

TRI-STATE REAL ESTATE

FROM RESIDENTIAL TO RETAIL

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FATHER-TO-DAUGHTER FIRM

ACC Construction

Al & Michele



Never assume. These two words represent the most important business lesson Michele says she ever learned from her father, Al Medaglia, founder of ACC Construction. “Essentially, my father was telling me that I should always be very clear about what is expected from our clients,” explains Michele, ACC’s current President. “And, that I should relentlessly follow-up to ensure our clients are happy.”

(Over)



But this is only one of the important lessons Michele, one of two daughters, learned from her father. Working hard was the other. The youngest of nine children, Al came to the United States from Italy “with nothing.” He built his firm from scratch, and then conveyed his hard work ethic to his daughter. “When I was 16 years old, I thought I wanted to be a fashion designer,” Michele recalls. “But when my father asked me to work as a receptionist in his firm for two weeks, I became hooked after only two days.”

“I get my drive and my passion for the business from him.”

-Michele Medaglia

From there, Al ensured that Michele learned everything about the business – starting in the estimating department, then in contracts administration, and then in purchasing. Afterwards, she honed her skills outside the office, becoming a project manager, and then director of business development. In December, 1995, Michele took over the business. “I wanted to take over when my father was still able to provide ‘best practices’ support and advice,” Michele says. “It was the best thing I could have done.”

Since then, ACC Construction has become one of the leading boutique construction firms under Michele’s leadership. Now a certified WBE and WBENC firm, ACC has tripled its number of employees, created a senior management team, and completed work for a “who’s who” of clients including Tiffany & Co., SL Green, Swig Equities, Commerce Bank, Grubb & Ellis, Jones Lang LaSalle and L & L Holdings. Knowing no bounds, the scope of their services covers the corporate, retail, educational, healthcare, hospitality, institutional and residential areas.

“I am very much like my father,” Michele notes. “I get my drive and my passion for the business from him. I also know,” she continues, “that even if I had a brother my father would have made sure that I still would have been given a part of the business. He is completely supportive.”

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