

New York Power Women 2014

We're back with our **second** installment of **NY Power Women**. We'll continue this special series through Tuesday. (Or until these women tell us to stop. That's the **definition of power**.)



Jennifer McCool **Chief Legal Officer, Related**

Large, complex acquisition and development deals are no match for Jennifer, who was **recently promoted** to CLO. Among her duties: focusing on the firm's **\$825M opportunity fund**, which has been nearly 90% invested, including in complicated assets Related seeks to acquire and turn around like Boston's **Lovejoy Wharf** and NYC's **One Madison** (a failed condo project in bankruptcy where resi units are now selling at record prices). The latter made her confident in chasing the Chicago Spire, a foreclosure through Irish-Anglo Bank. Her advice: **Always bring your A-game** and keep an eye on the details. "There's no replacement for hard work and hustle," she says. Jennifer's a **fitness buff** who ran her first triathlon last year and also is a wine connoisseur (preferring a good **Napa red**).



Charlotte Matthews
VP of Sustainability, Related

Related's global sustainability chief keeps the massive **Hudson Yards** project cutting edge on resource management. Charlotte has overseen such **innovations** as connecting the utilities of the first five buildings (6.5M SF of mixed-use, office, retail, and residential), **on-site power** generation for backup, and chutes to a central terminal for organic waste, recyclables, and trash. When she graduated from college in '99 with **environmental science** and architecture cred, real estate had no real sustainability mindset. Since then, she's managed sustainability efforts on projects as significant as the **World Trade Center Memorial**. Charlotte teaches real estate at Columbia and lends expertise to the Real Estate Roundtable, REBNY, Institute for Market Transformation, and NYC task forces like Green Codes and Building Resiliency. Her advice: Listen well, and if you have a contrary opinion, **speak up**.