



women in real estate 2010

FEINBERG IS MAJORITY PARTNER OF FIRM, WHICH IS A CERTIFIED WOMEN'S BUSINESS ENTERPRISE

Feinberg of JFK&M Consulting is an entrepreneur, a professional engineer, and is LEED AP accredited

cf Cindy FeinbergJFK&M
Consulting
Group, LLC

A successful professional engineer, a LEED Accredited Professional and an entrepreneur, Cindy Feinberg, is a uniquely qualified engineer who literally grew up in an engineering environment. Her father was a founding principal of a major engineering firm and his friends and colleagues, who later became her business partners, were his engineering associates.

Feinberg began her career at Jaros Baum & Bolles Consulting Engineers, another major industry firm. While there, she had the opportunity to learn, grow, and develop not only a distinctive portfolio of work but also a fairly diversified one including commercial, cultural, educational, healthcare and mission critical projects. Some of those significant projects included the World Trade Center Memorial and the WTC Memorial Museum, Paulus Hook Ferry Terminal, the SUNY Stony Brook Bio-Technology building and the Gehry-designed Beekman Tower, a 1.1 million s/f high rise mixed-use facility.

It was just a natural next step to join together with some of the top

talent in the engineering industry to form their own engineering firm. Jacob Feinberg Katz & Michaeli

As the majority partner of the firm, Feinberg works with her partners to align and implement the resources of the JFK&M team to meet and exceed client expectations.

Consulting Group, LLC, began just three years ago with Feinberg as the lead to become a certified Women's Business Enterprise.

Since that time, the firm has completed and/or secured prestigious projects for Cooper Union, CUNY-Baruch, DASNY, Dow Jones & Company, GSA, HIP, Kings County Hospital, Liz Claiborne, Mind-Builders Creative Arts Center (LEED), Mizuho Corporation, Nassau University Medical Center, New York University, NYC Office of Management & Budget, The Morgan Library and Museum, Shearman & Sterling LLP, and the Visiting Nurse Service of New York.

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She maintains a strong market-

place presence by her participation in industry organizations including: AIA, AREW, American Council of Engineering Companies (ACEC), CoreNet, NYBC, PWC, and WBC. She is also the recipient of a number of industry awards (Top 20 Women in Residential Real Estate, September 2009; Women Builder's Council's Outstanding Women in the Building Industry 2009; PWC Women of Achievement 2010) and a supporter of many industry related charities.

What obstacles have you overcome to get where you are today?

pa Pauline Anderson BrownFidelity
National Title
Insurance Co.

What obstacles have you overcome to get where you are today?

I have limped along for several years just doing marginal deals (primarily residential) because I felt that many of the large law firms and developers were afraid to take a chance with giving me their deal...after all they did not know me (an African-American woman...two unknown factors at the time in title insurance sales) and although I have thought about quitting on many occasions, I knew I could not, I just needed to learn some lessons about my industry. Ten years later I am still here. I have had doors closed in my face, I have had my business card given back to me and even had a situation when I had called to make the appointment, the attorney who invited me to stop by the office came out and was surprised that I was a black female and told me that he was sorry but he thought I was white (actually said that) and said he did not have anytime to talk with me now...turning to walk away, I was reminded of something my mother always said, "weeping may endure for a night, but joy comes in the morning," and I knew tomorrow was a new day...and I would try again.

My footing is a lot more firm and although I still experience some levels of unfair treatment, I am much more confident that I made the right decision to stay in the game. Today, in addition to providing title insurance for commercial transactions I have worked at creating a niche in doing title searches for those involved in affordable housing and multifamily dwellings where staying connected and providing exceptional service to my clients is paramount to survival.

APPLAUSE

We

salute

Melissa Libner

for her passionate leadership,

and dedication to the community,

as she is recognized by

The New York Real Estate Journal

Demanding Quality. Delivering Value.