

BANKER & TRADESMAN

Women of **FIRE** FINANCE | INSURANCE REAL ESTATE

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A BANKER & TRADESMAN SPECIAL SECTION

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TRAILBLAZERS, LEADERS, VISIONARIES



Women Of FIRE: Seated (from left): Andree Daskafakis, Amy Tierce, Robin Assaf, Jennifer Pinck. Standing (from left): Joan Parsons, Barbara Boylan, Carol Bulman, Kathleen Condon, Hope Aldrich, M. Susan Elliott, Amanda Strong. Missing From Photo: Mary Lentz, Pamela Goodman.

Women of FIRE profiles:

- 2 Hope Aldrich**
Eastern Insurance Group
- 3 Robin Assaf**
Boston Private Bank & Trust
- 5 Barbara Boylan**
Skanska USA
- 6 Carol Bulman**
Jack Corway & Co.
- 7 Kathleen E. Condon**
MLS Property Information Network
- 8 Andree Daskafakis**
Massachusetts Housing Investment Corporation
- 9 M. Susan Elliott**
Federal Home Loan Bank Of Boston

- Women of*
FIRE
FINANCE | INSURANCE | REAL ESTATE
- 11 Pam Goodman**
Beacon Communities
 - 11 Mary Lentz**
McCall & Almy
 - 12 Joan F. Parsons**
Riener & Braunstein
 - 13 Jennifer Pinck**
Pinck & Co.
 - 15 Amanda Strong**
Colony Realty Partners
 - 15 Amy Tierce**
Fairway Independent Mortgage

Several months ago, Banker & Tradesman asked its readers to nominate deserving women in the Finance, Insurance and Real Estate sectors for our Women of FIRE awards.

From more than 100 nominations, our judges chose 13 women who have showed substantial success in their field, who have demonstrated a commitment to professional and personal growth, and whose work has enriched or advanced their field of endeavor.

As women, many of them have faced unique personal and professional challenges. Several started out in clerical positions traditionally assigned to women, while others broke through gender barriers in male-dominated industries. And for those with children, balancing work and family life is an ongoing juggling performance with no intermissions.

We invite you to read their stories, to share their inspirations and to celebrate their accomplishments. Congratulations, Women Of FIRE.

Jennifer Pinck

PINCK & CO.

BY NORA LOCKWOOD TODHER
BANKER & TRADESMAN STAFF WRITER

Jennifer Pinck started her career from the ground up – literally.

In the late 1970s, after studying classics at UMass Amherst, she broke into the male-dominated construction industry as a commercial painter. After landing a job as a field engineer for George B.H. Macomber Co., she did “line and grade” work on 40 floors of the Devonshire Apartments in Boston, the tallest cast-in-place building in New England.

In 1986, after Pinck acquired her Boston ABC building license – the first woman to do so – she was promoted to construction superintendent.

There was little attempt at the time to disguise male animosity toward the few women working in construction.

“It was brutal,” Pinck recalled. “On many occasions, I was totally ostracized.”

But Pinck was determined to learn as much about the industry as she could and gain on-the-job experience.

“I had two things – thick skin and round shoulders. I just let it roll off,” she said.

Pinck also had a “good role model,” she said. Her mother, Joan Pinck, had a successful career as an educator, assistant secretary of education for Gov. Michael Dukakis and healthcare consultant.

In 1988, after earning an MBA from Simmons College, Pinck went to work for the Massachusetts Water Resources Authority on the Boston Harbor project. The experience not only honed her



JENNIFER PINCK

“Jennifer has an uncanny capacity to very quickly understand the issues – and then come up with a solution that is ‘win-win.’”

– Emilie Marks



professional project management skills, Pinck said, but also gave her a first-hand view of the economic effects of infrastructure investments, especially those with environmental benefits.

In 1992, Pinck was named mitigation manager for the Big Dig, managing the interface between the impacted communities and the project.

A Firm Of Her Own

Pinck managed the interface between the impacted communities and the project. With a staff of 23 urban planners, architects, and community liaisons, she designed and implemented programs to take into account city and neighborhood concerns. She worked closely with the Artery Business Committee on major initiatives, including emergency planning related to the downtown utility relocation effort.

In 1998, Pinck founded her own firm, Pinck & Co. The 13-employee company focuses on owner/project management, overseeing all aspects of commercial construction – from planning and design to construction and regulatory relations.

With an emphasis on the nonprofit, institutional and public sector, Roxbury-based Pinck & Co. has managed projects for some of the region's premier organizations, including: City Year's headquarters and Boston office; Third Sector New

England's Nonprofit Center; National Consumer Law Center's offices; Beth Israel Deaconess Hospital's Needham campus expansion; The Fay School's master plan implementation; and Boston Collegiate Charter School's new middle school.

In addition, the firm has been project manager for thousands of affordable housing units for numerous local, nonprofit developers.

A pioneer in sustainable development, Pinck & Co. is currently engaged in the \$115 million redevelopment of the Castle Square apartments in Boston's South End. A partnership between resident-owners and Winn Development, the project will reduce energy usage by 72 percent.

Emilie Marks, Pinck & Co.'s head of business development and marketing, described Pinck as “multidimensional,” citing her ability to combine her professional experience with a personal approach to solving problems.

“Jennifer has an uncanny capacity to very quickly understand the issues – and then come up with a solution that is ‘win-win,’” Marks said.

Pinck is a committed contributor to numerous civic and philanthropic endeavors, and a frequent speaker and mentor at local schools and universities.

“You will not find a greater unsung hero who has worked as smart, as long and as tirelessly to not only build better buildings, but also to create healthy communities and a better environment for all,” Marks said. ■

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From all of us at Pinck & Co.

Congratulations to
Jennifer Pinck, one of the



617.445.3555

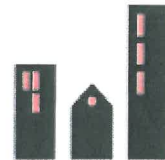
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