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ICSC New York NOVEMBER 24



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Westbridge secures four sales totaling \$16.05 million; Includes \$9.6 million sale by Traub [cre.nyrej.com/?p=5669](http://cre.nyrej.com/?p=5669)

Rombough and Zazzara of The Icon Cos. complete \$3.1 million sale; 231-235 Walton Street sold to Bruns of JF Real Estate [cre.nyrej.com/?p=4367](http://cre.nyrej.com/?p=4367)

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## Executive of the Month

CELEBRATING 30TH YEAR IN BUSINESS; DEMONSTRATES KEEN BUSINESS SENSE AND FORWARD THINKING

# Lilker, founder and president of Lilker Associates Consulting Engineers: An engineer with a vision

**Bruce Lilker**



**NEW YORK, NY** Demonstrating keen business sense and forward thinking, Bruce Lilker, P.E., has created a thriving engineering firm with staying power in New York City. Celebrating 30 years in business, Lilker and his eponymous company have contributed much to the city's built environment and the building systems that run it. Founded as a mechanical, electrical and plumbing design firm, Lilker Associates Consulting Engineers has expanded its capabilities to include technology, lighting design and energy services, with offices in Manhattan, on Long Island and in the Washington, D.C. area. The firm today has two wholly owned subsidiaries: Technology

Solutions Group and Lilker EMO Energy Solutions.

Lilker, a mechanical engineer with degrees from Cooper Union and the Bernard Baruch College of Business, has consistently focused on both business operations and technical excellence. Early in his career, he was recognized by Cooper Union as an Achiever under 40. "I believe that success comes from continuous growth and diversification, getting the right talent on board and giving our clients exceptional service," said Lilker. "I've never been afraid to take risks and enter into new areas full throttle to develop a presence."

With a sixth sense about the New York construction market, an MBA in hand, and a solid technical background honed in his first job at Syska & Hennessy, Lilker struck out on his own in 1985. "I developed a business plan which projected that if I could bill just \$10,000 per month, I could make a go of it," Lilker said.

Recognizing opportunities and diving in have served Lilker well. His firm plays in the space occupied by some of the most prestigious owners, successful construction companies and renowned designers. In the age of the mega-firm, in which several large engineering companies hold coveted spots on the Fortune 500 list, Lilker has managed to thrive in a sweet spot—large enough and with world-class expertise to handle some



The Lilker team kicks off its 30<sup>th</sup> year.

of the most impressive projects in the country, while always maintaining a personal touch and collegial environment. Excellent employees stay on, real friendships develop, and working partnerships emerge.

A far cry from his days as a one-man operation, Lilker's growing, 120-member organization now has a management team consisting of principals spanning several generations, associates, and project managers supported by professional engineers, lighting architects, technology specialists, LEED consultants, energy experts and more. Lilker's national portfolio includes every building sector, from schools, hospitals, religious and cultural institutions to hotels, restaurants, commercial and residential facilities. Respected for their technical expertise and years of experience, Lilker and his team are often called upon for highly complex projects and peer reviews.

"One thing I have learned: Know what you don't know, and surround yourself with people who do know," said Lilker.

The firm has both long-standing clients, including Citigroup, North Shore LIJ Hospital System, the School Construction Authority and Bank Leumi, and a steady stream of new clients and projects. Among the latest: ultra-trendy Zuma restaurant in midtown, the Beekman Hotel and Residences downtown, Spotify and Vice Media's offices and film studio in Brooklyn. Corporate office projects, hundreds of thousands of square feet each, include the new headquarters for L'Oreal, Boston Consulting Group, Nike and WPP Advertising's JWT, Ogilvy and Group M divisions.

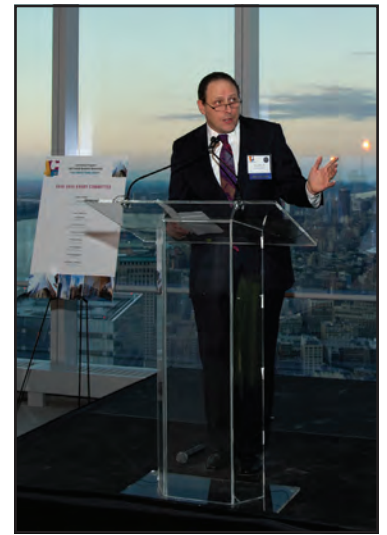
Studying the trends and keeping a beat on lifestyle, culture and the ever-changing social media environment, Lilker has sought and developed a client base with projects

that offer newness and challenge to his staff. "We love to go after innovative, high-concept projects that are in uncharted territory. Being fully engaged—finding creative solutions to cutting edge problems—motivates and retains our talented professionals," said Lilker. "That's what engineering is about."

Lilker's push to expand the firm's capabilities began in the late 90s with the addition of the Technology Solutions Group (TSG), a move that capitalized on clients' need to keep up with rapidly changing cabling, A/V and security technologies.

Next came the Green Building revolution. Lilker responded not only with LEED-accredited professionals, but went a step further, acquiring a distinguished energy consulting firm in Falls Church, VA and adding energy auditing, modeling, commissioning and retro-commissioning to the services offered. The purchase also expanded Lilker's engineering services presence in the Washington, D.C. area. Notes Lilker, "Our clients are nationwide, and we're always looking for growth outside of New York." Most recently, the firm integrated architectural lighting expertise, a growing and increasingly complex discipline, with the establishment of the Lilker Lighting Group (LLG).

If there is an overarching theme to Bruce's experience, it's that people matter most. He is the proud patriarch of his own large clan as well as his corporate family, devoted to his wife of 36 years, Sandy, their four children and an "undisclosed number" of grandchildren. A man of his word, Lilker recalls a dilemma when he was starting out. Vowing never to miss a payroll—a promise he has proudly kept for the 30 years—he insisted on stopping at the office when his wife went into labor with their last child to sign the paychecks. "Fortunately," he said. "I made it back



Shown is Lilker chairing an ACE cocktail reception at 4 WTC.

to the hospital in time."

Giving back is in Lilker's DNA. He holds many leadership positions in professional organizations and non-profits. He is on the board of directors of the ACE Mentor Program of Greater New York, the Leadership Committee of the YMCA of Greater New York, a member and former board member of the American Council of Engineering Companies of New York, Board Advisor for Touro College and Lander College for Men, and a past honoree and active member of Israel Bonds. Also involved in many local school and religious activities, he is a self-described "equal opportunity supporter" of many charities.

Looking at the big picture, Lilker considers his major challenge "keeping everyone happy," including his wide circle of clients, colleagues, associates, family and friends. On his wall still hangs the shriveled paper from a fortune cookie he opened in 1984, shortly before going out on his own. Its prescient message: "Your abilities to juggle many tasks will take you far."



Shown (from left) are: Sandy and Bruce Lilker.