

## 2020 Ones to Watch



**Anthony DeCapua**  
Partner  
Forchelli Deegan Terrana LLP

**Which project, deal, or transaction was the “game-changer” in the advancement of your career?**

U.S. Border Fence Replacement Calexico California—I was retained by the general contractor to negotiate a descope and termination for convenience agreement with the main subcontractor in order to get the project back on track and completed on time. This was a high-profile project monitored by the White House. The general contractor was facing a potential default and termination by the government due to perceived completion delays and disputes with the subcontractor. Over the course of six months, I prevented the government from calling in a default, successfully negotiated and closed a walkaway agreement with the subcontractor and assisted the client in getting the project completed on time pursuant to its contract with the government. In the end, I found myself in the role of both advocate and mediator and was able to help the parties find common ground that allowed the project to be built and nullify the need for litigation.



**Steven Kachanian**  
Managing Principal  
Klosed Properties

**Which project, deal, or transaction was the “game-changer” in the advancement of your career?**

My first real estate acquisition was certainly a turning point in my career. The space was a vacant retail condo with a fully built out bar located at 302 Broome St in New York. I negotiated the price from \$2,800,000 down to \$1,800,000 because my offer had no due diligence, 20% hard deposit and 30 days close all of which were extremely appealing to the seller. Up until that moment I was brokering small deals to friends and family and getting paid peanuts. When this opportunity presented itself, I went to my main buyer and told him that if he wanted the property, he “had” to let me come in as a 5% equity owner. Luckily, he agreed. We soon leased the space to a strong operator for \$18,500/mo. and refinanced the property shortly thereafter. I never brokered a deal again in my life, started focusing only on acquisitions and today own more than 30 assets with that same partner.

**What social media platform do you use the most professionally?**  
Linkedin and Instagram.



**Anazette Ray**  
Associate  
Zetlin & De Chiara LLP

**Which project, deal, or transaction was the “game-changer” in the advancement of your career?**

For me there has not been one big “game-changer.” Instead, it has been a series of steps along the way. I think people need to stop looking for that one big thing, and need to look at all the small achievements that build up over time and that have led them to where they are.

**What can our political leaders do to increase equality in the workplace?**

Our political leaders should institute better family leave policies/laws. Women should not be penalized for staying home to care for children, and neither should men. When we start thinking of it as acceptable for men to take time off from their jobs to care for small children, we will start seeing more women staying in the workplace and advancing to higher positions. I am fortunate to work for Zetlin & De Chiara, which has implemented these type of policies. We have had both male and female attorneys work from home, which permits both sexes to attend to familial responsibilities.

**Who or what inspires you?**

My children, as I aspire to inspire them.



**Richard Kalinowski**  
Associate  
Zetlin & De Chiara LLP

**Which project, deal, or transaction was the “game-changer” in the advancement of your career?**

The Central Artery/Tunnel Project, also known as “The Big Dig,” in Boston. While an undergraduate in engineering, I was an intern for a firm that had worked on a portion of the design. While discussing claims that arose alleging issues with the design, I realized that much of the meeting was spent with the engineers reading plans for the attorneys and the attorneys explaining the legal process to the engineers. At that moment, the idea to combine both professions was planted in my head. Thankfully, I found Zetlin & De Chiara, a firm that specializes in that combination.

**What do you like most about your job?**

The “gray area.” Many professions are either focused on structure or focused on creativity. For me, the legal profession, especially litigation, is the perfect complement of both. While the law and the legal system create a structured framework, each client, project, or case bring unique facts, which offer the opportunity to be creative. That creative area, melding individual facts to the relative law is what I call the “gray area,” and why I believe is the most fun and exciting part of my job.



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