.8 -0.1%	\$507.9 +2.1%	2.7%	0.0%	75.3%	20.1%	1.9%	\$35,924.7	\$27.5	0.1%
2	Investors Bank	855-422-6548 myinvestorsbank.com	\$25,142.4 +8.4%	\$126.0 -34.8%	3.5%	1.4%	66.8%	28.1%	0.2%	\$20,096.2	\$146.9	0.6%
3	Apple Bank for Savings	212-224-6400 applebank.com	\$12,808.9 -0.8%	\$75.4 +20.0%	55.3%	0.1%	17.2%	23.5%	3.8%	\$9,858.6	\$2.7	0.0%
4	Provident Bank	732-590-9200 provident.bank	\$9,844.9 +3.6%	\$93.4 +7.3%	11.1%	0.4%	41.0%	46.3%	1.3%	\$7,325.7	\$63.5	0.6%
5	Dime	718-782-6200 dime.com	\$6,392.8 +6.7%	\$55.8 -25.9%	2.4%	0.0%	79.3%	18.2%	7.1%	\$5,602.1	\$8.6	0.1%
6	Emigrant Bank	212-850-4521 emigrant.com	\$6,173.7 -3.7%	\$96.6 +146.6%	41.6%	0.5%	38.4%	16.4%	3.2%	\$4,394.1	\$195.9	3.2%
7	Columbia Bank	201-794-5840 columbiabankonline.com	\$5,757.5 +12.5%	\$27.8 -26.3%	6.3%	0.0%	60.3%	33.4%	0.0%	\$4,457.6	\$23.3	0.4%
8	Ridgewood Savings Bank	718-240-4900 ridgewoodbank.com	\$5,391.9 +0.8%	\$17.3 +4.9%	0.0%	0.1%	94.4%	5.3%	0.1%	\$3,558.0	\$48.6	0.9%
9	Kearny Bank	800-273-3406 kearnybank.com	\$4,824.3 +5.6%	\$14.7 -22.5%	2.8%	0.4%	64.1%	32.7%	0.0%	\$3,295.0	\$19.6	0.4%
10	Oritani Bank	201-664-5400 oritani.com	\$4,121.7 +2.7%	\$43.3 +2.2%	0.6%	0.0%	57.0%	42.4%	0.0%	\$3,616.6	\$14.8	0.4%
11	Northfield Bank	732-499-7200 enorthfield.com	\$3,990.2 +3.6%	\$24.9 -5.4%	2.0%	0.0%	76.7%	21.3%	3.6%	\$3,140.8	\$21.8	0.5%
12	Spencer Savings Bank	201-703-3800 spencersavings.com	\$2,723.0 +4.3%	\$5.9 -56.0%	1.0%	0.0%	77.0%	21.9%	1.1%	\$2,016.1	\$18.7	0.7%
13	Maspeth Federal Savings and Loan Association	718-335-1300 maspethfederal.com	\$1,806.9 +1.4%	\$16.7 -31.0%	0.0%	0.0%	72.2%	27.7%	7.1%	\$1,686.4	\$49.4	2.7%
14	Union County Savings Bank	908-354-4600 —	\$1,788.0 +1.0%	\$10.4 -11.2%	0.0%	1.9%	89.1%	8.9%	3.6%	\$111.3	\$0.4	0.0%
15	Boiling Springs Savings Bank	201-939-5000 bssbank.com	\$1,700.5 +5.7%	\$6.6 +8.5%	0.0%	0.0%	87.9%	12.1%	0.0%	\$1,454.5	\$6.1	0.4%
16	PCSB Bank	914-248-7272 pcsb.com	\$1,442.1 +16.2%	\$5.7 +40.0%	4.4%	0.0%	43.4%	51.7%	0.5%	\$835.1	\$13.8	1.0%
17	Haven Savings Bank	201-659-3600 havenbank.com	\$964.1 +7.1%	\$2.7 -9.2%	0.7%	0.0%	84.1%	15.1%	0.0%	\$801.7	\$4.8	0.5%
18	Ponce De Leon Federal Bank	718-931-9000 poncebank.com	\$924.3 +24.1%	\$0.3 -82.2%	1.6%	0.1%	71.4%	26.9%	0.0%	\$809.8	\$25.2	2.7%
19	NorthEast Community Bank	914-684-2500 necommunitybank.com	\$804.8 +11.1%	\$7.7 +60.0%	10.0%	0.0%	32.3%	57.7%	0.0%	\$699.2	\$4.5	0.6%
20	NVE Bank	201-816-2800 nvebanking.com	\$675.3 +0.1%	\$2.8 -15.6%	0.2%	0.1%	69.4%	30.3%	0.0%	\$496.8	\$3.8	0.6%
21	Carver Federal Savings Bank	718-230-2900 carverbank.com	\$657.3 -5.7%	-\$3.4 +136.5%	13.9%	1.2%	40.6%	44.3%	0.0%	\$496.7	\$9.6	1.5%
22	Bogota Savings Bank	201-484-5092 bogotasavingsbank.com	\$641.2 +2.8%	\$3.9 +2.5%	0.0%	0.1%	90.1%	9.8%	0.0%	\$515.6	\$3.8	0.6%
23	First Central Savings Bank	516-609-3500 firstcentralsavings.com	\$590.6 +10.8%	-\$2.2 -468.3%	16.7%	0.0%	25.7%	57.7%	0.0%	\$476.3	\$19.3	3.3%
24	RSI Bank	732-388-1800 rsi.bank	\$515.1 +1.7%	\$0.8 -66.9%	2.5%	0.2%	72.9%	24.2%	0.2%	\$336.1	\$7.3	1.4%
25	Roselle Savings Bank	908-245-1885 rosellesavings.com	\$398.4 -1.2%	-\$3.9 -4,398.9%	1.9%	0.1%	97.8%	0.1%	0.2%	\$114.9	\$1.0	0.3%

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. To qualify for this list, institutions must meet the Federal Deposit Insurance Corp.'s definition of a savings bank or savings institution: a bank or institution with a state or federal charter that is supervised by the FDIC or the Office of Thrift Supervision. In addition, their U.S. headquarters must be in the New York area or they must have a significant presence in the area. "A significant presence" is taken to mean that the institution has more than \$1 billion in deposits in the New York area or its deposits within the area are at least 33% of the institution's total deposits. All figures are for the thrift only and are for the year ended Dec. 31. Figures other than those for loan types and nonperforming loans as a percentage of assets have been rounded to one decimal place. Loan type percentages may not add up to 100% in every instance because calculation components are reported in thousands in the regulatory filings and are calculated from total consolidated loans and leases (net of unearned income and gross of reserve). **1**-Total consolidated commercial and industrial loans. **2**-Total consolidated consumer loans. **3**-Domestic office loans secured by one- to four-family residential properties and domestic office loans secured by multifamily residential properties (five or more units). **4**-Consolidated total real estate loans less residential real estate loans. **5**-Loans to depository institutions, agricultural production loans, foreign government loans, loans to state and political subdivisions and all other loans and total leases. **6**-Total loans and lease financing receivables (net of unearned income). **7**-Calculated as the sum of total nonaccrual loans and restructured loans. **8**-Based on unrounded numbers. Source: S&P Global Market Intelligence; additional research by Gerald Schiffman.

This information was first published June 18, 2018.

IN GOOD HEALTH

New York’s top hospitals continue to prosper. Seventeen of the 25 largest hospitals on *Crain’s* latest list increased profits in 2017. Altogether, the group’s net profits have risen by 93% since 2015.

“It fits with what I’m seeing in the industry in New York,” said **Allen Miller**, chief executive of Cope Health Solutions, a city-based consultancy. “These hospital systems have spent the past few years really trying to transform themselves to not just be hospitals anymore. I see massive transformation in electronic medical records, ambulatory integration and population health, with the state acting as a great partner by providing subsidies.”

While Miller expects the area’s facilities to sustain the success, their pace of growth may slow. In December 2017 Congress repealed the mandate that individuals have health insurance or pay a penalty, potentially increasing the number of uninsured New Yorkers. That could leave hospitals with more patients who cannot pay and fewer overall as the uninsured shy away from care. At the same time, federal funding cuts will strain providers.

“I don’t see profits popping like a cork because the hospitals are under pressure,” Miller said. “Cutbacks to the health insurance exchange, Medicare and Medicaid will also mean smaller revenues. At the same time, I think continued transformation will offset some of these losses.”

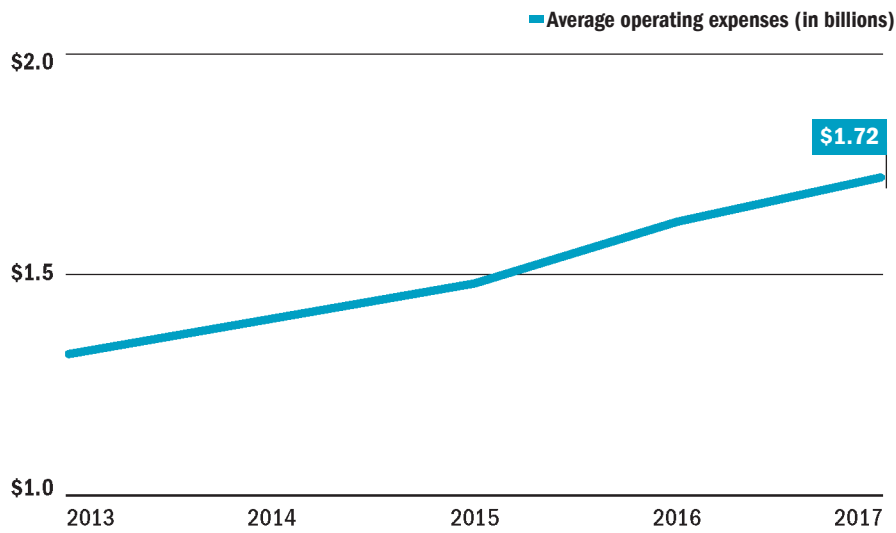
— GERALD SCHIFMAN



New York–area institutions ranked by 2017 operating expenses

AN EXPENSIVE PROPOSITION

On average in the 2013–2017 period, the top 25 hospitals on *Crain’s* list have upped their operating expenses by \$100 million annually.



+5.4%

OVERALL CHANGE in patient revenue for the top 25 hospitals from 2016 to 2017

213K

TOTAL NUMBER of workers employed by the top 25 hospitals

SOURCE: *Crain’s* research

RANK	HOSPITAL/ NETWORK AFFILIATION	HOSPITAL LEADER/ COMPENSATION ¹	2017 OPERATING EXPENSES (IN MILLIONS)/ % CHANGE VS. 2016	2017 NET PATIENT REVENUE (IN MILLIONS)/ % CHANGE VS. 2016 ²	2017 NUMBER OF CERTIFIED BEDS ³	2017 NUMBER OF EMPLOYEES ⁴	2017 NUMBER OF AMBULATORY CARE VISITS ⁵	2017 INPATIENT DAYS ⁶
1	New York-Presbyterian Hospital⁷ 525 E. 68th St., New York, NY 10065 212-746-5454; nyp.org New York-Presbyterian Regional Hospital Network	Steven J. Corwin, M.D. President, chief executive \$5,975,641	\$5,269.4 +6.9%	\$5,340.9 +6.6%	2,527	24,566	2,231,304	786,330
2	Memorial Sloan Kettering Cancer Center 1275 York Ave., New York, NY 10065 212-639-2000; mskcc.org Independent	Craig B. Thompson, M.D. President, chief executive \$6,719,203	\$4,213.0 +11.1%	\$3,580.4 +15.7%	514	16,403	1,273,285	161,661
3	Montefiore Medical Center 111 E. 210th St., Bronx, NY 10467 718-920-4321; montefiore.org Montefiore Health System	Steven M. Safyer, M.D. President, chief executive \$4,379,788 ⁸	\$3,735.2 -3.1%	\$3,412.9 -5.1%	1,558	18,333	4,164,902	509,907
4	NYU Langone Health⁹ 550 First Ave., New York, NY 10016 212-263-7300; nyulangone.org NYU Langone Health	Robert I. Grossman, M.D. Dean, chief executive \$5,453,582 ¹⁰	\$3,708.1 +14.7%	\$3,733.1 +12.4%	1,519	18,848	1,780,843	304,518
5	Long Island Jewish Medical Center 270-05 76th Ave., New Hyde Park, NY 11040 516-470-7000; northwell.edu Northwell Health	Michael H. Goldberg Executive director \$846,526	\$2,677.0 +9.3%	\$2,567.0 +6.7%	1,621	18,561	1,068,465	434,209
6	Mount Sinai Hospital 1 Gustave L. Levy Place, New York, NY 10029 212-241-6500; mountsinaihealth.org Mount Sinai Health System	David L. Reich, M.D. President \$1,328,661	\$2,479.1 +11.4%	\$2,538.3 +11.9%	1,406	10,679	938,686	373,039
7	North Shore University Hospital 300 Community Drive, Manhasset, NY 11030 516-562-0100; northwell.edu Northwell Health	Alessandro Bellucci, M.D. Executive director \$1,110,738	\$2,438.0 +6.4%	\$2,164.0 +2.6%	841	16,222	1,038,804	288,892
8	Hackensack University Medical Center 30 Prospect Ave., Hackensack, NJ 07601 551-996-2000; hackensackumc.org Hackensack Meridian Health	Ihor S. Sawczuk, M.D. President \$2,246,956	\$1,525.8 -10.9%	\$1,579.7 +6.8%	781	6,412	636,046	213,215
9	NYU Winthrop Hospital¹¹ 259 First St., Mineola, NY 11501 516-663-0333; winthrop.org NYU Langone Health	John F. Collins President, chief executive \$2,225,576	\$1,504.9 +11.8%	\$1,493.9 +10.9%	591	7,564	453,871	167,225
10	Stony Brook University Hospital 101 Nicolls Road, Stony Brook, NY 11794 631-444-4000; stonybrookmedicine.edu Stony Brook Medicine	Ernest J. Baptiste n/d	\$1,346.8 +11.3%	\$1,271.5 +13.4%	728	7,502	517,380	35,793

RANK	HOSPITAL/ NETWORK AFFILIATION	HOSPITAL LEADER/ COMPENSATION ¹	2017 OPERATING EXPENSES (IN MILLIONS)/ % CHANGE VS. 2016	2017 NET PATIENT REVENUE (IN MILLIONS)/ % CHANGE VS. 2016 ²	2017 NUMBER OF CERTIFIED BEDS ³	2017 NUMBER OF EMPLOYEES ⁴	2017 NUMBER OF AMBULATORY CARE VISITS ⁵	2017 INPATIENT DAYS ⁶
11	Maimonides Medical Center 4802 10th Ave., Brooklyn, NY 11219 718-283-6000; maimonidesmed.org <i>Independent</i>	<i>Kenneth D. Gibbs</i> President, chief executive \$1,250,583	\$1,256.9 +6.5%	\$1,244.5 +5.4%	711	5,813	498,025	218,242
12	Lenox Hill Hospital 100 E. 77th St., New York, NY 10075 212-434-2000; northwell.edu <i>Northwell Health</i>	<i>Richard Braunstein,</i> <i>Alexander Hellingner</i> ¹² Executive directors v.i. ¹³	\$1,207.0 +5.1%	\$1,072.0 +4.0%	634	6,526	248,501	121,334
13	Mount Sinai St. Luke's-Roosevelt ¹⁴ 1111 Amsterdam Ave., New York, NY 10025 212-523-4000; mountsinahealth.org <i>Mount Sinai Health System</i>	<i>Evan L. Flatow, M.D.,</i> <i>Arthur A. Gianelli</i> Presidents v.i. ¹⁵	\$1,165.2 +9.0%	\$1,026.1 +13.8%	1,009	5,689	492,916	207,105
14	Hospital for Special Surgery 535 E. 70th St., New York, NY 10021 212-606-1000; hss.edu <i>Independent</i>	<i>Louis A. Shapiro</i> President, chief executive \$2,922,940	\$1,120.4 +8.6%	\$952.0 +9.7%	215	4,396	430,069	51,891
15	Mount Sinai Beth Israel First Avenue at East 16th Street, New York, NY 10003 212-420-2000; mountsinahealth.org <i>Mount Sinai Health System</i>	<i>Jeremy Boal, M.D.,</i> <i>Lin H. Mo</i> ¹⁶ Presidents v.i. ¹⁷	\$1,074.1 -10.4%	\$951.6 -14.0%	913	4,957	595,147	173,636
16	New York-Presbyterian Brooklyn Methodist Hospital 506 Sixth St., Brooklyn, NY 11215 718-780-3000; nym.org <i>New York-Presbyterian Regional Hospital Network</i>	<i>Richard Liebowitz, M.D.</i> President \$1,096,241	\$974.2 +7.4%	\$966.7 +6.5%	591	4,418	n/d	199,175
17	NYC Health and Hospitals/Bellevue ¹⁸ 462 First Ave., New York, NY 10016 212-562-4141; nychhc.gov/bellevue <i>NYC Health and Hospitals</i>	<i>William Hicks</i> Chief executive \$329,600	\$951.6 -0.7%	\$747.8 -16.9%	912	4,215	573,177	222,639
18	Staten Island University Hospital 475 Seaview Ave., Staten Island, NY 10305 718-226-9000; northwell.edu <i>Northwell Health</i>	<i>Donna Proske</i> ¹⁹ Executive director \$936,518	\$882.0 +1.7%	\$891.0 +2.2%	685	6,856	950,760	210,429
19	St. Francis Hospital 100 Port Washington Blvd., Roslyn, NY 11576 516-562-6000; stfrancisheartcenter.chsli.org <i>Catholic Health Services of Long Island</i>	<i>Ruth Hennessey</i> Executive vice president, chief administrative officer \$937,669	\$877.0 +16.6%	\$854.1 +10.8%	364	3,158	213,849	101,456
20	NYC Health and Hospitals/Kings County ¹⁸ 451 Clarkson Ave., Brooklyn, NY 11203 718-245-3131; nychhc.org/kingscounty <i>NYC Health and Hospitals</i>	<i>Sheldon McLeod</i> Chief executive \$290,000	\$851.3 -2.1%	\$693.8 -3.5%	639	4,403	659,571	170,501
21	New York-Presbyterian Queens 56-45 Main St., Flushing, NY 11355 718-670-2000; nyhq.org <i>New York-Presbyterian Regional Hospital Network</i>	<i>Jaclyn Mucaria</i> President \$671,782	\$833.7 +6.5%	\$815.4 +9.5%	535	4,210	270,356	172,571
22	NYC Health and Hospitals/Jacobi ¹⁸ 1400 Pelham Parkway South, Bronx, NY 10461 718-918-5000; nychhc.org/jacobi <i>NYC Health and Hospitals</i>	<i>Christopher Mastromano</i> Chief executive \$315,000	\$772.4 +0.1%	\$554.2 -14.8%	457	3,055	408,507	131,713
23	BronxCare Health System ²⁰ 1276 Fulton Ave., Bronx, NY 10456 718-901-8600; bronxcare.org <i>BronxCare Health System</i>	<i>Miguel A. Fuentes Jr.</i> President, chief executive \$1,938,406	\$748.2 +4.5%	\$713.1 +4.0%	593	4,281	1,107,306	162,861
24	Saint Barnabas Medical Center 94 Old Short Hills Road, Livingston, NJ 07039 973-322-5000; rwjbh.org/saintbarnabas <i>RWJBarnabas Health</i>	<i>Stephen P. Zieniewicz</i> President, chief executive \$1,006,485	\$722.2 +2.8%	\$775.2 +1.9%	597	2,962	293,025	161,280
25	Good Samaritan Hospital 1000 Montauk Highway, West Islip, NY 11795 631-376-3900; goodsamaritan.chsli.org <i>Catholic Health Services of Long Island</i>	<i>Thomas Ockers</i> Executive vice president, chief administrative officer \$528,897	\$680.4 +8.7%	\$645.6 -0.7%	437	3,222	206,882	139,612

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. Hospitals are ranked by unrounded 2017 total operating expenses of separately incorporated facilities, as identified by Medicare number, and may include multiple facilities. Operating expenses are for the calendar year unless otherwise noted. Executives may hold additional titles. v.i.-See below. n/d-Not disclosed. **1**-Compensation is provided for the current chief or the most senior hospital executive, who may not have been the most highly compensated individual in the organization. Figure includes base compensation, bonus and incentive compensation, and other reportable compensation from the organization and related organizations. Compensation figures were derived from surveys and each hospital's latest Form 990. Compensation figures for NYC Health and Hospitals/Bellevue, NYC Health and Hospitals/Kings County and NYC Health and Hospitals/Jacobi were obtained from the New York City Health and Hospitals Corp., as the public benefit corporation does not file a Form 990 for its facilities. **2**-Other sources of revenue beyond patient care are excluded. **3**-Hospital beds only, excluding nursery, as of Dec. 31. **4**-Full-time and full-time-equivalent only, including house staff, as of Dec. 31. **5**-Includes emergency room, outpatient, home-care and other visits as of Dec. 31. **6**-As of Dec. 31. **7**-Includes the system's Cornell, Columbia and Lower Manhattan campuses, excluding psychiatric and rehab services. **8**-Safyer's compensation is reflective of his role in the entire Montefiore Health System, not just for the hospital. **9**-Fiscal year ends Aug. 31. Includes all of NYU Langone Health's hospital sites. **10**-Includes compensation from positions as chief executive of the hospital and dean of the school of medicine. **11**-Figures are unaudited, due to a change in fiscal year from Dec. 31 to Aug. 31 following a merger with NYU Langone Health. **12**-Jill Kalman became executive director in January 2018. **13**-Braunstein's compensation was \$1,220,182; Hellingner's compensation was \$339,898. **14**-Comprises figures from Mount Sinai St. Luke's and Mount Sinai Roosevelt (now known as Mount Sinai West). **15**-Flatow's compensation was \$1,523,415; Gianelli's compensation was \$1,017,032. **16**-Jeremy Boal assumed the president position January 2017. **17**-Boal's compensation was \$1,329,214; Mo's compensation was \$1,004,531. **18**-Fiscal year ends June 30. **19**-Joseph Schulman became interim executive director in April 2018. **20**-Previously known as Bronx-Lebanon Hospital Center. Expense and revenue figures are unaudited. Research: Gerald Schiffman

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This information was first published Nov. 5, 2018, as a list of 25. It has since been updated.

Ranked by total number of New York-area doctors

RANK	GROUP NAME/ ADDRESS/ AFFILIATION	PHONE/ WEBSITE	TOP EXECUTIVE(S)	TOTAL NY-AREA DOCTORS	TOTAL NY-AREA EMPLOYEES	TOTAL NY-AREA LOCATIONS	YEAR ESTABLISHED
1	Northwell Health Physician Partners 600 Community Drive Manhasset, NY 11030 <i>Northwell Health</i>	516-823-8336 northwell.edu/physician-partners	Ira Nash <i>Executive director</i>	3,285	12,724	612	2009
2	NYU Faculty Group Practice 550 First Ave. New York, NY 10016 <i>NYU Langone Health</i>	212-263-2672 nyulangone.org	Andrew W. Brotman <i>Senior vice president, vice dean, chief clinical officer</i> Andrew Rubin <i>Vice president, clinical affairs and ambulatory care</i>	3,000	9,000	400	1982
3	Mount Sinai Doctors Faculty Practice 5 E. 98th St. New York, NY 10029 <i>Mount Sinai Health System</i>	866-674-3721 mountsinadoctors.org	Burton Drayer <i>Chief executive</i>	2,292	4,529	294	1986
4	ColumbiaDoctors 630 W. 168th St. New York, NY 10032 <i>Columbia University Medical Center/ New York-Presbyterian</i>	877-426-5637 columbiadoctors.org	Jack Cioffi <i>President</i>	1,800	n/d	82	n/d
5	Weill Cornell Medicine Physician Organization 1300 York Ave. New York, NY 10022 <i>Weill Cornell Medicine/ New York-Presbyterian</i>	212-746-5454 weill.cornell.edu	Robert Min <i>President, chief executive</i>	1,320	n/d	40	1996
6	SB Clinical Practice Management Plan Inc. 101 Nicolls Road Stony Brook, NY 11794 <i>Stony Brook Medicine</i>	631-689-8333 stonybrookphysicians.com	Mark A. Talamini <i>Chairman</i> Anne Walsh Feeks <i>Chief operating officer, ambulatory operations</i>	1,074	1,325	75	1977
7	ProHEALTH Care 2800 Marcus Ave. Lake Success, NY 11042 <i>Optum</i>	516-622-6000 prohealthcare.com	Zeyad Baker <i>President, chief executive</i>	900	n/d	300	1997
8	Hackensack Meridian Health Medical Group 343 Thornall St. Edison, NJ 08837 <i>Hackensack Meridian Health</i>	848-888-4400 meridianhealth.com/service/ meridian-medical-group/	Andrew L. Pecora <i>President, Physician Enterprise</i> Dean Q. Lin <i>President, care transformation services and Physician Enterprise</i>	825	2,500	320	2006
9	RWJ Barnabas Health Medical Group 95 Old Short Hills Road West Orange, NJ 07052 <i>RWJBarnabas Health</i>	888-724-7123 rwjbh.org/our-doctors/medical-group/barnabas-health-medical-group	Andy Anderson <i>Chief executive</i>	773	843	173	1994
10	Atlantic Medical Group 465 South St. Morristown, NJ 07960 <i>Atlantic Health System</i>	844-264-2250 atlantichealth.org/locations/ atlantic-medical-group.html	Steven J. Sheris <i>President</i>	760	3,500	310	2014
11	Summit Medical Group¹ 1 Diamond Hill Road Berkeley Heights, NJ 07922 <i>Physician-owned</i>	908-273-4300 summitmedicalgroup.com	Jeffrey Le Benger <i>Chairman, chief executive</i>	506	2,213	87	1929
12	Westmed Medical Group 2700 Westchester Ave. Purchase, NY 10577 <i>Physician-owned</i>	914-681-3110 westmedgroup.com	Anthony Viceroy <i>Chief executive</i>	500	1,500	9	1996
13	Montefiore Medical Group² 3444 Kossuth Ave. Bronx, NY 10467 <i>Montefiore Health System</i>	718-920-2273 montefiore.org/mmg	Andrew D. Racine <i>Senior vice president, chief medical officer</i>	350	n/d	22	1947
14	CareMount Medical 480 Bedford Road Chappaqua, NY 10514 <i>Physician-owned</i>	914-241-1050 caremountmedical.com	Scott D. Hayworth <i>President, chief executive</i>	325	3,000	27	1946
15	Englewood Health Physician Network 350 Engle St. Englewood, NJ 07631 <i>Englewood Health</i>	201-894-3499 englewoodhealthphysicians.org	Stephen Brunnquell <i>President</i>	300	800	75	2011
15	University Physicians of Brooklyn 450 Clarkson Ave. Brooklyn, NY 11203 <i>SUNY Downstate Medical Center</i>	718-221-6547 downstate.edu/physicians	Lori Donnell <i>Executive director</i> William Urban <i>President</i>	300	600	40	1993

Crain's New York Business uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. New York area is defined as the five boroughs of New York City plus Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. In case of a tie, physician groups are listed alphabetically by group name. n/d-Not disclosed. 1-Revenue and employee figures come from *NJBiz*. 2-Provides primary and specialty care services. Research by Gerald Schiffman and Jonathan LaMantia.

The Rise of Faith-Based Development

With Mayor Bill de Blasio keen to put money into affordable-housing projects, there has been a rise in faith-based development across the city. Independent churches that own real estate are seizing the moment, mounting development projects that fulfill the mission of their organization and meet the goals of the de Blasio Administration. They're engaged in projects that aim to revitalize communities, encourage entrepreneurship and support the needs of local people. As developers, FBOs typically hope to address a community's underlying issues, rather than enact short-term solutions.

For developers, partnering with faith-based organizations can be rewarding as well as challenging. To learn more about what changes when an FBO is helping a development project, Crain's turned to Osei Rubie, founder and president of title-insurance firm National Standard Abstract (NSA), which has carved out a niche in faith-based development. The firm closed more than \$600 million in commercial real estate transactions in 2018, led by \$274 million in faith-based development deals.



Osei Rubie
President

Nadir Rubie
Business
Development
Executive
(seated)

Q Crain's: Are there unique legal issues that arise with faith-based development projects, or areas of the process that require special attention?

A Rubie: Typically, land owned by faith-based organizations are considered public property. Therefore, if the entity is registered with the Charities Bureau, any real estate transaction must be approved by the attorney general and the state Supreme Court. The AG reviews the transaction to ensure that the religious entity receives fair consideration for the land value and that the transaction advances the organization's mission. A challenge faced by faith-based development is the ability to achieve a mission-oriented focus that also benefits the organization financially. It's important that organizations seek legal counsel that is well-versed in such issues and in preparing the supporting documentation. NSA has been fortunate to collaborate with talented attorneys, who have helped guide the churches we've worked with through the process. On our transactions, John Savage of Bozeman & Savage and Renato Matos of Capell

Barnett Matalon & Schoenfeld, successfully navigated the churches through the process.

Also, sometimes the churches' parishioners may be hesitant to support the sale of the church's land. In that case, the church could explore a long-term ground lease, in which the church holds title to the land and leases it to a developer.

Q Crain's: What challenges do faith-based organizations face in their development projects or transactions?

A Rubie: As property is passed through generations of pastoral leadership, the new pastor may not be aware of encumbrances that prior leadership encountered with the property. Therefore, it's vital that churches periodically commission title reports to ensure that there are no encumbrances that can prohibit a development project. In some instances with older church properties, deeds and other necessary records may be lost or not easily accessible. At the \$70 million Tree of Life project in Jamaica, Queens, NSA helped Rev. Patrick O'Connor navigate this situation in his deed challenge.

Q Crain's: What are some of the ways FBOs and developers can structure projects to deliver the greatest value to the organization and their communities?

A Rubie: I have seen projects organized typically in four ways:

- Churches can sell their property and/or air rights to a developer. The compensation can be reinvested into the church's mission without being directly involved in the new development. For example, when Lemor Development purchased a property from a church contiguous to city- and privately owned lots, the proceeds were used to build a new church.
- Churches may retain ownership of their land and lease it to a developer. Leases are long-term and the church may receive an annual ground lease payment from the developer. Usually, when the lease terms ends, the asset transfers to the land title holder. For instance, Riseboro Community Partners entered into a ground lease with True Holy Church allowing for the development of a house of worship along with residential units and social service space for the community.
- Churches can enter into a joint venture with a developer where the church sells the land to the joint-venture entity that develops it. The church and developer become co-owners. For the recent affordable-housing project at Ebenezer Plaza, the Church of God of East Flatbush entered

into a JV partnership with Brisa Builders in which the church will own not only their house of worship, but also the residential units and commercial retail spaces.

- Churches that already own residential properties can resyndicate the property at year 15, which is a form of renovating the property by refinancing. Churches can then either opt to remain in the development partnership, buy out the partner or engage new partners. For example, CB Emmanuel will work with a church to renovate the senior housing building that they have owned for the past 15 years.

Q Crain's: What are some of the advantages for developers and FBOs partnering on projects?

A Rubie: FBOs are often intimately tied to the community and are typically concerned with maintaining its stability. A significant outcome for the community is an increase in affordable housing. The community truly benefits from the creation of mission-based development when there are strategic and thoughtful partnerships between developers and religious groups.

Developers can realize significant tax benefits, and gain access to both desirable development sites and more funding sources by partnering with FBOs. Since FBOs often provide social services in neglected communities, these development projects may be eligible to receive philanthropic or government-sponsored grants. ■

NATIONAL STANDARD ABSTRACT



Over \$600 Million
closed 2018
\$274 Million in
Faith-Based Developments 2018



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New York–area charities ranked by total assets

RANK	FOUNDATION	PHONE/ WEBSITE/ YEAR FOUNDED	TOP EXECUTIVE(S)/ COMPENSATION ¹	2017 ASSETS (IN MILLIONS)/ % CHANGE FROM 2016	2017 CONTRIBUTIONS (IN MILLIONS)/ % CHANGE FROM 2016	2017 GRANTS MADE ²	2017 NOTABLE GRANTS TO NYC ORGANIZATIONS	TOP GIVING AREAS	EMPLOYEES ³
1	Ford Foundation 320 E. 43rd St. New York, NY 10017	212-573-5000 fordfoundation.org 1936	<i>Darren Walker</i> President \$860,052	\$13,078.3 +5.8%	\$556.0 +26.1%	1,271	Make the Road New York, \$500,000; Brennan Center for Justice, \$1,200,000	Civic engagement and government; creativity and free expression; future of work	425
2	Foundation to Promote Open Society⁴ 224 W. 57th St. New York, NY 10019	212-548-0600 opensocietyfoundations.org 1993	<i>George Soros</i> Founder, chairman, director \$0	\$10,321.9 +40.7%	\$447.3 +3.7%	n/d	Human Rights Watch, \$10,075,000; The Fund for Public Schools, \$2,304,382	Transparency and public accountability; equality and anti-discrimination; education and learning	n/d
3	Bloomberg Family Foundation 25 E. 78th St. New York, NY 10075	212-205-0100 bloomberg.org 2006	<i>Patricia E. Harris</i> Chief executive \$0	\$7,850.2 +9.7%	\$346.1 +23.5%	n/d	Everytown for Gun Safety support fund, \$5,200,000; Results for America, \$2,796,000	Environment; public health; arts	n/d
4	Andrew W. Mellon Foundation 140 E. 62nd St. New York, NY 10065	212-838-8400 mellon.org 1969	<i>Elizabeth Alexander</i> President \$871,883 ⁵	\$6,855.3 +9.6%	\$285.8 -0.5%	496	American Council of Learned Societies, \$6,800,000; Institute of International Education, \$2,500,000	Higher education and scholarship in the humanities; arts and cultural heritage; scholarly communications	96
5	Leona M. and Harry B. Helmsley Charitable Trust⁶ 230 Park Ave. New York, NY 10169	212-679-3600 helmsleytrust.org 2008 ⁷	<i>Stephanie Cuskley</i> Chief executive \$970,991	\$5,474.3 +4.0%	\$231.1 -7.7%	193	END Fund, \$6,098,944; JDRE, \$3,131,227	Severe chronic diseases; select place-based initiatives	93
6	Rockefeller Foundation 420 Fifth Ave. New York, NY 10018	212-869-8500 rockefellerfoundation.org 1913	<i>Rajiv J. Shah</i> President \$1,079,226 ⁸	\$4,509.9 +10.4%	\$190.9 +9.9%	234	Rockefeller Philanthropy Advisors, \$35,000,000; Natural Resources Defense Council, \$3,012,732	Equitable global health systems; sustainable food systems; clean energy access	141
7	JPB Foundation 875 Third Ave. New York, NY 10022	212-935-9860 jpbfoundation.org 2011	<i>Barbara Picower</i> President \$335,147	\$4,283.9 +9.6%	\$206.2 +20.7%	309	Harlem Children's Zone, \$2,000,000; Fund for Public Health in New York City, \$1,458,550	Medical research; poverty; environment	34
8	Open Society Institute⁴ 224 W. 57th St. New York, NY 10019	212-548-0600 opensocietyfoundations.org 1993	<i>George Soros</i> Founder, chairman, trustee \$0 <i>Christopher Stone</i> President, chief executive, trustee \$914,217	\$3,577.0 +36.7%	\$10.7 -1.8%	n/d	Institute for New Economic Thinking, \$12,667,097; n/d	Transparency and public accountability; equality and anti-discrimination; education and learning	n/d
9	Carnegie Corp. of New York⁹ 437 Madison Ave. New York, NY 10022	212-371-3200 carnegie.org 1911	<i>Vartan Gregorian</i> President \$997,286	\$3,340.0 +1.2%	\$159.5 +5.6%	n/d	Brookings Institution, \$1,000,000; Carnegie Foundation for the Advancement of Teaching, \$2,500,000	Democracy; peace and security; education	78
10	Simons Foundation⁴ 160 Fifth Ave. New York, NY 10010	646-654-0066 simonsfoundation.org 1994	<i>Marilyn H. Simons</i> President, trustee \$0	\$3,027.1 +15.0%	\$232.4 -0.6%	n/d	New York Genome Center, \$16,000,000; Math for America, \$15,625,000	Research in mathematics, physical sciences, computer science, life and autism sciences	n/d
11	New York Community Trust 909 Third Ave. New York, NY 10022	212-686-0010 nycommunitytrust.org 1924	<i>Lorie A. Slutsky</i> President \$922,910	\$2,806.0 +10.0%	\$224.0 +14.9%	11,400	Legal Outreach, \$225,000; New York University Tandon School of Engineering, \$100,000	Health care; youth services; neighborhood improvements	56
12	Alfred P. Sloan Foundation 630 Fifth Ave. New York, NY 10111	212-649-1649 sloan.org 1934	<i>Adam F. Falk</i> President \$997,915 ¹⁰	\$1,909.2 +6.4%	\$98.5 +32.5%	360	Tribeca Film Institute, \$830,000; New York University, \$727,500	Basic research in science, technology and economics; promoting diversity in graduate science education; public understanding of science	32
13	Doris Duke Charitable Foundation 650 Fifth Ave. New York, NY 10019	212-974-7000 ddcf.org 1996	<i>Edward P. Henry</i> President, chief executive \$0	\$1,874.5 +7.5%	\$84.1 -0.0% ¹¹	198	Dance Theatre of Harlem, \$400,000; Albert Einstein College of Medicine, \$986,050	Medical research; performing arts; environment	38
14	Wallace Foundation 5 Penn Plaza New York, NY 10001	212-251-9700 wallacefoundation.org 1965	<i>Will Miller</i> President \$706,035	\$1,576.5 +10.0%	\$57.6 -10.6%	140	National Urban League, \$800,000; NYC Leadership Academy, \$1,750,000	Education leadership; learning and enrichment; arts	48
15	Starr Foundation¹² 399 Park Ave. New York, NY 10022	212-909-3600 starrfoundation.org 1955	<i>Florence A. Davis</i> President n/d	\$1,480.4 +6.2%	\$73.1 +29.5%	n/d	New York-Presbyterian Hospital, \$25,000,000 ¹³ ; Performing Arts Center, \$20,000,000 ¹⁴	Health and medicine; education; public policy and international relations	9

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. To qualify for this list, foundations must be headquartered in the New York area. All information was supplied by the foundations unless otherwise noted. n/d-Not disclosed. **1**-Includes compensation, contributions to employee benefit plans and deferred compensation, all for calendar year 2016 or the most recent available year. **2**-As of Dec. 31, 2017. **3**-Full-time and full-time-equivalent employees as of Dec. 31, 2017. **4**-Asset and contribution data are derived from IRS Forms 990 spanning 2015 and 2016 fiscal years. **5**-2016 compensation for former President Earl Lewis, who stepped down in March 2018. **6**-Fiscal year ends March 31. **7**-The foundation was formed in 1999. However, active grantmaking did not begin until 2008. **8**-2016 compensation for former president Judith Rodin, who stepped down that year. **9**-Asset data is derived from IRS Forms 990 spanning 2015 and 2016 fiscal years. **10**-2016 compensation for former President Paul Joskow, who retired in December 2017. **11**-Change is -0.01%. **12**-Totals for 2017 assets and contributions are estimates from the foundation. **13**-Five-year grant supports the expansion of cardiac services at New York-Presbyterian and Weill Cornell Medicine. **14**-Four-year grant supports The Ronald O. Perelman Performing Arts Center at the World Trade Center. Research by Gerald Schiffman.

This information was first published Nov. 12, 2018.

New York-area organizations ranked by 2017 total operating expenses

RANK	ORGANIZATION	PHONE/ WEBSITE	TOP EXECUTIVE/ TITLE/ TOTAL COMPENSATION ¹	TOTAL OPERATING EXPENSES 2017/2016 (IN MILLIONS)	% OF EXPENSES ALLOCATED TO PROGRAM SERVICES	% OF EXPENSES USED FOR FUNDRAISING	2017 TOTAL INCOME (IN MILLIONS)	% OF INCOME FROM PRIVATE SUPPORT ²
1	International Rescue Committee Inc. ³ 122 E. 42nd St. New York, NY 10168	212-551-3000 rescue.org	<i>David Miliband</i> President, chief executive, director \$671,749	\$725.0 \$672.9	91.9%	2.5%	\$736.8	32.2%
2	Institute of International Education ³ 809 United Nations Plaza New York, NY 10017	212-883-8200 iie.org	<i>Allan E. Goodman</i> Chief executive, trustee \$626,216	\$588.9 \$725.0	94.7%	0.2%	\$592.2	5.3%
3	Catholic Medical Mission Board Inc. ⁴ 100 Wall St. New York, NY 10005	212-242-7757 cmmb.org	<i>Bruce Wilkinson</i> President, chief executive \$471,056	\$581.6 \$386.1	98.3%	0.9%	\$599.1	98.2%
4	United States Fund for UNICEF & Affiliates ⁵ 125 Maiden Lane New York, NY 10038	212-686-5522 unicefusa.org	<i>Caryl M. Stern</i> President, chief executive \$652,425	\$512.8 \$561.2	88.4%	8.6%	\$510.6	99.0%
5	Doctors Without Borders USA Inc. 40 Rector St. New York, NY 10006	212-679-6800 dwb.org	<i>Jason Cone</i> Executive director \$248,980	\$419.2 \$362.5	89.6%	9.1%	\$392.5	94.8%
6	Jewish Communal Fund ⁶ 575 Madison Ave. New York, NY 10022	212-752-8277 jcfny.org	<i>Susan F. Dickman</i> Executive vice president, chief executive \$556,515	\$406.5 \$389.7	97.8%	0.3%	\$461.9	100.0%
7	Metropolitan Museum of Art ⁶ 1000 Fifth Ave. New York, NY 10028	212-535-7710 metmuseum.org	<i>Daniel H. Weiss</i> ⁷ President, chief executive \$901,671	\$388.5 \$398.1	64.7%	3.3%	\$385.3	92.7%
8	New York Blood Center ⁸ 310 E. 67th St. New York, NY 10065	212-570-3100 nybloodcenter.org	<i>Christopher Hillyer</i> President, chief executive \$1,665,553	\$359.3 \$324.5	93.8%	0.1%	\$346.9	1.0%
9	American Jewish Joint Distribution Committee Inc. ⁹ 220 E. 42nd St. New York, NY 10017	212-687-6200 jdc.org	<i>David Schizer</i> Executive vice president, chief executive \$919,088	\$314.2 \$302.2	88.8%	3.5%	\$332.9	79.6%
10	Leukemia & Lymphoma Society Inc. 3 International Drive Rye Brook, NY 10573	914-949-5213 lls.org	<i>Louis J. DeGennaro</i> President, chief executive \$623,559	\$308.0 \$248.4	78.7%	13.0%	\$345.3	0.0%
11	Metropolitan Opera Association Inc. ¹⁰ 30 Lincoln Center Plaza New York, NY 10023	212-799-3100 metopera.org	<i>Peter Gelb</i> General manager \$1,900,832	\$283.0 \$300.1	92.1%	4.0%	\$267.6	46.0%
12	Teach for America Inc. ¹¹ 25 Broadway New York, NY 10004	212-279-2080 teachforamerica.org	<i>Elisa Villaneuva Beard</i> Chief executive \$462,830	\$277.0 \$313.5	83.0%	9.4%	\$272.9	73.3%
13	Public Health Solutions 40 Worth St. New York, NY 10013	646-619-6400 healthsolutions.org	<i>Lisa David</i> President, chief executive \$323,899	\$269.4 \$240.0	97.6%	0.1%	\$270.4	7.4%
14	Legal Aid Society ⁶ 199 Water St. New York, NY 10038	212-577-3300 legal-aid.org	<i>Seymour W. James</i> Attorney-in-chief \$246,382	\$268.3 \$245.7	94.7%	0.3%	\$265.6	7.0%
15	Wildlife Conservation Society ⁶ 2300 Southern Blvd. Bronx, NY 10460	718-220-5100 wcs.org	<i>Cristián Samper</i> President, chief executive \$1,320,978	\$243.3 \$230.6	90.1%	4.3%	\$251.4	26.9%
16	SCO Family of Services 1 Alexander Place Glen Cove, NY 11542	516-671-1253 sco.org	<i>Keith Little</i> Executive director \$317,956 ¹²	\$240.0 \$241.9	91.5%	0.5%	\$259.7	4.4%
17	UJA-Federation of New York ⁶ 130 E. 59th St. New York, NY 10022	212-980-1000 ujafedny.org	<i>Eric S. Goldstein</i> Chief executive \$778,000	\$231.0 \$230.4	76.5%	12.5%	\$251.4	83.4%
18	Jewish Board of Family and Children's Services Inc. ⁶ 135 W. 50th St. New York, NY 10020	212-582-9100 jewishboard.org	<i>David Rivel</i> Chief executive \$358,870	\$217.5 \$229.9	90.7%	0.5%	\$226.5	11.3%
19	Project Orbis International Inc. ¹³ 520 Eighth Ave. New York, NY 10018	646-674-5500 orbis.org	<i>Paul Forrest</i> Chief development officer \$432,983	\$210.5 \$164.1	93.6%	4.1%	\$217.3	98.8%
20	Robin Hood Foundation ¹³ 826 Broadway New York, NY 10003	212-227-6601 robinhood.org	<i>Wes Moore</i> Chief executive n d ¹⁴	\$208.9 \$156.0	92.3%	5.3%	\$171.7	98.4%

RANK	ORGANIZATION	PHONE/ WEBSITE	TOP EXECUTIVE/ TITLE/ TOTAL COMPENSATION ¹	TOTAL OPERATING EXPENSES 2017/2016 (IN MILLIONS)	% OF EXPENSES ALLOCATED TO PROGRAM SERVICES	% OF EXPENSES USED FOR FUNDRAISING	2017 TOTAL INCOME (IN MILLIONS)	% OF INCOME FROM PRIVATE SUPPORT ²
21	Museum of Modern Art ⁶ 11 W. 53rd St. New York, NY 10019	212-708-9400 moma.org	<i>Glenn D. Lowry</i> Director \$2,243,242	\$206.6 \$212.2	94.8%	6.3%	\$454.4	63.9%
22	American Society for the Prevention of Cruelty to Animals ¹³ 424 E. 92nd St. New York, NY 10128	212-876-7700 aspc.org	<i>Matthew Bershadker</i> President, chief executive \$463,651	\$203.0 \$185.1	77.5%	19.8%	\$217.4	90.6%
23	American Museum of Natural History ⁶ Central Park West at 79th Street New York, NY 10024	212-769-5100 amnh.org	<i>Ellen V. Futter</i> President \$1,053,221	\$192.0 \$186.2	82.2%	3.8%	\$192.1	83.6%
24	JDRF International ⁶ 26 Broadway New York, NY 10004	212-785-9500 jdrf.org	<i>Derek Rapp</i> President, chief executive \$725,000	\$188.8 \$184.9	78.9%	13.3%	\$202.3	0.0%
25	YAI Inc. 460 W. 34th St. New York, NY 10001	212-273-6100 yai.org	<i>George D. Contos</i> Chief executive \$544,741	\$188.4 \$187.1	87.7%	0.3%	\$195.4	1.0%

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. To qualify for this list, organizations must be tax-exempt 501(c)(3) nonprofits with headquarters in the New York area. Universities, colleges, libraries, hospitals, health care institutions, medical practice groups and research institutions are excluded. All information was supplied by the organizations or obtained from the latest available Forms 990 and financial statements. Expense figures shown are total expenses minus interest, depreciation, depletion and amortization. All numbers have been rounded to one decimal place. Percentages and rankings are based on unrounded numbers. n/d-Not disclosed. **1**-Includes compensation, contributions to employee benefit plans and deferred compensation. **2**-Nongovernmental support. **3**-Fiscal year ends Sept. 30. Data from 2016 are shown. **4**-Fiscal year ends Sept. 30. **5**-Fiscal year ends June 30. Data is consolidated for the US Fund for UNICEF and US Fund for UNICEF In-Kind Assistance Corp. **6**-Fiscal year ends June 30. **7**-Appointed in June 2017. **8**-Fiscal year ends March 31. **9**-Some entities are consolidated for the purpose of audited financials and are then deconsolidated for the purposes of the Form 990. **10**-Fiscal year ends July 31. Data from 2016 are shown. **11**-Fiscal year ends May 31. **12**-Little was appointed executive director in Jan. 2018. The compensation listed is for his predecessor, Doug O'Dell. **13**-2016 data shown. **14**-Moore was hired in 2017. Research by Gerald Schiffman.

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This information was first published June 4, 2018, and has since been updated.

New York-area CEOs ranked by 2017 total compensation (in millions)

HEAVY HITTERS BY GERALD SCHIFMAN



#1 STEPHEN SCHWARZMAN
BLACKSTONE GROUP

THE MAN WHOSE NAME graces the 42nd Street and Fifth Avenue branch of the New York Public Library again tops *Crain's* list of best-paid CEOs. Schwarzman took home \$125.5 million in pay from Blackstone in 2017—at least \$11 million more than any other CEO and nearly \$80 million above his 2016 haul. Plus, Schwarzman earned significantly more through dividends and fund payouts.



#10 MINDY GROSSMAN
WEIGHT WATCHERS

TO LURE HER AWAY from the Home Shopping Network, where she was chief executive for 10 years, Weight Watchers gave Grossman six times her 2016 pay, making up forfeited deferred compensation. The diet company's stock, already on a roll following Oprah Winfrey's 10% purchase in October 2015, has been booming since Grossman took over in July 2017—more than doubling in 11 months.



#63 JOSEPH LEVIN
IAC/INTERACTIVECORP

ON A LIST in which the average CEO age is in the mid-50s, Levin of IAC/InteractiveCorp is the youngest, at 38. Previously CEO of IAC's Search & Applications division, Levin was promoted to head the whole company in 2015. The media and internet holdings company's stock price grew 16.1% in 2016, and Levin received a \$2.6 million compensation bump the following year.



#71, #90 JAMES DOLAN
MSG CO., MSG NETWORKS

LEADING BOTH Madison Square Garden Co. and MSG Networks Inc., Dolan is the only executive who appears twice on this list. If he has his way, that won't last much longer. In this era of cord-cutting, the Knicks owner is trying to find a buyer for MSG Networks. Together, the two companies pulled in more than one billion in gross profits for the fiscal year ending on June 30, 2018.

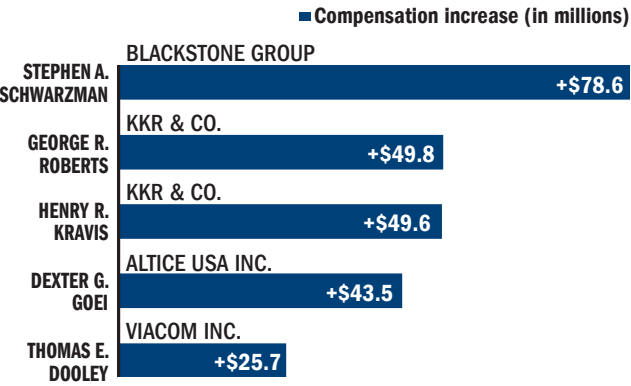
RANK	CEO NAME	COMPANY (TICKER)	TOTAL COMP. IN 2017	SALARY IN 2017	BONUS IN 2017	NONEQUITY INCENTIVE PLAN IN 2017	OPTION AWARDS IN 2017	STOCK AWARDS IN 2017	DEFERRED COMP. IN 2017	OTHER COMP. IN 2017	ONE-YEAR SHAREHOLDER RETURN
1	Stephen A. Schwarzman	Blackstone Group (BX)	\$125.5	\$0.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$125.2	+27.3%
2	George R. Roberts	KKR & Co. (KKR)	\$113.7	\$0.3	\$0.0	\$0.0	\$0.0	\$44.7	\$0.0	\$68.5	+41.8%
3	Henry R. Kravis	KKR & Co. (KKR)	\$113.4	\$0.3	\$0.0	\$0.0	\$0.0	\$44.7	\$0.0	\$68.5	+41.8%
4	Mario J. Gabelli	GAMCO Investors Inc. (GBL)	\$69.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$69.4	-3.8%
5	Leslie Moonves II	CBS Corp. (CBS)	\$69.3	\$3.5	\$20.0	\$0.0	\$0.0	\$43.7	\$1.0	\$1.2	-6.2%
6	Thomas E. Dooley ¹	Viacom Inc. (VIAB)	\$53.6	\$0.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$53.2	-25.2%
7	Dexter G. Goei	Altice USA Inc. (ATUS)	\$53.6	\$0.5	\$0.2	\$1.3	\$10.6	\$40.3	\$0.0	\$0.7	—
8	Jeffrey L. Bewkes	Time Warner Inc. (TWX)	\$49.0	\$2.0	\$0.0	\$14.7	\$0.0	\$32.0	\$0.0	\$0.3	-3.7%
9	Brian C. Duperreault	American International Group Inc. (AIG)	\$43.1	\$1.0	\$12.0	\$2.1	\$16.2	\$11.2	\$0.3	\$0.3	-6.9%
10	Mindy F. Grossman	Weight Watchers International Inc. (WTW)	\$33.4	\$0.5	\$0.0	\$1.4	\$19.8	\$11.2	\$0.0	\$0.4	+286.7%
11	Indra K. Nooyi	PepsiCo Inc. (PEP)	\$31.1	\$1.7	\$0.0	\$14.7	\$0.0	\$9.2	\$5.2	\$0.3	+17.8%
12	Joshua W. Sapan	AMC Networks Inc. (AMCX)	\$29.6	\$2.0	\$0.0	\$13.2	\$0.0	\$14.3	\$0.0	\$0.2	+3.3%
13	K. Rupert Murdoch ¹	Twenty-First Century Fox Inc. (FOXA)	\$29.3	\$7.1	\$0.0	\$10.5	\$0.0	\$5.4	\$6.1	\$0.2	+6.2%
14	Jamie Dimon	JPMorgan Chase & Co. (JPM)	\$28.3	\$1.5	\$5.0	\$0.0	\$0.0	\$21.5	\$0.0	\$0.3	+26.8%
15	Ian C. Read	Pfizer Inc. (PFE)	\$27.9	\$2.0	\$0.0	\$2.6	\$14.5	\$6.6	\$1.7	\$0.5	+15.9%
16	Laurence D. Fink	BlackRock Inc. (BLK)	\$27.7	\$0.9	\$10.0	\$0.0	\$0.0	\$16.6	\$0.0	\$0.2	+38.2%
17	John R. Strangfeld	Prudential Financial Inc. (PRU)	\$27.1	\$1.4	\$0.0	\$9.3	\$2.1	\$6.3	\$8.0	\$0.1	+13.7%
18	Leonard S. Schleifer	Regeneron Pharmaceuticals Inc. (REGN)	\$26.5	\$1.3	\$0.0	\$2.5	\$22.0	\$0.0	\$0.0	\$0.8	+2.4%
19	James P. Gorman	Morgan Stanley (MS)	\$24.5	\$1.5	\$11.6	\$0.0	\$0.0	\$11.4	\$0.0	\$0.0	+26.6%
20	Peter D. Hancock ¹	American International Group Inc. (AIG)	\$24.2	\$0.6	\$5.0	\$0.7	\$0.0	\$8.1	\$0.0	\$9.8	-6.9%
21	John D. Wren	Omnicom Group Inc. (OMC)	\$24.0	\$1.0	\$0.0	\$22.8	\$0.0	\$0.0	\$0.0	\$0.2	-11.9%
22	Lloyd C. Blankfein	Goldman Sachs Group Inc. (GS)	\$22.0	\$2.0	\$4.4	\$0.0	\$0.0	\$15.2	\$0.0	\$0.4	+7.7%
23	Richard B. Handler	Jefferies Financial Group ² (JEF)	\$21.8	\$1.0	\$0.0	\$0.0	\$0.0	\$20.4	\$0.0	\$0.3	+15.4%
24	Joshua G. Silverman	Etsy Inc. (ETSY)	\$21.2	\$0.2	\$0.0	\$0.4	\$17.9	\$2.7	\$0.0	\$0.0	+73.6%
25	James R. Murdoch	Twenty-First Century Fox Inc. (FOXA)	\$20.3	\$3.0	\$0.0	\$8.0	\$0.0	\$8.5	\$0.6	\$0.2	+6.2%
26	Robert M. Bakish	Viacom Inc. (VIAB)	\$20.3	\$2.8	\$0.0	\$7.0	\$4.7	\$5.8	\$0.0	\$0.1	-25.2%

PEOPLE

RANK	CEO NAME	COMPANY (TICKER)	TOTAL COMP. IN 2017	SALARY IN 2017	BONUS IN 2017	NONEQUITY INCENTIVE PLAN IN 2017	OPTION AWARDS IN 2017	STOCK AWARDS IN 2017	DEFERRED COMP. IN 2017	OTHER COMP. IN 2017	ONE-YEAR SHAREHOLDER RETURN
27	Michael T. Strianese ¹	L3 Technologies Inc. (LLL)	\$19.7	\$1.4	\$0.0	\$4.9	\$3.1	\$5.1	\$5.2	\$0.1	—
28	Stephen J. Squeri	American Express Co. (AXP)	\$19.2	\$1.4	\$7.0	\$1.0	\$5.4	\$3.8	\$0.1	\$0.5	+36.2%
29	Gerald L. Hassell ¹	Bank of New York Mellon (BK)	\$19.1	\$1.0	\$0.0	\$3.5	\$0.0	\$13.5	\$0.9	\$0.2	+15.7%
30	Fabrizio Freda	Estée Lauder Cos. Inc. (EL)	\$19.0	\$1.9	\$0.0	\$5.3	\$3.7	\$7.3	\$0.6	\$0.1	+7.1%
31	André Calantzopoulos	Philip Morris International Inc. (PM)	\$19.0	\$1.5	\$0.0	\$3.3	\$0.0	\$11.2	\$2.8	\$0.2	+19.8%
32	Giovanni Caforio	Bristol-Myers Squibb Co. (BMY)	\$18.7	\$1.6	\$0.0	\$3.9	\$0.0	\$12.7	\$0.0	\$0.6	+7.7%
33	Ajaypal S. Banga	MasterCard Inc. (MA)	\$18.7	\$1.2	\$0.0	\$4.7	\$6.3	\$6.3	\$0.0	\$0.2	+47.7%
34	Kenneth I. Chenault ¹	American Express Co. (AXP)	\$18.6	\$2.0	\$0.0	\$0.0	\$3.2	\$12.2	\$0.5	\$0.7	+36.2%
35	Virginia M. Rometty	International Business Machines Corp. (IBM)	\$18.6	\$1.6	\$0.0	\$5.1	\$0.0	\$10.4	\$0.5	\$1.0	-4.0%
36	Lowell C. McAdam	Verizon Communications Inc. (VZ)	\$17.9	\$1.6	\$0.0	\$3.7	\$0.0	\$12.0	\$0.1	\$0.5	+4.0%
37	Michael L. Corbat	Citigroup Inc. (C)	\$17.8	\$1.5	\$6.5	\$0.0	\$0.0	\$9.8	\$0.0	\$0.0	+27.0%
38	Kenneth C. Frazier	Merck & Co. Inc. (MRK)	\$17.6	\$1.6	\$0.0	\$2.7	\$3.8	\$8.8	\$0.5	\$0.3	-1.5%
39	Marc Holliday	SL Green Realty Corp. (SLG)	\$17.4	\$1.4	\$0.0	\$1.9	\$2.2	\$11.9	\$0.0	\$0.0	-3.2%
40	Emanuel Chirico	PVH Corp. (PVH)	\$17.2	\$1.4	\$0.0	\$4.1	\$2.3	\$6.8	\$2.5	\$0.2	+67.5%
41	Charles W. Scharf	Bank of New York Mellon (BK)	\$17.1	\$0.6	\$0.0	\$1.8	\$0.0	\$14.7	\$0.0	\$0.0	+15.7%
42	Daniel S. Glaser	Marsh & McLennan Cos. Inc. (MMC)	\$17.0	\$1.4	\$0.0	\$4.3	\$5.3	\$5.3	\$0.6	\$0.3	+22.7%
43	Steven H. Temares	Bed Bath & Beyond Inc. (BBBY)	\$16.9	\$4.0	\$0.0	\$0.0	\$2.5	\$10.4	\$0.0	\$0.0	-15.5%
44	Michael I. Roth	Interpublic Group (IPG)	\$16.9	\$1.5	\$0.0	\$7.5	\$0.0	\$7.4	\$0.0	\$0.4	-11.0%
45	Klaus C. Kleinfeld ¹	Arconic Inc. (ARNC)	\$16.6	\$0.5	\$0.0	\$0.0	\$1.8	\$7.5	\$0.7	\$6.1	+48.4%
46	David O'Connor ¹	Madison Square Garden Co. (MSG)	\$16.4	\$2.0	\$0.0	\$5.2	\$0.0	\$8.7	\$0.0	\$0.5	+14.1%
47	Stefan Larsson ¹	Ralph Lauren Corp. (RL)	\$16.2	\$1.3	\$0.0	\$4.2	\$0.0	\$9.5	\$0.0	\$1.3	-14.2%
48	John J. McAvoy	Consolidated Edison (ED), Consolidated Edison Co. of New York	\$16.0	\$1.3	\$0.0	\$1.9	\$0.0	\$5.5	\$7.3	\$0.1	+19.3%
49	Peter A. Cohen ¹	Cowen Inc. (COWN)	\$15.8	\$1.0	\$2.6	\$0.0	\$0.0	\$1.1	\$0.0	\$11.1	-11.9%
50	Jane T. Elfers	Children's Place Inc. (PLCE)	\$15.8	\$1.1	\$0.0	\$3.5	\$0.0	\$11.0	\$0.0	\$0.1	+55.7%
51	Howard W. Lutnick ¹	BGC Partners Inc. (BGCP)	\$15.7	\$1.0	\$0.0	\$14.0	\$0.0	\$0.7	\$0.0	\$0.0	+56.1%
52	Ian M. Cook	Colgate-Palmolive Co. (CL)	\$15.3	\$1.4	\$0.0	\$2.7	\$5.0	\$4.2	\$1.8	\$0.2	+17.9%
53	Michael B. Polk	Newell Brands Inc. (NWL)	\$15.3	\$1.4	\$0.0	\$0.0	\$0.0	\$13.0	\$0.0	\$1.0	-29.4%
54	Alan D. Schnitzer	Travelers Cos. Inc. (TRV)	\$15.2	\$1.0	\$0.0	\$4.7	\$3.6	\$5.4	\$0.5	\$0.1	+13.4%
55	Steven A. Kandarian	MetLife Inc. (MET)	\$14.7	\$1.6	\$0.0	\$3.0	\$2.1	\$7.1	\$0.7	\$0.3	+8.1%
56	Brian R. Harris	Ladder Capital Corp. (LADR)	\$14.6	\$1.0	\$0.0	\$7.2	\$0.0	\$6.4	\$0.0	\$0.0	+8.5%
57	John B. Hess	Hess Corp. (HES)	\$14.6	\$1.5	\$0.0	\$2.7	\$2.6	\$6.0	\$1.8	\$0.0	-22.1%
58	Adena T. Friedman	Nasdaq Inc. (NDAQ)	\$14.5	\$1.0	\$0.0	\$2.3	\$4.0	\$7.0	\$0.1	\$0.1	+16.8%
59	Alessandro Bogliolo	Tiffany & Co. (TIF)	\$14.0	\$0.4	\$0.0	\$0.7	\$4.8	\$4.8	\$0.0	\$3.3	+38.4%
60	Robert J. Thomson	News Corp. (NWSA)	\$13.6	\$2.0	\$0.0	\$4.0	\$0.0	\$6.7	\$0.5	\$0.4	+22.6%
61	Mark J. Alles	Celgene Corp. (CELG)	\$13.1	\$1.3	\$0.0	\$2.1	\$4.2	\$5.5	\$0.0	\$0.0	-9.8%
62	Vincent A. Forlenza	Becton Dickinson & Co. (BDX)	\$13.1	\$1.2	\$0.0	\$1.8	\$3.8	\$5.6	\$0.6	\$0.0	+10.8%
63	Joseph M. Levin	IAC/InterActiveCorp (IAC)	\$13.0	\$1.0	\$4.0	\$0.0	\$7.7	\$0.0	\$0.0	\$0.4	+88.7%
64	Ralph Lauren ¹	Ralph Lauren Corp. (RL)	\$13.0	\$1.8	\$0.0	\$0.0	\$0.0	\$11.0	\$0.0	\$0.3	-14.2%
65	Victor Luis	Tapestry Inc. (TPR)	\$12.9	\$1.3	\$0.0	\$2.5	\$5.4	\$3.6	\$0.0	\$0.1	+20.2%
66	Francisco B. D'Souza	Cognizant Technology Solutions Corp. (CTSH)	\$12.5	\$0.7	\$0.0	\$0.6	\$0.0	\$11.0	\$0.0	\$0.2	+27.6%
67	Camillo Pane	Coty Inc. (COTY)	\$12.4	\$0.9	\$0.9	\$0.9	\$6.5	\$3.0	\$0.0	\$0.3	-25.6%
68	Ronald J. Kramer	Griffon Corp. (GFF)	\$12.3	\$1.0	\$0.0	\$4.6	\$0.0	\$6.3	\$0.0	\$0.3	+31.9%
69	Robert J. Hugin ¹	Celgene Corp. (CELG)	\$12.0	\$1.5	\$0.0	\$2.2	\$3.6	\$4.4	\$0.0	\$0.2	-9.8%
70	Michael P. Gregoire	CA Inc. (CA)	\$11.9	\$1.0	\$0.0	\$1.9	\$1.8	\$6.9	\$0.0	\$0.4	+6.4%
71	James L. Dolan	Madison Square Garden Co. (MSG)	\$11.8	\$1.0	\$0.0	\$3.2	\$0.0	\$7.3	\$0.0	\$0.3	+14.1%
72	Raymond W. McDaniel Jr.	Moody's Corp. (MCO)	\$11.2	\$1.0	\$0.0	\$2.8	\$1.5	\$5.8	\$0.2	\$0.0	+58.5%

GOOD FORTUNE

All of the largest compensation increases were netted by executives ranked within the top seven.

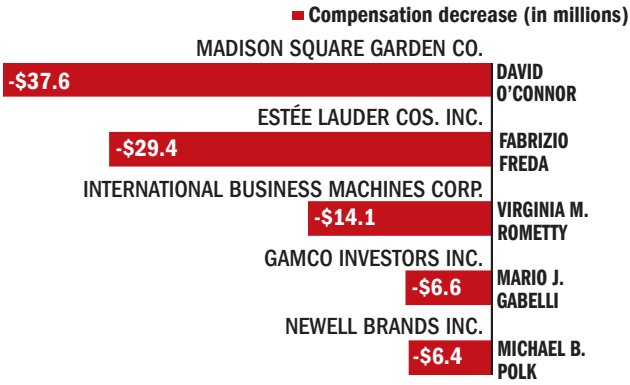


SOURCES: S&P Global Market Intelligence and Crain's research



MONEY MATTERS

These five sustained compensation drops exceeding \$6 million in 2017 but remained on the list because their 2016 haul was huge. All were ranked in the top 20 on the 2017 list.



RANK	CEO NAME	COMPANY (TICKER)	TOTAL COMP. IN 2017	SALARY IN 2017	BONUS IN 2017	NONEQUITY INCENTIVE PLAN IN 2017	OPTION AWARDS IN 2017	STOCK AWARDS IN 2017	DEFERRED COMP. IN 2017	OTHER COMP. IN 2017	ONE-YEAR SHAREHOLDER RETURN
73	Jeffrey Gennette	Macy's (M)	\$11.1	\$1.2	\$0.0	\$3.0	\$2.6	\$3.9	\$0.3	\$0.0	-9.2%
74	Morris Goldfarb	G-III Apparel Group (GIII)	\$11.0	\$1.0	\$6.3	\$0.0	\$0.0	\$3.2	\$0.3	\$0.3	+42.2%
75	Rodney O. Martin Jr.	Voya Financial Inc. (VOYA)	\$11.0	\$1.0	\$0.0	\$3.3	\$0.0	\$6.6	\$0.0	\$0.1	+26.3%
76	Christopher E. Kubasik	L3 Technologies Inc. (LLL)	\$10.9	\$0.9	\$0.0	\$1.6	\$4.0	\$3.2	\$0.0	\$1.2	—
77	Douglas L. Peterson	S&P Global Inc. (SPGI)	\$10.7	\$1.0	\$0.0	\$3.2	\$0.0	\$6.0	\$0.0	\$0.5	+59.3%
78	Carlos A. Rodriguez	Automatic Data Processing Inc. (ADP)	\$10.6	\$1.0	\$0.0	\$1.4	\$3.0	\$4.4	\$0.8	\$0.1	+14.1%
79	Ralph Izzo	Public Service Enterprise Group Inc. (PEG)	\$10.6	\$1.3	\$0.0	\$1.8	\$0.0	\$6.5	\$1.0	\$0.1	+21.8%
80	Steven Roth	Vornado Realty Trust (VNO)	\$10.5	\$1.0	\$0.0	\$0.0	\$0.0	\$9.1	\$0.0	\$0.4	-4.5%
81	Albert P. Behler	Paramount Group Inc. (PGRE)	\$10.5	\$1.1	\$0.0	\$2.3	\$0.5	\$6.4	\$0.0	\$0.2	+1.5%
82	Stephen H. Rusckowski	Quest Diagnostics Inc. (DGX)	\$10.3	\$1.1	\$0.0	\$1.4	\$3.0	\$4.5	\$0.0	\$0.3	+9.2%
83	James E. Meyer	Sirius XM Holdings Inc. (SIRI)	\$9.7	\$1.8	\$7.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.1	+21.4%
84	Weston M. Hicks	Alleghany Corp. (Y)	\$9.6	\$1.0	\$0.0	\$2.1	\$0.0	\$4.5	\$1.8	\$0.2	-2.0%
85	Ivan Kaufman	Arbor Realty Trust Inc. (ABR)	\$9.5	\$1.0	\$3.9	\$0.0	\$0.0	\$4.6	\$0.0	\$0.0	+26.6%
86	Anthony E. Malkin	Empire State Realty Trust Inc. (ESRT)	\$9.3	\$0.8	\$1.8	\$0.0	\$0.0	\$6.5	\$0.0	\$0.1	+3.8%
87	Tarek A. Sherif	Medidata Solutions Inc. (MDSO)	\$9.3	\$0.6	\$0.0	\$0.5	\$0.0	\$8.2	\$0.0	\$0.0	+27.6%
88	Alan B. Colberg	Assurant Inc. (AIZ)	\$9.3	\$1.0	\$0.0	\$1.7	\$0.0	\$5.9	\$0.4	\$0.2	+11.0%
89	Richard J. Daly	Broadridge Financial Solutions Inc. (BR)	\$9.2	\$0.9	\$0.0	\$1.8	\$2.3	\$2.2	\$1.8	\$0.0	+18.1%
90	James L. Dolan ¹	MSG Networks Inc. (MSGN)	\$8.8	\$1.0	\$0.0	\$2.8	\$4.8	\$0.0	\$0.0	\$0.3	+46.3%
91	Charles A. Bancroft ¹	Bristol-Myers Squibb Co. (BMY)	\$8.8	\$1.0	\$0.0	\$1.9	\$0.0	\$4.3	\$1.3	\$0.3	+7.7%
92	Shaun D. Lynn ¹	BGC Partners Inc. (BGCP)	\$8.5	\$1.0	\$0.0	\$7.5	\$0.0	\$0.0	\$0.0	\$0.0	+56.1%
93	Dan Bodner	Verint Systems Inc. (VRNT)	\$8.3	\$0.8	\$0.0	\$0.8	\$0.0	\$6.6	\$0.0	\$0.1	+11.8%
94	Thomas S. Smith Jr.	Sotheby's (BID)	\$8.2	\$1.4	\$0.0	\$3.6	\$0.0	\$3.0	\$0.0	\$0.1	+29.5%
95	Philip A. Falcone	HC2 Holdings (HCHC)	\$8.1	\$0.0	\$0.0	\$4.9	\$0.5	\$2.8	\$0.0	\$0.0	+0.3%
96	Terry J. Lundgren ¹	Macy's Inc. (M)	\$8.1	\$1.1	\$0.0	\$2.1	\$1.9	\$2.9	\$0.0	\$0.1	-9.2%
97	Scott L. Tarriff	Eagle Pharmaceuticals Inc. (EGRX)	\$8.0	\$0.7	\$0.5	\$0.0	\$6.7	\$0.0	\$0.0	\$0.0	-32.7%
98	William P. Lauder ¹	Estée Lauder Cos. Inc. (EL)	\$8.0	\$1.5	\$0.0	\$3.4	\$0.9	\$1.7	\$0.3	\$0.1	+7.1%
99	Frederic P. Cumenal ¹	Tiffany & Co. (TIF)	\$7.8	\$0.1	\$0.0	\$0.0	\$2.9	\$2.1	\$0.0	\$2.8	+38.4%
100	Andreas Fibig	International Flavors & Fragrances Inc. (IFF)	\$7.7	\$1.3	\$0.0	\$2.9	\$0.0	\$3.0	\$0.0	\$0.5	+32.0%

Compensation and company data provided by S&P Global Market Intelligence, 800-523-4534, spglobal.com. Additional research by Gerald Schiffman. Neither S&P Global Market Intelligence nor S&P Global Market Intelligence guarantees the truth or accuracy of any part of the S&P Global Market Intelligence materials. New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. This ranking is based on list of the 150 largest publicly held companies in the New York area, published on May 21, 2018, and includes CEOs who were with those companies at the end of their fiscal years. Executives may share the CEO title and/or have additional titles. Executives' ages are derived from biographical information disclosed in the company proxy statements and may not reflect recent birthdays. Base salaries are taken as disclosed from the Summary Compensation Table and are not annualized for executives employed for less than a full fiscal year. All financial data are derived from the most recent 10-Ks available as of May 15, 2018. The most recent data for companies with fiscal years ending in March through December are for the year ended in 2017, and the most recent data for companies with fiscal years ending in January and February are for the year ended in 2018. Compensation data are derived from company filings available from the SEC as of May 2018. Compensation and financial figures are expressed in the millions. Rankings are compiled with unrounded numbers. **Total comp.** represents the sum of base salary, bonus, nonequity incentive plans, grant date fair value of option and stock awards, deferred compensation and other compensation. Salary may be paid for a full or partial year if the executive commenced employment during the year. **Nonequity incentive plan** represents cash awards earned in connection with short- and long-term incentive plan awards. **Option awards** represent the aggregate grant date fair value of service and performance-based option awards. **Stock awards** represent the aggregate grant date fair value of service and performance-based stock awards. **Deferred comp.** represents the change in pension plan/nonqualified deferred compensation earnings. **Other comp.** represents the value of nonpension benefits and perquisites. **One-year shareholder return** represents the change in stock price plus any dividends paid over the most recent fiscal year as of May 2018. **1**-Former chief executive. **2**-Name changed from Leucadia National Corp. to Jefferies Financial Group in May 2018.

This information was first published April 9, 2018.

Ranked by 2016 cash compensation

NOTHING SICKLY ABOUT THESE SALARIES

Compensation for New York’s top hospital leaders keeps reaching new heights. The 25th-ranked administrator on *Crain’s* annual list of the metro area’s highest-paid hospital executives earned \$2.3 million in 2016, 14% more than No. 25 made the previous year.

Although the jump was not as steep for that slot on the employee side (it increased by 6%), there were plenty of big compensation bumps for the positions above it. Two doctors’ earnings increased by more than \$1 million: spine surgeons **Frank Schwab** and **Han Jo Kim** of the Hospital for Special Surgery. Orthopedics is an area of medicine that is transforming—and producing high salaries for leadership.

“Hospitals have changed how they manage the orthopedic cycle of care,” said Eileen O’Donnell, a senior client partner at Korn Ferry who specializes in recruiting senior-level health-care executives. “After orthopedic surgeries, you’re seeing much quicker transitions out of the hospital into rehab and back home. It’s up to the hospital to ensure that the home is properly set up after a surgery so the patient has a great outcome. This creates a need for key leaders to see that patient needs are being met.”

The executive side of the list typically features individuals with traditional titles such as president, dean, CEO, CFO and COO. But in the future, the top 25 could include executives whose role revolves around improving the patient experience.

“Chief experience officer and chief transformation officer are two roles that are becoming more valuable,” O’Donnell said. “Those are now executive-level positions working very closely with hospital leaders to personalize the patient experience, emphasize outcomes and make services more seamless. With consumers driving best-in-class care, hospitals need leaders who can provide it.”

— GERALD SCHIFMAN

A HEALTHY LIVING

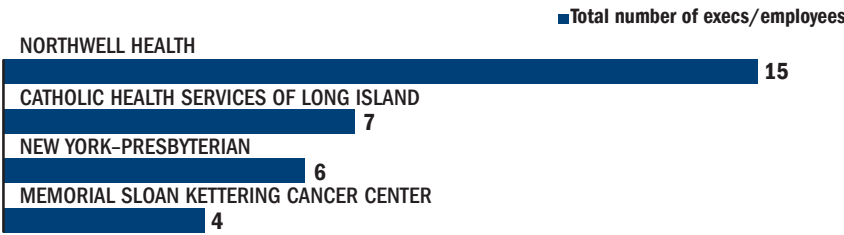
The retirement of Methodist CEO Mark Mundy triggered a hefty windfall to give him the biggest year-to-year compensation bump. Raises on the doctor side were led by two surgeons at the Hospital for Special Surgery.

EXECUTIVES				
MARK J. MUNDY (No. 1)	CRAIG B. THOMPSON, M.D. (No. 4)	ROBERT S. SHAPIRO (No. 9)	CHANTAL WEINHOLD (No. 12)	ANTHONY FERRERI (No. 11)
+\$3.8M	+\$2.9M	+\$2.3M	+\$2.2M	+\$2.1M
EMPLOYEES				
FRANK SCHWAB, M.D. (No. 11)	HAN JO KIM, M.D. (No. 10)	BARRY KAPLAN, M.D. (No. 13)	PETER T. SCARDINO, M.D. (No. 16)	DAVID SAMADI, M.D. (No. 1)
+\$1.9M	+\$1.1M	+\$1.0M	+\$0.9M	+\$0.6M

NOTE: Raise rankings omit three doctors whose 2015 cash compensation is not available.

STRONG ISLAND

Long Island-based Northwell Health and Catholic Health Services had the most staffers on the two lists.



SOURCES: Form 990 tax filings from 2015 and 2016

TOP-PAID HOSPITAL EXECUTIVES

RANK	OFFICER/ DIRECTOR/TRUSTEE	HOSPITAL/SYSTEM	TOTAL CASH COMP. FROM ORG./FROM RELATED ORGS.	OTHER COMP.
1	Mark J. Mundy ¹ <i>president and chief executive</i>	New York–Presbyterian Brooklyn Methodist	\$5,789,727 \$5,789,727/\$0	\$413,511
2	Steven J. Corwin, M.D. ² <i>president, chief executive and trustee</i>	New York–Presbyterian Hospital	\$5,747,816 \$5,747,816/\$0	\$227,825
3	Robert I. Grossman, M.D. ³ <i>dean and chief executive</i>	NYU Langone Medical Center	\$5,453,582 \$2,726,791/\$2,726,791	\$1,904,250
4	Craig B. Thompson, M.D. <i>president and chief executive</i>	Memorial Sloan Kettering Cancer Center	\$5,337,371 \$5,337,371/\$0	\$1,381,832
5	Steven M. Safyer, M.D. ⁴ <i>president and chief executive</i>	Montefiore Health System	\$4,327,957 \$0/\$4,327,957	\$51,831
6	Kenneth L. Davis, M.D. ⁵ <i>president and chief executive</i>	Mount Sinai Health System	\$4,082,072 \$931,121/\$3,150,951	\$3,179,142
7	Michael J. Dowling <i>president and chief executive</i>	Northwell Health	\$4,026,026 \$0/\$4,026,026	\$51,426
8	Robert C. Garrett ⁶ <i>co-chief executive</i>	Hackensack Meridian Health	\$3,917,541 \$0/\$3,917,541	\$583,245
9	Robert S. Shapiro ⁷ <i>executive vice president and chief financial officer</i>	Northwell Health	\$3,571,801 \$0/\$3,571,801	\$373,568
10	Pamela Brier ⁸ <i>president and chief executive</i>	Maimonides Medical Center	\$3,408,493 \$3,408,493/\$0	\$979,306
11	Anthony Ferreri ⁹ <i>executive vice president and chief affiliation officer</i>	Northwell Health	\$3,231,532 \$0/\$3,231,532	\$369,606
12	Chantal Weinhold <i>regional executive director</i>	Northwell Health	\$3,177,989 \$3,177,989/\$0	\$352,114
13	John K. Lloyd ¹⁰ <i>co-chief executive</i>	Hackensack Meridian Health	\$3,103,959 \$0/\$3,103,959	\$822,777
14	Maxine Frank <i>executive vice president and chief legal officer</i>	New York–Presbyterian Hospital	\$2,903,648 \$2,903,648/\$0	\$53,303
15	Louis Shapiro <i>president and chief executive</i>	Hospital for Special Surgery	\$2,853,751 \$2,283,001/\$570,750	\$69,189
16	Jason Klein <i>senior vice president and chief investment officer</i>	Memorial Sloan Kettering Cancer Center	\$2,811,422 \$2,811,422/\$0	\$1,592,843
17	Barry H. Ostrowsky ¹¹ <i>president and chief executive</i>	RWJBarnabas Health	\$2,770,018 \$0/\$2,770,018	\$290,266
18	Laura L. Forese, M.D. ¹² <i>executive vice president and chief operating officer</i>	New York–Presbyterian Hospital	\$2,744,627 \$2,744,627/\$0	\$224,599

TOP-PAID HOSPITAL EMPLOYEES

RANK	EMPLOYEE	HOSPITAL/SYSTEM	TOTAL CASH COMP. FROM ORG./FROM RELATED ORGS.	OTHER COMP.
1	David Samadi, M.D. <i>chair, urology</i>	Lenox Hill Hospital	\$7,287,640 \$7,287,640/\$0	\$53,304
2	Joseph Levine, M.D. <i>chief, electrophysiology</i>	St. Francis Hospital	\$6,243,917 \$6,243,917/\$0	\$41,658
3	Mark Sultan, M.D. <i>physician</i>	Beth Israel Medical Center	\$4,981,407 \$4,981,407/\$0	\$37,457
4	Richard Schlofmitz, M.D. <i>chair, cardiology</i>	St. Francis Hospital	\$4,258,514 \$4,258,514/\$0	\$40,779
5	Sathish Subbaiah, M.D. <i>chief, neurosurgical spinal surgery</i>	St. Charles Hospital	\$3,964,895 \$3,964,895/\$0	\$23,024
6	Morgan Chen, M.D. <i>chief, orthopedic spinal surgery</i>	St. Charles Hospital	\$3,792,952 \$3,792,952/\$0	\$52,640
7	Jacob Shani, M.D. <i>chair, heart and vascular center</i>	Maimonides Medical Center	\$3,497,072 \$3,497,072/\$0	\$33,333
8	Mark Urken, M.D. <i>physician</i>	Beth Israel Medical Center	\$3,479,923 \$3,479,923/\$0	\$57,213
9	Robert Michler, M.D. <i>chair, cardiothoracic surgery</i>	Montefiore Hospital	\$3,361,209 \$3,361,209/\$0	\$51,899
10	Han Jo Kim, M.D. <i>orthopedic surgeon</i>	Hospital for Special Surgery	\$3,208,023 \$3,208,023/\$0	\$34,109
11	Frank Schwab, M.D. <i>chief, spine service</i>	Hospital for Special Surgery	\$3,198,886 \$3,198,886/\$0	\$57,014
12	Eugene Krauss, M.D. <i>chair, orthopedics</i>	North Shore University Hospital	\$3,009,722 \$3,009,722/\$0	\$45,453
13	Barry Kaplan, M.D. <i>executive director, cardiology</i>	Long Island Jewish Medical Center	\$2,816,638 \$2,816,638/\$0	\$53,304
13	Lyle Leipziger, M.D. <i>chief, plastic surgery</i>	Long Island Jewish Medical Center	\$2,816,638 \$2,816,638/\$0	\$53,304
15	Phillip Gutin, M.D. <i>chair, neurosurgery</i>	Memorial Sloan Kettering Cancer Center	\$2,746,988 \$2,746,988/\$0	\$54,266
16	Peter T. Scardino, M.D. <i>chair, surgery</i>	Memorial Sloan Kettering Cancer Center	\$2,695,019 \$2,695,019/\$0	\$95,502
17	Alan Hartman, M.D. <i>chair, cardiovascular and thoracic surgery</i>	North Shore University Hospital	\$2,421,336 \$2,421,336/\$0	\$53,304
18	George Petrossian, M.D. <i>cardiologist</i>	St. Francis Hospital	\$2,333,493 \$2,333,493/\$0	\$49,064

TOP-PAID HOSPITAL EXECUTIVES

RANK	OFFICER/ DIRECTOR/TRUSTEE	HOSPITAL/SYSTEM	TOTAL CASH COMP. FROM ORG./FROM RELATED ORGS.	OTHER COMP.
19	Joseph Lemaire ¹³ <i>president, diversified health ventures division</i>	Hackensack Meridian Health	\$2,673,640 \$2,673,640/\$0	\$107,722
20	Phyllis R. Lantos <i>executive vice president, chief financial officer and treasurer</i>	New York–Presbyterian Hospital	\$2,640,133 \$2,640,133/\$0	\$57,166
21	Alan D. Guerci, M.D. ¹⁴ <i>president and chief executive</i>	Catholic Health Services of Long Island	\$2,595,065 \$2,595,065/\$0	\$360,447
22	Andrew J. Brotman, M.D. <i>senior vice president, vice dean and chief clinical officer</i>	NYU Langone Medical Center	\$2,495,054 \$1,247,527 /\$1,247,527	\$24,292
23	Philip O. Ozuah, M.D. ¹⁵ <i>executive vice president and chief operating officer</i>	Montefiore Health System	\$2,492,636 \$0/\$2,492,636	\$538,092
24	Mark J. Solazzo ¹⁶ <i>executive vice president and chief operating officer</i>	Northwell Health	\$2,398,244 \$0/\$2,398,244	\$600,022
25	Thomas A. Biga ¹⁷ <i>president, Northern region</i>	RWJBarnabas Health	\$2,308,539 \$0/\$2,308,539	\$49,804

TOP-PAID HOSPITAL EMPLOYEES

RANK	EMPLOYEE	HOSPITAL/SYSTEM	TOTAL CASH COMP. FROM ORG./FROM RELATED ORGS.	OTHER COMP.
19	Omid Rahmani, M.D. <i>chair, vascular surgery</i>	Long Island Jewish Medical Center	\$2,285,778 \$2,285,778/\$0	\$44,668
20	Varinder Singh, M.D. <i>interim chair, cardiovascular medicine</i>	Lenox Hill Hospital	\$2,261,609 \$2,261,609/\$0	\$53,304
21	James Taylor, M.D. <i>co-director, heart hospital</i>	North Shore University Hospital	\$2,093,079 \$2,093,079/\$0	\$53,304
22	Terrence J. Sacchi, M.D. <i>chief, cardiology</i>	New York–Presbyterian Brooklyn Methodist	\$2,067,075 \$2,067,075/\$0	\$39,431
23	Douglas Petracco, M.D. <i>orthopedic surgeon</i>	St. Charles Hospital	\$2,063,438 \$2,063,438/\$0	\$54,993
24	Samuel Scheinerman, M.D. <i>chair, cardiothoracic surgery</i>	Lenox Hill Hospital	\$2,063,437 \$2,063,437/\$0	\$45,453
25	Angelo Reppucci, M.D. <i>co-director, practice site</i>	Long Island Jewish Medical Center	\$2,035,568 \$2,035,568/\$0	\$53,250

Total cash compensation includes base compensation, bonus and incentive compensation and other reportable compensation from the organization and related organizations. **Other compensation** includes nonreportable compensation, deferred compensation, retirement plan benefits, health care benefits and other fringe benefits from the organization and related organizations. Hospital employee compensation may not include medical school pay. Individuals may have additional titles. In the case of a tie, employees are listed in alphabetical order by last name. **Notes on top-paid executives:** SERP-supplemental executive retirement plan. KEYSPOT-key employee share option plan. **1-**Mundy retired in 2016. Compensation included a \$4,280,050 liquidation of his executive option plan and a \$207,293 SERP distribution. **2-**Included a \$168,034 participation in a SERP plan. **3-**Compensation included a \$1,871,305 contribution to a SERP plan and a \$585,147 SERP distribution. **4-**Compensation included a \$1,309,525 pooled SERP plan distribution. **5-**Compensation figures are derived from the Beth Israel Medical Center 2016 Form 990. Included \$3,112,500 in vested benefits to a SERP plan. **6-**Compensation included \$562,700 in vested contributions to a SERP plan, \$183,600 in vested contributions to a 457(F) plan, \$57,346 in a KEYSPOT plan, \$84,556 in interest on previously deferred compensation, \$229,800 vested in a long-term incentive plan and a \$250,000 retention bonus. **7-**Compensation included \$328,115 in unvested SERP contributions. **8-**Brier retired in January 2016. Compensation included \$972,459 in severance pay and a \$62,871 contribution to a 457(F) plan. It also included \$1,964,341 in vested SERP payouts. **9-**Compensation included \$324,153 in unvested SERP contributions. **10-**Compensation included a \$780,694 retention bonus and \$722,495 in interest credits in a SERP plan. **11-**Compensation included a \$250,000 unvested contribution to a long-term incentive plan. **12-**Included a \$179,457 participation in a SERP plan. **13-**Compensation figures are derived from the Palisades Medical Center 2016 Form 990. Compensation included \$1,238,150 in vested contributions to a SERP plan. **14-**Compensation included a \$306,000 participation in a SERP plan and \$767,223 vesting in a nonqualified supplemental retirement plan. **15-**Compensation included \$486,897 in SERP distributions and unpaid service costs. **16-**Compensation included \$560,008 in unvested SERP contributions. **17-**Compensation included \$628,038 in vested contributions to a SERP plan. Research by Gerald Schiffman and Melinda Berkman.

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THE SCOOP

A VIRTUAL REALITY

Nearly 24 years ago, **Michael Koren** took a risk and moved his executive recruiting firm's headquarters from Midtown East to White Plains. The relocation put the **Koren Rogers** (No. 23) office closer to the chief executive's Westchester home and provided him with a better quality of life, at a cost.

"It shortened my commute to 20 minutes and allowed me to be on the ball field at 5 o'clock to coach," Koren said. "What I gave up was my ability to easily hire successful recruiters. In the 1990s many top-producing recruiters felt that they needed to work in New York City to continue to be successful."

The struggle to draw recruiters from the bustling city to the quieter suburbs made it difficult for Koren to grow his business. But a few years ago, he was referred to an esteemed recruiter working out of Atlanta who became the first of a wave of remote staff members brought under the Koren Rogers umbrella. The firm has hired 15 of the "virtual" recruiters to date, each of whom check in with Koren and their supervisors throughout the workday via phone and Skype from across the country. Having recruiters work remotely to place job candidates rather than from a central office has significantly cut Koren's costs, and his employees have prospered.

"Everyone's gotten a good bump in compensation because our fixed costs are so much lower," he said. "Without the additional burden of leases, cable wiring and desks, it costs me very little to hire people. I don't think I would've had the courage to take on real estate leases for millions of dollars."

Although the office is no longer fundamental to the Koren Rogers operation, it is still important, Koren said, explaining that he cannot see himself working from home every day. Plus, staff members in the White Plains office have benefited from the presence of the virtual recruiters on the roster.

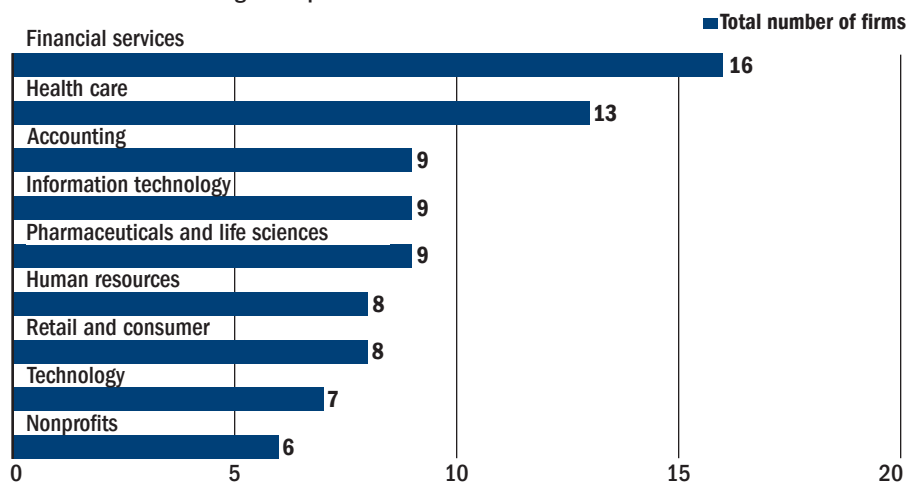
"The people in New York have been inspired by what has grown outside of New York," Koren said. "They hear the excitement in my voice, and they feel like the company is back on a growth trajectory."

— GERALD SCHIFMAN

TRENDS

FRONT OF THE HEAD HUNT

Financial services, health care and information technology continue to lead the way as the most common recruiting firm specialties.



8%

GROWTH in the number of New York-area recruiters employed by the top firms*

STEADY GROWTH AT KOREN ROGERS

The No. 23 firm has added, on average, about two recruiters to its staff in each of the past four years.



9%

GROWTH in the number of U.S. recruiters employed by the top firms*

*Among the companies that provided 2016 and 2017 data

SOURCE: Crain's research

RANK	COMPANY	PHONE/ WEBSITE	HEAD(S) OF NY-AREA OFFICE	NY-AREA RECRUITERS 2017/2016 ¹	U.S. RECRUITERS 2017/2016 ²	YEAR FOUNDED ³	% OF BILLINGS FROM RETAINED SEARCHES	AREAS OF SPECIALIZATION
1	Green Key Resources 475 Park Ave. South New York, NY 10016	212-683-1988 greenkeyllc.com	Andrew Chayut Managing partner	140 147	257 236	2004	50%	Accounting, financial services, health care, pharmaceutical/life sciences, information technology, office support, human resources, hospitality, creative, legal support
2	24 Seven Inc. ⁴ 41 Madison Ave. New York, NY 10010	212-966-4426 24seventalent.com	Celeste Gudas President, chief executive	130 130	250 250	2000	53%	Marketing, creative, digital, fashion, beauty, advertising
2	Solomon Page Group 260 Madison Ave. New York, NY 10016	212-403-6100 solomonpage.com	Lloyd Solomon, Scott Page Managing directors	130 126	183 179	1991	53%	Financial services, health care and life sciences, accounting and finance, information technology, creative and fashion
4	The Bachrach Group 1430 Broadway New York, NY 10018	212-279-7777 bachrachgroup.com	Anthony Fanzo Chief operating officer	112 95	169 140	1974	52%	Technology, construction, engineering, financial services, accounting, real estate, human resources, office support, manufacturing, medical, corporate services
5	Forum Group 260 Madison Ave. New York, NY 10016	212-687-4050 forumgrp.com	Frank Fusaro President	103 101	103 101	1974	55%	Accounting, regulatory reporting, compliance, advertising and market research, human resources, information technology, health care
6	Options Group 121 E. 18th St. New York, NY 10003	212-982-0900 optionsgroup.com	Michael Karp Chief executive	98 85	104 86	1992	75%	Financial services, investment banking, risk management, quantitative analysis, information technology, hedge funds, private wealth management, data science, predictive analytics, artificial intelligence, machine learning
7	JW Michaels & Co. 441 Lexington Ave. New York, NY 10017	212-922-2844 jwmichaels.com	Jason Wachtel, Justin Mandel Partners	93 80	111 80	2010	63%	Legal, compliance, risk, quantitative trading, information technology, accounting and finance, front office, human resources
8	Atlantic Group 19 W. 34th St. New York, NY 10001	212-271-1181 atlanticrecruiters.com	John Ricco Managing partner	77 65	90 75	2006	50%	Accounting, finance, tax, investor relations, marketing, trading, information technology, health care, fashion, construction, administrative and corporate services

RANK	COMPANY	PHONE/ WEBSITE	HEAD(S) OF NY-AREA OFFICE	NY-AREA RECRUITERS 2017/2016 ¹	U.S. RECRUITERS 2017/2016 ²	YEAR FOUNDED ³	% OF BILLINGS FROM RETAINED SEARCHES	AREAS OF SPECIALIZATION
9	The Execu Search Group 675 Third Ave. New York, NY 10017	212-922-1001 execu-search.com	<i>Edward Fleischman</i> Chief executive	71 69	71 75	1985	51%	Hedge funds, private equity, investment banking, accounting, health care and life sciences, information technology, creative and digital, human resources, engineering
10	Howard-Sloan Professional Search 555 Fifth Ave. New York, NY 10017	212-704-0444 howardsloan.com	<i>Mitchell Berger</i> Chief executive	65 64	75 68	1957	60%	Legal, legal tech, financial, information technology, compliance, sales, marketing, operations, life sciences, transportation
11	Heidrick & Struggles International Inc. 1114 Sixth Ave. New York, NY 10036	212-867-9876 heidrick.com	<i>Daniel Ryan</i> Partner in charge	62 46	156 142	1953	100%	Financial services, global technology and services, health care and life sciences, industrial, consumer markets, education, social enterprise
12	Korn/Ferry International 200 Park Ave. New York, NY 10166	212-687-1834 kornferry.com	<i>Anthony J. LoPinto</i> Managing partner, New York regional office, and global sector leader, real estate	58 53	218 217	1970	100%	Financial services, CEO/board, consumer, life sciences and health care, technology, nonprofits
13	Viscusi Group 1185 Sixth Ave. New York, NY 10036	212-979-5700 viscusigroup.com	<i>Stephen Viscusi</i> Founder, chief executive	57 57	57 63	1985	100%	Furniture, architectural products, textiles, floor coverings, tile, fixtures, trade and retail, sales and digital marketing, C-level executives in luxury goods, retail and wholesale
14	Distinctive Personnel 424 W. 33rd St. New York, NY 10001	212-683-3300 distinctivepersonnel.com	<i>Jean-Paul Renard</i> Chief executive	51 n/d	168 n/d	1983	57%	Information technology, finance and accounting, human resources, health care, supply chain and logistics
14	Russell Reynolds Associates 277 Park Ave. New York, NY 10172	212-351-2000 russellreynolds.com	<i>Heather Hammond</i> Managing director, area manager	51 47	172 155	1969	100%	Board/CEO, succession planning, leadership assessment, corporate officers, financial services, private equity, technology, digital, nonprofit, health care, consumer, industrial and natural resources, supply chain
16	Stephen-Bradford Search 555 Fifth Ave. New York, NY 10017	212-221-6333 stephenbradford.com	<i>Linda Schaler</i> President	48 48	50 48	1999	100%	Marketing, advertising, media, digital, technology, analytics/big data, beauty/retail/luxury, publishing, higher education, nonprofit
17	Glocap Inc. 156 W. 56th St. New York, NY 10019	212-333-6400 glocap.com	<i>Adam Zoia</i> Executive chairman <i>Annette Krassner</i> Chief executive	45 43	58 54	1997	65%	Hedge funds, private equity, investment banking, consulting, corporate, digital media
18	Global Research 201 E. 77th St. New York, NY 10075	212-980-3800 globalresearchnet.com	<i>Ric Wolf</i> President, chief executive	42 41	48 47	1990	100%	Pharmaceuticals, insurance, financial services, consumer products, consulting, waste management, automotive, medical devices, hospitals, retail, global market research
19	DHR International Inc. 280 Park Ave. New York, NY 10017	212-883-6800 dhrinternational.com	<i>Frank Spencer</i> Managing partner, New York	33 31	137 120	1997	100%	Board/CEO, retail, nonprofit, life sciences, financial services
20	Coda Search 590 Fifth Ave. New York, NY 10036	646-407-3900 codasearch.com	<i>David Cooperman</i> President	32 23	39 23	2011	50%	Finance, accounting, information technology, creative, human resources
20	Egon Zehnder International⁴ 350 Park Ave. New York, NY 10022	212-519-6000 egonzehnder.com	<i>Al Prieto</i> Managing partner	32 32	108 108	1977	100%	Financial services, consumer products and retail, life sciences, industrial, private equity and venture capital
22	Spencer Stuart 277 Park Ave. New York, NY 10172	212-336-0200 spencerstuart.com	<i>Kristin Wait</i> Office manager	31 31	168 173	1961	n/d	Business and professional services, consumer, digital, education, nonprofit and government, energy, industrial, leadership advisory, life sciences, technology, media and telecommunications
23	Koren Rogers Executive Search 4 W. Red Oak Lane White Plains, NY 10604	914-686-5800 korenrogers.com	<i>Michael Koren</i> Chief executive	26 n/d	41 38	1988	80%	CEO, COO, CFO, controllers, treasurers, financial advisers, real estate property management
24	Executive HealthSearch Inc. 109 Croton Ave. Ossining, NY 10562	888-471-3244 executivehealthsearch.com	<i>Ken Kruger</i> President	25 24	28 27	1999	90%	Health care administration, human resources management, physician executives, nursing management, managed care
25	DRG Search 275 Madison Ave. New York, NY 10016	212-983-1600 drgsearch.com	<i>David Edell</i> President	21 15	21 15	1987	100%	Nonprofit, education, health care, human services foundations, advocacy

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. To qualify for this list, a company must have a New York-area office, and retained searches must represent 50% or more of billings. Information was provided by the companies unless otherwise noted. n/d-Not disclosed. **1**-Full-time and full-time-equivalent recruiters as of Dec. 31. **2**-Full-time and full-time-equivalent recruiters as of Dec. 31. Includes New York area. **3**-New York-area office. **4**-*Crain's* estimate. Research by Gerald Schiffman.

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This information was first published Sept. 24, 2018.

Ranked by number of New York-area accounting professionals

TAX-CUT WORKLOAD

In late December 2017, President Donald Trump signed into law long-promised tax cuts meant to promote economic growth. But the Tax Cuts and Jobs Act has had some ancillary effects.

For New York's largest accounting firms, the biggest tax overhaul in decades has put significantly more work on their staffers' plates. **David Lifson** (pictured), a certified public accountant and a partner at **Crowe** (No. 21), said keeping up with changes requires about 50% more time than it did in 2017. And clients are returning with myriad questions, turning tax season into a yearlong process.

"Clients want to make a plan for three to five years, but we're not fortune tellers and wizards," Lifson said. "There's always uncertainty in tax law because there are changes all the time—and there's still the likelihood of much more."

"The changes on Dec. 22, 2017, were just the beginning," he added, "as Republicans introduced three more bills nine months later. Clients can take positions today, but they have to keep checking with me to see if anything has changed."

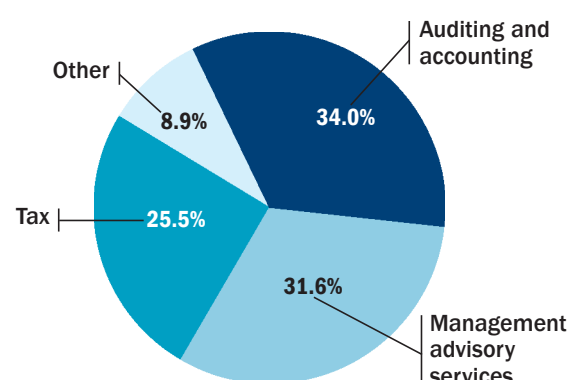
One major change from August 2018 was that the IRS put a limit on how much can be deducted as charitable donations to a state fund, a Gov. Andrew Cuomo-spurred adjustment intended to mitigate the effect of the new cap on state and local taxes deducted from federal returns. New York and neighboring states adopting similar programs are now suing the federal government to have the allowance reinstated. Lifson doesn't think the states' plan will stand up in court, but the continuing political left-versus-right battle makes it difficult to give advice.

"New York tried to take advantage of an informal loophole with very large deductions," Lifson said. "Potential savings is over 120% of the cost. But any taxpayer that attempts to use the program runs the risk of a federal challenge. So even though the mushroom might be really tasty, it might make you sick."

— GERALD SCHIFMAN



SPECIALTY BREAKDOWN FOR THE TOP 30



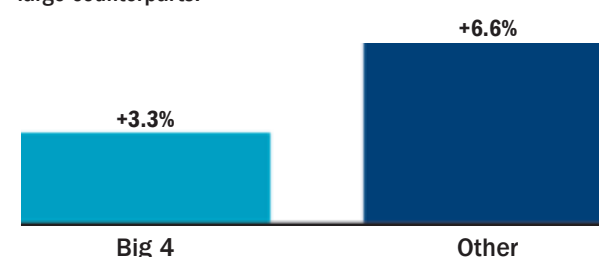
16

NUMBER OF FIRMS with at least half of their accounting professionals working in the metro area

21%

THE CORPORATE tax rate instituted by the Tax Cuts and Jobs Act of 2017, a decrease of 14 percentage points

EVERY BIG 4 FIRM eclipses \$26 billion in revenue, while few of the other firms exceed 10 figures. Yet revenue at the smaller companies is growing at a faster rate than at their large counterparts.



SOURCE: Crain's research

\$10K

MAXIMUM AMOUNT of state and local taxes that can be deducted from federal returns

RANK	FIRM/ ADDRESS	PHONE/ WEBSITE	MANAGING PARTNER(S) IN NY-AREA OFFICE	2018 NY-AREA TOTAL ACCOUNTING PROFESSIONALS/ % CHANGE ¹	2018 NY-AREA AUDITING AND ACCOUNTING PROFESSIONALS ¹	2018 NY-AREA TAX PROFESSIONALS ¹	2018 NY-AREA MANAGEMENT ADVISORY SERVICES PROFESSIONALS ¹	2018 FIRMWIDE ACCOUNTING PROFESSIONALS/ % CHANGE ¹	2017 FIRMWIDE REVENUE (IN MILLIONS)/ % CHANGE ²
1	EY³ 5 Times Square New York, NY 10036	212-773-3000 ey.com	Herb Engert	12,635 +6.4%	2,445	2,694	4,997	n/d n/d	\$31,404.0 +6.0%
2	PwC³ 300 Madison Ave. New York, NY 10017	646-471-3000 pwc.com	Brendan Dougher	11,110 +8.9%	3,852	2,929	3,009	47,123 ⁴ -3.4%	\$36,200.0 +0.8%
3	Deloitte⁵ 30 Rockefeller Plaza New York, NY 10112	212-492-4000 deloitte.com	Steve Gallucci	7,646 +3.9%	3,392	1,479	2,578	225,400 ⁶ n/d	\$38,000.0 +3.3%
4	KPMG⁷ 345 Park Ave. New York, NY 10154	212-758-9700 kpmg.com/us	Bob Garrett	7,544 -2.4%	1,490	1,631	2,275	163,619 +4.3%	\$26,400.0 +3.9%
5	EisnerAmper⁸ 750 Third Ave. New York, NY 10017	212-949-8700 eisneramper.com	Charles Weinstein	1,047 +0.4%	528	358	161	1,376 +1.3%	\$352.6 +10.6%
6	Grant Thornton⁹ 757 Third Ave. New York, NY 10017	212-599-0100 grantthornton.com	David Platt	928 -4.4%	310	214	278	7,229 +0.2%	\$1,740.0 +5.5%
7	Marcum 750 Third Ave. New York, NY 10017	212-485-5500 marcumllp.com	Jeffrey M. Weiner	900 +2.9%	n/d	n/d	n/d	1,650 +3.1%	\$469.5 +4.6%
8	CohnReznick⁸ 1301 Sixth Ave. New York, NY 10019	212-297-0400 cohnreznick.com	Alan Wolfson	735 -9.8%	327	230	144	2,174 -0.7%	\$625.0 +1.1%
9	BDO³ 100 Park Ave. New York, NY 10017	212-885-8000 bdo.com	Demetrios Frangiskatos, Robert Klein	730 +5.3%	408	121	170	57,360 +9.3%	\$8,100.0 +6.6%
10	Citrin Cooperman & Co. 529 Fifth Ave. New York, NY 10017	212-697-1000 citrincooperman.com	Joel Cooperman, Patricia Cummings, Mike DeVito	725 +7.4%	425	250	50	880 +11.4%	\$241.0 +4.8%

CONTINUED ON PAGE 50

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Accounting in the age of disruption

is accelerating the change.

“To them, it’s not change,” said Abe Schlisselfeld, co-partner-in-charge of the real estate group at Marks Paneth. “It’s the way they live their lives.”

In the construction industry, for example, technology such as 3D modeling, used to design buildings, is one factor. Another is an influx of overseas investment and private equity funding that is enticing some baby boomers to cash out of their privately held firms.

“I’ve never seen more disruption in the construction industry than I’ve seen right now,” said Steven Goldstein, a partner at Grassi & Co., an audit, accounting and tax services firm.

Disruption brings new risks

Many leaders across industries are concerned about the uncertainty that change brings. In a recent Forbes Insights survey, a majority of executives perceived innovation by established companies and disruption by startups as putting their organizations at great risk in the next five years.

New York City accounting firms are increasingly on the front lines, helping clients navigate rapidly changing industries—and often overhauling their own operations along the way.

Charly Weinstein, CEO of EisnerAmper, an

audit, accounting, advisory, consulting and tax services firm, said new technology has changed the way his team works, the skills to do the work, and training.

“The technology is really changing the business model for accounting firms,” he said.

Implementing technology, with a human touch

EisnerAmper is finding opportunity in technological change by helping clients leverage the firm’s subject-matter expertise through new software.

“We are working with software firms to turn their software into services we can bring to market,” Weinstein said.

The plan: Make the software available to other firms to take to their clients and for other types of companies to use it themselves.

For instance, EisnerAmper partnered with a tech firm to create software that helps health care clients collect receivables. The program, which EisnerAmper itself uses, relies on big data and data analytics to improve clients’ collections processes. An algorithm, which the software firm developed, is used.

That’s just one example of how the firm is turning its ideas into technological products, such as software.

Change is happening so quickly in many industries that Marc Newman has recommended that some clients add a new job title: chief change officer.

Such an executive helps a company transform itself, from both a technical and cultural perspective, to thrive in fast-evolving marketplaces.

“Anyone who has run a business knows that changing things is one of the most difficult things you can do,” said Newman, associate managing partner at accounting firm Anchin, Block & Anchin.

Digital technology, changing customer behavior, new methods of distribution, globalization and regulation, among other factors, are sweeping many industries, leading to unprecedented disruption.

Millennials’ strong presence in the workplace

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EISNERAMPER

"We are productizing everything we do," Weinstein said, referring to turning knowledge into salable products.

For clients dealing with complicated revenue recognition regulations, the firm is using IBM's Watson software to go through key documents.

"The revenue recognition rules are complex and affect every business," Weinstein said. More than a dozen factors are involved in determining when to recognize revenue, he added.

"The clients that are less likely to evolve, or that don't have the money, are going to lag behind competitors and find themselves in a wrong spot in the marketplace." —John Fitzgerald, partner, Berdon

"Our software uses artificial intelligence to read the customer contracts and analyzes how to recognize revenue against those dozen factors," Weinstein said.

To implement the AI technology, EisnerAmper's team had to become proficient in using it—bringing change to how its accountants work.

"The technology would have little value without the expertise of our technical accountants," Weinstein explained.

Within two or three years, accounting firms will look significantly different, Weinstein said. Although many in the business world fear changes in how they operate, Weinstein views

technological and other changes as a positive force for the industry.

Accounting firms help clients respond to change

Many firms are ramping up their advisory and strategic planning services to help clients anticipate disruption.

At accounting and advisory firm Berdon, many of the middle-market clients face competition

from big companies that have entered their market, said John Fitzgerald, a partner and executive committee member at the firm.

"A lot of our strategic meetings are to try to project where this disruption and those threats are coming from," Fitzgerald said.

In addition, encouraging clients to embrace new technology is important, he said.

"Our clients who are able to adopt technologies faster are going to be able to stay ahead of some of this," Fitzgerald said. "The clients that are less likely to evolve, or that don't have the money, are going to lag behind competitors and find themselves in a

wrong spot in the marketplace."

Berdon is helping clients assess how to control costs so they can stay competitive. For instance, in manufacturing distribution and retail, using new logistics technology may reduce the need for personnel.

"If they don't adapt, they will be left behind," Fitzgerald said.

Marks Paneth, for instance, has made its internal processes more automated and embraced new document management tools.

"As with a lot of things in the business world," Schlissfeld said, "we all have to learn to adapt to change around us."

Withum is encouraging clients to develop an "innovation mindset" to take advantage of new opportunities, said Bill Hagaman, managing partner and CEO of the accounting, tax and wealth management firm.

"Their challenges are the same as ours: Technology continues to disrupt them," Hagaman said.

Of course, not every disrupted company is eager to change. Accountants often need to motivate them to rethink their approach.

"They've made a lot of money maintaining their business the way they have been maintaining it," Hagaman explained. "A lot of them will continue to do it until the change is very stark and apparent."

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The even more flexible workplace

The accounting and advisory firm Berdon prides itself on being one of the few firms in the industry that offers a 35-hour week.

Berdon has embraced teleworking, available to all employees two days a month, and summer Fridays. In the latter, employees work a

compressed workweek and take every other Friday off. They are broken into two groups to make sure the firm always has enough staffing.

"It's been very well received and an integral part of our work life integration strategy," said Karen Bennett, director of human resources.

The firm negotiates flexible work arrangements individually.

"The overriding strategy is to work smart," Chief Operating Officer Rebecca Goodman-Stephens said. "We're enabling [members of] our workforce to work wherever they need to be productive and meet client needs."

Workplace flexibility is a powerful tool in attracting and retaining employees in an industry once known for tight deadlines and long hours.

In a survey conducted this year, ConvergenceCoaching found that 96% of accounting firms offer some form of flexible

work arrangements. Flexibility appeals to both millennials who grew up in a digital world and want to work when and where they want and to many midlife workers who juggle work and family responsibilities.

"It's where the industry is going," Goodman-Stephens said. "The A players are going to perform even better if you accommodate them."

One key trend in accounting is embracing "core" office hours. For instance, workers might have

"The overriding strategy is to work smart. We're enabling [members of] our workforce to work wherever they need to be productive and meet client needs." —Rebecca Goodman-Stephens, chief operating officer, Berdon

to be available from 10 a.m. to 4 p.m., but they could start earlier or later and adjust the time they leave accordingly.

"What we've done is replaced the nine-to-five," said Harriet Greenberg, co-managing partner of Friedman, a firm that has core hours.

Many firms are offering remote work arrangements at unprecedented levels.

"Everyone is cognizant of the fact that, with technology, you can work from your house just as well, if not better," said Abe Schlissfeld, co-partner-in-charge of the real

estate group at Marks Paneth.

Given the tough commute many employees face at a time of aging infrastructure, offering remote work options gives a firm a competitive edge with workers.

"Commuting has gotten worse and worse over the years," Schlissfeld said. "If they can save three or four hours a day, it can make a big difference in the quality of their lives."

Flexible work arrangements have one historic challenge: Employees are afraid they will suffer a career penalty for using them. Some firms are trying to debunk that idea by encouraging leaders on their teams to tap into the arrangements.

At Grassi & Co., Chief Human Resources Officer Jeff Agranoff makes it a point to tell his team when he's leaving early to coach his son's basketball team.

"We don't want our group to present to our team an image of a partner working 80 hours a week," he said. "They don't want to be that person someday."



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With cyberattacks increasing, many companies are seeking help to keep their company's data safe. Increasingly they're getting help from an unexpected source: their accounting firm.

Accounting, tax and advisory firm Marks Paneth, for instance, recently partnered with Sylint, a cybersecurity and digital data forensics firm, when it introduced a comprehensive suite of cybersecurity and risk mitigation services to help clients protect their financial information.

"We're working together to train and educate our clients," said Abe Schlissfeld, co-partner-in-charge of the real estate group at Marks Paneth.

Thanks to trends like enhanced cybersecurity, artificial intelligence and machine learning, the accounting firm of the future will look very different from what it does today—and the change is happening very quickly, many leaders in accounting say.

The accounting firm of the future

"There will be more changes in the accounting profession in the next three years than in the prior five," said Louis Grassi, CEO and managing partner of audit, accounting and tax services firm Grassi & Co. "Technology is going to be disruptive, but it's going to take a profession that many would label boring to a really exciting place."

Grassi & Co. has data scientists on its staff, and it's already using artificial intelligence to assist with its audits. Using AI, the firm recently determined that a client had overpaid its vendors \$778,000, the CEO said. An investigation by its team found \$700,000 of that amount constituted true overpayments.

"When you're bringing back lost dollars, it's significant," Grassi said.

"It's going to be available to the entire profession," said Bill Hagaman, managing partner and CEO of Withum.

Accounting firms also will look very different in how they staff their teams, said Charly Weinstein, CEO of EisnerAmper, an audit, accounting, advisory, consulting and tax services firm.

Weinstein said the traditional staffing model, which relies heavily on junior accountants to do routine work as they learn the field, is being replaced. As basic work is automated, he explained, accounting firms will rely more on experienced subject-matter experts and less on entry-level talent.

To ensure it has a steady pipeline of well-trained

"There will be more changes in the accounting profession in the next three years than in the prior five." —Louis Grassi, CEO and managing partner, Grassi & Co.

Meanwhile, Withum is among 40 firms helping the American Institute of Certified Public Accountants and the tech firm CaseWare International develop the Dynamic Audit Solution. This software will rely on AI and machine learning to assist with audits. The goal of the \$50 million initiative: roll out the software in two years to the more than 14,000 firms in the country with audit practices.

professionals, EisnerAmper is expanding its recruiting to those working in industries outside of accounting, Weinstein said. EisnerAmper University, he said, is developing new training models to bring the recruits up to speed on the analytical skills that public accounting needs.

"We're thinking through it every day," Weinstein said.

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RANK	FIRM/ ADDRESS	PHONE/ WEBSITE	MANAGING PARTNER(S) IN NY-AREA OFFICE	2018 NY-AREA TOTAL ACCOUNTING PROFESSIONALS/ % CHANGE ¹	2018 NY-AREA AUDITING AND ACCOUNTING PROFESSIONALS ¹	2018 NY-AREA TAX PROFESSIONALS ¹	2018 NY-AREA MANAGEMENT ADVISORY SERVICES PROFESSIONALS ¹	2018 FIRMWIDE ACCOUNTING PROFESSIONALS/ % CHANGE ¹	2017 FIRMWIDE REVENUE (IN MILLIONS)/ % CHANGE ²
11	RSM US ¹⁰ 4 Times Square New York, NY 10036	212-372-1000 rsmus.com	<i>Stuart Taub</i>	645 +2.4%	280	215	150	36,000 +2.9%	\$4,900.0 +6.5%
12	PKF O'Connor Davies 665 Fifth Ave. New York, NY 10022	212-286-2600 pkfod.com	<i>Kevin J. Keane</i>	560 -1.8%	295	150	115	665 -1.5%	\$165.0 +13.8%
13	Mazars USA ¹¹ 135 W. 50th St. New York, NY 10020	212-812-7000 mazarsusa.com	<i>Victor Wahba</i>	549 +3.2%	308	171	70	687 -0.4%	\$189.0 +1.1%
14	Marks Paneth 685 Third Ave. New York, NY 10017	212-503-8800 markspaneth.com	<i>Harry Moehringer</i>	464 +0.7%	188	265	10	555 +2.6%	\$131.0 +2.6%
15	Berdon 360 Madison Ave. New York, NY 10017	212-832-0400 berdonllp.com	<i>Mark G. Bosswick, Stuart B. Kotler</i>	385 +0.8%	154	165	66	385 +0.8%	\$121.1 +8.3%
16	Anchin Block & Anchin ⁷ 1375 Broadway New York, NY 10018	212-840-3456 anchin.com	<i>Frank A. Schettino</i>	310 +6.2%	n/d	n/d	n/d	310 +6.2%	\$129.0 +5.7%
17	Grassi & Co. 488 Madison Ave. New York, NY 10022	212-661-6166 grassicpas.com	<i>Louis C. Grassi</i>	295 +6.5%	146	99	50	295 +6.5%	\$66.0 +10.9%
18	Prager Metis CPAs 14 Penn Plaza New York, NY 10122	212-643-0099 pragermetis.com	<i>Glenn Friedman, David Neste</i>	288 +16.1%	83	101	104	384 +14.6%	\$60.8 +19.7%
19	Friedman 1700 Broadway New York, NY 10019	212-842-7000 friedmanllp.com	<i>Frederick Berk, Harriet Greenberg</i>	261 +12.0%	144	92	25	399 +6.7%	\$133.0 +4.7%
20	Baker Tilly Virchow Krause ⁵ 1 Penn Plaza New York, NY 10119	212-697-6900 bakertilly.com	<i>Christine Fenske</i>	246 -5.4%	103	74	69	2,152 -6.5%	\$546.6 +4.7%
21	Crowe ¹² 488 Madison Ave. New York, NY 10022	212-572-5500 crowe.com	<i>Wendy Cama, Bill Hoving</i>	243 +1.3%	99	65	79	3,406 +4.5%	\$954.8 +8.9%
22	Raich Ende Malter & Co. 1375 Broadway New York, NY 10018	212-944-4433 rem-co.com	<i>Ellis Ende</i>	227 +6.6%	117	105	5	227 +6.6%	\$63.5 +8.1%
23	Margolin, Winer & Evens 757 Third Ave. New York, NY 10017	212-973-1000 mwelip.com	<i>Craig Savell</i>	170 -10.5%	128	37	5	170 -10.5%	\$41.3 +0.5%
24	CBIZ and Mayer Hoffman McCann CPAs ¹³ 5 Bryant Park/ 1065 Sixth Ave. New York, NY 10018	212-790-5700 cbiz.com mhmcpa.com	<i>Jeffrey Gluck</i>	156 +26.8%	57	61	38	2,835 +19.2%	\$834.0 +7.9%
25	Wiss & Co. 14 Penn Plaza New York, NY 10122	212-594-8155 wiss.com	<i>Paul L. Peterson</i>	152 +4.1%	102	32	18	159 +3.9%	\$48.4 -3.0%
26	WithumSmith & Brown ³ 1411 Broadway New York, NY 10018	212-751-9100 withum.com	<i>Bill Hagaman, Michael Stallone</i>	135 +43.6%	55	40	9	677 +24.2%	\$245.1 +23.7%
27	Janover 100 Quentin Roosevelt Blvd. Garden City, NY 11530	516-542-6300 jrllc.com	<i>Mark Goodman, Alan Hoffman</i>	128 +8.5%	76	52	0	128 +8.5%	\$30.0 +3.4%
28	Sax 551 Madison Ave. New York, NY 10022	212-661-8640 saxllp.com	<i>Joseph A. Damiano</i>	100 +5.3%	45	41	6	100 +5.3%	\$37.9 +14.8%
29	MBAF 440 Park Ave. South New York, NY 10016	212-576-1400 mbafcpa.com	<i>Emilio Escandon, Ira Rubenstein</i>	98 +12.6%	44	32	22	508 +11.9%	\$128.0 +8.9%
30	Goldstein Lieberman & Co. 1 International Blvd. Mahwah, NJ 07495	201-512-5700 glcpas.com	<i>Phillip E. Goldstein</i>	89 +11.3%	n/d	n/d	n/d	n/d	n/d n/d

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. To qualify for this list, firms must have an office in the New York area. Percent changes are comparisons with the previous year. n/d-Not disclosed. **1**-Full-time and full-time-equivalent, as of Aug. 1, 2018. **2**-Firmwide gross revenue. Unless otherwise noted, revenue figures are for calendar year. **3**-Fiscal year ends June 30. **4**-U.S. firmwide staff. **5**-Fiscal year ends May 31. **6**-Total global professionals. **7**-Fiscal year ends Sept. 30. **8**-Fiscal year ends Jan. 31. **9**-Fiscal year ends July 31. **10**-Fiscal year ends April 30. Firmwide data is for calendar year and for RSM International, a global network of independent audit, tax and consulting firms of which RSM US is a member. **11**-Fiscal year ends Aug. 31. **12**-Formerly known as Crowe Horwath. Fiscal year ends March 31. **13**-CBIZ and Mayer Hoffman McCann are associated through an alternative-practice structure. MHM is an independent CPA firm. Research by Gerald Schiffman.

FOR ALL CRAIN'S LISTS, VISIT CRAINSNEWYORK.COM/LISTS.

This information was first published Aug. 20, 2018.

Ranked by number of New York-area architects



(From left) **1 SOHO SQUARE** by Gensler (No. 1); **ESSEX CROSSING SITE 3** by CetraRuddy Architecture (No. 7); **THE LANE AT BOERUM PLACE** by Ennead Architects (No. 8); **250 W. 81ST ST.** by Robert A.M. Stern Architects (No. 9); **SEAPORT RESIDENCES** by Hill West Architects (No. 21)

RANK	FIRM	HEAD(S) OF NEW YORK-AREA OFFICE/ PHONE/ WEBSITE	NEW YORK-AREA ARCHITECTS 2017/ 2016 ¹	WORLDWIDE ARCHITECTS 2017/ 2016 ¹	2017 WORLDWIDE CONSTRUCTION VOLUME (IN MILLIONS) ²	NUMBER OF PROJECTS IN 2017 ³	NEW YORK-AREA SERVICE MIX (% OF BILLINGS)	2017 NEW YORK-AREA PROJECTS' TOTAL SQUARE FOOTAGE (IN MILLIONS) ⁴	SELECTED NEW YORK-AREA PROJECTS/CLIENTS
1	Gensler 1700 Broadway New York, NY 10019	<i>Robin Klehr Avia, Joseph Brancato</i> Regional managing principals 212-492-1400 gensler.com	291 254	1,785 1,177	n/d	NY area: 968 U.S.: 7,030 International: 1,839	Architecture: 38% Interiors: 60% Planning: 2%	n/d	1 SoHo Square/United Technologies digital accelerator
2	Perkins Eastman 115 Fifth Ave. New York, NY 10003	<i>Bradford Perkins</i> Co-founder, chairman 212-353-7200 perkinseastman.com	266 253	474 452	n/d	NY area: 247 U.S.: 683 International: 210	Architecture: 80% Interiors: 12% Planning: 8%	n/d	Rutgers University-Camden Nursing and Science Building/Memorial Sloan Kettering David H. Koch Center for Cancer Care
3	HOK 5 Bryant Park New York, NY 10018	<i>Carl Galioto</i> President, managing principal 212-741-1200 hok.com	229 224	1,355 1,171	\$45,200.0	NY area: 254 U.S.: 1,025 International: 781	Architecture: 64% Engineering: 13% Interiors: 22% Planning: 1%	n/d	Shiseido Americas/Mount Sinai South Nassau Communities Hospital
4	Skidmore, Owings & Merrill⁵ 14 Wall St. New York, NY 10005	<i>T.J. Gottesdiener</i> Managing partner 212-298-9300 som.com	175 157	402 374	n/d	NY area: 193 U.S.: 471 International: 382	Architecture: 90% Engineering: 5% Interiors: 5% Planning: 1%	n/d	Moynihan Train Hall/Manhattan West development
5	Kohn Pedersen Fox Associates 11 W. 42nd St. New York, NY 10036	<i>James von Klemperer A. Eugene Kohn</i> President Founder, chairman 212-977-6500 kpf.com	120 127	210 212	n/d	NY area: 22 U.S.: 45 International: 149	Architecture: 100%	0.23	1 Vanderbilt/Hudson Yards
6	Spector Group 183 Madison Ave. New York, NY 10016	<i>Marc B. Spector, Scott E. Spector</i> Principals 212-599-0055 spectorgroup.com	89 86	91 88	\$225.0	NY area: 173 U.S.: 178 International: 7	Architecture: 44% Interiors: 45% Planning: 6% Restoration: 5%	1.25	Fortress Investment Group/Nassau County Police Department Center for Training & Intelligence
7	CetraRuddy Architecture 1 Battery Park Plaza New York, NY 10004	<i>John Cetra</i> Founding principal 212-941-9801 cetraruddy.com	85 84	85 84	\$825.0	NY area: 74 U.S.: 79 International: 5	Architecture: 50% Interiors: 31% Planning: 5% Restoration: 14%	3.00	Fotografiska Museum of Contemporary Photography/Essex Crossing Site 3 office and residential building
8	Ennead Architects 320 W. 13th St. New York, NY 10014	Partnership ⁶ 212-807-7171 ennead.com	81 75	85 77	n/d	NY area: 78 U.S.: 116 International: 16	Architecture: 100%	n/d	NYU Langone Health/The Lane at Boerum Place
9	FXCollaborative⁷ 22 W. 19th St. New York, NY 10011	<i>Guy Geier</i> Managing partner 212-627-1700 fxcollaborative.com	78 75	78 75	\$738.0	NY area: 153 U.S.: 157 International: 4	Architecture: 70% Interiors: 20% Planning: 10%	1.00	3 Hudson Blvd./NYCSCA
9	Robert A.M. Stern Architects 1 Park Ave. New York, NY 10016	<i>Robert A.M. Stern</i> Founder, senior partner 212-967-5100 ramsa.com	78 64	78 64	n/d	NY area: 52 U.S.: 176 International: 40	Architecture: 93% Interiors: 5% Planning: 2%	n/d	220 Central Park South for Vornado Realty Trust/250 W. 81st St. for Alchemy Properties
11	STV Architects Inc.⁵ 225 Park Ave. South New York, NY 10003	<i>Dominick M. Servedio</i> Executive chairman 212-777-4400 stvinc.com	69 71	91 93	\$4,294.6	NY area: 503 U.S.: 1,814 International: 12	Architecture: 30% Engineering: 45% Interiors: 1% Planning: 12% Restoration: 12%	n/d	Newark Liberty International Airport Terminal One design-build/South Beach Psychiatric Center residential building

COURTESY OF GENSLER, CETRARUDDY ARCHITECTS, ENNEAD ARCHITECTS, WILLIAMS NEW YORK, HILL WEST ARCHITECTS

RANK	FIRM	HEAD(S) OF NEW YORK-AREA OFFICE/ PHONE/ WEBSITE	NEW YORK-AREA ARCHITECTS 2017/ 2016 ¹	WORLDWIDE ARCHITECTS 2017/ 2016 ¹	2017 WORLDWIDE CONSTRUCTION VOLUME (IN MILLIONS) ²	NUMBER OF PROJECTS IN 2017 ³	NEW YORK-AREA SERVICE MIX (% OF BILLINGS)	2017 NEW YORK-AREA PROJECTS' TOTAL SQUARE FOOTAGE (IN MILLIONS) ⁴	SELECTED NEW YORK-AREA PROJECTS/CLIENTS
12	Beyer Blinder Belle Architects and Planners⁸ 120 Broadway New York, NY 10271	<i>Frederick Bland</i> Managing partner 212-777-7800 beyerblinderbelle.com	66 54	87 78	\$1,083.0	NY area: 181 U.S.: 294 International: 20	Architecture: 81% Interiors: 6% Planning: 6% Restoration: 7%	7.76	The Rollins at Essex Crossing/Union Theological Seminary
13	AECOM 605 Third Ave. New York, NY 10158	<i>Christopher O. Ward</i> Executive vice president and chief executive, New York metro 212-973-2900 aecom.com	63 46	1,650 1,491	\$10,574.0	NY area: n/d U.S.: n/d International: n/d	Architecture: 15% Engineering: 67% Interiors: 4% Planning: 11% Restoration: 3%	n/d	STEM Center at Suffolk County Community College/education, sports and residential complex in Queens
14	Dattner Architects 1385 Broadway New York, NY 10018	<i>Beth Greenberg, William Stein</i> Principals 212-247-2660 dattner.com	57 54	57 54	n/d	NY area: 102 U.S.: 102 International: n/d	Architecture: 80% Interiors: 10% Planning: 5% Restoration: 5%	2.98	Chestnut Commons passive house mixed-use development/116th Precinct station for NYCDDC and NYPD
15	SLCE Architects 1359 Broadway New York, NY 10018	<i>James S. Davidson, Saky Yakas</i> Partners 212-979-8400 slcearch.com	56 57	57 58	\$3,500.0	NY area: 148 U.S.: 151 International: 1	Architecture: 100%	7.50	The Max/220 Central Park South
16	Stephen B. Jacobs Group 381 Park Ave. South New York, NY 10016	<i>Stephen B. Jacobs</i> President 212-421-3712 sbjgroup.com	55 54	58 56	\$1,250.0	NY area: 25 U.S.: 27 International: 2	Architecture: 65% Interiors: 15% Restoration: 20%	2.80	Solari for The Torkian Group/222W80 for Rose Associates
17	CannonDesign 360 Madison Ave. New York, NY 10017	<i>Richard J. Kahn</i> Office practice leader 212-972-9800 cannondesign.com	52 47	574 453	n/d	NY area: n/d U.S.: n/d International: n/d	Architecture: 50% Engineering: 25% Interiors: 15% Planning: 10%	n/d	Northwell Health/Pratt Institute
18	H2M Architects + Engineers 538 Broad Hollow Road Melville, NY 11747	<i>Richard W. Humann</i> President, chief executive 631-756-8000 h2m.com	51 43	51 43	\$14.1	NY area: n/d U.S.: n/d International: 0	Architecture: 39% Engineering: 61%	n/d	Jones Beach West Bathhouse for NYSOPRHP/Bristol Assisted Living at Lake Grove for The Engel Burman Group
19	EwingCole 14 Penn Plaza New York, NY 10122	<i>Mary Frazier</i> Managing principal 212-897-4033 ewingcole.com	42 32	175 150	\$340.0	NY area: 86 U.S.: 450 International: 0	Architecture: 60% Interiors: 30% Planning: 10%	1.26	Hospital for Special Surgery/Memorial Sloan Kettering
20	TPG Architecture 132 W. 31st St. New York, NY 10001	<i>James G. Phillips</i> Managing executive 212-768-0800 tpgarchitecture.com	36 33	36 33	n/d	NY area: 790 U.S.: 960 International: 12	Architecture: 3% Interiors: 97%	11.80	Argo Insurance/Anheuser-Busch
21	Hill West Architects 11 Broadway New York, NY 10004	<i>L. Stephen Hill</i> Founding partner 212-213-8007 hillwest.com	33 29	33 29	\$554.2	NY area: 58 U.S.: 58 International: 0	Architecture: 97% Planning: 3%	1.30	Seaport Residences for Fortis Property Group/365 Bond St. for The Lightstone Group
21	Pei Cobb Freed & Partners Architects 88 Pine St. New York, NY 10005	Partnership ⁹ 212-751-3122 pcf-p.com	33 36	33 36	\$300.0	NY area: 7 U.S.: 28 International: 19	Architecture: 90% Interiors: 5% Planning: 5%	0.90	1271 Sixth Ave. recladding and repositioning for Rockefeller Group/n/d
23	NBBJ¹⁰ 140 Broadway New York, NY 10005	<i>Timothy J. Johnson, Joan Saba</i> Partners 212-924-9000 nbbj.com	31 29	231 229	\$2,300.0	NY area: 43 U.S.: 437 International: 106	Architecture: 73% Interiors: 15% Planning: 12%	n/d	NYU Langone Medical Center's Kimmel Pavilion/Citi
23	NK Architects 233 Broadway New York, NY 10279	<i>Paul Drago</i> Principal 212-982-7900 nkarchitects.com	31 28	31 28	\$583.0	NY area: 153 U.S.: 153 International: 0	Architecture: 85% Engineering: 7% Interiors: 5% Planning: 3%	0.68	Bright Horizons/Northwell Health
25	Perkins & Will 215 Park Ave. South New York, NY 10003	<i>William Harris</i> Managing director, principal 212-251-7000 perkinswill.com	27 30	701 684	n/d	NY area: 151 U.S.: n/d International: n/d	Architecture: 53% Interiors: 40% Planning: 7%	n/d	Nixon Peabody office/Memorial Sloan Kettering clinical laboratory building

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. To qualify for this list, companies must be architecture firms with a New York-area office. Unless otherwise noted, all information was supplied by the firms. n/d-Not disclosed. In case of a tie in the number of New York-area architects, firms are listed alphabetically. Agency abbreviations: NYCDDC-New York City Department of Design and Construction; NYCSCA-New York City School Construction Authority; NYSOPRHP-New York State Office of Parks, Recreation and Historic Preservation. **1**-Full-time and full-time-equivalent registered architects as of Dec. 31. **2**-Dollar amounts include only those projects completed in 2017. **3**-Includes projects in design stage, under construction or completed in 2017. U.S. numbers include the New York area. **4**-Total square footage for projects completed in 2017. **5**-Fiscal year ends Sept. 30. **6**-Timothy Hartung, Duncan Hazard, Guy Maxwell, Kevin McClurkan, Molly McGowan, Richard Olcott, Susan T. Rodriguez, Tomas Rossant, Todd Schliemann, Peter Schubert, Don Weinreich and Thomas Wong. **7**-Formerly FXFOWLE, the firm was rebranded in January 2018. **8**-Fiscal year ends June 30. **9**-Ian Bader, Jay L. Berman, Michael W. Bischoff, Jose Bruguera, Henry N. Cobb, Michael D. Flynn, Yvonne Szeto. **10**-Fiscal year ends Feb. 28. Research by Gerald Schiffman.

PROFESSIONS

This information was first published Aug. 6, 2018.

LARGEST ENGINEERING FIRMS

Ranked by number of New York-area engineers

RANK	FIRM/ TYPE OF FIRM ¹	SENIOR EXECUTIVE(S)/ PHONE/ WEBSITE	NY-AREA ENGINEERS 2017/ 2016 ²	WORLDWIDE ENGINEERS 2017/ 2016 ²	2017 FIRMWIDE REVENUE (IN MILLIONS)	NUMBER OF NY-AREA PROJECTS IN 2017/ 2016	NY-AREA SERVICE MIX (% OF BILLINGS)	YEAR FOUNDED	SELECTED NY-AREA PROJECTS/CLIENTS
1	WSP USA 1 Penn Plaza New York, NY 10119 <i>Multidisciplinary</i>	Gregory A. Kelly President, chief executive 212-465-5000 wsp.com	734 741	19,004 18,950	\$5,553.8	2,898 2,800	Engineering: 83% Construction mgmt.: 14% Facility assessment: 3%	1885	Bayonne Bridge navigational clearance project/3 World Trade Center
2	Parsons 100 Broadway New York, NY 10005 <i>Full service</i>	Charles Manning Senior vice president, New York/New Jersey infrastructure 212-266-8300 parsons.com	390 420	9,000 9,500	\$3,100.0	167 110	Engineering: 75% Architecture: 3% Construction mgmt.: 8% Construction inspection: 15%	1944	Goethals Bridge for PANYNJ/East Side Access for MTACC
3	Thornton Tomasetti Inc. 51 Madison Ave. New York, NY 10010 <i>Multidisciplinary</i>	Thomas Z. Scarangelo Chairman, chief executive 917-661-7800 thorntontomasetti.com	324 315	950 870	\$265.0	2,805 2,672	Engineering: 66% Architecture: 3% Facility assessment: 31%	1949	30 Hudson Yards for Related Cos. and KPF/ New York-Presbyterian David H. Koch Center for HOK
4	Langan 21 Penn Plaza New York, NY 10001 <i>Multidisciplinary</i>	David T. Gockel President, chief executive 212-479-5400 langan.com	264 230	494 430	\$248.0	932 866	Engineering: 100%	1970	Greenpoint Landing/ 10 Hudson Yards
5	STV ³ 225 Park Ave. South New York, NY 10003 <i>Full service</i>	Dominick M. Servedio Executive chairman 212-777-4400 stvinc.com	250 244	510 506	\$427.6	357 362	Engineering: 45% Architecture: 30% Construction mgmt.: 20% Construction inspection: 5%	1912	Newark Liberty International Airport Terminal One design- build for PANYNJ/Curtis High School addition and renovation for NYCSCA
6	AECOM 605 Third Ave. New York, NY 10158 <i>Multidisciplinary</i>	Christopher O. Ward Executive vice president and chief executive, New York metro 212-973-2900 aecom.com	211 232	10,000 10,500 ⁴	\$18,200.0	n/d n/d	Engineering: 48% Architecture: 9% Construction mgmt.: 28% Construction inspection: 13% Facility assessment: 2%	1990	STEM Center at Suffolk County Community College/NYCDEP resiliency program
7	Arcadis North America 27-01 Queens Plaza North Long Island City, NY 11101 <i>Full-service</i>	Peter Glus Director of New York City business development 718-446-0116 arcadis.com	161 155	905 904	\$3,400.0	n/d n/d	Engineering: 47% Construction mgmt.: 22% Construction inspection: 1% Facility assessment: 30%	1888 ⁵	East Side Coastal Resiliency Project for the City of New York/
8	Stantec ⁶ 475 Fifth Ave. New York, NY 10017 <i>Full service</i>	Tom Walsh Vice president 212-366-5600 stantec.com	140 128	3,370 2,966	\$5,589.1	1,302 769	Engineering: 83% Architecture: 17%	1954	East Midtown Greenway/CitizenM Hotel
9	HNTB New York Engineering and Architecture 350 Fifth Ave. New York, NY 10118 <i>Full service</i>	Stephen Dilts Senior vice president 212-594-9717 hntb.com	121 116	n/d n/d	\$1,090.2	194 181	Engineering: 81% Architecture: 1% Construction mgmt.: 12% Construction inspection: 6%	1914	Reconstruction of Routes 17 and 32 for NYSDOT/enhanced station initiative for the MTA
10	Arup 77 Water St. New York, NY 10005 <i>Multidisciplinary</i>	Nigel Nicolls Principal New York group leader 212-896-3000 arup.com	120 105	n/d n/d	\$1,991.6	464 475	Engineering: 100%	1946	Enhanced station initiative for the MTA/ Hunters Point South Phase 2 for NYCEDC
11	LiRo Group 3 Aerial Way Syosset, NY 11791 <i>Full service</i>	Rocco Trotta Chairman Luis Tormenta President, chief executive 516-938-5476 liro.com	119 102	119 102	\$447.5	1,600 833	Engineering: 10% Architecture: 1% Construction mgmt.: 69% Construction inspection: 20%	1984	Hunters Point South Phase 2 for NYCEDC/ Kosciuszko Bridge Phase 2 for NYSDOT
12	HAKS ⁷ 40 Wall St. New York, NY 10005 <i>Full service</i>	Alberto Villaman President, chief executive 212-747-1997 haks.net	115 115	133 133	\$130.5	n/d 190	Engineering: 35% Architecture: 10% Construction mgmt.: 30% Construction inspection: 20% Facility assessment: 5%	1991	Bronx Whitestone Bridge inspection and design services for TBTA/special inspection services for the New York Wheel
13	Dewberry 132 W. 31st St. New York, NY 10001 <i>Full service</i>	John Boulé II Senior vice president Craig R. Johnson President, Northeast 212-685-0900 dewberry.com	113 99	597 553	\$406.3	472 492	Engineering: 63% Construction inspection: 20% Facility assessment: 17%	1956	Hunts Point Interstate Access Improvement/ Red Hook Integrated Flood Protection System
13	Jacobs ⁸ 2 Penn Plaza New York, NY 10121 <i>Full service</i>	Julie Chang Vice president, New York operations 212-944-2000 jacobs.com	113 89	10,922 9,000	\$9,330.6	539 n/d	Engineering: 60% Architecture: 5% Construction mgmt.: 25% Construction inspection: 5% Facility assessment: 5%	1947	Rehabilitation of two bridges on the Major Deegan Expressway for NYSDOT/rehabilitation of Alexander Hamilton Bridge and High Bridge interchange ramps for NYSDOT
15	Hazen and Sawyer ⁹ 498 Seventh Ave. New York, NY 10018 <i>Full service</i>	Charles S. Hocking President, chief executive 212-539-7000 hazenandsawyer.com	106 106	481 481	\$218.0	n/d 314		1951	Advanced wastewater treatment for NYCDEP/ Gowanus facilities upgrade for NYCDEP
16	H2M Architects + Engineers 538 Broad Hollow Road Melville, NY 11747 <i>Full-service</i>	Richard W. Humann President, chief executive 631-756-8000 h2m.com	75 75	75 75	\$67.9	1,882 2,090	Engineering: 60% Architecture: 39% Construction inspection: 1%	1933	Jones Beach West Bathhouse for NYSOPRHP/road reconstruction for the College of Staten Island and DASNY

RANK	FIRM/ TYPE OF FIRM ¹	SENIOR EXECUTIVE(S)/ PHONE/ WEBSITE	NY-AREA ENGINEERS 2017/ 2016 ²	WORLDWIDE ENGINEERS 2017/ 2016 ²	2017 FIRMWIDE REVENUE (IN MILLIONS)	NUMBER OF NY-AREA PROJECTS IN 2017/ 2016	NY-AREA SERVICE MIX (% OF BILLINGS)	YEAR FOUNDED	SELECTED NY-AREA PROJECTS/CLIENTS
17	Mueser Rutledge Consulting Engineers 14 Penn Plaza New York, NY 10122 <i>Civil</i>	<i>Peter W. Deming</i> Senior partner 917-339-9300 mrce.com	74 70	74 70	\$37.3	172 232	Engineering: 100%	1910	Queens Plaza redevelopment (Gotham Center) for Tishman Speyer/Javits Center Expansion for Turner Construction Co. and Lendlease
18	McLaren Engineering Group 131 W. 35th St. New York, NY 10001 <i>Multidisciplinary</i>	<i>Malcolm G. McLaren</i> President, chief executive 212-324-6300 mgmclaren.com	71 62	74 n/d	\$33.5	380 365	Engineering: 55% Construction mgmt.: 5% Construction inspection: 15% Facility assessment: 25%	1977	Citywide Ferry Service program for NYCEDC/ civil and structural engineering services for NYCDPR
19	DeSimone Consulting Engineers 140 Broadway New York, NY 10005 <i>Structural</i>	<i>Stephen V. DeSimone</i> President, chief executive 212-532-2211 de-simone.com	70 64	98 92	\$47.0	379 312	Engineering: 82% Construction inspection: 16% Facility assessment: 2%	1969	520 W. 28th St. for Zaha Hadid Architects and Ismael Leyva/220 Central Park South for Robert A.M. Stern and SLCE Architects
20	Boswell Engineering 330 Phillips Ave. South Hackensack, NJ 07606 <i>Multidisciplinary</i>	<i>Stephen T. Boswell</i> President, chief executive 201-641-0770 boswellengineering.com	56 54	56 54	\$34.3	123 145	Engineering: 39% Construction mgmt.: 10% Construction inspection: 51%	1924	FDR Drive for NYSDOT/ New York Harbor for PANYNJ
20	Tectonic Engineering & Surveying Consultants 118-35 Queens Blvd. Forest Hills, NY 11375 <i>Full service</i>	<i>Donald A. Benvie</i> President, chief executive 718-391-9200 tectonicengineering.com	56 65	64 69	\$87.7	1,600 1,650	Engineering: 32% Construction mgmt.: 28% Construction inspection: 40%	1986	Jacob K. Javits Center expansion/Lower Hudson Transit Link

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. To qualify for this list, an engineering firm must have a New York-area office and projects in the area. Unless otherwise noted, all information was supplied by the firms, and revenue figures are for fiscal years ending Dec. 31. Executives may have additional titles. n/d-Not disclosed. In case of a tie in the number of New York-area engineers, firms are listed alphabetically. Service mix percentages may not add up to 100% due to rounding. DASNY-Dormitory Authority of the State of New York; DPW-Department of Public Works for Nassau County; MTA-Metropolitan Transit Authority; MTACC-MTA Capital Construction; NYCDEP-New York City Department of Environmental Protection; NYCDPR-New York City Department of Parks and Recreation; NYCEDC-New York City Economic Development Corp.; NYCSCA-New York City School Construction Authority; NYSDOT-New York State Department of Transportation; PANYNJ-Port Authority of New York and New Jersey. **1**-Full service includes architectural services. **2**-Full-time and full-time-equivalent licensed professional engineers, as of Dec. 31. **3**-Fiscal year ends Sept. 30. **4**-Company estimate. **5**-Founded globally in 1888; founded in the U.S. in 1957. **6**-In 2016, Stantec acquired MWH and Edwards & Zuck. **7**-Crain's estimate based on last year's data. **8**-Jacobs acquired CH2M in December 2017. **9**-Employee-owned. Research by Gerald Schiffman.



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This information was first published Oct. 1, 2018.

Ranked by number of New York-area lawyers

SETTING THE BAR

In just three years, **Kirkland & Ellis** has grown massively. The company, ranked 12th on the 2015 *Crain's* list of New York's largest law firms, has increased its local lawyer count by 61% to climb into the No. 4 spot. Much of that growth has come in its corporate and securities practice, where Kirkland's attorney count has nearly doubled in three years. The 110-year-old firm's expansion in this area is by design, said Peter Zeughauser, who chairs the Zeughauser Group legal consultancy.

"There aren't many firms like Kirkland that are so focused on strategy," Zeughauser said. "Their strategy is three-pronged: private equity, complex litigation and restructuring. New York is the heart of these industries, and Kirkland has built a lot of momentum by having everyone row in the same direction. They've been able to substantially outperform the market in terms of revenue and profit."

Kirkland's revenue grew by 19.4% in 2017, according to *The American Lawyer*, a particularly remarkable increase, given that it was previously \$2.7 billion. Zeughauser has heard that a revenue growth rate exceeding 25% is in the cards for 2018. The firm declined to comment on whether that prediction will hold, but any further expansion beyond the \$3 billion threshold will put Kirkland's performance beyond the reach of most competitors.

"There are very large firms pulling in \$800 million to \$1 billion in revenue, and it'll be almost impossible for them to catch Kirkland," Zeughauser said. "Is that going to cause firms to consider merging to be competitive? The answer is yes. Firms are realizing that the bell is tolling."

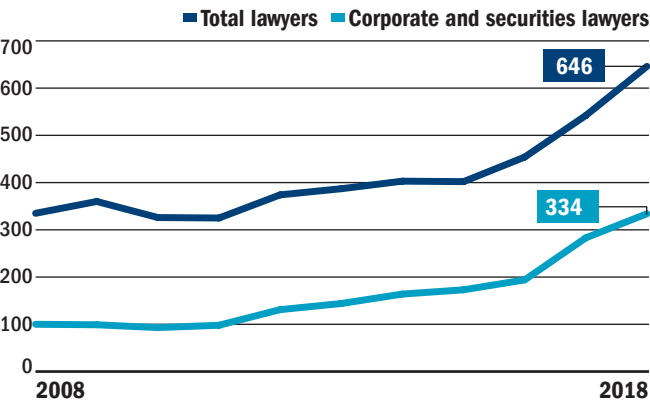
Also stoking speculation of potential mergers is Kirkland's record of hiring top private-equity partners away from its rivals. In the wake of such departures, firms have needed to make their own hires and pay big sums to try to match previous productivity. With new partners earning seven figures, there's a danger of stoking resentment from those making one-thirtieth of that.

"It creates two different kinds of partners," Zeughauser added. "You don't have a culture of all partners thinking they're equals who can perform at the same level."

— GERALD SCHIFMAN

GOTHAM GAINS

Since 2011, Kirkland & Ellis' local lawyer count has doubled as the firm's corporate and securities practice has more than tripled.



SOURCE: *Crain's* research

\$190K

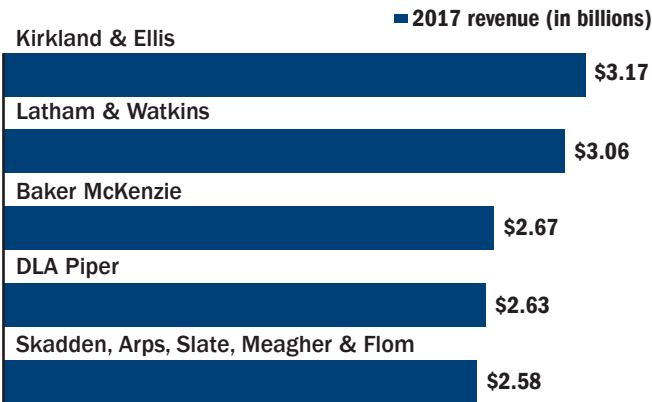
SALARY for first-year associates at nearly all firms on *Crain's* list, the effect of an industrywide \$10,000 bump

\$4.7M

PROFITS per equity partner at Kirkland in 2017, the third-highest rate in the country and a 14.7% increase from the previous year

CASE KINGS

Latham & Watkins was the country's biggest revenue-generating law firm for three years running, a streak that ended when Kirkland & Ellis overtook the firm in 2017.



SOURCE: *The American Lawyer*

2018 LAWYER BREAKDOWN, BY PRACTICE AREA

RANK	FIRM/ SENIOR PARTNER(S) IN NEW YORK ¹	NY-AREA LAWYERS 2018/ ² 2017 ³	2018 LAWYER BREAKDOWN															FIRMWIDE LAWYERS 2018/ ² 2017 ⁶
			PARTNERS ⁴	ASSOCIATES ²	OF COUNSEL ⁵	BANKING / COMMERCE	BANKRUPTCY	CORPORATE / SECURITIES	ENTERTAINMENT	EXEC. COMP. / BENEFITS	HEALTH CARE	INTELLECTUAL PROPERTY	LABOR / EMPLOYMENT	LITIGATION	REAL ESTATE	TAX	TRUSTS / ESTATES	
1	Paul Weiss Rifkind Wharton & Garrison 1285 Sixth Ave.; 212-373-3000 paulweiss.com Brad S. Karp	835 808	120	715		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1,012 1,000
2	Davis Polk & Wardwell 450 Lexington Ave.; 212-450-4000 davispolk.com Thomas J. Reid	763 762	111	589	63	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	1,052 1,050
3	Skadden Arps Slate Meagher & Flom and Affiliates 4 Times Square; 212-735-3000 skadden.com Eric J. Friedman	725 709	145	494	86	✓	✓	✓	✓	✓		✓	✓				✓	1,806 1,767
4	Kirkland & Ellis 601 Lexington Ave.; 212-446-4800 kirkland.com David Fox	646 571	223	423			69	334	18		80	5	84	26	28	2		2,492 2,208
5	Sullivan & Cromwell 125 Broad St.; 212-558-4000 sullcrom.com Joseph C. Shenker	638 624	113	450	75	59	35	123	21	2	5	10	256	25	30	19	53	929 916
6	Weil, Gotshal & Manges 767 Fifth Ave.; 212-310-8000 weil.com Barry M. Wolf	603 554	127	450	26	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1,173 1,138
7	Simpson Thacher & Bartlett ⁷ 425 Lexington Ave.; 212-455-2000 stblaw.com William R. Dougherty	594 595	118	417	59	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	959 954
8	Cravath, Swaine & Moore 825 Eighth Ave.; 212-474-1000 cravath.com Faiza J. Saeed	564 522	79	483	2	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓		597 550

RANK	FIRM/ SENIOR PARTNER(S) IN NEW YORK ¹	NY-AREA LAWYERS 2018/ ² 2017 ³	2018 LAWYER BREAKDOWN, BY PRACTICE AREA																FIRMWIDE LAWYERS 2018/ ² 2017 ³
			2018 LAWYER BREAKDOWN			BANKING / COMMERCE	BANKRUPTCY	CORPORATE / SECURITIES	ENTERTAINMENT	EXEC. COMP. / BENEFITS	HEALTH CARE	INTELLECTUAL PROPERTY	LABOR / EMPLOYMENT	LITIGATION	REAL ESTATE	TAX	TRUSTS / ESTATES	OTHER	
			PARTNERS ⁴	ASSOCIATES ²	OF COUNSEL ⁵														
9	Cleary Gottlieb Steen & Hamilton ⁸ 1 Liberty Plaza; 212-225-2000 clearygottlieb.com <i>Michael A. Gerstenzang</i>	555 557	88	445	22	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	1,285 1,268
10	Latham & Watkins 885 Third Ave.; 212-906-1200 lw.com <i>Michèle O. Penzer</i>	499 469	121	352	26	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	2,801 2,588
11	White & Case 1221 Sixth Ave.; 212-819-8200 whitecase.com <i>Eliza McDougall, Hugh Verrier</i>	468 408	114	329	25	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	2,160 2,039
12	Willkie Farr & Gallagher 787 Seventh Ave.; 212-728-8000 willkie.com <i>Thomas M. Cerabino, Steven J. Gartner</i>	450 439	116	300	34	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	760 740
13	Sidley Austin 787 Seventh Ave.; 212-839-5300 sidley.com <i>Samir A. Gandhi</i>	436 431	143	236	57	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	2,108 2,032
14	Debevoise & Plimpton 919 Third Ave.; 212-909-6000 debevoise.com <i>Michael W. Blair</i>	435 485	96	289	45	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	649 631
15	Milbank Tweed Hadley & McCloy ⁹ 28 Liberty St.; 212-530-5000 milbank.com <i>Scott A. Edelman</i>	424 400	89	315	20	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	756 n/d
16	Fried Frank Harris Shriver & Jacobson 1 New York Plaza; 212-859-8000 friedfrank.com <i>David J. Greenwald</i>	408 395	100	270	38	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	577 554
17	Shearman & Sterling 599 Lexington Ave.; 212-848-4000 shearman.com <i>David Beveridge</i>	401 381	85	275	41	57	9	132	✓	13	✓	4		84	15	9	4	74	926 890
18	Ropes & Gray 1211 Sixth Ave.; 212-596-9000 ropesgray.com <i>Eva Carman</i>	386 352	73	293	20	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	1,405 1,315
19	Gibson, Dunn & Crutcher 200 Park Ave.; 212-351-4000 gibsondunn.com <i>Mark A. Kirsch, Andrew Lance</i>	361 349	93	204	24	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	1,307 1,369
20	Proskauer ¹⁰ 11 Times Square; 212-969-3000 proskauer.com <i>Joseph M. Leccese</i>	350 367	140	188	22	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	723 741
21	Paul Hastings 200 Park Ave.; 212-318-6000 paulhastings.com <i>Seth M. Zachary, Greg Nitzkowski</i>	339 298	80	163	30	✓	✓	✓				✓	✓	✓	✓	✓		✓	1,037 983
22	Schulte Roth & Zabel 919 Third Ave.; 212-756-2000 srz.com <i>Paul N. Roth</i>	338 340	80	205	53	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	✓	370 372
23	Kramer Levin Naftalis & Frankel 1177 Sixth Ave.; 212-715-9100 kramerlevin.com <i>Paul S. Pearlman</i>	321 308	96	182	43	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	388 372
24	Cahill Gordon & Reindel 80 Pine St.; 212-701-3000 cahill.com <i>William M. Hartnett</i>	320 273	63	227	30	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	338 291
25	Wachtell Lipton Rosen & Katz 51 W. 52nd St.; 212-403-1000 wlrk.com <i>Edward D. Herlihy, Daniel A. Neff</i>	293 273	80	162	51		26	116		12				101	5	13	5	15	293 273

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that the listings are complete. To qualify for this list, firms must have an office in the New York area. All firms in the top 25 have New York-area offices in Manhattan. If lawyers practice in more than one area in the breakdown by practice area, they are counted once under their predominant area. ✓ indicates the firm has lawyers in this practice area but the breakdown is unavailable. n/d-Not disclosed. **1**-May indicate managing partner or other title. **2**-As of Sept. 1; includes first-year associates starting this fall and winter who were hired on or before Sept. 1. **3**-As of Dec. 31, unless otherwise noted. May not include deferred associates who started in 2018. **4**-As of Sept. 1. **5**-As of Sept. 1; includes counsel and special counsel. **6**-As of Dec. 31, unless otherwise noted. May not include deferred associates starting in 2018. **7**-2017 figures are as of Sept. 1. **8**-2018 numbers are dated from Dec. 31, 2017, and 2017 numbers are dated from Dec. 31, 2016. **9**-2017 figure is a *Crain's* estimate. **10**-Head counts are as of Aug. 1. Research by Gerald Schifman.

FOR ALL CRAIN'S LISTS, VISIT CRAINSNEWYORK.COM/LISTS.

NOTABLE WOMEN IN LAW



2019



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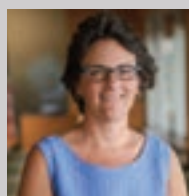
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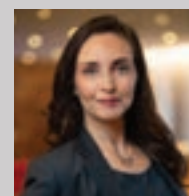
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Lowenstein Sandler congratulates our partners, **Lynda A. Bennett** and **Jennifer Fiorica Delgado**, on being named to *Crain's* distinguished roster of **2019 Notable Women in Law – New York.**



Lynda A. Bennett
Partner; Chair, Insurance Recovery Group



Jennifer Fiorica Delgado
Partner, Capital Markets Litigation

Lowenstein's steadfast commitment to opportunities and advancement for women includes focused employee resource groups, equitable benefits and services to facilitate work-life balance, and dedicated mentorship and sponsorship to support a diverse and inclusive workplace.

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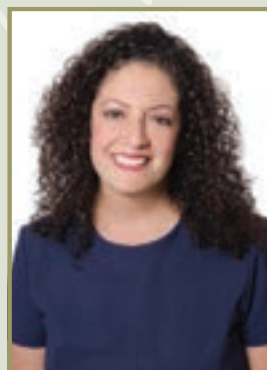
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~The Real Deal (October 2018)

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- Tax Certiorari
- Liens & Foreclosures
- Workouts & Restructurings
- Litigation



Congratulations to our Partner and Chair of Windels Marx Women, Michele Arbeeny, and to all of the accomplished women lawyers recognized by Crain's Notable Women in Law.

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E: marbeeny@windelsmarx.com

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Women's voices on gender parity

Any female lawyer who juggles family and career will gain new respect for the early years of U.S. Supreme Court Justice Ruth Bader Ginsburg, chronicled in the 2018 documentary RBG. One of nine women in a class of more than 500 at Harvard Law School in 1956, Ginsburg was the first female member of the Harvard Law Review. She was caregiver for a two-year-old daughter and her husband Marty, who was undergoing cancer treatment. Let that sink in for a moment: Harvard Law. Toddler. Husband with cancer.

Lawyers today rely on a formal support system that includes family leave and part-time work, and the career/family juggle is far easier than in Ginsburg's day. But the legal industry still struggles with a lack of female lawyers in senior partnership and law firm governance roles; the issues of retention and pay equity; and the paucity of female litigators who take the lead chair at trials.

The fight for gender parity is dear to many of the 114 women who grace the 2019 list of Notable Women in Law. Like Ginsburg, these attorneys juggle distinguished careers, family, exceptional civic activities—and are steely warriors against gender discrimination.

"Change must start at the top. To take a page from the Notorious RBG, advancement opportunities will expand for all female lawyers when managing partners and other management positions in law firms are filled by women," noted one of women on this year's list.

That comment was one of many insightful points made in response to a request *Crain's* made to this year's class: Anonymously identify one change the legal profession can make to expand advancement opportunities for female lawyers. Among their candid recommendations, these attorneys stress that it's all about the numbers.

"Even though my firm makes efforts towards diversity and inclusion, I am often the only female partner in discussions and in the office practice group," writes one lawyer. "We need to do better encouraging women to stay at Big Law by supporting their choices." Adds another: "Set parity goals and make law firm and practice leaders accountable for achieving them for mid-level and senior associates; partnership elevations; partner retention; partner compensation; and credit for contributions."

At Greenberg Traurig, Shareholder Barbara Kaplan calls her firm a meritocracy where 21% of executive committee members are female. "But it's not enough," said Kaplan. "There are still too few women." Kaplan believes more female attorneys will advance

to partnership and leadership slots industrywide as "women help women expand opportunities for advancement. Some of it is business referrals, because women need to be able to bring in business."

The lawyers on this year's list are passionate about opening doors to career and client development opportunities. "Female attorneys need to be given the same opportunities as men. If that happens, then women will knock those opportunities out of the park," writes one honoree.

Another called for law firm clients to be change agents by ensuring women "are in the room where business is awarded." Writes a third honoree: "Educate men about the importance of sponsoring and mentoring women. They need to ask themselves 'when I go to a pitch, do I only bring people who look like me?' If the answer is yes, they need to change that."

Attorneys also called for better support of the career/family juggle. "Many new mothers struggle with continuing their careers and being home. A law firm that is more flexible with facetime and focuses on productivity and outcome will be more successful in retaining the talent they originally hired," writes one honoree. Law firms and corporate legal departments, adds another, "should seek ways to permit flexible hours and the ability to work from home so that working mothers can remain on partnership tracks or earn career advancement."

These sentiments are born from statistics that highlight the pressing need for improvement. Data still shows that fewer women than men become equity partners and get elected to law firm leadership positions.

In its 2018 Survey on the Retention and Promotion of Women in Law Firms, the National Association of Women Lawyers reported that females comprise 47% of associates but only 30% of non-equity partners and 20% of equity partners, figures that have barely budged in the past decade. As in previous NAWL surveys, women start off in essentially equal numbers as men at the entry level—

with relatively equal compensation, billing rates, and hours worked as associates—but later fail to reach senior ranks in greater numbers.

In response, the American Bar Association in 2017 launched a two-year initiative to research possible contributing factors to the steady loss over time of experienced female lawyers at law firms. The ABA's goal is to make empirically based recommendations for policies that promote retention and eliminate the attrition gender gap.

Those are issues that already are being tackled by the women on our list, 39% of whom hold governance roles such as practice leader chair or co-chairs, a committee seat or an executive committee member. These leadership positions matter. Compensation and promotion decisions are made by lawyers who hold governance committee seats.

The NAWL report notes that women make up 25% of firm governance roles, 22% of firm-wide managing partners, 20% of office-level managing partners and 22% of practice group leaders. Those statistics represent progress, but they are not 50%. As NAWL says, "the numbers still lag behind the representation of women in the legal profession as a whole."

With so many of the female legal luminaries on this year's list pushing for change, those statistics are sure to improve. These women have strong ideas about how to fix what's broken. In the words of one of our *Crain's* honorees, "women must rise to the top and break through the cycle of underrepresentation to become law firm leaders, general counsels and CEOs to truly achieve parity."

...

The profiles in this report are drawn from submitted nomination materials as well as from Crain's New York Business editorial. No lawyer paid to be featured. The 2019 list of Notable Women in Law celebrates an exceptional pool of talented female attorneys in the New York City metropolitan area. Please join us in congratulating an outstanding 2019 class.



2000 ATTORNEYS | 38 LOCATIONS WORLDWIDE*

Leadership. Vision. Dedication.

Greenberg Traurig congratulates our own **Barbara Kaplan** and **Kristen Lonergan** on their recognition as two of *Crain's Notable Women in Law*.

Your vision and commitment to clients, colleagues, and the community has earned you the respect as trusted leaders and role models.

Greenberg Traurig is committed to its women lawyers' success, which includes a firmwide women's affinity group encompassing recruiting, retention, and business development. The firm regularly collaborates with like-minded organizations to address these issues on a broader scale in a variety of industries and communities. Greenberg Traurig also takes thoughtful action to address issues such as maintaining a healthy work-life balance, breaking the glass ceiling, mentoring, taking charge of your health, and giving back to the community.

Greenberg Traurig, LLP | MetLife Building | 200 Park Avenue | New York, NY 10166 | 212.801.9200 | www.gtlaw.com

Greenberg Traurig is a service mark and trade name of Greenberg Traurig, LLP and Greenberg Traurig, P.A. ©2018 Greenberg Traurig, LLP. Attorneys at Law. All rights reserved. Attorney advertising. Contact: Stephen L. Rabinowitz in New York at 212.801.9200. *These numbers are subject to fluctuation.

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2019 NOTABLE WOMEN IN LAW

ROBIN ADELSTEIN

Head of antitrust
and competition
NORTON ROSE
FULBRIGHT

Before joining
Norton Rose
Fulbright, Robin



Adelstein served as a key legal official for large-scale firms including health care giant Novartis and alcohol beverage leader Diageo. She brings this wealth of experience to her work with the firm, where she litigates complex commercial disputes, class actions and multi-jurisdictional cases before U.S. federal and state courts. Companies trust Adelstein to advise them on antitrust issues arising in mergers and acquisitions, joint ventures and trade association activities. Adelstein also shares her knowledge as a frequent speaker at summits and panel discussions focused on health care and life sciences.

TERRI ADLER

Managing partner
DUVAL &
STACHENFELD

At Duval & Stachenfeld, Terri Adler oversees one of the largest real estate practice groups in New York City. During a career that has spanned more than two decades, Adler has gained a range of expertise in the real estate field, with a particular focus on complex joint ventures and corporate transactions. Adler founded the women's initiative at Duval & Stachenfeld and is actively involved in mentoring and assisting young female attorneys both within and outside her firm. She regularly speaks on women's issues in the legal and real estate industries and is a member of WX New York Women Executives in Real Estate.



In 1886, New York State
admitted the first woman,
Kate Stoneman, to its
bar association[†]

MERIAM AL-RASHID

Partner
DENTONS

As a member of Dentons' litigation and dispute resolution practice group, Meriam Al-Rashid focuses on public international law and investment, commercial arbitration and risk management. Her international practice has included arbitrations before the International Centre for Dispute Resolution, London Court of International Arbitration, United Nations Commission on International Trade Law and International Chamber of Commerce. Al-Rashid shares her experiences as an adjunct professor of law at Fordham Law School teaching investment arbitration. Her pro bono legal activities include work for Human Rights Watch regarding proposed rules on crimes against humanity and the Iraqi Refugee Assistance Project in their efforts to resettle refugees.



RENA ANDOH

Partner
SHEPPARD
MULLIN

Along with her role as a member of the business trials practice group, Rena Andoh counsels clients on practical and legal issues relating to forensic preservation and analysis of electronic devices. Her broad-ranging litigation practice has given her substantial trial and arbitration hearing experience, including acting as lead counsel in complex commercial matters. Her clients have included firms in the entertainment, financial, manufacturing, technology and pharmaceutical industries. Recently, Andoh was named vice-chair of Sheppard Mullin's firmwide diversity and inclusion committee, a group that gives attorneys of color a forum to address issues of interest within the firm and the broader legal community.



"If clients retain women as the lead attorney on matters, it will directly result in women attaining more power within law firms, which will, in turn, fundamentally alter the legal landscape on diversity."*

ANTONIA APPS

Partner
MILBANK TWEED
HADLEY &
MCCLOY

A former federal prosecutor and lauded trial attorney,



Antonia Apps represents financial institutions, corporations and executives in a range of regulatory enforcement proceedings, white-collar criminal investigations and complex commercial litigation. She also advises hedge funds on securities trading and compliance matters. Prior to joining Milbank in 2014, Apps spent more than seven years as an assistant U.S. attorney, where she led some of the government's highest-profile securities fraud and insider trading cases. Apps also teaches a course on white collar criminal law and procedure at Harvard Law School and is a frequent speaker and commentator on white collar and securities enforcement issues.

MICHELE ARBEENY

Partner
WINDELS
MARX LANE &
MITTENDORF

Michele Arbeeny concentrates her practice on real estate finance, municipal finance and trade finance transactions. Arbeeny maintains a successful track record of representing financial institutions and nonprofits in all aspects of secured and unsecured financing, including acquisition loans, construction loans and revolving and term loans. She also represents financial institutions and developers in affordable housing transactions. In 2017, Arbeeny spearheaded the formation of Windels Marx Women, a group of legal professionals who organize around business development, networking and mentoring opportunities. She was also the leading force behind the firm's establishment of a scholarship devoted to advancing diversity in law schools and the workplace.



NICOLE ARGENTIERI

Partner
O'MELVENY

A skilled litigator and former federal prosecutor, Nicole Argentieri advises corporations, board members and executives on internal investigations, criminal defense, regulatory compliance and related civil litigation. Since joining O'Melveny earlier this year, Argentieri has amassed a growing list of high-powered clients. During her decade-long tenure as an assistant U.S. attorney, Argentieri led and supervised complex investigations and prosecutions, including a civil rights case charging a Bureau of Prisons lieutenant with the repeated sexual assault of a female inmate under his supervision. She has also lectured at Columbia University Law School, where she co-taught two courses on federal litigation and federal criminal prosecutions.



SONIA BAIN

Partner
BRYAN CAVE
LEIGHTON
PAISNER

Sonia Bain is a transactional commercial real estate lawyer who represents developers, retail companies, landlords and tenants, hotel groups and family offices. Bain is an expert in matters ranging from acquisitions, dispositions and development to the financing and leasing of numerous types of commercial real estate assets. She is a frequently sought-after speaker, moderator and panelist on topics related to the real estate industry. A passionate supporter of fostering the success of talented women in the workforce, Bain also co-chairs the WX Mentoring Committee, an organization that promotes and supports women in commercial real estate.



CORINNE BALL

Partner
JONES DAY
...

Corinne Ball has nearly four decades of experience in the fields of business finance and restructuring. At Jones Day, she co-leads the New York office's business restructuring and reorganization practice, along with the European distress investing and alternative capital initiatives. Ball worked extensively on the city of Detroit restructuring, which followed her leading a team of attorneys representing Chrysler in its successful Chapter 11 reorganization. Ball is also a force for change in her community. She was recognized with a Human Relations Award from the Anti-Defamation League for her commitment to fighting anti-Semitism, racism and all forms of bigotry.

**BONNIE BARSAMIAN**

Partner
DRINKER BIDDLE
...

Bonnie Barsamian has spent nearly 30 years as a trusted adviser to public and private companies, boards of directors, C-suites and financial institutions in complex transactional and governance matters. Her experience ranges from securities offerings to cross-border mergers and acquisitions. A seasoned counselor on federal securities laws, Barsamian advises clients on SEC reporting matters, rule-making initiatives, compliance and best practices. In June 2016, her work was recognized by President Barack Obama, who nominated her to serve on the board of the Securities Investor Protection Corporation, an organization that provides limited coverage to investors on their brokerage accounts if their brokerage firm becomes insolvent.



“Clients need to push for diverse representation. If clients insisted on equality in representation and leadership in law firms, the entire profession would change nearly overnight.”*

LAURA BARZILAI

Partner
SIDLEY AUSTIN
...

Laura Barzilai puts her more than 30 years of industry experience to work as a transactional and tax controversy lawyer at Sidley Austin, where she co-leads the firm's global tax practice and is a member of the executive committee. Her clients include Fortune 100 companies, banks, insurance companies and private equity and sovereign wealth funds. Her practice is largely devoted to federal income tax matters, advising clients in the areas of domestic and cross-border mergers and acquisitions, joint ventures and restructurings. Barzilai is also a member and the previous New York chair of the firm's Committee on Retention and Promotion of Women.

**LORI BAUER**
Office managing principal
JACKSON LEWIS
...

After 30 years with the firm and nine years as the office's litigation manager, Lori Bauer became managing principal of Jackson Lewis' New York office in 2018. Her extensive experience includes counseling management on a variety of employment matters and handling litigation disputes on behalf of employers before administrative agencies and state and federal courts. As part of her practice, she is a skilled defender of employers in single and multi-plaintiff actions involving claims of discrimination, wrongful discharge and related tort claims. She is also a dedicated member of the American Bar Association and the New York Bar Association.



“Make mentoring and business development opportunities available to associates at an earlier stage in their career and encourage them to take advantage of these opportunities.”*

MARTINE BEAMON

Partner
DAVIS POLK & WARDWELL
...

Martine Beamon has successfully represented her clients in their most critical situations as part of Davis Polk's litigation department. In the wake of the #MeToo movement, she has worked with boards, companies and individuals in highly sensitive, confidential investigations related to alleged sexual misconduct and sexual harassment. Committed to advancing women in the legal profession, Beamon was a founding member of Davis Polk's affinity group for women, DPWomen, which provides networking, mentoring, career development and leadership opportunities for the firm's women lawyers. She is also a global advisory board member of the Women in Law Empowerment Forum.

**LEORA BEN-AMI**
Partner
KIRKLAND & ELLIS
...

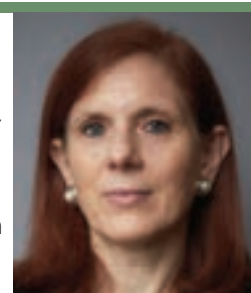
Leora Ben-Ami counsels her clients in all areas of technology, including biotechnology, medical devices, pharmaceuticals and chemistry, mechanical devices and electronics. She has tried a number of jury trials as lead counsel and has extensive appellate experience, including arguing before the U.S. Court of Appeals for the Federal Circuit. Her work in the field has led to her recognition by a number of respected organizations, including The American Lawyer and The National Law Journal. She frequently speaks at conferences and seminars on patent law, including talks at the New Jersey Intellectual Property Association and the Sedona Conference.

**LYNDA BENNETT**
Partner
LOWENSTEIN SANDLER
...

With more than 20 years of commercial litigation experience, Lynda Bennett litigates, negotiates and resolves complicated disputes with insurers. As chair of the insurance recovery group, she obtains significant recoveries for clients in environmental, asbestos, product liability and professional liability cases. She is a trusted counsel to her clients with respect to contractual insurance requirements, new insurance products, innovative risk-management tools and insurance program assessment. Bennett regularly advises strategic acquirers and private equity funds regarding insurance coverage issues that arise in acquisition and investment transactions. Bennett also founded the Lowenstein Sandler's Women's Initiative, a grassroots program designed to empower the firm's women lawyers.

**ANDREA BIERSTEIN**
Shareholder
SIMMONS HANLY CONROY
...

Andrea Bierstein has more than three decades of legal experience and is recognized as one of the premier appellate brief-writers and oral advocates in the nation. In her position with the complex litigation department, she focuses her practice on pharmaceutical and commercial litigation, consumer protection class actions and environmental law. She has secured millions of dollars on behalf of her clients over the years, including a \$32 million settlement for a medical manufacturer. She is also a former law professor and designed and taught an annual civil litigation clinic and second-year law courses at Western New England College Law School.



FRANCES BIVENS

Partner
DAVIS POLK &
WARDWELL

As part of Davis Polk's litigation department, Frances Bivens regularly acts as lead counsel in a broad range of high-stakes commercial litigation matters in courts around the country and arbitrations across the globe. She puts her electrical engineering degree to work by specializing in litigation involving complex technical issues. Bivens is also committed to pro bono work and recently collaborated with the Office of the Public Defender in the Eastern District of New York to address sexual assaults against female detainees. Additionally, she is a member of Brown University's Advisory Council on Diversity and the Lawyers' Committee for Civil Rights Under Law's Board of Directors.



KIMBERLY BROWN BLACKLOW

Partner
CLEARY
GOTTLIEB STEEN
& HAMILTON

Since joining Cleary Gottlieb in 1994, Kimberly Brown Blacklow has served her clients in real estate and other asset-based finance transactions, as well as structured finance and capital markets transactions in both the U.S. and abroad. She regularly represents both lenders and borrowers in intercreditor agreements, credit tenant lease financing and other types of financing transactions. She is also well-versed in matters involving real estate acquisitions and joint ventures. In addition to her regular practice, Blacklow has significant pro bono experience, including guiding the Lower Manhattan Cultural Council in establishing The Arts Center at Governors Island in New York City.



Hon. Sonia Sotomayor
was the first Hispanic (man or woman)
appointed to the federal bench
in New York.[†]

ELISE BLOOM

Partner
PROSKAUER
ROSE

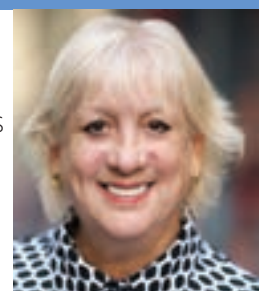
With a career spanning more than 30 years, Elise Bloom is an employment lawyer known for handling high-profile cases on behalf of some of the nation's most prominent companies. Over the course of her career, Bloom has represented more companies in class actions challenging interns, trainees and volunteers than any firm in the country, and her precedent-setting argument on behalf of Fox Searchlight Pictures helped determine the standard for evaluating the legality of unpaid internships. Outside of Proskauer, Bloom is a board member of the Women in Law Empowerment Forum, a platform that educates and provides networking opportunities for women in law.



SUSAN BODINE

Partner
COWAN DEBAETS
ABRAHAM &
SHEPPARD

Susan Bodine is the go-to representative of a diverse clientele in the motion picture, television and digital media industries as co-head of the firm's entertainment group. As part of her practice, she counsels those clients in all phases of development, finance, production and distribution of movies, television programs and new media properties. She is also committed to pro bono work and recently handled an asylum case on behalf of an African immigrant for the Hebrew Immigrant Aid Society, an organization serving refugees and other displaced persons around the world. She also provides pro bono services to entrepreneurs and artists through her involvement with the IFP Made in NY Media Center and Creative Capital.



“Offer flexibility for women to resume a ‘partnership track’ career path after having children, so that having and raising children does not mean women must sacrifice their career objectives.”*

LAUREN BOGLIVI

Partner
PROSKAUER
ROSE

Having spent her entire legal career at Proskauer, Lauren Boglivi has developed a successful transactional practice on behalf of companies, private equity sponsors and family offices. Her array of experience includes handling mergers and acquisitions, buyouts and related financings, joint ventures and growth and seed investment. Foreign private issuers and U.S. public companies rely on Boglivi to manage their SEC compliance matters. Outside of her cutting-edge legal work, Boglivi sits on the board of Women in Need, an organization that helps homeless women and children in New York City succeed on their own by providing them with housing, services and programs.



STEPHANIE BRESLOW

Partner
SCHULTE ROTH
& ZABEL

As co-head of the investment management group and a member of the executive committee and operating committee, Stephanie Breslow maintains a diverse practice that includes investment management and partnerships and securities. She also co-heads a team of cross-practice lawyers that advise private investment funds and other investors on the implications of sponsoring initial coin offerings, conducting transactions involving cryptocurrencies and managing and investing in funds that involve cryptocurrencies. Highly involved in the New York City community, Breslow is a member of the board of trustees of the Joyce Theater and a member of the Board of Visitors of Columbia Law School.



ERICA BUCKLEY

Partner
NIXON PEABODY

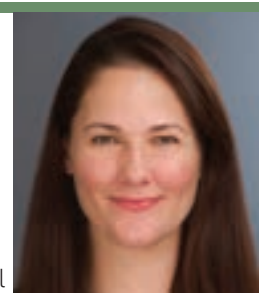
Erica Buckley leads the co-operatives and condominium practice at Nixon Peabody, where she oversees transactional matters and government investigations involving real estate securities. An expert on the Martin Act, a New York blue-sky law that governs real estate securities, Buckley's clients range from prominent New York City developers to startup nonprofits. Drawing on her experience as former chief of the Real Estate Finance Bureau, Buckley advises clients on meeting regulatory requirements while minimizing risk to their properties. Buckley is also credited with establishing the legal department at the Urban Homesteading Assistance Board, a nonprofit that helps create and support self-help housing.



SUSANNA BUERTEL

Partner
PAUL WEISS
RIFKIND
WHARTON &
GARRISON

Susanna Buergel is a sought-after litigator for complex securities and financial services litigation and regulatory matters. Co-chair of the firm's preeminent securities litigation and enforcement group, Buergel also has extensive intellectual property experience, counseling and litigating on behalf of clients in copyright, trademark and patent disputes. Buergel has also been involved in a number of pro bono matters in the city. At Paul Weiss, she supervises a team that helps transgender New Yorkers file petitions to change their names legally. Over the past two years, the team has been responsible for assisting more than 40 individuals with these name change petitions.



JACQUELINE BUSHWACK

Partner
RIVKIN RADLER
...

Jacqueline Bushwack has successfully defended universities, pharmaceutical companies and hospitals in a variety of suits alleging liability, malpractice and violations of labor law. Along with a proficiency in managing all phases of discovery and trial preparation—frequently leading to clients obtaining dismissals before trial or favorable jury verdicts—Bushwack maintains a stellar track record of resolving cases through mediation. She is also active in the American Bar Association, where she co-chairs the Work/Life Management Sub-Committee. A respected author, Bushwack's most recent book, "Her Story: Lessons in Success from Lawyers Who Live It," was published in May 2017.



KATHLEEN MCLEOD CAMINITI

Partner
FISHER PHILLIPS
...

In her position as co-chair of Fisher Phillips' pay equity practice group, Kathleen Caminiti is a skilled litigator in employment matters ranging from individual plaintiff discrimination claims to wage and hour class and collective actions. She has successfully defended her clients in cases alleging civil rights violations, discrimination, sexual harassment and whistleblowing. She also assists clients in their liability prevention efforts by conducting employee training, preparing handbooks and implementing policies. Recognized as an authority on issues surrounding labor law, Caminiti is frequently quoted by major media outlets and has published numerous articles that have appeared in *The New York Law Journal*, *New Jersey Business*, *New Jersey Lawyer Magazine* and *Practical Law Institute*.



Women must break through the cycle of underrepresentation to become law firm leaders, general counsels and CEOs in order to truly achieve parity.**

TING CHEN

Partner
CRAVATH,
SWAINE &
MOORE
...

Ting Chen advises clients on mergers and acquisitions, corporate governance and activism and takeover defense as part of Cravath's corporate department. In recent years, Chen has served as a valuable asset to Kraft in the spinoff of its \$30 billion North American grocery business, DreamWorks Animation in its \$4.1 billion sale to Comcast, British American Tobacco in its \$97 billion merger with Reynolds American and The Washington Post's sale of its newspaper publishing businesses to Jeff Bezos. Among her other notable past clients, Chen has represented high-profile companies including Starbucks, Goldman Sachs, BDT Capital Partners and IBM.



SYLVIA CHIN

Partner/of counsel
WHITE & CASE
...

With considerable experience in corporate and commercial financing, Sylvia Chin is known for her ability to propose creative solutions for unique situations. Her practice involves navigating complicated transactions in capital markets, project financing and equipment leasing. Chin is a dedicated member of a number of professional organizations. She chairs the First Judicial District of the New York Bar Foundation and serves as president of the Asian American Law Fund of New York. She is also focused on guiding the next generation of legal professionals, teaching as an adjunct associate professor at Fordham University School of Law and frequently lecturing on corporate finance topics.



Diversity and inclusion programs must have genuine support from the top in order to succeed.**

JENNIFER CHU

Partner
DEBEVOISE &
PLIMPTON
...

Jennifer Chu is a key member of the firm's mergers and acquisitions and private equity groups, where she advises corporations and private equity firms in mergers and acquisitions, joint ventures and other corporate matters, with a particular focus on transactions in the health care and insurance industries. Chu actively speaks and publishes on mergers and acquisitions, private equity and health care topics. Outside of the firm, Chu serves on the board of Practicing Attorneys for Law Students, a nonprofit focused on creating opportunities for minority law students and early career lawyers, where she is also an active participant in its mentoring program.



NANCY CHUNG

Partner
SIDLEY AUSTIN
...

Nancy Chung has more than 20 years of experience handling complex disputes and investigations and crisis management situations. As co-head of the firm's litigation group, her caseload includes commercial, white-collar criminal defense, securities and bankruptcy litigation matters for financial institutions and asset management firms with a global footprint. She is a trusted adviser for leading investment funds and global financial institutions in managing and assessing their litigation risks. Her experience in the field and positive results for clients have earned her the honor of a 2018 "Rainmaker" by the Minority Corporate Counsel Association.



ANTA CISSÉ-GREEN

Associate general counsel
NYU LANGONE
MEDICAL
CENTER
...

At NYU Langone, Anta Cissé-Green is responsible for advising the development department on agreements for gifts and bequests, trust and estate administration and nonprofit legal and taxation issues. She is also an active member of her community, serving as vice president of programs for the Metropolitan Black Bar Association and as a member of the advisory council for the Foundation for Letters, a nonprofit that promotes improved college access by providing urban schools with a range of academic and enrichment programs. She was recently honored by the New York Law Journal for her longtime commitment to providing pro bono legal services.



ELIZABETH COOPER

Partner
SIMPSON
THACHER &
BARTLETT
...

In her more than two decades at Simpson Thacher & Bartlett, Elizabeth Cooper has built a diverse practice focused on mergers, acquisitions and other corporate transactions. A member of the firm's corporate department, Cooper regularly represents private equity sponsors in a broad range of investments, joint ventures, recapitalizations and other business combination transactions. Her work in the field has been widely recognized by leading publications, and she was recently named Private Equity Lawyer of the Year at The Deal Awards. She is also a dedicated member of the Association of the Bar of New York City.



2019 NOTABLE WOMEN IN LAW

MAGDA CRUZ
Partner
BELKIN BURDEN
WENIG &
GOLDMAN
...



Magda Cruz leads the appellate practice at Belkin Burden and has played an instrumental role in its placement among the top New York real estate boutique firms. With a career spanning nearly three decades, Cruz specializes in real estate matters, contract disputes and complex litigation matters. Outside of her practice, Cruz is committed to raising funds to support outreach initiatives to bring classical music, instrumental instruction and performance opportunities to emerging young musicians in underserved communities in New York City, and she serves on the boards of the Chamber Music Center of New York and the Brooklyn Youth Music Project.

MARGARET DALE
Partner
PROSKAUER
ROSE
...



Margaret Dale is a versatile first-chair litigator who handles complex business disputes for clients across a variety of industries. She also heads the litigation department's data privacy and cybersecurity practice group and regularly handles regulatory investigations and class action lawsuits stemming from data breaches. Dale maintains an active pro bono practice focusing on issues affecting women, children and veterans. She chairs the Board of Directors of the Center for Family Representation, a nonprofit dedicated to keeping children out of the foster care system, and as a member of the Board of Directors of Volunteer Lawyers for the Arts.

“Does your current place of work have successful diversity policies in place?” Response: 85% Yes, 15% No*

JILL DARROW
Partner
KATTEN MUCHIN ROSENMAN
...

At Katten, Jill Darrow is the leader of the firm's New York transactional tax planning practice. Her caseload predominantly involves tax planning and tax law, with a focus on partnership transactions, financial services, hedge funds, commodities funds and real estate. Darrow is a trusted resource for clients on the tax aspects of transactions involving partnerships, limited liability companies and hedge funds. A sought-after lecturer and author, Darrow regularly speaks before industry groups including the Financial Research Associates and the Practising Law Institute. Darrow is also a member of the American Bar Association's tax section, real estate and partnership committees.

UNA DEAN
Partner
FRIED FRANK
HARRIS SHRIVER
& JACOBSON
...



A distinguished former federal prosecutor, Una Dean represents a diverse range of companies, boards and individuals in internal investigations including whistleblower complaints, allegations of harassment and discrimination and claims of corporate fraud. She is also a respected member of the firm's cybersecurity practice, where she routinely advises companies on compliance with cybersecurity regulations, cybersecurity corporate governance, breach preparedness, training and cybersecurity risk disclosures. Prior to joining Fried Frank, she served as an assistant U.S. attorney for the Eastern District of New York, where she investigated and prosecuted cases involving international money laundering, insider trading, trade sanctions and cybercrime.

“Do you see technology changing your job in the near future?” Response: 58% Yes, 42% No*

JENNIFER FIORICA DELGADO
Partner
LOWENSTEIN
SANDLER
...



Jennifer Fiorica Delgado brings her extensive experience in a range of capital markets disputes to her role as a member of Lowenstein's capital markets litigation group. Her clients are primarily members of the “buy-side” and include asset managers, hedge funds and institutional investors. In addition to her litigation practice, Delgado devotes a significant amount of time to pro bono work. She recently represented a disabled woman living in public housing who brought disability discrimination claims against the New York City Housing Authority. She is also highly involved with the Financial Women's Association, an organization dedicated to developing future leaders in every sector of the financial community.

MYLAN DENERSTEIN
Partner
GIBSON DUNN &
CRUTCHER
...



After years of serving as a trusted member of Andrew Cuomo's administration, both in his time as governor and attorney general, Mylan Denerstein joined Gibson Dunn as a partner in 2014. Since that time, she has become a key part of the firm's white-collar defense and investigations, securities litigation, appellate and crisis-management practices. In her various roles, she represents companies on a wide range of legal issues involving local, state and federal government. She also maintains a strong commitment to public service and serves as an active member of the Association of Black Women Attorneys.

THERESE DOHERTY
Member
MINTZ
...



Therese Doherty represents banks, broker-dealers, futures commission merchants and industry executives in complex civil litigation, regulatory enforcement proceedings and internal investigations involving securities, futures and derivatives. Leading financial institutions also rely on Doherty for assistance in resolving recruitment and other employment-related disputes. Doherty is a passionate supporter of the New York City-based nonprofit First Workings, an organization dedicated to helping underserved high-school students acquire social capital through influential, paid internship opportunities. Over the years, she has taken on several interns, providing students with the opportunity to work in a top Manhattan law firm.

JENNIFER EZRING
Partner
CAHILL GORDON
& REINDEL
...



Since joining Cahill seven years ago, Jennifer Ezring has become a trusted adviser to clients like Bank of America, Deutsche Bank and Goldman Sachs in the leveraged finance and asset-based lending arenas. She practices across a variety of industries, including gaming, retail, energy, media and technology. Along with sitting on the firm's executive committee, Ezring is a key member of its Women's Initiatives Committee and previously served as a member of the Diversity and Inclusion Committee, Associate Development Committee and Hiring Committee. She is also a frequent speaker at industry conferences, most recently those held by the Practising Law Institute and the Commercial Finance Association.

LUCY FATO
Executive vice president and general counsel
AMERICAN INTERNATIONAL GROUP INC.



Lucy Fato oversees more than 900 people spanning 50 countries in her role at AIG. Prior to joining the insurer last year, she held high-ranking legal positions with firms including Marsh & McLennan and McGraw Hill Financial. In her time at AIG, Fato has used her corporate governance expertise to develop a plan to ensure long-term, sustainable growth for the company and presided over its largest acquisition in 15 years. Fato is an active member of the Randall's Island Park Alliance, a nonprofit dedicated to the care and programming of the park and has helped the Alliance raise more than \$4.15 million.

ANGELA FERNANDEZ
Executive director
NORTHERN MANHATTAN COALITION FOR IMMIGRANT RIGHTS



A first generation immigrant, Angela Fernandez has spent more than 20 years advocating for human and civil rights in the United States and internationally. Her public interest law experience began in the Middle East, where she investigated labor law violations of workers with the Centre for Human Rights Legal Aid in Cairo. During her tenure at the Northern Manhattan Coalition for Immigrant Rights, she has helped build city- and statewide coalitions that have reversed policies that could potentially be devastating to vulnerable New Yorkers. She also spearheaded the first-of-its-kind Women's Studies Program for female detainees at Rikers Island Correctional Facility.

“Does your current place of work offer sufficient work-life balance support?”
97% Yes, 3% No*

MELANIE FIGUEROA
Partner
MITCHELL SILBERBERG & KNUPP



Melanie Figueroa is an accomplished attorney who represents public and private companies in securities regulation, mergers and acquisitions and corporate financing transactions. She also has significant experience representing issuers with all Securities Act and Exchange Act registration statements. A member of the firm's Start 'n Knupp team, Figueroa regularly advises entrepreneurs, startups and other early stage companies through the earliest stages of corporate formation and initial capital raising. As a member of the Hispanic National Bar Association and Puerto Rican Bar Association, Figueroa dedicates her time to affect positive change in the New York City community and the organizations that empower Latina women.

BARBARA FINKELSTEIN
CEO
LEGAL SERVICES OF THE HUDSON VALLEY



Barbara Finkelstein oversees every aspect of Legal Services of the Hudson Valley, a provider of free civil legal services to almost 600,000 low-income individuals in Westchester, Putnam, Dutchess, Orange, Rockland, Sullivan and Ulster counties. In the years since Finkelstein joined the organization in 1995, Legal Services of the Hudson Valley's budget has increased eightfold. Finkelstein, the first woman to helm the organization, has also worked to expand the free services offered to the community; create units for domestic violence, children's advocacy and the LGBTQ community; and form the Hudson Valley Justice Center, which serves immigrants who cannot afford an attorney, regardless of their immigration status.

“Did the Kavanaugh confirmation process have a negative impact on how you feel about being a lawyer?”
Response: 30% Yes, 70% No*

JESSICA FORBES
Corporate partner
FRIED FRANK HARRIS SHRIVER & JACOBSON



Jessica Forbes has been a valuable member of Fried Frank for more than 30 years. In that time, she has become one of the leading regulatory lawyers nationwide in the private funds space, with a focus on securities regulation. Forbes demonstrates her expertise by providing advice on trading and credit regulation to hedge funds, private equity firms, family offices and high-net-worth individuals. Within her community, Forbes served for more than a decade as trustee of the Madison Square Boys & Girls Club, a Harlem-based organization that works to enhance the lives of under-resourced New York City youth.

KATHERINE FORREST
Partner
CRAVATH SWAINE & MOORE



After more than two decades at Cravath, Katherine Forrest was nominated by President Barack Obama to serve as a U.S. District Judge in 2011. During her seven years on the bench, she presided over thousands of criminal and civil cases. In 2018, Forrest rejoined Cravath, where she brings her significant experience in areas including antitrust, financial services, cryptocurrency and employment matters to the firm's litigation department. As an adjunct professor at NYU School of Law, Forrest has mentored students and co-taught a course on quantitative methods and the law. She is also a regular lecturer and author on topics involving antitrust and intellectual property.

MARY BETH FORSHAW
Partner
SIMPSON THACHER & BARTLETT



Along with her role as a member of the firm's executive committee, Mary Beth Forshaw handles a wide range of litigation matters at Simpson Thacher, particularly in insurance, reinsurance, bankruptcy and international arbitration. Forshaw is highly regarded in the field, consistently receiving top honors from revered organizations including Chambers USA and Benchmark Litigation. In addition to her practice, Forshaw devotes a significant amount of time to the Legal Action Center serving as the vice chairman of the Board of Directors. She also sits on the board of the Yale Law School Fund, which helps sustain and promote the core functions of Yale Law School.

HELENE FREEMAN
Partner
PHILLIPS NIZER



As a litigator with more than 30 years of experience, Helene Freeman focuses her practice on all facets of entertainment, publishing, the arts and fashion. She serves as a dependable counsel to multinational record distributors, leading musical groups, film and television producers, authors and advertising agencies. She regularly advises clients on international transactions involving the acquisition of rights in entertainment and media properties. Possessing a strong commitment to pro bono work, Freeman serves as chair of the governance committee of the Community for Education Foundation. She regularly speaks on topics covering copyright licensing, intellectual property and entertainment law.

2019 NOTABLE WOMEN IN LAW

SUSAN FRUNZI

Partner
SCHULTE ROTH &
ZABEL
...

Along with her position as a member of the firm's executive committee, Susan Frunzi represents some of the nation's wealthiest individuals as part of the individual client services group at Schulte Roth & Zabel. Frunzi's clients, including entrepreneurs and investment fund managers, depend on her services for their estate planning, charitable giving, family law and litigation needs. She also develops and implements charitable giving plans and negotiates contributions to nonprofits. Frunzi is deeply involved in the immediate and greater New York City community. She is a member of The New York Historical Society's Planned Giving Advisory Council and The Rockefeller University's Committee on Trust and Estate Gift Plans.



MARJORIE GLOVER

Partner
NORTON ROSE
FULBRIGHT
...

Marjorie Glover devotes her practice at Norton Rose Fulbright to the areas of executive compensation and employee benefits law, corporate governance and risk oversight and employment law. In her position with the firm, she advises on employee benefits and executive compensation issues in domestic and cross-border mergers, acquisitions, private placements and project financing. She is also a contributing author to highly-regarded publications, including a monthly "Ask the Expert" column for Employee Benefit Plan Review magazine. Outside of her legal practice, she is an active participant in autism advocacy group Autism Speaks and the tax section of the American Bar Association.



Do you believe that your compensation level is the same as an equally-qualified male lawyer?"
Response: 59% Yes, 41% No*

KRISTIN GOING

Partner
DRINKER BIDDLE
...

Kristin Going helps creditors maximize their recoveries in bankruptcies, federal and state court litigation and out-of-court negotiations. With more than two decades of experience, Going is nationally recognized for her work representing financial institutions and possesses an in-depth knowledge of the regulations that impact debt securities and the bond industry. She routinely advises the Drinker Biddle health care team on restructuring issues impacting the health care industry and has a keen understanding of matters that drive decision-making for health care clients. In addition to providing practical seminars for clients, Going is a frequent speaker on topics related to business restructuring at trade and industry conferences.



MARCIA GOLDSTEIN

Partner
WEIL GOTSHAL
& MANGES
...

Marcia Goldstein has spent more than 35 years with Weil's business finance and restructuring department. During that time, she has honed her skills in domestic and international debt restructuring and crisis management and has served as lead restructuring lawyer in a number of major international and U.S. cases. She played a key leadership role in situations at the epicenter of the financial crisis, including Chapter 11 counsel for Washington Mutual and restructuring adviser to AIG. She has also been a lecturer at Yale, Harvard and Columbia law schools and is a frequent speaker at restructuring seminars.



Has the #MeToo movement affected the legal profession in terms of women's willingness to come forward to report incidences?"
Response: 74% Yes, 26%, No*

ELIZABETH GONZALEZ-SUSSMAN

Partner
OLSHAN FROME
WOLOSKY
...

As part of Olshan's corporate group and a key member of the firm's renowned shareholder activist and equity investment practice, Elizabeth Gonzalez-Sussman counsels her clients in the areas of corporate and securities law, mergers and acquisitions, tender and exchange offers and shareholder activist situations. She regularly assists both public and privately held companies in capital-raising transactions, mergers and acquisitions, and general corporate and securities law matters. In addition to her thriving law practice, Gonzalez-Sussman possesses a deep commitment to her community. In 2018, she was elected as a member of the Westchester County Democratic Committee.



TATIANA GUTIERREZ

Partner
NIXON PEABODY
...

The focal point of Tatiana Gutierrez's practice is affordable housing, and in her position at Nixon Peabody, she counsels developers, investors and housing authorities on affordable housing transactions and regulatory issues. She paves the road for her clients with respect to the HUD regulatory process, ensuring that process is as smooth and predictable as possible. Since beginning her career in affordable housing at the Harrison Institute for Public Law, Gutierrez has been pro bono counsel for tenant associations in Washington D.C., limited equity cooperatives and nonprofits. She has also shared her experiences as an adjunct professor at Georgetown University Law Center.



SAMAA HARIDI

Partner
HOGAN LOVELLS
...

Samaa Haridi applies her experience representing corporations and financial institutions from across the globe to her work with clients at Hogan Lovells. Part of the international arbitration group, Haridi regularly handles commercial and investor-state arbitrations involving the Middle East. She is a vital member of a number of arbitral organizations, including the ICC International Court of Arbitration, the Arbitration Committee of the International Bar Association and the London Court of International Arbitration (LCIA) Arab Users' Council. Fluent in both Arabic and French, and conversant in Spanish, Haridi is a frequent speaker at conferences worldwide, and routinely sits as an arbitrator in international disputes.



MELISANDE HILL

Partner
HILL & MOIN
...

After more than a decade working at some of the top personal injury law firms in New York City, Melisande Hill co-founded Hill & Moin in 1997 with a goal of providing clients with personalized, results-oriented representation. Hill puts her more than 35 years of experience to work at the personal injury law firm, where she and co-founder Cheryl Moin have collectively won more than \$160 million in verdicts and settlements, handled thousands of cases and more than 250 appellate cases, including precedent-setting matters before the New York State Court of Appeals. She is also an active member of the New York State Trial Lawyers Association.





Debevoise congratulates partners
Jennifer Chu and **Rebecca Silberstein**
and all of the talented women leaders selected as
Crain's Notable Women in Law New York City

.....

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2019 NOTABLE WOMEN IN LAW

ELLEN HOLLOMAN

Partner
CADWALADER
WICKERSHAM &
TAFT

Ellen Holloman is a trusted representative of financial institutions, corporations and individuals in civil litigation, regulatory enforcement proceedings and corporate internal investigations. She also regularly advises companies, boards and investors in connection with corporate governance matters. Outside of the firm, Holloman serves on the board of the Center for Employment Opportunities, a nonprofit dedicated to assisting men and women with criminal convictions with finding employment. Because of her commitment to pro bono engagements, Holloman was honored with the Thurgood Marshall Award by The New York City Bar Association in recognition of her service to post-conviction inmates facing a capital punishment sentence.



LENORE HORTON

Partner
FISHERBROYLES

At FisherBroyles, Lenore Horton combines her background as a serial entrepreneur with her experience in litigation, capital raising, trademark protection, investigations and corporate restructuring. Horton offers expert legal counsel to established businesses, nonprofits, artists and entrepreneurs, and specializes in helping clients navigate significant business changes, from crippling litigation to succession planning. Horton often speaks on topics related to empowering minority-owned startups with the tools necessary to succeed, most recently at the Black Women Talk Tech conference in New York City. She is also legal counsel to Ellevest Network, a professional development network for women, and serves as a frequent participant in its outreach efforts.



The pay gap:
Male partners at large U.S. law firms made an average of \$959,000 this year; female partners made \$627,000.[†]

TANISHA JAMES

Partner
COOLEY

Tanisha James helps clients and investors successfully navigate mergers, acquisitions and strategic investments in her role at Cooley. Clients regularly entrust James with guiding them through negotiations with governmental and private parties, responding to agency investigations and coordinating cross-jurisdictional antitrust defense strategies. James is also dedicated to using her legal skills to improve the lives of underrepresented groups. She has successfully represented a number of pro bono clients, including an El Salvadoran asylum applicant fleeing persecution by a high-ranking government official in her native country. She is also an active participant in the voting rights initiatives of the Lawyers' Committee for Civil Rights.



PATRICIA KANTOR

Member
MINTZ

Patricia Kantor has spent more than 20 years focused on real estate law in New York City. During that time, she has handled complex acquisitions and sales, financings, restructurings, workouts and development work for her clients. Last year, she handled three of the top 10 residential closings in the city, amounting to more than \$200 million combined. On the corporate side, Kantor advises small and family-owned businesses on a variety of corporate legal matters. In addition to her work with Mintz, Kantor has been a featured speaker for the New York City Bar Association and the Council of New York Cooperatives.



Male partners' hourly billing rates this year averaged \$736; female partners' rates averaged \$650.[†]

BARBARA KAPLAN

Shareholder
GREENBERG
TRAURIG

As co-chair of Greenberg Traurig's global tax practice, Barbara Kaplan has earned global prominence for her ability to handle complicated tax examination and sensitive tax controversy matters. A go-to lawyer on issues relating to tax compliance, Kaplan's aptitude in the field attracts both domestic and international clients with complex issues. Kaplan is also a prolific speaker on the subject of tax law and frequently speaks at industry conferences, including those presented by the Practising Law Institute, The Bar Association of the City of New York and the New York University Institute on Federal Taxation.



MICHELLE KELBAN

Partner
LATHAM &
WATKINS

Michelle Kelban leads a team of more than 90 lawyers globally in her role as co-chair of the firm's real estate practice, where she specializes in commercial real estate law with a particular concentration on real estate finance. She represents capital providers in a variety of real estate transactional structures and has significant experience with a range of property types. Kelban spearheaded an effort to expand the practice's presence in key markets, like London, New York and the West Coast. She also maintains a thriving pro bono practice and has led Latham's holiday gift program for underprivileged children for more than a decade.



NANCY KESTENBAUM

Partner
COVINGTON
& BURLING

Clients seek out Nancy Kestenbaum to handle their most sensitive government and internal investigations and litigation. A trailblazer with more than 25 years of experience, Kestenbaum has represented clients ranging from multinational corporations to individuals in high-stakes criminal and civil enforcement investigations. She maintains a robust pro bono practice focused on marginalized individuals in society. Along with the Center for Constitutional Rights, Kestenbaum has represented a number of post-9/11 detainees in matters involving claims of unlawful and abusive detention. She has also supervised immigration asylum petitions that have led to asylum status for refugees who were persecuted in their home nations.



JAMIE KOCIS

Partner
KRAMER LEVIN

Jamie Kocis plays an instrumental role in the closing of multimillion-dollar securitization transactions, including timeshare, solar and auto loan securitizations. She advises clients in both warehouse securitization facilities and term securitizations, along with market-leading transactions involving new and emerging asset classes. A strong role model for future female lawyers, Kocis serves as co-chair of Kramer Levin's Women's Initiative Committee, which works to represent and support women at the New York law firm and address important issues regarding women in the legal industry. She also headed the launch of Kramer Levin's Women's Circles, a program that provides an opportunity for lawyers, ranging from associates to partners, to network.



TAKING WOMEN'S LEADERSHIP TO NEW HEIGHTS



Wilson Elser congratulates our partner Ricki Roer on her recognition by Crain's as a Notable Women in Law in New York City.

Ricki chairs Wilson Elser's Employment & Labor litigation practice, serves on the firm's Executive Committee, is a member of the Chairman's Office and acts as role model and mentor to scores of attorneys.

Ricki has already made significant contributions to the local, national and international legal communities. We look forward to following this remarkable leader as she scales still greater heights.

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2019 NOTABLE WOMEN IN LAW

CHERYL KORMAN

Partner
RIVKIN RADLER
...

Cheryl Korman has represented clients in hundreds of appeals involving substantive and procedural issues relating to diverse areas of the law, including attorney and accountant malpractice, commercial litigation, insurance law and labor law. Drawing on her more than 20 years in practice, Korman regularly prosecutes and defends appeals before New York appellate courts and the U.S. Court of Appeals for the Second Circuit. Korman is deeply committed to the Long Island Women's Collaborative, an innovative organization she co-chairs that empowers and engages Long Island's leading business women, while encouraging partnerships and providing growth opportunities.



ELEANOR LACKMAN

Partner
COWAN DEBAETS
ABRAHAMS &
SHEPPARD
...

The firm's youngest equity partner, Eleanor Lackman co-chairs the litigation group and trademark group at Cowan DeBaets. Along with representing high-profile clients, she also works on behalf of nonprofit organizations including the Al Hirschfeld Foundation and the Estate of Gilbert Baker, who designed the well-known rainbow flag. Lackman is also a trustee of the nonprofit educational organization, the Copyright Society of the USA, where she also formerly served as co-chair of its largest chapter and co-chair of the membership committee. She is also involved with ChIPS, a women-focused organization with the goal of advancing women in law, technology and policy.



In 2014, Paulette Brown became the first black woman elected as president of the American Bar Association.[†]

JESSICA LEE

Partner
LOEB & LOEB
...

As co-chair of the firm's privacy, security and data innovations practice, Jessica Lee works with entertainment, technology and digital media companies to address the privacy and intellectual property issues that arise when marketing and monetizing digital content. Even as one of the firm's youngest partners, Lee's high-profile clients, including NBCU, Amazon, HBO and T-Mobile, rely on her to help strategize their digital media initiatives. Lee is also committed to public service and is actively involved with Hudson Link for Higher Education in Prison, where she provides education and re-entry support to break the cycle of crime and poverty. She also co-chairs Loeb & Loeb's affinity group for Attorneys of Color and Ethnic Diversity.



JIYEON LEE-LIM

Partner
LATHAM &
WATKINS
...

Over the past three decades, Jiyeon Lee-Lim has served as a sophisticated adviser on some of the most complicated cross-border tax issues that arise in corporate transactions around the world. As global chair of the firm's tax department, she works cases involving international and corporate tax, with a particular emphasis on financial products, capital markets transactions, securitization transactions and cross-border tax planning. Additionally, through the firm's pro bono partnership with Mount Sinai's Center for Transgender Medicine and Surgery, Lee-Lim has spent the last year working closely with individuals to effectuate their name changes.



Women represented 25% of the attorneys appearing in commercial and criminal cases in courtrooms in the state in 2016[‡]

LORI LESSER

Partner
SIMPSON
THACHER &
BARTLETT
...

Lori Lesser handles complex matters involving intellectual property, technology law and privacy law as head of the intellectual property transactions practice at Simpson Thacher. Her areas of expertise include mergers and acquisitions, securities offerings and secured financings, bankruptcy and restructurings, joint ventures and other strategic agreements. A well-known lecturer in her field, Lesser is co-chair of the Practising Law Institute's conferences on technology and software issues. Lesser is also highly involved with her alma mater, Harvard University, where she serves as director of the Harvard Alumni Association and is the immediate past president of the Harvard Law School Association of NYC.



JAMIE LEVITT

Partner
MORRISON
FOERSTER
...

As co-chair of the firm's commercial litigation and trial group, Jamie Levitt manages cases involving complex commercial litigation and arbitration. Public companies come to Levitt to represent them in SEC and regulatory investigations. Her expertise also includes conducting and defending corporate internal investigations and advising board committees and individuals with respect to investigations. Levitt serves as chair of the Morrison & Foerster Foundation, one of the oldest law-firm-affiliated charities in the U.S. that is dedicated to giving back to the communities in which the firm has offices. She is also an active member of the firm's board of directors.



DOREEN LILIENFELD

Partner
SHEARMAN &
STERLING
...

For more than two decades, Doreen Lilienfeld has focused her law practice on compensation-related matters in all manner of transactions, including the design and implementation of retention and incentive plans, disclosure and regulatory compliance and employment negotiations for C-Suite executives. For the past 16 years, Lilienfeld has spearheaded the publication of the firm's celebrated survey of the compensation-related corporate governance practices of the largest 100 companies, which provides in-depth analyses of practices and trends impacting corporate governance. Lilienfeld is also an active member of the Lawyers Alliance for New York, a pro bono clearing house for nonprofits throughout the city of New York.



LYNN LOACKER

Partner
DAVIS WRIGHT
TREMAINE
...

Lynn Loacker works with clients ranging from startups to Fortune 100 companies, helping them meet their growth objectives, overcome obstacles and build successful businesses. Drawing on her more than 35 years of experience, Loacker works with management and boards of directors to execute their companies' strategic vision by helping to facilitate corporate and commercial transactions, assess and mitigate risk and advise on best practices in corporate governance. A longtime advocate for women in her profession, Loacker founded Davis Wright Tremaine's Project W, a group that aims to provide women entrepreneurs and business executives the tools, connections and expertise they need to build great companies.



FRIED FRANK



Una A. Dean



Jessica Forbes



Janice Mac Avoy

Congratulations to
Fried Frank's
Una A. Dean, Jessica Forbes
and Janice Mac Avoy
and all of the other women featured
in *Crain's* Notable Women in Law list

2019 NOTABLE WOMEN IN LAW

KRISTEN LONERGAN

Shareholder
GREENBERG
TRAURIG

...
Kristen Lonergan is a trusted adviser to REITs, investment funds, developers and lenders on the acquisition, development and financing of real estate properties across the country. In her 14 years at the firm, Lonergan has become an expert in areas including foreign investment, construction lending, bridge and term loans and joint ventures. Additionally, Lonergan is a board member of The Child Center of New York, an organization that provides children and families with skills, opportunities and emotional support to help them build healthy, successful lives. Due to Lonergan's efforts, Greenberg Traurig's New York office has held a number of fundraisers in support of that charity.



STACY LOUIZOS

Partner
DRINKER BIDDLE

...
As partner of Drinker Biddle's Investment Management Group, Stacy Louizos represents registered investment companies and their independent directors and investment advisers. Over the past 20 years, she has advised clients on a range of matters related to the operation of investment companies, including mergers of individual mutual funds and of fund complexes, board governance and compliance. She has particular expertise in advising clients on money market products and is widely cited as a leader in the investment funds arena. Louizos is a member of Drinker Biddle's Women's Leadership Committee, a group committed to attracting, retaining and advancing women in the firm.



PAOLA LOZANO

Partner
SKADDEN ARPS
SLATE MEAGHER
& FLOM

...
As co-chair of Skadden's Latin American group and head of its Spanish language corporate practice, Paola Lozano handles some of the region's most complex, industry-shaping transactions. She has overseen a range of client relationships and transactions and has spearheaded a significant expansion of the firm's Latin America practice. Outside of her legal work, she is a director of the Goddard Riverside Community Center, one of New York City's leading human service organizations, which works to meet the community's basic needs. She was also named a David Rockefeller Fellow, a prestigious position in which she worked to address New York City's public needs.



JANICE MAC AVOY

Partner
FRIED FRANK
HARRIS SHRIVER
& JACOBSON

...
In one of Janice Mac Avoy's many roles at Fried Frank, she serves as co-head of the firm's real estate litigation practice group, where her caseload includes complex real estate transactions and disputes, commercial litigation and arbitration, landlord tenant disputes and fair market rent arbitrations. Mac Avoy advocates to protect women's reproductive freedoms and works extensively on family law cases. Because of her work in those arenas, she was honored with the Courage Award from The Women Lawyers Association of Los Angeles and the Commitment to Justice Award from Her Justice.



Advancing Women



Congratulations to our accomplished colleagues **Patricia Kantor** and **Therese Doherty**, and to all of **Crain's Notable Women in Law** honorees.

Mintz is proud to provide key parental leave, work-life balance, and career advancement initiatives that support the retention and promotion of women attorneys.



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**AYŞE YÜKSEL
MAHFOUD**

Partner
NORTON ROSE
FULBRIGHT

Ayşe Yüksel Mahfoud is an integral member of Norton Rose Fulbright's management team, as well as its corporate practice, where she handles a diverse array of cross-border deals primarily for international clients. She also has extensive experience in a range of corporate transactions, including mergers and acquisitions, private equity investments, privatizations, joint ventures, strategic alliances and financing transactions. She is also the founder and partner-in-charge of the firm's Istanbul office. Along with her work at Norton Rose Fulbright, Mahfoud is a dedicated adviser to nonprofit organization Jazz at Lincoln Center, where she serves as their lead pro bono counsel on a range of corporate matters.



**BARBARA
MENDELSON**

Partner
MORRISON &
FOERSTER

In her work as a member of Morrison & Foerster's financial services group, Barbara Mendelson advises foreign and U.S. banks in a variety of complex regulatory matters, including sales and acquisitions of firms and applications to bank regulators. Her more than 25 years of experience has made her a trusted representative of foreign banks in their U.S. operations. Over the course of her career, she has been instrumental in forming a number of subsidiaries of foreign banks. Outside of work, Mendelson dedicates her time to Big Brothers Big Sisters and serves as trustee of its New York City organization.



**NANCY
MITCHELL**

Partner
O'MELVENY

With more than 30 years of legal and banking experience, Nancy Mitchell has developed expertise in providing assistance to debtors, acquirers and creditors in complex restructurings and Chapter 11 proceedings. She has counseled clients on a number of large-scale bankruptcies and restructurings, including her ongoing representation of Puerto Rico government agencies in the largest in-court restructuring in U.S. history. Previously, Mitchell was executive director of CIBC World Markets, where she handled the development of financial models for complex restructurings. Mitchell is engaged in a range of civic-minded activities, including New York City's The Workshop Theater, a group dedicated to exploring and developing new works.



**CHERYL
EISBERG MOIN**

Partner
HILL & MOIN

Cheryl Eisberg Moin is co-founder and co-managing partner of Hill & Moin, one of the few women-led personal injury law firms in the city. With more than 35 years of experience, Moin has represented plaintiffs in more than 200 appeals affirming multimillion-dollar verdicts, obtaining reversals on complex issues and questions of first impression. An accomplished lecturer, Moin has spoken at a variety of symposiums and conferences, including those held by the New York City Bar Association. She has also served as a member of the board of directors and chair of the Amicus Brief Committee of the New York State Trial Lawyers Association.



We join *Crain's New York Business* in honoring

**Notable Women in Law
in New York**

including our partners and friends

Jessica Lee

and

Debbie White.

We salute your dedication to your clients and continued contributions to the field of law, paving the way for generations of women to come.



2019 NOTABLE WOMEN IN LAW

MARGERY NEALE
Partner
WILLKIE FARR &
GALLAGHER
...



Co-chair of Willkie Farr's asset management group, Margery Neale is a nationally-recognized leader in the area of investment funds. Neale counsels investment companies, investment advisers, fund sponsors and independent directors in all aspects of the fund business and regularly counsels on fund governance, regulatory compliance and a broad range of transactions involving funds and advisory organizations. Neale served as a member of the elite task force on the Fund Director's Guidebook of the Federal Regulation of Securities Committee of the American Bar Association. She is also a frequent author and contributor to a range of respected publications.

JULIE NORTH
Partner
CRAVATH
SWAINE &
MOORE
...



Julie North's broad litigation practice covers a range of areas including antitrust, general commercial, securities and mergers and acquisitions litigation. North handles clients' antitrust regulatory clearance issues in connection with mergers and acquisitions. A passionate civil rights advocate and diversity proponent, North has worked with the American Civil Liberties Union and other national organizations to reform the manner in which the states of Montana and Michigan provide legal services to indigent citizens. She is also one of the founders of the firm's Women's Initiative, which aims to assist the development of women lawyers.

INOSI NYATTA
Partner
SULLIVAN &
CROMWELL
...



Inosi Nyatta co-heads the project development and finance practice at Sullivan & Cromwell, where she is also part of the finance and restructuring group. Particularly adept in a range of corporate transactions, Nyatta handles project financings, capital markets offerings and cross-border financings. Clients in a medley of industries, ranging from oil and gas companies to financial institutions, depend on Nyatta to assist in their acquisitions, private equity investments and joint venture arrangements. Nyatta is an active member of the firm's Diversity Committee and chairs the Africa Sub-Committee of the New York City Bar Cyrus R. Vance Center for International Justice.

MELISSA OSIPOFF
Partner
FISHER PHILLIPS
...



A broad range of clients rely on Melissa Osipoff to handle their employment-related litigation needs before federal and state courts and administrative agencies. Osipoff's core practice involves defending employers in wage litigation, wrongful termination, employment contracts, restrictive covenants, trade secrets and whistleblower claims. She also has significant experience preparing numerous position statements in response to New York State Division of Human Rights complaints resulting in dismissals and case closures. As a trusted authority in the field of labor litigation, Osipoff has shared her expertise on matters related to the #MeToo movement on a number of platforms, including an Emmy award-winning television program.

Congratulations to *Crain's*
Notable Women in Law.

Cravath is proud to have Julie North, Judge Katherine Forrest (fmr.) and Ting Chen among this year's distinguished honorees for their work across the antitrust, litigation and mergers and acquisitions fields.



CRAVATH, SWAINE & MOORE LLP

DONNA PARISI

Partner
SHEARMAN &
STERLING
...

Donna Parisi is the global head of Shearman & Sterling's finance business unit. A skilled practitioner and negotiator, she advises clients on derivatives, structured products, securitization, capital markets and commodities matters. Parisi also spearheads the firm's FinTech Foundry program, which supports the activities of the firm's clients in the financial technology industry. Parisi has long been a champion for the full inclusion of women in the workplace. She plays a leading role in Shearman & Sterling's global Women's Initiative, which enhances the firm's commitment to diversity and inclusiveness. She also supports the Women's Initiative for Success, Excellence and Retention, the firm's associate-run inclusion network for women.

**MARCIA PAUL**

Partner
DAVIS WRIGHT
TREMAINE
...

At Davis Wright Tremaine, Marcia Paul concentrates her burgeoning practice on a range of media and intellectual property litigation and counseling. Her clients include some of the nation's major media companies, who rely on Paul to handle legal issues involving copyright, trademark, libel and advertising matters. She is an experienced litigator in complicated situations that involve multinational and cross-border issues. During her time with Davis Wright Tremaine, Paul has tried a number of cases in state and federal courts around the country, along with complex litigation before various arbitral tribunals—including jury trials—across various industries.

**LISA PENSABENE**

Partner
O'MELVENY
...

As head of O'Melveny's life-science litigation practice, Lisa Pensabene handles high-stakes patent litigation for companies in the pharmaceutical and biotechnology industries. She has worked on cases involving drugs for treatments spanning from cancers, HIV and diabetes to cardiovascular disease and neurological disorders. Pensabene also oversees nearly 100 employees as leader of the firm's intellectual property practice. In November 2017, she co-founded the Women in IP Network, a group that now boasts more than 300 members and provides an opportunity for women in the field of intellectual property to network and enhance their skills.



In federal courts in New York in 2016, women made up 24% of all the attorneys who appeared in court, with 23% holding the position of lead counsel. In state courts, women made up 27% of the attorneys in court and 27% of the lead counsels.[‡]

Source: [‡]New York State Bar Association

Congratulations to
Kathleen McLeod Caminiti and Melissa Osipoff
on their selection to the *Crain's New York Business*
Notable Women in Law



Kathleen McLeod Caminiti
kcaminiti@fisherphillips.com



Melissa Osipoff
mosipoff@fisherphillips.com

At Fisher Phillips, labor and employment law is all we do. Kathleen and Melissa represent employers by providing practical business solutions to their workplace legal issues.

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2019 NOTABLE WOMEN IN LAW

D. HARA PERKINS

Partner
GOULSTON & STORRS

In recent years, D. Hara Perkins has helped structure some of the most significant neighborhood-transforming real estate transactions in New York City, including Essex Crossing, a planned mixed-use development on the Lower East Side, and Cornell Tech's 12-acre campus on Roosevelt Island. Perkins has negotiated low-income housing tax credit transactions valued at more than \$1 billion on behalf of her developer and investor clients. An expert in the fields of housing and economic development, Perkins, who co-chairs the firm's multifamily housing industry group, speaks regularly on the trends and changes that are affecting the real estate industry.



LISA RADETSKY

Partner
PHILLIPS NIZER

As co-chair of Phillips Nizer's real estate practice, Lisa Radetsky focuses on preparing offering plans for vacant and occupied residential and mixed-use properties. She works alongside government agencies to secure approval for those projects. An in-demand attorney whose cases typically last between three to five years, Radetsky regularly represents nonprofit organizations and owners of commercial buildings that seek to convert their buildings into condominiums. Radetsky has also served on the New York State Bar Associations' committee on cooperatives and condominiums and on the alumna advisory board for the reorganization of Gamma Phi Beta sorority at Columbia University, which had been dormant since 1911.



STACEY RAPPAPORT

Partner
MILBANK TWEED HADLEY & MCCLOY

Stacey Rappaport is an accomplished litigator who has developed a track record of success in complex financial transaction cases during her more than 20 years at Milbank. A member of the firm's litigation and arbitration group, she represents some of the nation's most distinguished corporations and financial institutions. In 2018, Rappaport was elected to Milbank's global executive committee, making her the first female member in the firm's 152-year history. She also serves as a board member of Sanctuary for Families, a service provider and advocate for survivors of domestic violence, sex trafficking and other forms of gender violence.



REBECCA RETTIG

Attorney
DONTZIN NAGY & FLEISSIG

One of the few female litigators in her field, Rebecca Rettig is a complex commercial litigator focused on legal and regulatory matters relating to digital assets and blockchain, the technology at the heart of Bitcoin and other virtual currencies. Though the blockchain industry is young and litigation relating to these matters is relatively new, Rettig has successfully argued cases across several industries, including finance, pharmaceuticals and technology. Rettig is a member of Global Digital Finance, an industry body that drives the acceleration and adoption of digital finance technologies to support the next era of digital commerce.



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talented female attorneys (and some male attorneys as well).



Congratulations,

Regina E. Faul, chair of the employment and labor practice, Lisa R. Radetsky, co-chair of the real estate practice, and Helene M. Freeman, partner in the entertainment and intellectual property practices, on being honored among Crain's **Notable Women in Law.**

L-R: Regina E. Faul (2018), Lisa R. Radetsky and Helene M. Freeman (2019)

RICKI ROER
Partner
WILSON ELSEER
...

Along with her role as regional managing partner of Wilson Elser's



New York office, Ricki Roer chairs the firm's employment and labor practice, where she leads a team of more than 150 attorneys across the United States. She is also a member of the firm's Office of the Chairman. Over the course of her career, Roer has litigated thousands of cases in state and federal courts at the trial and appellate levels on behalf of a variety of clients, ranging from multinational corporations to nonprofit organizations. A recognized authority in the industry, Roer is consistently called upon to lecture on issues of employment discrimination and labor law.

NINA ROKET
Partner
OLSHAN FROME
WOLOSKY
...

Nina Rokat has developed a keen understanding of commercial real estate law, specifically leasing, conveyancing and finance transactions, over the course of her nearly 20 year career in the industry. She is a trusted adviser to clients across the U.S. in sophisticated transactions, including mezzanine and preferred equity financings. As founder and chair of Olshan's Women's Committee, a group that serves as a networking, business development and mentoring platform for the firm's women lawyers and their clients and colleagues, Rokat has been at the forefront of advancing women both within the legal profession and other respective industries.



SARA RUBENSTEIN
*General counsel,
senior vice
president*
CONTINENTAL
VENTURES
...

Sara Rubenstein's 17 years in the real estate and construction industries have given her a broad range of experience in real estate finance, development, sales and acquisitions. At Continental Ventures, she oversees all legal work and advises the company in complex real estate and financing transactions, the lending platform and strategic business decisions. Recently, she formed and structured a new logistics platform for the company, which has grown exponentially since its launch less than one year ago. She is also actively involved with the Women's Executive Circle, where she has served as a mentor for young professional women and speaks regularly at real estate industry events.



ELIZABETH SACKSTEDER
Partner
PAUL WEISS
RIFKIND
WHARTON &
GARRISON
...

A prolific litigator, Elizabeth Sacksteder has represented global banks in virtually every significant category of litigation and regulatory investigation arising out of the financial crisis. She has also represented major life and property-casualty insurers in a wide array of matters, including regulatory investigations and policyholder class actions. Sacksteder shares her knowledge and experience with students as a lecturer at Columbia Law School, teaching a course on advanced civil procedure. She is also an active member of the board of the New York-based Legal Action Center, and in 2012 received the organization's Arthur Liman Public Interest Award.



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2019 NOTABLE WOMEN IN LAW

CLAUDIA SALOMON

Partner
LATHAM & WATKINS

Claudia Salomon works closely with companies and states in complex arbitration matters as global co-chair of Latham & Watkins' international arbitration practice. She also helps the expansion of the firm's investment treaty arbitration and international commercial arbitration capabilities to meet clients' growing needs. Additionally, Salomon was the first female U.S. member appointed to the International Chamber of Commerce International Court of Arbitration, an institution that aims to resolve international commercial disputes. In June 2018, she was appointed to the prestigious position of vice president of the Court. Salomon also leads a range of pro bono matters, including several cases focused on voting rights issues.



CHARAN SANDHU

Partner
WEIL GOTSHAL & MANGES

Charan Sandhu is a key member of Weil's technology and IP transactions practice, where she uses her significant experience to represent clients in matters relating to technology transfer and the development, acquisition and use of technology and intellectual property. Sandhu is consistently recognized as a leader in her field by respected organizations including Legal 500 US and Super Lawyers, and was recently named Minority Female Lawyer of the Year by Chamber USA. Sandhu is highly involved with Weil's pro bono efforts and regularly represents Kids in Need of Defense, a group that protects children who enter the U.S. immigration system alone.



KAREN SCANNA

Partner
STROOCK & STROOCK & LAVAN

For more than 23 years, Karen Scanna has been at the forefront of development in all five boroughs of New York City, working on several of the most complex and high-profile real estate transactions in the city's history. Private developers acquiring city-owned property often seek Scanna's guidance in navigating the city's competitive bid process. Outside of her work with the firm, Scanna focuses on mentoring women in real estate. She has been an active member of WX-New York Women Executives in Real Estate for more than a decade and mentored numerous women through both group sessions and one-on-one engagement.



KARA SCHECHTER-RAKOWSKI

Partner
BELKIN BURDEN WENIG & GOLDMAN

Kara Schechter-Rakowski joined Belkin Burden in 1991 and was elevated to partner just eight years later. Since that time, she has dedicated her career to representing owners in matters involving rent regulation, affordable housing, fair housing, anti-discrimination and anti-harassment. As co-head of the firm's administrative department, Schechter-Rakowski is the first woman partner to head a department in the firm. Through the human rights practice that she introduced to the firm, Schechter-Rakowski has used her expertise to educate property owners, managing agents and their staff and real estate brokers in an effort to prevent discrimination and harassment in housing and employment.



In Great Company

Sidley proudly congratulates our own Laura Barzilai and Nancy Chung, along with the other trailblazing women featured in **Crain's 2019 Notable Women in Law list.**

Find out more about how we are empowering women lawyers at [sidley.com/diversity](https://www.sidley.com/diversity)

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New York, NY 10019
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SIDLEY



Laura Barzilai
Co-leader, Global
Tax practice
New York



Nancy Chung
Co-head, New York
Litigation group
New York

**JODI
SCHWARTZ**
Partner
WACHTELL
LIPTON ROSEN
& KATZ
...



Jodi Schwartz has spent more than 28 years as partner at Wachtell Lipton Rosen & Katz, where she focuses her work on the tax aspects of corporate transactions. Schwartz has been the principal tax lawyer on numerous domestic and cross-border transactions in a wide range of industries and is recognized as one of the leading lawyers in her field. Schwartz recently retired from her position as a trustee of The Jewish Board, a post she held for 25 years. In recognition of her years of service, the organization honored her with its Madeleine Borg Lifetime Service Award in 2017.

**REBECCA
SILBERSTEIN**
Partner
DEBEVOISE &
PLIMPTON
...



With more than 25 years of experience, Rebecca Silberstein advises investment banks, financial institutions and boutique firms as sponsors of global private equity, leveraged buyout and bespoke fund products and separate accounts. She is a key relationship partner for many of the most prominent private investment fund managers in the world, including Allianz, Credit Suisse, Morgan Stanley and WeWork. Well-known in the investment funds industry, she chairs the New York City Bar's Private Investment Funds Committee, which explores current legal and policy issues affecting private funds, including hedge funds, private equity funds and venture capital funds and their sponsors.

**AUDREY
SOKOLOFF**
Partner
SKADDEN ARPS
SLATE MEAGHER
& FLOM
...



Following a career at Skadden that spans nearly 30 years, Audrey Sokoloff was named global head of the firm's transactions practices in 2018. In this role, clients worldwide rely on her experience in real estate and real estate finance matters. She also advises clients on private equity issues, including acquisitions and sales, construction and development projects, and hospitality and gaming. Deeply committed to diversity and inclusion initiatives, Sokoloff is a member of Skadden's Diversity Committee, where she acts as a sponsor of the firm's LGBT Affinity Group. In June 2014, she led the firm's launch of its Straight-LGBT Alliance, a first among peer law firms.

In the 2nd U.S. Circuit Court of Appeals in 2016, women constituted 36% of the public-sector attorneys, 14% of the private attorneys. Women represented 28% of the attorneys in criminal cases and 18% in civil cases.[‡]

Source: [‡]New York State Bar Association

OLSHAN



Olshan congratulates our partners
Nina Rokat & Elizabeth Gonzalez-Sussman
on their selection to Crain's Legal List
2019 Notable Women in Law in New York City.

This is Ms. Rokat's second selection, a rare distinction of which we're very proud.
Their commitment to diversity and inclusion reinforces our core values.

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2019 NOTABLE WOMEN IN LAW

ELIZABETH BROOKE STEIN

Senior manager,
New York energy
law and policy
ENVIRONMENTAL
DEFENSE FUND
...



Elizabeth Brooke Stein is a dedicated advocate for practices that improve the flexibility and performance of New York's energy system. Stein has established a reputation as a leader in the space and plays a key role in advancing clean energy and utility reform across the state of New York. Since 2012, her work with the Environmental Defense Fund has helped ensure that the post-Sandy transformation of the state's energy system is built on a foundation of sustainability, not just durability. She is also a board member of the Salan Foundation, an organization that advances useful ideas for greener, high-performance cities.

ANTONIA STOLPER

Partner
SHEARMAN &
STERLING
...



Antonia Stolper heads the Latin America affinity group at Shearman & Sterling, where she is highly regarded for her work with Latin American corporate and sovereign issuers and their underwriters in debt and equity securities offerings. Since joining the firm in 1991, Stolper has advised a number of Latin American issuers on their ongoing SEC reporting requirements, compliance issues and corporate governance matters. A member of the Shearman & Sterling Pro Bono Committee, Stolper has worked on the firm's efforts to provide free legal assistance to thousands of unaccompanied minors fleeing violence in Central America who have resettled in the New York City region.

Women lawyers of color were eight times more likely than white men to report that they had been mistaken for janitorial staff, administrative staff or court personnel.*

CHRISTINE SWANICK

Partner
SHEPPARD
MULLIN
...



For more than 23 years, Christine Swanick has been a leading practitioner of federal Indian law. In her role at Sheppard Mullin, she advises clients in all aspects of federal Native American law and tribal-law matters, representing both tribes and entities doing business with tribes in contractual, gaming, regulatory and economic development matters. A nationally recognized expert in tribal lending and restructuring transactions, Swanick has worked on more than 100 Native American and gaming credit transactions involving more than 50 different Native American tribes. Before entering private practice, Swanick worked as an in-house tribal attorney for three different federally recognized tribes.

CAROLYN VARDI

Partner
WHITE & CASE
...



Carolyn Vardi is a seasoned representative of buyers and sellers in public and private mergers and acquisitions. She has built a strong track record in the resolution of complex transactions for both corporate clients and private equity funds. Along with her work as part of the firm's mergers and acquisitions group, Vardi founded White & Case's Private Equity and Finance Breakfast Series for Women, which supports the development of young professionals in these industries. She also co-wrote a widely revered report focused on trends that could drive private equity firms to improve gender balance within their ranks and promote more women to senior positions in the field.

Some 80% of white men, but only 63% of white women, 59% of men of color and 53% of women of color reported that they had equal opportunities for high-quality assignments.*

ELISE WAGNER

Partner
KRAMER LEVIN
NAFTALIS &
FRANKEL
...



A leading land-use attorney, Elise Wagner has substantial experience counseling for-profit and nonprofit property owners on the planning and development of new buildings and the reuse of existing buildings. She has played a key role in coordinating the public approval processes for major development projects that involve cooperation between private developers and city and state agencies. Wagner is also a board member and chair of the nominating committee of the New York Building Congress, an organization committed to promoting the growth and success of the construction industry in New York City.

KIM WALKER

Counsel
WILLKIE FARR &
GALLAGHER
...



Kim Walker has been a leader in the intellectual property field for more than 27 years. She has advised clients on billion dollar acquisitions and counseled companies across various industries, ranging from technology and telecommunications to retailers and sports networks. As Willkie's Chief Diversity and Inclusion Officer, Walker works tirelessly to promote the retention and advancement of diverse and female attorneys. Walker is also a board member of Rising Ground and Edwin Gould Services for Children and Families, leading nonprofit human services organizations that provide children, adults and families with the resources and skills needed to help them rise above adversity.

CAROLYN WALKER-DIALLO

Judge, New York
City Civil Court
NEW YORK
STATE COURTS
...



Judge Carolyn Walker-Diallo is the first Muslim woman elected to serve as a judge in the United States. Since assuming the bench in 2016, she has been instrumental in decreasing court dockets in both civil and criminal courts, part of a state-wide goal to shrink backlogs in the state's courts. Walker-Diallo began her legal career as a litigation associate at Milbank and later joined the New York City Office of the Corporation Counsel as a labor and employment attorney. She also helms a nonprofit named after her father, The George Walker Jr. Community Coalition, which provides youth development and community services.

NAOMI WALTMAN

Executive vice
president and
associate general
counsel, litigation
CBS CORP.
...



As head of litigation for CBS, Naomi Waltman represents the media giant in a broad range of litigation matters, including intellectual property, defamation and employment. She was previously deputy head of litigation for CBS before her promotion in 2018. In recent years, Waltman has been at the forefront of a number of industry-wide litigation initiatives protecting CBS's content. Waltman supports the advancement of women and minorities. She co-chairs the Women's Group of the New York Chapter of the Association of Corporate Counsel and is deputy global chair of the Women in Law Empowerment Forum.

DEBBIE WHITE
Deputy chair,
music industry
LOEB & LOEB
...



Recognized as an elite entertainment lawyer by publications including *Variety*, *The Hollywood Reporter* and *Billboard*, Debbie White's client list includes popular recording artists, producers, managers, record companies and celebrities. She has negotiated multimillion dollar recording contracts, publishing deals and other arrangements for some of the most successful names in the music industry. Her practice is increasingly active in Asia's expanding media market, where her clients include China's largest tech company and one of the most popular K-pop bands in history. She is also deeply involved with Law Rocks, a global organization with a mission to promote music education for underprivileged youth.

NANCY WOLFF
Partner
COWAN DEBAETS
ABRAHAM &
SHEPPARD
...



Nancy Wolff is widely recognized as an expert in copyright and licensing issues relating to all aspects of digital content, visual arts and publishing. Her legal advice is sought after by major image-licensing companies, publishers, digital design agencies as well as prominent artists for counseling, transactional services and dispute resolution. She is frequently requested to be a speaker on copyright and issues of licensing in the area of digital media. In addition, she is an active board member of the Foundation for Gender Equality, a foundation that aims to create new pathways to address issues impacting the development of woman and girls.

DIANA WOLLMAN
Partner
CLEARY GOTTlieb
STEEN &
HAMILTON
...



Recognized as one of the leading forces in her field, Diana Wollman provides counsel to her clients on international acquisitions, internal restructuring transactions, tax investigations and strategic audit preparation. She joined Cleary Gottlieb in 2015 following her tenure as the Internal Revenue Service's first director of international strategy for its large business and international division. In that position, Wollman improved how the agency addresses international tax issues and trains its agents. She has authored or contributed to more than 30 written works on a range of tax-related issues and is an executive committee member of the New York State Bar Association's Tax Section.

JENNIFER YOUNT
Partner
PAUL HASTINGS
...



As chair of the firm's finance and restructuring practice, Jennifer Yount represents a wide range of traditional banks and investment banks, while maintaining a strategic focus on alternative lenders, direct lenders and finance companies. Her range of specialties include acquisition financing, distressed credit and restructurings. Yount is widely recognized as an expert and thought leader in the finance industry and speaks widely on the market challenges facing both traditional and nonbank lenders. She is also a staunch supporter of Shane's Inspiration, an organization that aims to create social inclusion for children with disabilities by creating accessible playgrounds and educational programs for children of all abilities.



LATHAM & WATKINS LLP

Latham & Watkins congratulates all of the talented women lawyers recognized in *Crain's New York Business'* Notable Women in Law list, including our partners Michelle Kelban, Jiyeon Lee-Lim, and Claudia Salomon.

We are thrilled and proud to be part of the New York legal community.



Michelle Kelban



Jiyeon Lee-Lim



Claudia Salomon

Female litigators find their voices

New efforts to give young women their day in court

Janice Mac Avoy, co-head of the real estate litigation practice at Fried, Frank, Harris, Shriver & Jacobson, recalls chatting with another senior female attorney about a case that she knew her firm would not win. Mac Avoy's colleague made an eye-opening suggestion—if the case was unwinnable, why not let a female associate tackle the oral arguments as a learning experience?

"I thought wow, why didn't I think of that?" said Mac Avoy. "We knew we would lose, so no one would blame her. It was a great experience for her, and it saved the client money to have the associate, not me, argue the case. Not every motion is the most important thing in the world."

More partners are giving female litigators the opportunity to shine in the courtroom. The impetus is a bombshell 2017 report published by the New York State Bar Association. "If Not Now, When?" is packed with data on the lack of female voices in both courtrooms and in alternative dispute resolutions.

Female attorneys in speaking roles account for just about a quarter of counsel who appear in state and federal courts in New York. They had 24.9% of lead counsel roles and 27.6% of additional counsel roles. But in complex commercial cases, the percentage of female lead counsel—31.6% in one-party cases—shrank to 26.4% in two-party cases and just 19.5% in cases with five or more litigants. "The more complex the case," reads the report, "the less likely that a woman appeared as lead counsel."

So what's to be done? Female lawyers must conduct depositions early on in their careers. They should participate in court instead of sitting at the counsel table while the senior partner argues the matter. When that happens, female litigators gain experience, and court proceedings are more efficient, said Nancy Kestenbaum, a Covington & Burling partner and former federal prosecutor.

"Instead of senior lawyers turning for answers to the female associate who took the deposition, the judge gets those answers efficiently, and it is an opportunity for younger lawyers to speak. It's a win-win," said Kestenbaum.

Senior litigators are coaching young women to overcome their fear of asking to take on a case or lead a deposition.

"Women need to be more vocal," said Una Dean, a Fried, Frank partner and former federal prosecutor. "They struggle with fear of failure: 'Can I do this?' The critical part is leaning in even when you have doubts you can do it, because that's what your male counterparts are doing."

The NYBA report makes specific recommendations that New York judges have taken to heart.

"Judges in the Southern District now ask if there isn't a woman on the litigation team, why not, and if there is, why isn't she speaking? That is really powerful," said Mac Avoy.

"Judges are saying 'I want to hear other voices,'" added Mary Beth Forshaw, a Simpson Thacher & Bartlett litigation partner. "The judiciary in New York is leading the charge, making sure women are taking the first or second chair. Everyone needs to stop and think, is there a woman on our roster?"



Belkin Burden Wenig & Goldman, LLP
ATTORNEYS AT LAW

Belkin Burden Wenig and Goldman, LLP congratulates our partners



Kara Rakowski



Magda Cruz

on being named two of Crain's Notable Women in Law in New York City.
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The path to success

Leadership skills get handed down to the next generation of female lawyers

In the legal profession, the gender gap is characterized by fewer women in top governance and practice leadership posts; less access to senior partners who influence client exposure; and the juggle between family and career that often falls more heavily on women. The 114 attorneys on the 2019 list of Notable Women in Law have responded with an arsenal of techniques to lessen that gap for younger women by developing their leadership, legal and business development skills.

"The more we see women in positions of power, the more we see this as a matter of course," said Ricki Roer, who sits on Wilson Elser's executive committee. "And as women move up the ranks of power," she added, "we can begin to address disparities" such as the gender pay gap.

Access to the law firm power structure, where the bulk of compensation and promotion decisions are made, is critical. Women who hold law firm leadership

positions are committed to grooming female associates for entry-level spots.

"You have to develop leadership skills, and the only way to do so is if someone says, 'you should be on the finance committee to get those skills,'" said Mary Beth Forshaw, a Simpson Thacher & Bartlett partner in her seventh term on the firm's executive committee.

Younger women must be encouraged to run for these positions, adds Forshaw, who recalls how she put her name into the ring at a relatively early age. "There's a hesitancy, and that needs to change to 'heck, I can do this,'" she said. Propelled by such support, there now are two younger women on the executive committee.

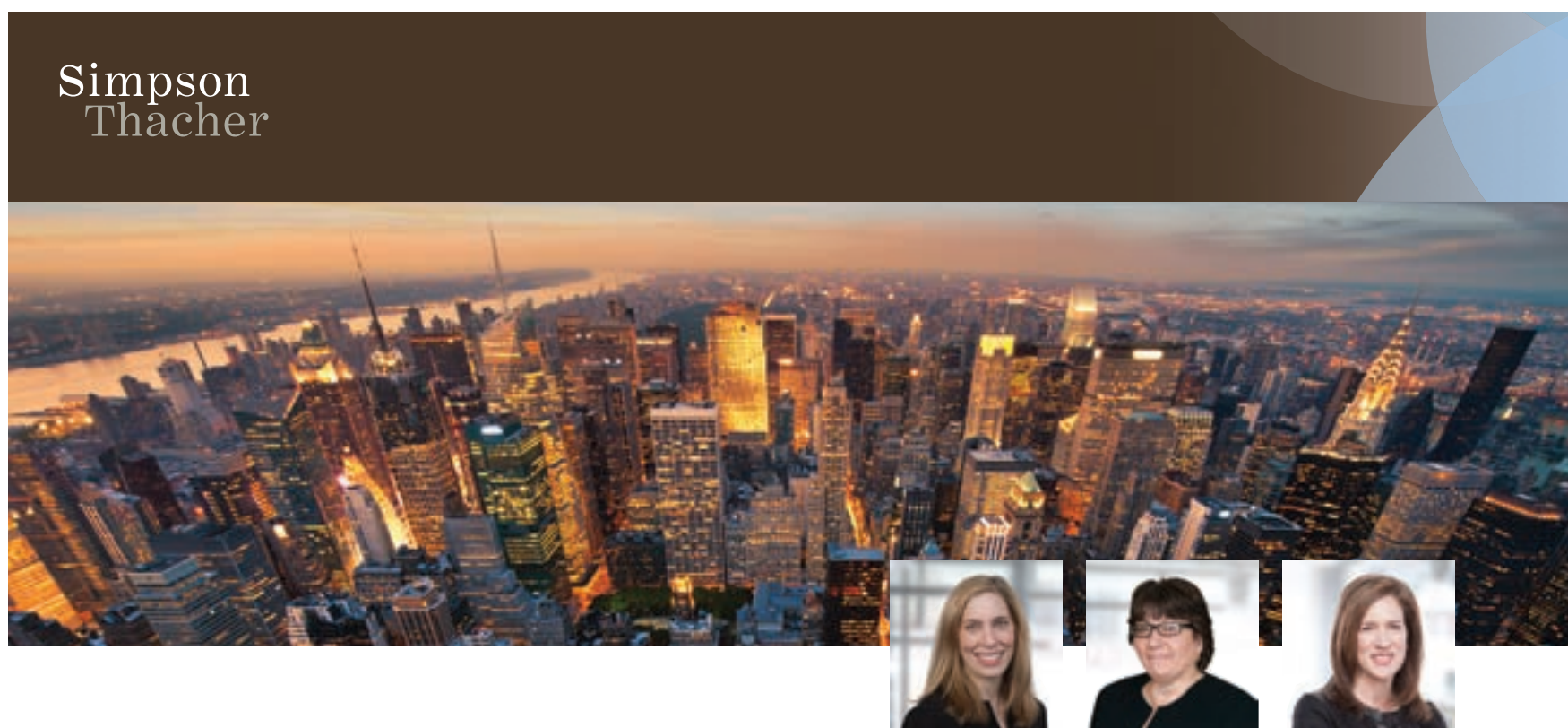
Other skill-development tools are women's initiatives—formal networking groups that offer programs on career advancement and professional development—as well as informal women-led alternatives to the old boys network. Both can help female associates access high-visibility cases and relationships with key mentors. Research suggests, however, that while women's initiatives are influential, they are by no means equivalent to elevating more women to governance posts.

"Despite the now universal adoption of women's initiatives," according to a 2018 survey by the National Association of Women Lawyers, "there is little evidence that these initiatives have led to substantial increases in the representation of women at the highest levels of the law firm."

Still, serious mentoring goes on at women's initiatives. At Shearman & Sterling, the Women's Initiative for Success, Excellence and Retention, or WISER, associates learn to appreciate the business side of law. Getting a handle on P&L, overhead, compensation, and managing people are critical skills for leadership roles—and deepen a lawyer's knowledge of her clients' businesses, said Donna Parisi, the global head of Shearman & Sterling's finance business unit and a former member of the firm's executive committee.

"Women need to understand the business side of law and how that can drive value for clients," said Parisi.

Nina Rokat, founder and chair of the Women's Committee at Olshan Frome Wolosky, makes sure the initiative polishes business generation skills. A co-administrative partner at the firm, Rokat said she



We Congratulate Our Partners

Elizabeth Cooper, Mary Beth Forshaw and Lori Lesser
for Their Recognition as *Notable Women in Law*

Simpson Thacher & Bartlett LLP

NEW YORK BEIJING HONG KONG HOUSTON LONDON LOS ANGELES PALO ALTO SÃO PAULO TOKYO WASHINGTON, D.C.

learned that lesson early in her career after joining organizations that nurtured female client relationships.

"It opened up my eyes: Guys do this all the time and refer work to each other," said Rocket.

The significance of female referral networks has skyrocketed in recent years. They develop a pipeline of talent that can be tapped to meet new benchmarks for gender diversity, such as a recent California law that sets minimum gender-based requirements for boards of directors.

The networks also help law firms respond to client pressure to enhance diversity among outside counsel.

"We expect our law firms to assign diverse teams to all CBS matters for which they have been engaged," said Naomi Waltman, CBS Corp.'s executive vice president and associate general counsel, litigation. "To periodically assess compliance, we track the time spent by diverse lawyers on our matters. We also expect the diverse team members to play a meaningful role in the particular CBS matter."

Female referral networks essentially create databases of qualified women. "It's so important to have that old

girl network so that we are advocating for each other," said Lori Lesser, a partner at Simpson Thacher & Bartlett.

New "old girl networks" have emerged in specific practice areas where female attorneys have an edge over the traditional cluster of older white men. That includes cybersecurity, where women like Lesser, who co-chairs Simpson Thacher's privacy and cybersecurity practice, entered a tech area that wasn't dominated by older men in the early 1990s. For a younger generation that grew up around technology, it was a legal arena where

female associates could punch above their weight. "You didn't have an entrenched set of experts. Everyone had an equal playing field," Lesser recalled.

Privacy law is also a hot area with less competition from more senior attorneys. "It's been a great opportunity for younger lawyers," said Jessica Lee, a Loeb & Loeb partner who focuses on privacy and intellectual property issues. "It helps that they can understand how the tech works, because they grew up with AI, blockchain and VR."

Lee recalls a recent panel on blockchain and virtual reality populated entirely by female attorneys. "What

a great opportunity for women," said Lee. "The old boy network hasn't had time to creep in."

Women helping women is key to mentorship in the wake of the #MeToo movement. There is talk of male attorneys who refuse to be alone in a room with female associates. Given the volume of men who control high-profile assignments and client interactions, such hesitancy threatens successful mentorships.

Conversely, sexual misconduct investigations have become a key practice area for female employment lawyers and former prosecutors.

"Many women are involved because of the sensitivity around these investigations," said Una Dean, a former federal prosecutor and partner at Fried, Frank, Harris, Shriver & Jacobson.

CBS's board asked ex-prosecutor Nancy Kestenbaum of Covington & Burling to co-lead an independent investigation into sexual misconduct allegations against former Chairman and Chief Executive Leslie Moonves. She had led previous investigations involving such institutions as Choate Rosemary Hall and the Brearley School. The #MeToo movement, said Kestenbaum, "definitely has had an impact on my practice. There's no doubt there's been an uptick," as more companies grapple with allegations.

Women in particular are interested in the practice area. "I have no trouble staffing these cases," added Kestenbaum. "They are interesting, and they have a social impact." ■

"The more we see women in positions of power, the more we see this as a matter of course. And as women move up the ranks of power we can begin to address disparities."

Ricki Roer, partner, Wilson Elser

CAHILL
CAHILL GORDON & REINDEL LLP



Cahill congratulates
the distinguished members of

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Notable Women in Law**

and is proud to have our
Partner and Executive Committee member

Jennifer Ezring

among this year's honorees

Her steadfast commitment to her banking & capital markets clients, colleagues and community make her an exceptional role model within Cahill and the legal profession.

This information was first published April 23, 2018, as a list of 25.

Ranked by 2018 rentable building area in Manhattan

RANK	OWNER	PHONE/ WEBSITE	HEAD(S) OF OFFICE	2018 RENTABLE BUILDING AREA (IN MILLIONS OF SQ. FT.)	2017 RENTABLE BUILDING AREA (IN MILLIONS OF SQ. FT.)	2018 VACANCY RATE ¹
1	SL Green Realty Corp. 420 Lexington Ave. New York, NY 10170	212-594-2700 slgreen.com	<i>Marc Holliday</i> Chief executive	28.40	28.70	4.4%
2	Vornado Realty Trust 888 Seventh Ave. New York, NY 10019	212-894-7000 vno.com	<i>Steven Roth</i> Chairman, chief executive <i>David R. Greenbaum</i> President, New York division	25.37	25.58	2.8%
3	Brookfield Properties ² 250 Vesey St. New York, NY 10281	212-417-7000 brookfieldproperties.com	<i>Ric Clark</i> Chairman	18.21	17.86	7.6%
4	Tishman Speyer 45 Rockefeller Plaza New York, NY 10111	212-715-0300 tishmanspeyer.com	<i>Rob Speyer</i> President, chief executive <i>Jerry Speyer</i> Chairman	16.87	16.76	9.2%
5	RXR Realty 75 Rockefeller Plaza New York, NY 10019	212-797-1330 rxrrealty.com	<i>Scott Rechler</i> Chairman, chief executive	16.07	14.03	n/d
6	Durst Organization 1 Bryant Park New York, NY 10036	212-257-6600 durst.org	<i>Douglas Durst</i> Chairman <i>Jonathan Durst</i> President	12.65	12.44	11.6%
7	Blackstone Group 345 Park Ave. New York, NY 10154	212-583-5000 blackstone.com	<i>Stephen A. Schwarzman</i> Chairman, chief executive	11.00	n/d	13.0%
8	Silverstein Properties Inc. 7 World Trade Center New York, NY 10007	212-490-0666 silversteinproperties.com	<i>Larry A. Silverstein</i> Chairman <i>Marty Burger</i> Chief executive	10.65 ³	8.16	13.4%
9	Rudin Management Co. Inc. 345 Park Ave. New York, NY 10154	212-407-2400 rudin.com	<i>William C. Rudin</i> Co-chairman, chief executive <i>Eric Rudin</i> Co-chairman, president	10.37	10.36	3.1%
10	Paramount Group Inc. 1633 Broadway New York, NY 10019	212-237-3100 paramount-group.com	<i>Albert P. Behler</i> Chairman, chief executive, president	9.26	9.26	6.0%
11	Norwegian Government Pension Fund Global 505 Fifth Ave. New York, NY 10017	917-542-8500 nbim.no	<i>Yngve Slyngstad</i> Chief executive	9.22	9.63	21.4%
12	Boston Properties Inc. 599 Lexington Ave. New York, NY 10022	212-326-4000 bostonproperties.com	<i>John Powers</i> Executive vice president, regional manager	8.92	9.12	13.1%
13	Qatar Investment Authority 9 W. 57th St. New York, NY 10019	646-740-5900 qia.qa	<i>Sheikh Abdulla bin Mohammed bin Saud al-Thani</i> Chief executive	8.53	10.69	8.1%
14	JPMorgan Chase & Co. 270 Park Ave. New York, NY 10017	212-270-6000 jpmorganchase.com	<i>Jamie Dimon</i> Chair, president, chief executive	8.46	8.79	10.0%
15	City of New York City Hall Park New York, NY 10007	212-639-9675 nyc.gov	—	8.44	8.60	0.2%
16	Empire State Realty Trust Inc. 111 W. 33rd St. New York, NY 10120	212-687-8700 empirestaterealtytrust.com	<i>Anthony E. Malkin</i> Chairman, chief executive	8.03	7.97	12.5%
17	Cohen Brothers Realty Corp. 750 Lexington Ave. New York, NY 10022	212-838-1800 cohenbrothersrealty.com	<i>Charles S. Cohen</i> President, chief executive <i>Steven M. Cherniak</i> Chief operating officer <i>Marc J. Horowitz</i> Senior vice president, national director of leasing	7.00	n/d	10.9%
18	GFP Real Estate 125 Park Ave. New York, NY 10017	212-372-2091 gfpre.com	<i>Jeffrey Gural</i> Chairman <i>Eric Gural, Brian Steinwurtzel</i> Co-chief executives	6.64	n/d	5.9%
19	Caisse de dépôt et placement du Québec 1211 Sixth Ave. New York, NY 10036	212-596-6300 cdpq.com	<i>Michael Sabia</i> President, chief executive	6.19	5.53	4.5%
20	Hines ⁴ 345 Hudson St. New York, NY 10014	212-230-2300 hines.com	<i>Tommy Craig</i> Senior managing director	6.00	6.00	n/d

Data for 2017 and 2018 is as of the end of Q1 of each year. All figures have been rounded, but calculations and rankings are based on unrounded numbers. n/d-Not disclosed. ¹-Calculated as the percentage of rentable building area in which square footage is available. ²-Excludes figures for 1 Manhattan West, which will open in 2019. ³-Includes 3 World Trade Center, which is expected to receive its temporary certificate of occupancy in June. ⁴-Figures include the Hudson Square Properties portfolio, for which real estate firm Hines has an equity stake. Data is from both CoStar Group and the companies, with additional research by Gerald Schiffman.

This information was first published Oct. 29, 2018, and has since been updated.

Ranked by square footage under management in New York City

RANK	COMPANY	PHONE/ WEBSITE	HEAD(S) OF NY OFFICE	COMMERCIAL SQ. FT. MANAGED IN NYC (IN MILLIONS) 2018/2017 ¹	THIRD-PARTY SQ. FT. MANAGED IN NYC (IN MILLIONS) 2018/2017 ²	2018 NYC EMPLOYEES ³	NATIONAL HEADQUARTERS	SELECTED TENANTS
1	Cushman & Wakefield Inc. 1290 Sixth Ave. New York, NY 10104	212-841-7500 cushmanwakefield.com	<i>John Santora</i> President, New York tristate region	66.53 67.77	66.53 67.77	1,790	Chicago	Madison Realty, Credit Suisse, UBS, Citi
2	JLL 330 Madison Ave. New York, NY 10017	212-812-5700 jll.com/newyork	<i>Peter Riguardi</i> Chairman and president, New York region	60.70 42.40	60.70 42.40	1,458	Chicago	Ralph Lauren Corp., Grant Thornton, Salesforce.com, Crain's New York Business
3	CBRE Group Inc. 200 Park Ave. New York, NY 10166	212-984-8000 cbre.com	<i>Matt Van Buren</i> President, Northeast region	46.35 50.00	46.35 50.00	1,979	Los Angeles	Marsh & McLennan, HSBC, Cohen & Steers, Latham & Watkins
4	Newmark Knight Frank 125 Park Ave. New York, NY 10017	212-372-2000 ngkf.com	<i>Barry M. Gosin</i> Chief executive <i>James Kuhn, David Falk</i> Presidents	35.69 37.57	35.69 37.57	608	Manhattan	A&E Networks, Local 32BJ SEIU, Century 21, Cleary Gottlieb Steen & Hamilton
5	Vornado Realty Trust 888 Seventh Ave. New York, NY 10019	212-894-7000 vno.com	<i>Steven Roth</i> Chairman, chief executive <i>David R. Greenbaum</i> President, New York division	30.10 30.60	6.60 7.20	2,574	Manhattan	Facebook, Amazon, Neuberger Berman, AMC Networks, Interpublic Group of Cos., PwC
6	RXR Realty 75 Rockefeller Plaza New York, NY 10019	212-797-1330 rxrrealty.com	<i>Scott Rechler</i> Chairman, chief executive	24.60 22.10	0.00 0.00	526	Uniondale, N.Y.	UBS, Davis Polk & Wardwell, Polo Ralph Lauren, JPMorgan Chase
7	SL Green Realty Corp. 420 Lexington Ave. New York, NY 10170	212-594-2700 slgreen.com	<i>Marc Holliday</i> Chief executive	24.25 22.61	0.34 0.34	1,065	Manhattan	Credit Suisse Securities (USA) Inc., Viacom International Inc., Ralph Lauren Corp., Sony Corp.
8	Tishman Speyer⁴ 45 Rockefeller Plaza New York, NY 10111	212-715-0300 tishmanspeyer.com	<i>Rob Speyer</i> President, chief executive <i>Jerry Speyer</i> Chairman	21.09 21.37	2.78 2.78	n/d	Manhattan	Colgate-Palmolive, Jefferies, NBCUniversal, MetLife
9	Brookfield Properties 250 Vesey St. New York, NY 10281	212-417-7000 brookfield.com	<i>Ric Clark</i> Chief executive	20.52 19.06	0.00 0.00	409	Manhattan	Morgan Stanley, Bank of America, PwC, Time Inc.
10	Hines 345 Hudson St. New York, NY 10014	212-230-2300 hines.com	<i>Tommy Craig</i> Senior managing director, New York tristate region	18.14 18.14	12.05 12.05	259	Houston	Mitsui Fudosan America Inc., Cantor Fitzgerald, Simpson Thacher & Bartlett, Publicis Group
11	Durst Organization 1 Bryant Park New York, NY 10036	212-257-6600 durst.org	<i>Douglas Durst</i> Chairman <i>Jonathan Durst</i> President	13.00 13.00	0.00 0.00	1,500	Manhattan	Bank of America, Condé Nast, Patterson Belknap, NASDAQ
11	Silverstein Properties Inc. 7 World Trade Center New York, NY 10007	212-490-0666 silversteinproperties.com	<i>Larry A. Silverstein</i> Chairman <i>Marty Burger</i> Chief executive	13.00 13.00	0.00 0.00	n/d	Manhattan	Spotify, GroupM, Moody's, Droga5
13	Rudin Management Co. Inc. 345 Park Ave. New York, NY 10154	212-407-2400 rudin.com	<i>William C. Rudin</i> Co-chairman, chief executive <i>Eric Rudin</i> Co-chairman, president	10.68 10.68	0.00 0.00	329	Manhattan	Blackstone Group, KPMG, AIG, Thomson Reuters
14	Colliers International 666 Fifth Ave. New York, NY 10103	212-716-3500 colliers.com	<i>David Amsterdam</i> President of leasing and investments, Eastern region	8.80 7.90	4.60 4.56	217	Manhattan	Priceline, Mount Sinai Health System, New York-Presbyterian, Shopbop
15	Paramount Group Inc.⁵ 1633 Broadway New York, NY 10019	212-237-3100 paramount-group.com	<i>Albert P. Behler</i> Chairman, chief executive, president	8.64 8.64	1.82 1.82	330	Manhattan	Barclays, Allianz, Crédit Agricole, Clifford Chance
16	George Comfort & Sons Inc. 200 Madison Ave. New York, NY 10016	212-481-1122 georgecomfort.com	<i>Peter S. Duncan</i> President, chief executive	8.64 8.60	1.79 2.67	40	Manhattan	PVH Corp., New York Life Insurance, Havas, GMHC
17	Empire State Realty Trust⁵ 111 W. 33rd St. New York, NY 10120	212-850-2700 empirestaterealtytrust.com	<i>Anthony E. Malkin</i> Chairman, chief executive	8.07 8.07	0.00 0.00	831	Manhattan	Uber, JCDecaux, Shutterstock, LinkedIn
18	Boston Properties Inc. 599 Lexington Ave. New York, NY 10022	212-326-4000 bostonproperties.com	<i>John Powers</i> Executive vice president, regional manager	8.00 8.00	1.15 1.15	181	Boston	Aramis-Estée Lauder, Kirkland & Ellis, Sherman & Sterling, Weil Gotshal & Manges
19	L&L Holding Co. 142 W. 57th St. New York, NY 10019	212-920-3360 ll-holding.com	<i>David W. Levinson</i> Chairman, chief executive <i>Robert T. Lapidus</i> Chief investment officer	7.60 6.70	1.27 1.27	130	Manhattan	Citadel, Bank of America, Tiffany & Co., Grey Advertising
20	Cohen Brothers Realty Corp. 750 Lexington Ave. New York, NY 10022	212-838-1800 cohenbrothersrealty.com	<i>Charles S. Cohen</i> President, chief executive <i>Steven M. Cherniak</i> Chief operating officer <i>Marc J. Horowitz</i> Senior vice president, national director of leasing	7.60 7.60	0.00 0.00	350	Manhattan	WeWork, Interpublic Group of Cos., Houghton Mifflin Harcourt, Meredith Corp.
21	Kaufman Organization 450 Seventh Ave. New York, NY 10123	212-471-4300 kaufmanorganization.com	<i>Steven J. Kaufman</i> President	6.89 6.78	1.60 1.57	185	Manhattan	Apple, Net-a-Porter, Kleinfeld Bridal, Robert A.M. Stern Architects

RANK	COMPANY	PHONE/ WEBSITE	HEAD(S) OF NY OFFICE	COMMERCIAL SQ. FT. MANAGED IN NYC (IN MILLIONS) 2018/2017 ¹	THIRD-PARTY SQ. FT. MANAGED IN NYC (IN MILLIONS) 2018/2017 ²	2018 NYC EMPLOYEES ³	NATIONAL HEADQUARTERS	SELECTED TENANTS
22	Adams & Co. Real Estate 411 Fifth Ave. New York, NY 10016	212-679-5500 adamsre.com	David Levy, James Buslik Principals	6.86 6.86	6.86 6.86	273	Manhattan	New York-Presbyterian, IBM, Hewlett-Packard, Services for the UnderServed
23	Fisher Brothers Management Co. 299 Park Ave. New York, NY 10171	212-752-5000 fisherbrothers.com	Ken Fisher, Steven Fisher, Winston Fisher Partners	6.50 6.50	1.00 1.00	n/d	Manhattan	Capital One, Informa, Evercore, Duff & Phelps
24	Rockefeller Group⁶ 1221 Sixth Ave. New York, NY 10020	212-282-2000 rockefellergroup.com	Daniel J. Moore President, chief executive	5.80 5.80	1.10 1.10	150	Manhattan	SiriusXM, White & Case, Mayer Brown
25	Jack Resnick & Sons Inc. 110 E. 59th St. New York, NY 10022	212-421-1300 resnick.nyc	Burton P. Resnick Chairman, chief executive Jonathan D. Resnick President	5.28 5.28	0.00 0.00	240	Manhattan	Universal Music Group, Aramis-Estée Lauder, Cantor Fitzgerald, Northwell Health

Crain's New York Business uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. To qualify for this list, companies must manage commercial property in the five boroughs of New York City. Commercial square footage and third-party square footage have been rounded, but rankings are based on unrounded numbers. In cases of a tie in the amount of 2018 commercial square footage managed in New York City, firms are ranked alphabetically. n/d-Not disclosed. ¹-Office properties only, as of Sept. 30. ²-Third-party square footage refers to property managed by a company other than the owner, as of Sept. 30. ³-Full-time and full-time-equivalent only, including union members and administrative employees, as of Sept. 30. ⁴-Company has an additional 4.5 million square feet of office space under construction in New York City. ⁵-Square footage is as of June 30, 2018; employee count is as of Dec. 31, 2018. ⁶-Crain's estimate. Research: Gerald Schiffman

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2019 CRAIN'S BEST VENUE GUIDE

Location, location, location. Every meeting planner knows that, just as in real estate, where your event takes place is crucial to its success. In 2019, the importance of location gets granular, with the venue you choose being equally, if not, more important than where your event is located. In an effort to save their events from suffering from sameness, successful meeting planners today are becoming more daring, dramatic and innovative in their venue choices than ever before. The need for “different” now extends from programming and technology to the venue where the event is presented.

New York has always been a standout location to host any event. The metropolitan area is home to a variety of unique event venues. These spaces offer something for everyone: unusual floorplans, out-of-the-box team-building activities, spectacular views, regional flavor and exclusive access. In short, the New York area can accommodate every type of event you host, from client entertaining and internal sales meetings to awards presentations and industry gatherings—and do so with style.

With so many venues to choose from, Crain's Custom offers our annual venue guide, designed to inspire, inform and invigorate your event planning and venue selections for 2019.



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All-inclusive Hyatt Zilara and Hyatt Ziva luxury resorts line the most spectacular shores in Mexico and the Caribbean and have each been designed to deliver extraordinary events and guest experiences for savvy planners and their participants. With the uncompromising group services one can expect from the Hyatt brand and the value and convenience of an all-inclusive resort, adults-only Hyatt Zilara and all-ages Hyatt Ziva resorts are the ideal destinations for your next programs.



HornblowerNY.com/Crains

Hornblower offers seven yachts that provide a unique location for corporate events. From meetings and conferences to team outings and much more, Hornblower's spaces provide full catering, bars, dedicated event planners and incredible views of New York's iconic skyline. From 20 to 1,200 guests, make your event the talk of the town.



bowlmor.com/holiday

Bowlmor combines bowling, arcades, signature menus and premium bar packages for corporate events that are easy to plan and truly unforgettable. Celebrate in one of seven NYC-themed bowling lounges at Bowlmor Times Square or head to Chelsea Piers for lanes, laser tag, a private bowling suite and Bowlmor's loft lounge.



pier36nyc.com

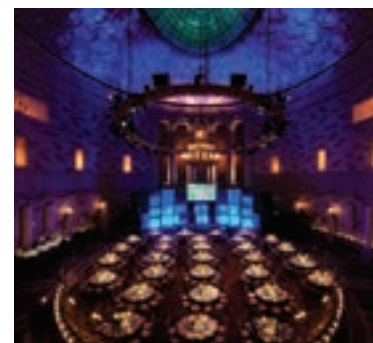
Pier 36 is a state-of-the-art sports & entertainment facility located in Manhattan's Lower East Side. The 70,000-square-foot facility can accommodate up to 5,000 people for special events and includes a 55,000-square-foot parking lot and a 15,000-square-foot deck overlooking the East River with spectacular views of South Street Seaport, Manhattan/Brooklyn Bridges and Statue of Liberty.

With nine LED walls and 28 LED monitors, Pier 36 is the perfect venue for large corporate events, technology conferences, fashion shows, product releases, seated dinners, nonprofit fundraisers, trade shows, concerts and many others.



gerry.doyle@kellysnyc.com

Located at Avenue A and Houston in the heart of the East Village, Kelly's Sports Bar is your stop for sports-themed fun and after-holiday party festivities. Enjoy 11 TVs covering all hockey and basketball games, as well as some old-fashioned bubble hockey! Nollaig shona!



gothamhallevents.com

Gotham Hall™ is a former bank turned event space in the heart of Manhattan. The majestic ballroom with 70-foot ceilings, ornate mezzanine and adjacent rooms can accommodate gatherings from 150 to 1,200 guests. Gotham Hall's one event at a time policy ensures your special occasion will be an unforgettable experience.



Pier17ny.com

The most unique place in New York City to create grand moments and intimate experiences, Pier 17 and the Seaport District provide multiple venue options rich in history juxtaposed with unrivaled modernity. With flexible floorplans, in-house catering and unparalleled views of the iconic city skyline including the Brooklyn & Manhattan Bridges, Statue of Liberty, Empire State Building and One World Trade, this is the ultimate location for hosting your next spectacular event. Available for events year-round with tenting and other special capabilities, and is suitable for events up to 1,250 guests.



ziegfeldballroom.com

The Ziegfeld Ballroom™ is a former movie theater turned event space in midtown Manhattan. The modern Art Deco ballroom and divisible balcony is the ideal space for gatherings from 250 to 1,750 guests. Ziegfeld Ballroom boasts a one event at a time policy ensuring exclusivity for you and your guests.



upstairsnyc.com

Upstairs at The Kimberly Hotel is a stunning rooftop venue that offers 360 degree views of midtown Manhattan and the Chrysler Building. A retractable glass roof makes it the ideal year-round destination. Upstairs offers customizable menus, creative cocktails and the perfect ambiance, making it a great location for any event.

LUCKY STRIKE



luckystrikesocial.com

Create your memorable moments at Lucky Strike Manhattan! With 26 premium bowling lanes, 11 billiards tables, virtual shooting lounges, live DJs, a shareable menu and handcrafted cocktails, Lucky Strike offers a variety of fun to satisfy any taste. From corporate events to kids' birthdays, they'll create your perfect party experience!



lsc.org/events

Tired of cookie cutter event venues? Liberty Science Center in Jersey City, N.J. offers a delightful change. From fun to formal and everything in between, we will create an event that your guests will talk about for months to come. Contact our team today!

FIVE VENUE TRENDS FOR 2019

Up your event impact

The planner who thinks big, will win big in 2019. Make it standard operating procedure to continually challenge your assumptions, research new options, stay up on trends and network with others to keep your idea pool and resource network growing.

There's no place like home

Pride of place, or leveraging local, is a big trend for 2019. You can find uniqueness right in your own backyard, particularly in New York. Emphasis has traditionally been on locally grown foods, but in 2019, it expands to include support of local culture, commerce and communities. Even outside your home turf, the best events play into a sense of belonging and make participants feel at "home," according to eventmanagerblog.com.

Use new resources for fresh ideas

In addition to sources like Crain's Venue Guide, think outside the box by searching venues that film crews use. Website locationhub.com has more than 100,000 locations from which to choose. Working closely with a Convention and Visitors Bureau is also one of your best resources as a planner. Since CVBs are experts on a city or region, you'll get insider information on established and upcoming areas and venue options.

All-inclusive

A trend for the coming year will be to see venues as complete partners in the totality of your event. Venues that provide all-inclusive soup-to-nuts event services are the ones to watch in 2019. These one-stop shops can save you on planning time and event budget.

Multiple meeting spaces

As meeting formats have evolved from traditional classroom setups to be more immersive and interactive, Crain's Custom is seeing a move toward multiple meeting spaces in any one event. Meeting planners are reinventing their spaces to be multipurpose either under one roof or in multiple related spaces. This cluster configuration creates a community feel with distinct areas for education, entertainment and engagement. ■

MEETINGS AND INCENTIVES

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- Private group check in with signature cocktails
- Meeting room rental for general session, break-out rooms and event spaces
- World of Hyatt loyalty program
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- Complimentary rooms based on group size
- Complimentary suite upgrades
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- No stress of getting the bill after a meal
- Themed events creating memorable experiences for attendees

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HYATT ZILARA CANCUN

ROOMS	FOOD & BEVERAGE	MEETING SPACE
307	10 unique restaurants, bars and lounges	6,888 sq. ft.



HYATT ZIVA CANCUN

ROOMS	FOOD & BEVERAGE	MEETING SPACE
547	17 unique restaurants, bars and lounges	16,000 sq. ft.



HYATT ZIVA LOS CABOS

ROOMS	FOOD & BEVERAGE	MEETING SPACE
591	16 unique restaurants, bars and lounges	35,000 sq. ft.



HYATT ZIVA PUERTO VALLARTA

ROOMS	FOOD & BEVERAGE	MEETING SPACE
335	11 unique restaurants, bars and lounges	6,500 sq. ft.



HYATT ZILARA ROSE HALL

ROOMS	FOOD & BEVERAGE	MEETING SPACE
344	5 unique restaurants, bars and lounges plus exclusive access to Hyatt Ziva Rose Hall	50,000 sq. ft. of shared space between Ziva and Zilara



HYATT ZIVA ROSE HALL

ROOMS	FOOD & BEVERAGE	MEETING SPACE
277	13 unique restaurants, bars and lounges	50,000 sq. ft. of shared space between Ziva and Zilara



HYATT ZILARA CAP CANA OPENING 2019

ROOMS	FOOD & BEVERAGE	MEETING SPACE
375	11 unique restaurants, bars and lounges	38,000 sq. ft. of meeting space between Ziva and Zilara



HYATT ZIVA CAP CANA OPENING 2019

ROOMS	FOOD & BEVERAGE	MEETING SPACE
375	11 unique restaurants, bars and lounges	38,000 sq. ft. of meeting space between Ziva and Zilara



Additional private group events are available for groups staying a minimum of 4 nights. Valid for new contract MICE bookings through December 2019. Certain other restrictions may apply. Not combinable with other promotions. Services such as spa treatments, excursions, specialty foods, liquor items and special services are subject to additional fees. Contact your Sales Director for complete details. The Hyatt Zilara™ and Hyatt Ziva™ trademarks and related marks are trademarks of Hyatt International Corporation. ©2019 Hyatt International Corporation. ©2019 Playa Hotels & Resorts is the owner and exclusive operator for Hyatt Zilara™ and Hyatt Ziva™ resorts in Dominican Republic, Jamaica and Mexico. All rights reserved. PLA06941118

SELECTIVE EXPANSION

J.T. MAGEN has been busy. Metro-area revenue at the 26-year-old company grew by 20.8% from 2016 to 2017, one of the biggest jumps on the latest *Crain's* list of New York's largest construction firms. In 2018 the company forecasted a local revenue bump of an additional 8%, even though the contractor was trying to temper its expansion in a robust market.

"There seems to be an oversupply of work at the moment," said Maurice Regan, founder and chief executive. "We have to be selective. We can't take every job and be successful for every client. That's what gets companies in trouble. We try to take on work only when we can provide good service."

J.T. Magen has offices in Chicago and Los Angeles, but most of the firm's volume is in projects here. Of the contractor's 2017 total revenue, 81% came from metro-area work. And a significant portion of its efforts have gone into a single job: the office-to-residential conversion of **1 Wall St.**, the former Bank of New York Mellon headquarters. One of the largest conversions of a prewar building in the city, the 1 Wall St. job is contracted for approximately \$800 million over four years.

"It's maybe 15% of our business," Regan said. "What we found attractive about the project was its longevity. Most interiors projects are six months to a year in duration. Instead, we're booking work three years in advance. It's a great foundation job."

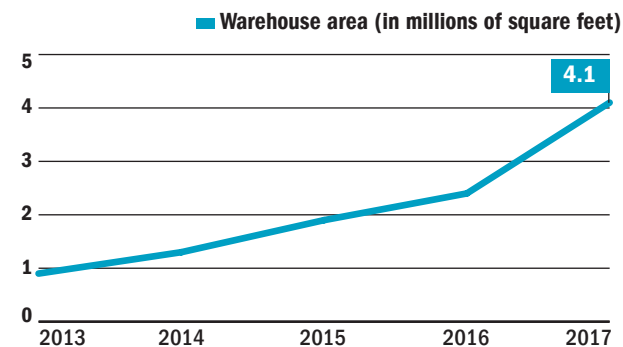
Lining up future work is particularly important now, as certain financial indicators lead Regan to believe that a downturn in the market is coming in the next two years. But the Irish ex-pat adjusted his business model in response to the last decade's boom and bust, and Regan thinks his firm is now better prepared to weather the next storm.

"We had to become more efficient and make the company a little bit larger," he said. "The company is now stronger and more diversified. Hopefully we'll be stronger than our competitors." — **GERALD SCHIFMAN**



E-INDUSTRY

The e-commerce boom has led to rapid growth in new construction of local warehouses.

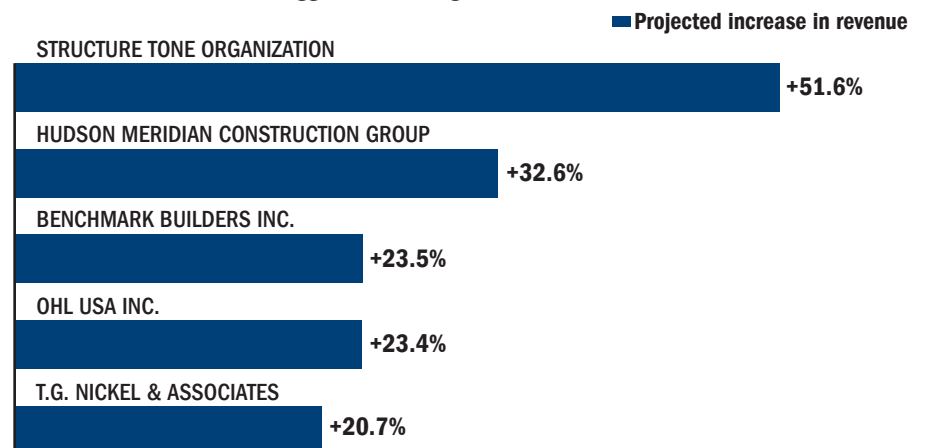


\$23.8B

MARKET VALUE of new commercial construction built from 2013 to 2017, yielding 73 million square feet of space

AN OPTIMISTIC TONE

In expecting revenue to go from \$1.4 billion in 2017 to \$2.1 billion in 2018, Structure Tone was forecasted to have the biggest rise among firms on the list.



SOURCES: New York Building Congress, *Crain's* research

RANK	COMPANY/ ADDRESS/ PARENT COMPANY	PHONE/ WEBSITE	HEAD(S) OF NY-AREA OFFICE	2017 NY-AREA REVENUE (IN MILLIONS)/ % CHANGE VS. 2016 ¹	2017 COMPANYWIDE REVENUE (IN MILLIONS)/ % CHANGE VS. 2016	2017 MAJOR NY-AREA PROJECTS ¹	2018 NY-AREA EMPLOYEES ²	KEY PROJECTS/CLIENTS ³
1	AECOM Tishman ⁴ 100 Park Ave. New York, NY 10017 AECOM	212-708-6800 aecomtishman.com	Jay Badame President, chief operating officer	\$3,871.1 +16.0%	\$4,548.0 +19.4%	20	1,006	3 World Trade Center; 1 Vanderbilt; various buildings at Waterline Square; various buildings at Hudson Yards
2	Turner Construction Co. 375 Hudson St. New York, NY 10014 Turner Corp.	212-229-6000 turnerconstruction.com	Pat A. Di Filippo Executive vice president Charles F. Murphy Senior vice president	\$2,591.5 +4.3%	\$11,778.8 +7.6%	223	1,589	Helen L. & Martin S. Kimmel Pavilion at NYU Langone Health; TimeWarner Inc. at Hudson Yards; LG Electronics Inc. in Englewood Cliffs, N.J.; 5 Manhattan West retail
3	Tutor Perini Corp. ⁵ 1000 Main St. New Rochelle, NY 10801	914-739-1908 tutorperini.com	Henry Cheung President, civil East	\$2,075.0 -3.4%	\$4,757.2 -4.3%	166	371	Newark Liberty International Airport Terminal One; caverns and track for East Side Access project; systems facilities for the East Side Access project in Long Island City; Hudson Yards platform
4	Skanska USA 350 Fifth Ave. New York, NY 10118 Skanska AB	917-438-4500 usa.skanska.com	Richard Kennedy President, chief executive	\$1,971.0 +44.2%	\$7,025.0 +1.8%	40	3,464	Moynihan Train Hall; LaGuardia Airport Terminal B
5	Lendlease (US) Construction LMB Inc. ⁶ 200 Park Ave. New York, NY 10166 Lendlease Corp.	212-592-6700 lendlease.com	Ralph Esposito President	\$1,590.8 +4.0%	\$3,933.5 +31.8%	35	412	Jacob K. Javits Convention Center expansion; 220 Central Park South; New York Methodist Center for Community Health; 277 Fifth Ave.
6	Structure Tone Organization 330 W. 34th St. New York, NY 10001	212-481-6100 structuretone.com	Michael Neary Chief operating officer	\$1,370.5 -22.6%	\$4,146.5 +3.4%	58	727	Time Warner global headquarters at Hudson Yards; Spotify at 4 World Trade Center; Cove Property Group at 441 Ninth Ave.; STEM building at Manhattan College
7	Gilbane Building Co. 88 Pine St. New York, NY 10005 Gilbane Inc.	212-312-1600 gilbaneco.com	William J. Gilbane III Senior vice president	\$1,084.3 +11.2%	\$4,899.2 +1.8%	82	442	New York Eye and Ear Infirmary of Mount Sinai; 130 William St.; 55 Hudson Yards; New York University Meyer vivarium renovation

RANK	COMPANY/ ADDRESS/ PARENT COMPANY	PHONE/ WEBSITE	HEAD(S) OF NY-AREA OFFICE	2017 NY-AREA REVENUE (IN MILLIONS)/ % CHANGE VS. 2016 ¹	2017 COMPANYWIDE REVENUE (IN MILLIONS)/ % CHANGE VS. 2016	2017 MAJOR NY-AREA PROJECTS ¹	2018 NY-AREA EMPLOYEES ²	KEY PROJECTS/CLIENTS ³
8	Hunter Roberts Construction Group 55 Water St. New York, NY 10041 <i>HR Holdings</i>	212-321-6800 hrcg.com	<i>James C. McKenna</i> President, chief executive	\$834.8 +0.8%	\$1,021.6 -10.6%	17	296	Trinity Real Estate; Durst Organization; RXR Realty; Memorial Sloan Kettering
9	J.T. Magen & Co. Inc. 44 W. 28th St. New York, NY 10001	212-790-4200 jtmagen.com	<i>Maurice Regan</i> Chief executive	\$787.5 +20.8%	\$968.9 +6.6%	110	319	Nordstrom flagship in Columbus Circle; Nike Flagship in Midtown; 1 Wall St.; Scholastic in SoHo
10	Plaza Construction 5 Bryant Park New York, NY 10018 <i>China Construction America</i>	212-849-4800 plazaconstruction.com	<i>Richard Wood</i> Chairman, chief executive	\$702.0 -7.9%	\$1,066.0 -10.4%	50	327	Hard Rock Hotel in Times Square; 99 Hudson St. in Jersey City; 111 Murray St.; The Four Seasons on 280 Park Ave.
11	Kiewit Corp. 470 Chestnut Ridge Road Woodcliff Lake, NJ 07677	201-571-2500 kiewit.com	<i>Greg Hill</i> Senior vice president	\$439.4 +18.9%	\$8,678.0 +1.2%	n/d	807	n/d
12	OHL USA Inc. ⁷ 26-15 Ulmer St. College Point, NY 11354 <i>OHL USA Inc.</i>	718-554-2320 ohlna.com	<i>Ashok Patel</i> Chief executive	\$405.3 -19.9%	\$1,200.0 +89.3%	18	250	Canarsie Tunnel rehabilitation; ueens Midtown Tunnel Hurricane Sandy rehabilitation; installation of trunk water mains under West 60th Street; Metro-North design-build for power, communication and signal infrastructure improvements
13	T.G. Nickel & Associates 22 Colt Court Ronkonkoma, NY 11779	631-738-7750 tgnickel.com	<i>Thomas Nickel</i> President	\$383.9 +24.6%	\$383.9 +24.6%	21	170	10 Madison Square West; 70 Charlton; 507 West Chelsea; The Bryant at 16 W. 40th St.
14	Triton Construction 30 E. 33rd St. New York, NY 10016	212-338-5700 tritonconstruction.net	<i>Lance Franklin, Frank Reich</i> Co-chief executives	\$383.0 +1.9%	\$383.0 +1.9%	4	100	11 Hoyt St. in Brooklyn; ueens Plaza residential tower in Long Island City; SoHo Towers at 565 Broome St.
15	LRC Construction 7 Renaissance Square White Plains, NY 10601	914-773-7700 lrconstruction.com	<i>Peter Palazzo</i> President	\$377.0 +19.7%	\$377.0 +19.7%	9	125	5Pointz in Long Island City; The Standard in New Rochelle; 22 S. West St. in Mount Vernon; 1881 Starr St. in Ridgewood
16	Monadnock Construction Inc. ⁸ 155 Third St. Brooklyn, NY 11231	718-875-8160 moncon.com	<i>Nicholas Lembo</i> Chairman	\$338.3 0.0%	\$338.3 0.0%	n/d	n/d	n/d
17	CNY Group 214 W. 39th St. New York, NY 10018 <i>CNY Group</i>	212-302-9060 cnygroup.com	<i>Ken Colao</i> President, chief executive	\$311.6 +24.7%	\$311.6 +24.7%	7	169	Edition Hotels at 20 Times Square; 21 E. 12th St.; Woolworth Tower Residences at 2 Park Place; Tammany Hall at 100 E. 17th St.
18	Hudson Meridian Construction Group ⁹ 61 Broadway New York, NY 10006	212-608-6600 hudsonmeridian.com	<i>William Cote</i> Founder, chief executive <i>Peter Monte</i> President, chief operating officer	\$271.5 -8.1%	\$318.0 +4.2%	n/d	113	Queens Plaza residential development in Long Island City; 86 Fleet Place in Brooklyn; Larkin Plaza in Yonkers; 587 Main St. in New Rochelle
19	Shawmut Design and Construction ¹⁰ 3 E. 54th St. New York, NY 10022	212-920-8900 shawmut.com	<i>Les Hiscoe</i> Chief executive	\$266.4 -29.4%	\$1,155.6 -12.2%	220	315	Eleven Madison Park; Ziegfeld Ballroom in Midtown; Bottega Veneta; Columbia University
20	Benchmark Builders Inc. 237 W. 35th St. New York, NY 10001 <i>FTE Networks Inc.</i>	212-766-8800 ftenet.com	<i>Fred Sacramone</i> President <i>Brian McMahon</i> Principal	\$264.0 -31.3%	\$264.0 -31.3%	13	136	n/d

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that this listing is complete. To qualify for this list, a construction company must have a New York-area office and must build projects in the area. All information was supplied by the companies unless otherwise noted. Revenue figures are for the fiscal year ending Dec. 31 unless otherwise noted. n/d-Not disclosed. **1**-Generated from projects built in the New York area. **2**-Full-time and full-time-equivalent only, as of June 30. **3**-Selected projects/clients for work completed or underway in the New York area in 2018. **4**-Fiscal year ends Sept. 30. All revenue includes value of construction placed. **5**-All revenue includes value of construction placed. **6**-Fiscal year ends June 30. Revenue from some projects includes value of construction placed. **7**-Formerly known as Judlau Contracting Inc. OHL completed the purchase of Judlau in 2016. **8**-*Crain's* estimate. **9**-Fiscal year ends in August. **10**-Fiscal year ends Nov. 30. All revenue includes value of construction placed. Research: Gerald Schiffman

FOR ALL **CRAIN'S** LISTS, VISIT **CRAINSNEWYORK.COM/LISTS**.

This information was first published Sept. 17, 2018.

Ranked by the total New York-area square footage owned

Square footage and dollar figures in millions

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE/ CHIEF EXECUTIVE	2018 NY-AREA SQ. FT. OWNED ¹	2017 NY-AREA SQ. FT. OWNED ²	2017 FUNDS FROM OPERATIONS/ % CHANGE ³	2017 REVENUE/ % CHANGE ²	EQUITY MARKET CAP ¹	2018 NY-AREA PROPERTIES OWNED ¹	PROPERTY FOCUS
1	Vornado Realty Trust (VNO) 888 Seventh Ave. New York, NY 10019	212-894-7000 vno.com <i>Steven Roth</i>	35.96	30.45	\$717.8 -50.8%	\$2,167.0 -1.3%	\$14,057.3	91	Offices
2	SL Green Realty Corp. (SLG) 420 Lexington Ave. New York, NY 10170	212-594-2700 slgreen.com <i>Marc Holliday</i>	31.72	31.97	\$667.3 -23.3%	\$1,539.2 -18.2%	\$8,889.1	78	Offices
3	Mack-Cali Realty Corp. (CLI) 210 Hudson St. Jersey City, NJ 07311	732-590-1010 mack-cali.com <i>Michael J. DeMarco</i>	20.59	13.76	\$224.2 +9.3%	\$612.9 -5.6%	\$1,828.0	114	Offices
4	Forest City Realty Trust Inc. (FCE.A) Key Tower, 127 Public Square Cleveland, OH 44114	216-621-6060 forestcity.net <i>David J. LaRue</i>	14.39	11.49	\$426.7 +72.4%	\$990.7 -1.5%	\$6,094.7	25	Diversified
5	AvalonBay Communities Inc. (AVB) Ballston Tower, 671 N. Glebe Road Arlington, VA 22203	703-329-6300 avalonbay.com <i>Timothy J. Naughton</i>	11.74	10.83	\$1,167.2 +2.8%	\$2,211.2 +6.8%	\$23,692.6	46	Multifamily homes
6	Boston Properties Inc. (BXP) Prudential Center, 800 Boylston St. Boston, MA 02199	617-236-3300 bostonproperties.com <i>Owen D. Thomas</i>	9.57	8.90	\$1,068.1 +3.3%	\$2,622.8 +2.1%	\$19,360.3	9	Offices
7	Empire State Realty Trust Inc. (ESRT) 111 W. 33rd St. New York, NY 10120	212-687-8700 empirestaterealtytrust.com <i>Anthony E. Malkin</i>	8.78	8.78	\$276.5 +6.1%	\$712.5 +5.1%	\$2,830.2	24	Offices
8	Paramount Group Inc. (PGRE) 1633 Broadway New York, NY 10019	212-237-3100 paramount-group.com <i>Albert P. Behler</i>	8.71	8.71	\$270.5 -2.6%	\$725.8 -1.5%	\$3,703.7	9	Offices
9	Simon Property Group Inc. (SPG) 225 W. Washington St. Indianapolis, IN 46204	317-636-1600 simon.com <i>David E. Simon</i>	8.52	8.52	\$4,020.5 +6.0%	\$5,927.0 +1.9%	\$52,665.8	8	Regional malls
10	Urban Edge Properties (UE) 888 Seventh Ave. New York, NY 10019	212-956-2556 uedge.com <i>Jeffrey S. Olson</i>	6.69	6.40	\$157.8 +15.6%	\$410.2 +25.6%	\$2,605.6	47	Shopping centers
11	Kimco Realty Corp. (KIM) 3333 New Hyde Park Road New Hyde Park, NY 11042	516-869-9000 kimcorealty.com <i>Conor C. Flynn</i>	5.66	5.66	\$655.6 +18.0%	\$1,390.6 +5.9%	\$7,159.5	63	Shopping centers
12	Macerich Co. (MAC) 401 Wilshire Blvd. Santa Monica, CA 90401	310-394-6000 macerich.com <i>Arthur M. Coppola</i>	4.54	4.54	\$582.9 -9.3%	\$957.7 -4.4%	\$8,014.2	4	Regional malls
13	Extra Space Storage Inc. (EXR) 2795 E. Cottonwood Parkway Salt Lake City, UT 84121	801-365-4600 extraspaces.com <i>Joseph D. Margolis</i>	4.44	4.44	\$590.2 +19.3%	\$1,127.1 +3.9%	\$12,590.8	56	Self-storage
14	Clipper Realty Inc. (CLPR) 4611 12th Ave. Brooklyn, NY 11219	718-438-2804 clipperrealty.com <i>David Bistricher</i>	3.41	3.41	\$10.7 +262.7%	\$104.0 +11.8%	\$152.1	17	Diversified
15	Equity Residential (EQR) 2 N. Riverside Plaza Chicago, IL 60606	312-474-1300 equityapartments.com <i>David J. Neithercut</i>	3.22	3.49	\$1,208.0 +7.2%	\$2,473.9 -0.4%	\$23,451.5	36	Multifamily homes
16	Alexander's Inc. (ALX) 210 Route 4 East Paramus, NJ 07652	201-587-8541 alx-inc.com <i>Steven Roth</i>	2.44	2.44	\$114.9 -4.1%	\$237.3 +3.1%	\$1,954.2	7	Diversified
17	Acadia Realty Trust (AKR) 411 Theodore Fremd Ave. Rye, NY 10580	914-288-8100 acadiarealty.com <i>Kenneth F. Bernstein</i>	2.43	2.10	\$134.7 +15.0%	\$290.8 +32.3%	\$2,231.7	38	Shopping centers
18	UDR Inc. (UDR) 1745 Shea Center Drive Highlands Ranch, CO 80129	720-283-6120 udr.com <i>Thomas W. Toomey</i>	2.39	2.39	\$542.6 +2.2%	\$1,008.5 +4.0%	\$10,045.7	9	Multifamily homes
19	Columbia Property Trust Inc. (CXP) 1170 Peachtree St. Atlanta, GA 30309	404-465-2200 columbia.reit <i>E. Nelson Mills</i>	2.37	2.76	\$134.6 -27.6%	\$301.2 -36.4%	\$2,684.5	7	Offices

RANK	COMPANY (TICKER SYMBOL)/ ADDRESS	PHONE/ WEBSITE/ CHIEF EXECUTIVE	2018 NY-AREA SQ. FT. OWNED ¹	2017 NY-AREA SQ. FT. OWNED ²	2017 FUNDS FROM OPERATIONS/ % CHANGE ³	2017 REVENUE/ % CHANGE ²	EQUITY MARKET CAP ¹	2018 NY-AREA PROPERTIES OWNED ¹	PROPERTY FOCUS
20	GGP Inc. (GGP) 350 N. Orleans St. Chicago, IL 60654	312-960-5000 ggp.com Sandeep Lakhmi Mathrani	2.28	2.28	\$1,530.6 +2.0%	\$2,501.8 -4.0%	\$19,580.0	10	Regional malls
21	New York REIT Inc. ⁴ (NYRT) 7 Bulfinch Place Boston, MA 02114	617-570-4750 nyrt.com John A. Garilli ⁵	2.18	2.70	n/a	n/a	\$306.3	2	Offices
22	Duke Realty Corp. (DRE) 600 E. 96th St. Indianapolis, IN 46240	317-808-6000 dukerealty.com James B. Connor	2.15	1.29	\$460.0 +6.3%	\$735.6 +0.4%	\$10,364.6	6	Industrial
23	Urstadt Biddle Properties Inc. (UBA) 321 Railroad Ave. Greenwich, CT 06830	203-863-8200 ubproperties.com Willing L. Biddle	2.10	2.07	\$43.2 -0.9%	\$126.0 +6.1%	\$820.9	38	Shopping centers
24	H&R Real Estate Investment Trust (HR.UN) 3625 Dufferin St. Toronto M3K 1N4	416-635-7520 hr-reit.com Thomas J. Hofstedter	2.01	0.71	\$429.1 -4.1%	\$1,028.7 +7.0%	\$4,403.7	3	Diversified
25	Ascott Residence Trust (A68U) 168 Robinson Road Singapore 068912	65-6713-2888 ascottreit.com Siew Kim Beh	1.95	1.95	\$162.7 ⁶ +50.6%	\$450.8 +21.4%	\$1,689.2	3	Multifamily homes

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. To qualify for this list, a company must be a publicly traded REIT that owns commercial property in the New York area. Mortgage REITs and hotel-focused REITs are excluded. Square footage and property totals are reported for full buildings and not adjusted for minority-ownership interest. Average size for multifamily units is estimated at 900 square feet. Revenue figures are for the calendar year. Includes properties under development. n/a-Not applicable. ¹-As of June 30. ²-As of Dec. 31. ³-Figures are not adjusted for discontinued operations in 2018. ⁴-Has undergone a liquidation process since 2017. ⁵-Assumed role in July. ⁶-Net income is shown instead of funds from operations. Source: S&P Global Market Intelligence. Additional research by Gerald Schiffman.



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City companies ranked by venture capital raised from April 2017 to March 2018

ADDING VENTURE

Venture funding is flowing through New York's tech startups. In the first quarter of 2018, VC-backed companies in the metro area took in \$2.6 billion in investments, according to the MoneyTree deal-tracking tool from PwC and CB Insights. The city's total represented a 61% increase from the first quarter of 2017 and was just a shade below the record-high \$2.7 billion raised in Q1 2016.

"People are recognizing that New York is a really attractive place to build companies," said Bob Greene, managing partner at Midtown East-based Contour Venture Partners. "Some sectors are very big in New York, like fintech, enterprise software, e-health and e-commerce."

Contour specializes in seed and Series A funding for local startups. Greene and his two partners invest in four to six new companies each year, taking a hands-on role in strategy, product innovation and customer development. By and large, the startups on the inaugural *Crain's* Tech 25 ranking are past that stage. Fundraising rounds for nearly three-quarters of the companies on the list were labeled as Series C or later, indicating an advanced phase of development. Plus, the majority of ranked firms were founded at least six years ago, which could be considered old in the fast-moving tech sector.

Beyond the late-stage venture rounds lies another significant funding source: deals specifically categorized as private equity. If those transactions were factored into *Crain's* ranking, WeWork would top the list by much more than \$210 million. In August 2017 Japanese conglomerate Softbank paid \$4.4 billion for a private-equity stake in the co-working giant. The deal, pegged by Crunchbase as the biggest private-equity investment ever for a New York tech firm, pushed WeWork's valuation to \$20 billion and allowed the Chelsea-based firm to expand its operations in Asia.

And there are plenty of local private-equity firms looking to get skin in the game.

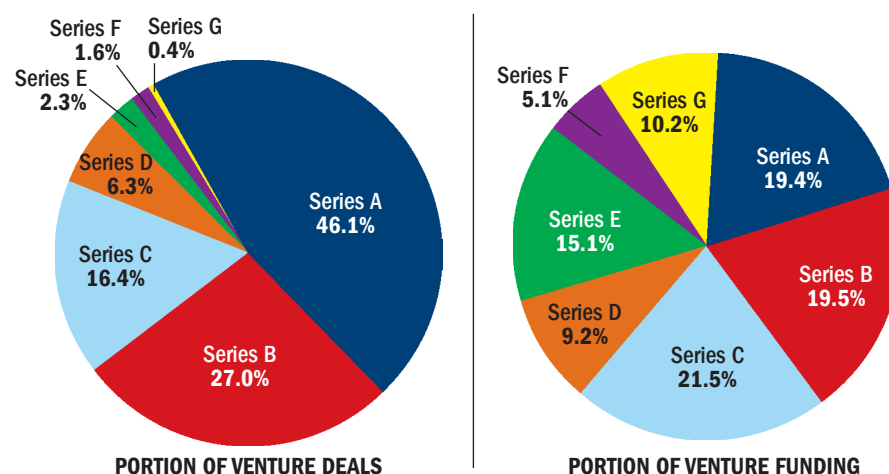
"There's a lot of money sitting here," Greene said. "And when a company exhibits some decent success, investors tend to file in. From there, companies really take off with access to more capital and soaring valuations."



BOB GREENE

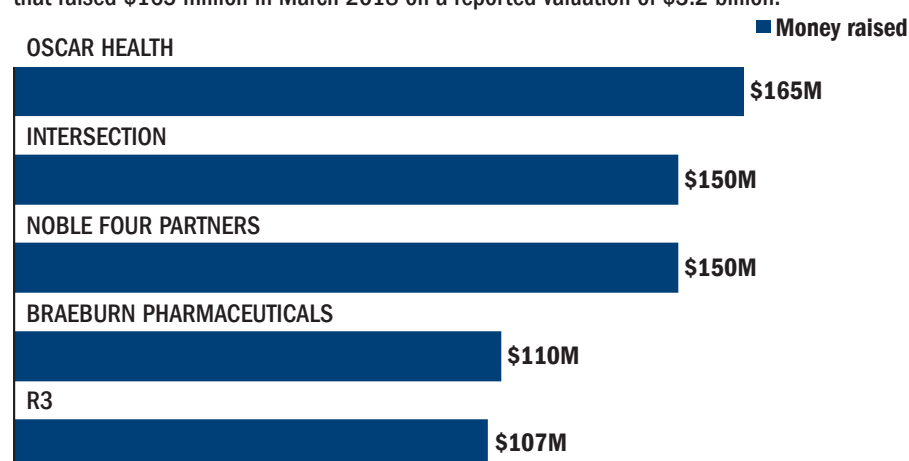
FLUSH IN FUNDING

The most deals in the time period were made with city startups in early stage Series A and B rounds. In the later rounds, more mature companies took home the biggest sums.



KNOWN UNKNOWN

Not included in this edition of the Tech 25 were New York firms without a defined venture series. That subgroup was led by Oscar, the health insurance startup run by Mario Schlosser that raised \$165 million in March 2018 on a reported valuation of \$3.2 billion.



SOURCE: Crunchbase

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	TOTAL APRIL 2017- MARCH 2018 VENTURE FUNDING (IN MILLIONS)	NUMBER OF FUNDING ROUNDS	FUNDING TYPE(S)	YEAR FOUNDED	NATURE OF BUSINESS
1	WeWork 115 W. 18th St. New York, NY 10011	877-796-2434 wework.com	Adam Neumann Co-founder, chief executive Miguel McKelvey Co-founder, chief culture officer	\$760.0	1	Series G	2010	Shared workspaces, technology and services
2	Compass 90 Fifth Ave. New York, NY 10011	212-913-9058 compass.com	Ori Allon Co-founder, executive chairman Robert Reffkin Co-founder, chief executive	\$550.0	2	Series E Series E	2012	Technology-driven real estate platform
3	Peloton 125 W. 25th St. New York, NY 10001	866-650-1996 onepeloton.com	John Foley Co-founder, chief executive	\$325.0	1	Series E	2012	Exercise bike with on-demand cycling classes
4	UiPath 311 W. 43rd St. New York, NY 10036	844-432-0455 uipath.com	Daniel Dines Co-founder, chief executive	\$183.0	2	Series A Series B	2012	Vendor of robotic automation services
5	Casper¹ 230 Park Ave. South New York, NY 10003	888-498-0003 casper.com	Philip Krim Co-founder, chief executive	\$170.0	1	Series C	2013	Mattress e-commerce
6	Moda Operandi 33 W. 19th St. New York, NY 10011	212-729-0984 modaoperandi.com	Lauren Santo Domingo Co-founder Deborah Nicodemus Chief executive	\$165.0	1	Series F	2010	Online luxury fashion retail
7	FGI Worldwide 80 Broad St. New York, NY 10004	212-248-3400 fgiww.com	David DiPiero President, chief executive	\$140.0	1	Series A	2008	Provider of financial services to exporters and manufacturers
8	Bread 39 W. 14th St. New York, NY 10011	844-992-7323 getbread.com	Josh Abramowitz Co-founder, chief executive	\$126.0	1	Series B	2014	Pay-over-time solutions

RANK	COMPANY	PHONE/ WEBSITE	TOP EXECUTIVE(S)	TOTAL APRIL 2017- MARCH 2018 VENTURE FUNDING (IN MILLIONS)	NUMBER OF FUNDING ROUNDS	FUNDING TYPE(S)	YEAR FOUNDED	NATURE OF BUSINESS
9	Lemonade 5 Crosby St. New York, NY 10013	844-733-8666 lemonade.com	<i>Daniel Schreiber</i> Co-founder, chief executive	\$120.0	1	Series C	2015	Technology-driven homeowners and renters insurance
10	Zeta Global 185 Madison Ave. New York, NY 10016	212-660-2500 zetaglobal.com	<i>David Steinberg</i> Co-founder, chief executive, <i>Steven Gerber</i> President, Chief Operating Officer	\$115.0	1	Series F	2007	Data-driven marketing platform
11	Harry's 75 Varick St. New York, NY 10013	888-212-6855 harrys.com	<i>Andy Katz-Mayfield, Jeffrey Raider</i> Co-founders, co-chief executives	\$112.0	1	Series D	2011	Shaving equipment e-commerce
12	InVision 41 Madison Ave. New York, NY 10010	877-932-7111 invisionapp.com	<i>Clark Valberg</i> Chief executive	\$100.0	1	Series E	2011	Design collaboration platform
13	Blink Health 305 W. Broadway New York, NY 10013	844-366-2211 blinkhealth.com	<i>Geoffrey Chaiken</i> Co-founder, chief executive <i>Matthew Chaiken</i> Co-founder, chief operating officer	\$90.0	1	Series B	2014	Web-based application for medical prescriptions
14	Kobalt 2 Gansevoort St. New York, NY 10014	212-247-6204 kobaltmusic.com	<i>Willard Ahdriz</i> Founder, chief executive	\$89.0	2	Series D Series D	2000	Music services company
15	Stash 44 W. 28th St. New York, NY 10001	646-979-9035 stashinvest.com	<i>Brandon Krieg</i> Co-founder, chief executive <i>Ed Robinson</i> Co-founder, president	\$77.5	2	Series C Series D	2015	Digital investment platform
16	Freshly 115 E. 23rd St. New York, NY 10010	844-373-7459 freshly.com	<i>Michael Wystrach</i> Co-founder, chief executive	\$77.0	1	Series C	2012	Healthy meal delivery
17	Vroom 1375 Broadway New York, NY 10018	855-524-1300 vroom.com	<i>Paul Hennessey</i> Chief executive	\$76.0	1	Series F	2013	Online direct car retailer
18	Warby Parker² 161 Sixth Ave. New York, NY 10013	646-517-5223 warbyparker.com	<i>Neil Blumenthal, David Gilboa</i> Co-founders, co-chief executives	\$75.0	1	Series E	2010	Designer eyewear e-commerce
18	Prevail Therapeutics 430 E. 29th St. New York, NY 10016	917-336-9310 prevailtherapeutics.com	<i>Asa Abeliovich</i> Founder, chief executive	\$75.0	1	Series A	2017	Biotechnology with a focus on gene therapy
20	United Masters 145 W. 45th St. New York, NY 10036	212-299-5505 unitedmasters.com	<i>Steve Stoute</i> Founder, chief executive	\$70.0	1	Series A	2017	An alternative to record label deals
20	ClassPass 275 Seventh Ave. New York, NY 10001	917-979-4701 classpass.com	<i>Payal Kadakia</i> Founder, executive chairman <i>Fritz Lanman</i> Chief executive	\$70.0	1	Series C	2013	Subscription marketplace for fitness classes
20	Betterment 61 W. 23rd St. New York, NY 10010	855-796-9498 betterment.com	<i>Jon Stein</i> Founder, chief executive	\$70.0	1	Series E	2008	Online investment and personalized financial advice
23	Convene 101 Greenwich St. New York, NY 10006	888-730-7307 convene.com	<i>Chris Kelly</i> Co-founder, president <i>Ryan Simonetti</i> Co-founder, chief executive	\$68.0	1	Series C	2009	Conference and meeting network
24	Kallyope 430 E. 29th St. New York, NY 10016	312-961-4671 kallyope.com	<i>Nancy Thornberry</i> Chief executive	\$66.0	1	Series B	2015	Biotechnology with a focus on the gut-brain connection
25	Spring 584 Broadway New York, NY 10012	646-863-4779 shopspring.com	<i>David Tisch</i> Founder, chairman of the board <i>Alan Tisch</i> Chief executive <i>Marshall Porter</i> President	\$65.0	1	Series C	2013	Department store e-commerce
25	Cadre 110 Wall St. New York, NY 10005	212-509-5637 cadre.com	<i>Ryan Williams</i> Co-founder, chief executive	\$65.0	1	Series C	2014	Online real estate marketplace

To qualify for this list, companies need to be headquartered in the five boroughs of New York City. Deals needed to be announced within the time frame of April 1, 2017, to March 31, 2018, and needed to be for early or late-stage ventures. n/d-Not disclosed. **1**-Crain's estimate. **2**-Data is from PrivCo, which tracks private company financial information in a proprietary database at privco.com. Source: Crunchbase Pro database, with additional research by Gerald Schiffman.

This information was first published Feb. 19, 2018.

Ranked by the number of 2017 investments in metro area-based startups

CLOSING THE GAP

With the tech field still predominantly male, the 2018 list of *Crain's* top venture capital firms is marked by a noteworthy development: three companies run by women took spots in the ranking. The Female Founders Fund (No. 13), BBG Ventures and Forerunner Ventures (tied for No. 16) each made at least nine investments in New York metro area startups in 2017.

"There's been a massive increase in awareness of how challenging it is for female founders to be funded," said Vicki Saunders, a Toronto-based entrepreneur and the founder of SheEO, a crowdfunding platform that supports women's startups. "Women see the world through a different lens than men, which informs how they come up with their ideas. It's harder for men to see the same opportunities. That's a problem because many venture capitalists make their choices based on their experiences."

2.2%

SHARE of VC funding for women-owned companies in 2017

Just 4.4% of all venture capital deals went to women-owned companies in 2017, according to PitchBook, a financial data and software company. And the share of total venture funding obtained by women was even slimmer, at a mere 2.2%.

Firms like the trio on *Crain's* list are striving to fix the imbalance. The Female Founders Fund and BBG Ventures, both established within the past decade, devote all of their funding activities to early stage startups led by women. And though Forerunner Ventures doesn't exclusively invest in women's businesses—it previously funded once-small New York operations Bonobos and Warby Parker—founder Kirsten Green has made a point of supporting them. This year that included Away, a smart-luggage company in NoHo started by two women in 2015. Still, evening out the statistics will take many years.

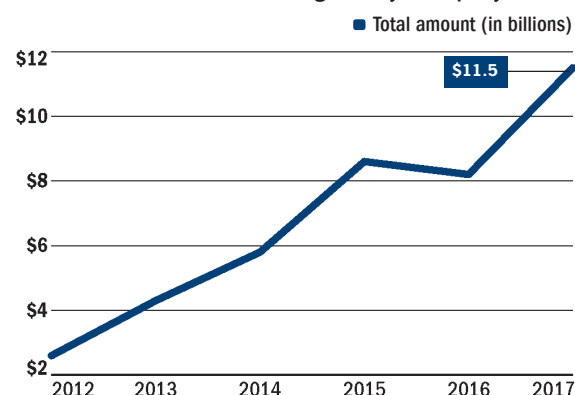
"I think it's going to take a generation to shift this," Saunders said. "I expect hundreds and thousands of female-run funds to spring up worldwide."

—GERALD SCHIFMAN

TRENDS

INVESTMENT ESCALATION

On average, the amount of venture funding invested in New York metro area firms has grown by 36% per year.



\$4.3B
AMOUNT INVESTED in local firms in Q3 2017, a record high for a single quarter

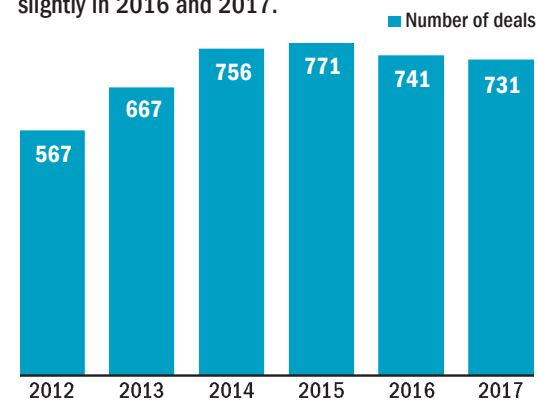
275 NUMBER OF investments in NYC startups by *Crain's* top 24 in 2017

3 NUMBER OF listed firms that made fitness-class subscription service ClassPass one of their biggest investments

SOURCES: *Crain's* research, DJX VentureSource

DONE DEALS

Even though spending totals are skyrocketing, the number of deals with New York firms has dipped slightly in 2016 and 2017.



SOURCE: PwC/CB Insights MoneyTree Explorer

RANK	COMPANY	PHONE/ WEBSITE	SENIOR MANAGEMENT	NUMBER OF INVESTMENTS IN NYC METRO AREA STARTUPS ¹	NUMBER OF AGGREGATE U.S. DEALS ¹	AMOUNT OF AGGREGATE U.S. FUNDING (IN MILLIONS) ²	TOTAL PORTFOLIO OF COMPANIES ³	SELECTED NYC METRO AREA STARTUPS RECEIVING FUNDING ⁴
1	Lerer Hippeau Ventures 100 Crosby St. New York, NY 10012	646-237-4837 lererhippeau.com	Kenneth Lerer, Ben Lerer, Eric Hippeau Managing partners	21	35	\$643.9	169	Casper Transfix Group Nine Media
2	Contour Venture Partners 475 Park Ave. South New York, NY 10016	212-644-5481 contourventures.com	Matt Gorin, Bob Greene Managing partners	20	24	\$200.0	60	Slice Ellevest Octane Lending
3	Connecticut Innovations 865 Brook St. Rocky Hill, CT 06067	860-563-5851 ctinnovations.com	Matthew McCooe Chief executive	18	27	\$109.5	181	Cadenza Innovation IsoPlexis P2 Science
4	Greycroft Partners 292 Madison Ave. New York, NY 10017	212-756-3508 greycroft.com	Alan Patricof Co-founder, managing director	16	53	\$733.1	175	Crowd Computing Systems EJ2 Communications Vision Path Inc.
5	New Enterprise Associates⁵ 104 Fifth Ave. New York, NY 10011	646-677-2777 nea.com	Tony Florence General partner, New York	15	118	\$4,448.2	401	Ambatana Inc. Casper Moda Operandi
6	Accel Partners 500 University Ave. Palo Alto, CA 94301	650-614-4800 accel.com	Arthur Patterson, Jim Swartz Founders	11	64	\$2,421.7	226	Ambatana Inc. InVisionApp SeatGeek
6	Bessemer Venture Partners⁶ 285 Madison Ave. New York, NY 10017	212-653-1900 bvp.com	Charles Birnbaum, Bob Goodman, Alex Ferrara, Jeremy Levine, Rob Stavis Partners, New York office	11	36	\$1,265.7	187	Lon Operations Betterment Yotpo
6	Edison Partners 281 Witherspoon St. Princeton, NJ 08540	609-896-1900 edisonpartners.com	Chris Sugden Managing partner	11	19	\$135.1	75	ComplySci Clearpool Group Virtual Frameworks Inc.

RANK	COMPANY	PHONE/ WEBSITE	SENIOR MANAGEMENT	NUMBER OF INVESTMENTS IN NYC METRO AREA STARTUPS ¹	NUMBER OF AGGREGATE U.S. DEALS ¹	AMOUNT OF AGGREGATE U.S. FUNDING (IN MILLIONS) ²	TOTAL PORTFOLIO OF COMPANIES ³	SELECTED NYC METRO AREA STARTUPS RECEIVING FUNDING ⁴
6	FirstMark Capital 100 Fifth Ave. New York, NY 10011	212-792-2200 firstmarkcap.com	<i>Beth Ferreira, Rick Heitzmann, Amish Jani, Catherine Ulrich, Matt Turck</i> Managing directors	11	20	\$453.0	70	InVisionApp ActionIQ Bluecore
6	General Catalyst Partners ⁷ 434 Broadway New York, NY 10013	212-775-4000 generalcatalyst.com	<i>Joel Cutler, David Fialkow, David Orfao</i> Founders	11	41	\$1,184.6	198	Vroom ClassPass Cadre
6	GGV Capital 3000 Sand Hill Road Menlo Park, CA 94025	650-475-2150 ggvc.com	<i>Jeff Richards, Glenn Solomon, Hans Tsung</i> Managing directors, Silicon Valley	11	34	\$1,480.4	83	Peloton Bowery Farming NS1
6	Y Combinator 335 Pioneer Way Mountain View, CA 94041	ycombinator.com	<i>Trevor Blackwell, Paul Graham, Jessica Livingston, Robert Morris</i> Founders	11	73	\$1,219.8	590	Call9 Function Inc. Jopwell
13	Brooklyn Bridge Ventures 55-C Ninth St. Brooklyn, NY 11215	347-661-7481 brooklynbridge.vc	<i>Charlie O'Donnell</i> Founder, partner	10	10		51	The Financial Gym Noken Openreel
13	Female Founders Fund 885 Third Ave. New York, NY 10022	646-714-4555 femalefoundersfund.com	<i>Anu Duggal, Sutian Dong</i> Partners	10	13	\$126.2	26	Thrive Global WayUp Launch Kids Inc.
13	Thrive Capital 295 Lafayette St. New York, NY 10012	212-993-5858 thrivecap.com	<i>Joshua Kushner</i> Managing partner	10	20	\$1,136.2	58	ClassPass Cadre Spring
16	BBG Ventures 770 Broadway New York, NY 10003	bbgventures.com	<i>Susan Lyne</i> Founding partner, president	9	14	\$81.0	22	The Wing Pymetrics goTenna
16	BoxGroup 41 Union Square West New York, NY 10003	boxgroup.com	<i>Nimi Katragadda, Adam Rothenberg, David Tisch</i> Partners	9	25	\$221.3	120	Spring WayUp Jetty
16	Canaan Partners ⁶ 821 Broadway New York, NY 10003	646-374-4949 canaan.com	<i>Stephen Bloch, Dan Ciporin, Guy Russo, Tim Shannon</i> General partners, New York	9	32	\$467.7	120	Truavis Quantum Circuits Onkos Surgical
16	Forerunner Ventures 1161 Mission St. San Francisco, CA 94103	forerunnerventures.com	<i>Kirsten Green</i> Founder	9	16	\$153.7	49	Inturn Flow Commerce Away
16	RRE Ventures 130 E. 59th St. New York, NY 10022	212-418-5100 rre.com	<i>Stuart Ellman, Will Porteous, Raju Rishi, Jim Robinson, James D. Robinson III</i> General partners	9	19	\$368.2	128	Lon Operations PebblePost Pilot
16	SOSV ⁸ 22 W. 38th St. New York, NY 10018	sosv.com	<i>Sean O'Sullivan</i> Founder, managing partner	9	44	\$71.4	151	Industrial/Organic Envairo Sencity
22	GV 1600 Amphitheatre Parkway Mountain View, CA 94043	gv.com	<i>David Krane</i> Chief executive, managing partner	8	62	\$2,573.2	270	ClassPass The Players' Tribune Andela
22	Primary Venture Partners 48 W. 21st St. New York, NY 10010	primary.vc	<i>Ben Sun, Brad Svrluga</i> General partners	8	8	\$60.6	34	Slice Ollie Pet Food Latch
22	Two Sigma Investments 100 Sixth Ave. New York, NY 10013	212-625-5700 twosigma.com	<i>David Siegel, John Overdeck</i> Co-chairmen	8	13	\$201.6	33	SecurityScorecard NS1 CoverWallet

New York metro area includes New York City and counties in New York state as far north as Ulster; the northern half of New Jersey; Pike County in Pennsylvania; and Fairfield, Litchfield and New Haven counties in Connecticut. Where New York offices are not listed, firms' headquarters are shown. Venture capital deals include equity financing (including cash investments by professional venture capital firms, corporations, diversified private-equity firms and individuals) for companies that have received at least one round of venture funding. Only closed deals are included. Loans or government grants are not included. Tranches are not counted individually as deals. In case of a tie, firms are ranked alphabetically. n/d-Not disclosed. **1**-As of Dec. 31, 2017. **2**-As of Dec. 31, 2017. Sum of deals in which investor participated. Does not refer solely to amount of investment. **3**-As of Feb. 5, 2018. Current U.S.-based venture capital portfolio of privately held companies. **4**-Funding may be through any of the venture capital firm's offices. **5**-Headquartered in Chevy Chase, Md. **6**-Headquartered in Menlo Park, Calif. **7**-Headquartered in Cambridge, Mass. **8**-Headquartered in Princeton, N.J. Source: DJX VentureSource, with additional research by Gerald Schiffman.

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PUBLIC & LEGAL NOTICES

Notice of Qualification of NEW YORK CITY DOWN PAYMENT ASSISTANCE FUND LLC Appl. for Auth. filed with Secy. of State of NY (SSNY) on 11/20/18. Office location: NY County. LLC formed in Delaware (DE) on 11/16/18. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co. (CSC), 80 State St., Albany, NY 12207-2543. DE addr. of LLC: CSC, 251 Little Falls Dr., Wilmington, DE 19808. Cert. of Form. filed with DE Secy. of State, Div. of Corps., John G. Townsend Bldg., 401 Federal St., Dover, DE 19901. Purpose: Any lawful activity.

NOTICE OF FORMATION of THE HAPPY PENGUIN LLC. Arts. Of Org. filed with Secy of State of NY (SSNY) on 11/8/18. Office Location: NY County. SSNY designated agent upon whom process may be served and shall mail copy of process against LLC to 145 West 67th St, Apt 40D, NY NY 10023. RG Agent: US Corp Agents, Inc. 7014 13th Ave, #202, BK, NY 11228. Purpose: any lawful act.

Opus87 Piano Quartet, LLC. Arts. of Org. filed with the SSNY on 10/05/18. Office: New York County. SSNY designated as agent of the LLC upon whom process against it can be served. SSNY shall mail copy of process to the LLC, 720 W 172nd St Apt 4B New York, NY 10032. Purpose: Music performances.

TRULANE LLC, Arts. of Org. filed with the SSNY on 09/04/2018. Office loc: NY County. SSNY has been designated as agent upon whom process against the LLC may be served. SSNY shall mail process to: The LLC, 545 8th Ave., Ste #1700, NY, NY 10018. Purpose: Any Lawful Purpose.

DWITTE LLC, Arts. of Org. filed with the SSNY on 10/22/2018. Office loc: NY County. SSNY has been designated as agent upon whom process against the LLC may be served. SSNY shall mail process to: The LLC, 249 Eldridge St., Apt. 2, NY, NY 10002. Purpose: Any Lawful Purpose.

NOTICE OF FORMATION of GROWTH X DESTRUCTION III, LLC. Arts. Of org. filed with secy of State of NY (SSNY) on 8/27/18. Office location: NY county. SSNY designated agent upon whom process may be served and shall mail copy of process against LLC to 546 Main St, Apt 530, NY, NY 10044. Purpose: any lawful act.

Notice of Formation of OLD TOWN ROAD HOLDINGS LLC Arts. of Org. filed with Secy. of State of NY (SSNY) on 10/31/18. Office location: NY County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co., 80 State St., Albany, NY 12207-2543. Purpose: Any lawful activity.

Notice of Qualification of OLIVE TREE MULTIFAMILY HOLDINGS LLC Appl. for Auth. filed with Secy. of State of NY (SSNY) on 11/19/18. Office location: NY County. LLC formed in Delaware (DE) on 05/02/17. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to c/o Corporation Service Co., 80 State St., Albany, NY 12207-2543. DE addr. of LLC: 251 Little Falls Dr., Wilmington, DE 19808. Cert. of Form. filed with DE Secy. of State, John G. Townsend Bldg., 401 Federal St., Ste. 4, Dover, DE 19901. Purpose: Any lawful activity.

Notice of Qualification of KK-RR FINCO, LLC Appl. for Auth. filed with Secy. of State of NY (SSNY) on 11/01/18. Office location: NY County. LLC formed in Delaware (DE) on 10/29/18. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co., 80 State St., Albany, NY 12207. DE addr. of LLC: 251 Little Falls Dr., Wilmington, DE 19808. Cert. of Form. filed with DE Secy. of State, Div. of Corps., John G. Townsend Bldg., 401 Federal St., Dover, DE 19901. Purpose: Any lawful activity.

Notice of Formation of NORTHGATE PRESERVATION GP, LLC Arts. of Org. filed with Secy. of State of NY (SSNY) on 11/13/18. Office location: NY County. Princ. office of LLC: 60 Columbus Circle, NY, NY 10023. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co., 80 State St., Albany, NY 12207-2543. Purpose: Any lawful activity.

JOSEPH SERINO LIMITED LIABILITY COMPANY Art. Of Org. Filed Sec. of State of NY 10/29/2018. Off. Loc. : New York Co. United States Corporation Agents, Inc. designated as agent upon whom process against it may be served. SSNY to mail copy of process to The LLC, 7014 13th Avenue, Suite 202, Brooklyn, NY 11228. Purpose: Any lawful act or activity.

Notice of Formation of NAVONA GROUP LLC Arts. of Org. filed with Secy. of State of NY (SSNY) on 11/20/18. Office location: NY County. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to c/o John V. Vincenti, Vincenti & Vincenti, P.C., 61 Broadway, Ste. 1310, NY, NY 10006. Purpose: Any lawful activity.

83-87 AUDUBON AVENUE, LLC. Arts. of Org. filed with the SSNY on 01/03/11. Latest date to dissolve: 12/31/2081. Office: New York County. SSNY designated as agent of the LLC upon whom process against it may be served. SSNY shall mail copy of process to the LLC, 31-10 37th Avenue, Suite 500, Long Island City, NY 11101. Purpose: Any lawful purpose.

NOTICE OF FORMATION of JOSHUA Z. TAL, PHD, PSYCHOLOGIST, PLLC. Arts. of Org. filed with Secy of State of NY (SSNY) on 9/18/18. Office location: NY County. SSNY designated agent upon whom process may be served and shall mail copy of process against PLLC to 26-14 12th St, #2F, Astoria, NY 11102. Purpose: any lawful act.

Notice of Formation of CAMPBELL TERRACE PRESERVATION GP, LLC Arts. of Org. filed with Secy. of State of NY (SSNY) on 11/30/18. Office location: NY County. Princ. office of LLC: 60 Columbus Circle, NY, NY 10023. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co., 80 State St., Albany, NY 12207-2543. Purpose: Any lawful activity.

Notice of Formation of ROCKAWAY SOUTH DEVELOPER, LLC Arts. of Org. filed with Secy. of State of NY (SSNY) on 11/13/18. Office location: NY County. Princ. office of LLC: 60 Columbus Circle, NY, NY 10023. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co., 80 State St., Albany, NY 12207-2543. Purpose: Any lawful activity.

Notice of Qualification of OLIVE TREE ASSET MANAGEMENT LLC Appl. for Auth. filed with Secy. of State of NY (SSNY) on 11/19/18. Office location: NY County. LLC formed in Delaware (DE) on 08/04/17. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to c/o Corporation Service Co., 80 State St., Albany, NY 12207-2543. DE addr. of LLC: 251 Little Falls Dr., Wilmington, DE 19808. Cert. of Form. filed with DE Secy. of State, John G. Townsend Bldg., 401 Federal St., Ste. 4, Dover, DE 19901. Purpose: Any lawful activity.

Notice of Qualification of PRESIDENT STREET GLOBAL LLC Appl. for Auth. filed with Secy. of State of NY (SSNY) on 10/18/18. Office location: NY County. LLC formed in Delaware (DE) on 10/12/18. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to c/o Corporation Service Co. (CSC), 80 State St., Albany, NY 12207-2543. DE addr. of LLC: c/o CSC, 251 Little Falls Dr., Wilmington, DE 19808. Cert. of Form. filed with Jeffrey W. Bullock, Div. of Corps., John G. Townsend Bldg., 401 Federal St., Ste. 4, Dover, DE 19901. Purpose: Any lawful activity.

SPICE BROTHERS, LLC, Arts. of Org. filed with SSNY on 11/28/2018. Office loc: NY County. SSNY has been designated as agent upon whom process against the LLC may be served. SSNY shall mail process to: Emmanuel Jaegle, 55 East 59th St, Ste 15A, NY, NY 10022. Purpose: Any Lawful Purpose.

Notice of Formation of CAMPBELL TERRACE DEVELOPER, LLC Arts. of Org. filed with Secy. of State of NY (SSNY) on 11/30/18. Office location: NY County. Princ. office of LLC: 60 Columbus Circle, NY, NY 10023. SSNY designated as agent of LLC upon whom process against it may be served. SSNY shall mail process to Corporation Service Co., 80 State St., Albany, NY 12207-2543. Purpose: Any lawful activity.

POSITION AVAILABLE

Fixed Income Operations Analyst (AllianceBernstein L.P. - New York, NY) Collect, load & process finan data while prfrm'g quant studies & produc'g reports in post-invtmnt portfolio analytics. F/T. Reqs Bach's dgr (or frgn equiv) in Comp Sci, Comp Engin'g or rel fld & 3 yrs exp in job ofrdr or w/ data mgmt & analysis. All stated exp must incl: wrk'g w/ lrg data sets; SQL incl writ'g statements to analyze data; functns in MS Excel incl VLOOKUP & pivot tables; & global capital mkts & various finan instruments incl valuatr of equity, fxd income & alt security types. Resumes: J. Alvia, AllianceBernstein L.P., 1345 Ave of the Americas, New York, NY 10105. Job ID: FIO-KJE.

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PUBLIC & LEGAL NOTICES

NOTICE OF FORMATION OF Five Iron Golf Philadelphia LLC. Articles of Organization filed with the Secretary of State of NY (SSNY) on August 8, 2018. Office Location: NEW YORK County. SSNY has been designated as agent upon whom process against it may be served. The Post Office address to which the SSNY shall mail a copy of any process against the LLC served upon him/her is 155 E. 49 St, Apt 6B, New York, NY 10017. The principal business address of the LLC is: 138 Fifth Ave, 4th Floor, New York, NY 10011. Purpose: any lawful act or activity

NOTICE OF QUAL. of S3 RE Ryer Ave Funding LLC. Auth. filed Sec'y of State (SSNY) 9/25/18. Off. Loc: NY Co. LLC org. in DE 8/3/18. SSNY desig. as agent of LLC upon whom proc. against it may be served. SSNY shall mail copy of proc. to c/o Spruce Capital Partners, 444 Madison Ave, Flr 41, New York, NY 10022. DE off. Addr.: 160 Greentree Dr., Ste 101, Dover, DE 19904. Cert of Form. on file: SSDE, Townsend Bldg., Dover, DE 19901. Purpose: any lawful activity.

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ADVERTISING/PR/MARKETING

The Brand Guild

Sarah Lawson joins The Brand Guild as its Director of Strategy. In her new role, Lawson will work with the agency's teams on overall strategy across brand partners and will spearhead the new NYC office. Lawson joins the Brand Guild from Fast Company.



FINANCIAL SERVICES

Even Financial

Nadine Murray has joined Even, the leading search, comparison and recommendation engine for financial services. She was previously at J.P. Morgan Chase, where she served as VP and led digital marketing and acquisition programs for the consumer bank.



LEGAL SERVICES

Hodgson Russ

Hodgson Russ attorney **Nathaniel W. Lucek** was recently named Secretary General of the Belgian-American Chamber of Commerce.



LEGAL SERVICES

Hodgson Russ

Mila Buckner has recently joined the law firm of Hodgson Russ as an Associate. Mila focuses her practice on assisting clients with issues involving environmental law. Prior to Hodgson Russ, Mila was an attorney with a firm in San Francisco.



CONSTRUCTION MANAGEMENT

Aurora Contractors, Inc.

Frank Vero, Jr. was promoted to Chief Executive Officer of Aurora Contractors, Inc. He currently directs all operations at Aurora, overseeing projects from estimating to completion. His primary focus is to create long term relationships with our clients, provide exceptional customer service, and to service with character, professionalism, honesty, and fairness. Frank will continue to work closely with executive leadership teams regarding all ongoing education and impart leadership to employees.



HEALTH CARE

The New Jewish Home

Ed Wu, M.D., M.S., MBA joins The New Jewish Home, a comprehensive health care system serving older New Yorkers since 1848, as Chief Medical Officer. An internal medicine physician and a forward-thinking executive known for his integration of technology and analytics to advance patient care, Dr. Wu will direct the delivery of care for the 10,000 clients Jewish Home serves annually. Dr. Wu previously served as CMO of Spring Health, a platform that uses leading technology to improve mental health.



HEALTH CARE

The New Jewish Home

Anne Meara, R.N., MBA joins The New Jewish Home, a comprehensive health care system serving older New Yorkers since 1848, as SVP of Business Development. With more than 25 years of experience in health care operations management and development, Anne will be responsible for establishing innovative partnerships and exploring progressive models to enhance client services. Prior to joining The New Jewish Home, Anne was VP of Care Management at NYU Langone Health System.



REAL ESTATE

BEB Capital

Donna Gehrlich joined BEB Capital in December 2014 as a Paralegal. Donna's primary focus is working to improve the efficiency of the Operations team which includes researching and instituting forward looking software and policies. Donna also manages and coordinates investor opportunities and acts as a liaison to our investors and the executive team. Donna holds a Juris Doctor degree from Albany Law School.



CONSTRUCTION MANAGEMENT

Structure Tone

Terry Robbins has been promoted to Structure Tone's Senior Vice President and Chief Information Officer. As VP of IT since 2006, Robbins has centralized the company's IT management and been instrumental in implementing new technologies.



NON-PROFIT

Children's Museum of Manhattan

Jane McIntosh has been selected by the Children's Museum of Manhattan as Chief Advancement Officer. She will lead Development, Communications, PR and Marketing as the museum prepares for its move to 361 Central Park West.consumer bank.



CONSTRUCTION MANAGEMENT

Structure Tone

Bill Sharp has been promoted to Senior Vice President, Risk Management at Structure Tone. Under Sharp's leadership, STO's risk management has been centralized and enhanced as the firm incorporated new technologies and improved processes.



BEAUTY & HAIRCARE

DevaCurl

Robert Schaeffler has been appointed CEO at DevaCurl, the industry leader in curly hair. Schaeffler will focus on accelerating DevaCurl's growth and continuing to build awareness among consumers and stylists.



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CRAIN'S

NEW YORK BUSINESS

ABC Company

ABC Company, a New York City based technology firm, proudly announces that Jennifer Smith has been promoted to Chief Technology Officer. She previously held the position of Vice President, Technology.

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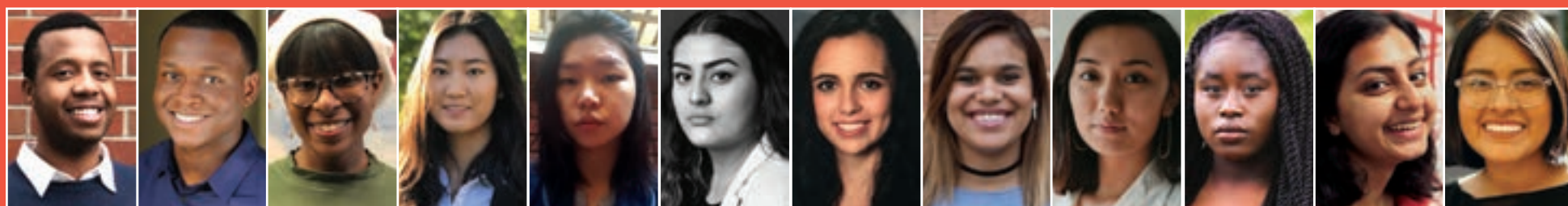
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