

RON KOENIGSBERG

President and Founder, American Investment Properties



Ron Koenigsberg's passion for real estate grew out of the childhood experience of watching his father survey buildings and construction sites.

"Helping people like my father find the perfect property to call their own eventually became my ultimate dream," he said. The path to that dream began in the fiercely competitive New York business world. Armed with a bachelor's in Accounting from American University's Kogod Business School, Koenigsberg joined Arthur Andersen in the late 1980s when it was one of the "Big 5" accounting firms. There, he proved his talent for meeting the rigorous demands of a numbers-oriented environment and gained valuable insight into the tax and financial aspects of real estate.

Koenigsberg went on to earn a master's degree in Real Estate and Development from New York University's Real Estate Institute. He then started working in the New York office of Japanese insurance giant Chiyoda Life as head of its real estate acquisition department. Entrusted with an annual budget of \$360 million, he demonstrated his aptitude for large-scale capital management and deepened his financial expertise.

While at Chiyoda, Koenigsberg embraced the chance to learn from his exposure to top executives from industry-leading real estate investment firms. His next move, to a position as senior vice president of a Long Island-based commercial brokerage firm, enabled him to

apply the knowledge he'd gained at Chiyoda to the unique opportunities and challenges of the Long Island market. There, he achieved his proudest accomplishment to date: founding one of the fastest-growing commercial real estate firms in Long Island: American Investment Properties.

He believes, "The key to building long-term relationships is to ensure that your knowledge, integrity and service surpass your clients' expectations," noting, "I'm a true believer in going the extra mile for my clients. I've gotten down on my hands and knees at 5 a.m. to measure a building, so my client would have exactly what he needed when he needed it. That's what commitment to your client's success is all about."

Koenigsberg still recalls back in 1973 when his father told him that he was going to meet a "very important real estate man" and should pay close attention to everything he said. "That night I met Vincent Polimeni. I listened to my father and paid attention to everything Polimeni told me all through my life. My father partnered with Polimeni to raise investment capital for many real estate deals."

Polimeni was a powerful influence on Koenigsberg, who was inspired by "his keen understanding of commercial real estate, his drive and his unmatched work ethics."

Koenigsberg has two young boys, Drew and Chase, and he believes, "There is no greater responsibility. They inspire me to work harder every day."

DONNA LILLIE

Senior Vice President, Director of Product Development, Dime Community Bank, Vice President of Communications, Suffolk County Council of Boy Scouts (Volunteer)



Donna Lillie is a seasoned, client-centric banking professional with diverse experience in business development, marketing, customer experience and team building. She has a reputation of being very proactive and organized with strong execution and collaboration skills.

She joined the Dime Community Bank team in 2018 and holds the position of senior vice president, director of product development. As a member of the marketing team, Lillie has been instrumental in the rebranding of the bank, aligning and expanding product offerings and supporting the PPP loan program while enhancing customer communications and experience.

She started her banking career as a teller right out of high school, and realized the impact that bankers have on their customers' lives. Lillie explains, "A dedicated banker can help people achieve their financial goals of home ownership, starting a business, retirement planning and insuring the financial independence of their loved ones."

But while helping others through her professional career is a priority for her, she is also active in her community. Lillie has been a volunteer member of the Suffolk County Council of Boy Scouts Executive Board since 2017, where she's held several positions. Despite the challenges presented by COVID-19, in 2020 Lillie successfully chaired the Andrew McMorris Memorial Walkathon, which raised funds to complete the construction of McMorris Lodge at Baiting Hollow Scout Camp in

memory of Andrew McMorris, a young Scout who was killed by a drunk driver while hiking.

In March 2022 Lillie coordinated Andrew's Top Gun Run, which raised funds for "Scouterships" to provide resources for all youth to participate in Scouts and Scholarships. Lillie has long been an advocate of Scouts and appreciates the positive influence the program has on today's youth, especially given the challenges associated with social media and COVID-19.

When it comes to leadership, she believes that the "why" is key to being a successful leader. Lillie explains, "Whether I am working with my team at the bank, my fellow volunteers at Scouts or spending time with my family, the 'why' is what's most important. Understanding why you are doing something gives everyone a clear understanding of your collective goal, allows for successful planning and ensures we are all pulling on the same end of the rope."

A strong believer in "transparent communication" she maintains that "The only way to learn and grow is to ask questions and ensure you understand the why of what you are doing."

Lillie received her Bachelor of Science degree from Adelphi University and a Masters of Business Administration degree from St. John's University. She and her husband, James, have three children, all of whom have been active in Scouts and travel.