



## A&E Industry Market Outlook Survey Results Released

As a joint effort, Grassi & Co. and Zetlin & De Chiara LLP conducted a survey of architecture and engineering executives to collect information regarding current market dynamics and trends and to then provide the results as a market intelligence tool and resource to those in the industry.

The survey results were released at "The A&E Market Outlook Briefing: Planning for 2013 and Beyond" on April 2 at the Center for Architecture, an event co-hosted by Grassi & Co. and Zetlin & De Chiara LLP, where a panel of industry executives shared perspectives on the current and future state of the A&E market. They discussed various topics addressed in the survey including, financial considerations such as containing costs and improving collections, diversification of service offerings, M&A activity and expansion of geographical reach, implementation of technologies such as BIM, human resources issues and ownership transition.

The panel was moderated by Jay Simson, President of ACEC New York, and included two engineering and two architectural firms:

- Capital Markets - Cia Buckley, Chief Investment Officer/Partner, Dune Real Estate Partners

- Real Estate - Anthony Malkin, President, Malkin Holdings
- Education and Technology - Cathy S. Dove, Vice President, Cornell NYC Tech.

## **About Grassi & Co.**

Grassi & Co. is a premier professional service organization specializing in accounting, audit, tax, technology, business advisory, forensic, litigation support and valuation services. With offices in Long Island and Manhattan, the firm has a dominant presence in the NY Metro Area. Grassi & Co. has been ranked among the top 100 Largest Firms in the U.S. by both INSIDE Public Accounting and Accounting Today and the 23rd largest firm in the New York Metropolitan area by Crain's New York Business and is a leader in servicing A&E firms in the NY Metro Area.

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