

THE POWER BREAKFAST IS BACK!

# 914 INC.



2018

# WOMEN IN BUSINESS

19 of the county's most impressive female leaders

**+**  
Networking From A-Z

Why Are Nonprofit Mergers on the Rise?

Wister 2019 \$4.99  
westchestermagazine.com



84 >  
0 74851 08734 3



(L to R) Women In Business honorees Taryn Duffy, Jennifer Howard, Roxana Q. Girard

38

## 2018 Women In Business

In this annual feature, we honor 19 powerful Westchester women for their accomplishments as movers and shakers in their respective fields. This year's roster includes high-powered execs, innovative entrepreneurs, and nonprofit and government leaders.

By David Levine, Sarah Longstreth, Stacey Pfeffer, and Kevin Zawacki

58

## How to Stay in Business

Small-business owners have a tough trajectory to success. How do some stay afloat while others sink? Local business owners whose companies have withstood the test of time share their secrets.

By Kevin Zawacki

64

## The Power Breakfast Is Back!

Rise and shine at Westchester's prime breakfast-meeting hotspots. Dining editor Samantha Garbarini and local professionals give the 411 on where to begin the day.

68

## How to Network Like a Pro

Westchester offers countless opportunities and events throughout the year to expand your connections. Expertly navigate the business scene — whether you're a networking newbie or a seasoned vet — with tips from A to Z from local experts.

By Jesse Andreozzi

# Women In



# 19

*Top Executives,  
Entrepreneurs,  
Government, and  
Nonprofit Leaders*

# *Business*



By David Levine, Sarah Longstreth, Stacey Pfeffer, and Kevin Zawacki  
Photography by Stefan Radtke

*Hair : Alexandra Tartaglione of Ashley Lauren Beauty Lounge and Ashley Corsello of Salon POSH  
Makeup : Marianna D'Onofrio of Ashley Lauren Beauty Lounge and Ashley Daniela of De Cara Makeup*

“In my office, the ratio is probably 80 percent women to 20 percent men.... I love to see up-and-coming women succeed in the business.”

ENTREPRENEUR

## ROXANA Q. GIRAND

President & CEO

*Sebastian Capital*

Roxana Q. Girand has a full plate: She is reimagining not one but two of Westchester's most iconic corporate properties. Over the past few years, Girand has been overseeing the re-tenancy of the former Pepsi and IBM campuses, both in Somers.

“Both are going extremely well,” Girand says. She's working to lease the 1.2 million sq. ft. IBM property to a private, STEM-oriented high school and is building a multi-tenant and coworking space with state-of-the-art amenities at the former Pepsi campus.

Girand leads Sebastian Capital, a boutique real estate firm, which she founded in 2001. The firm is a principal in acquisitions, and also serves as a broker, lender, and finance platform for other principals. In addition to tackling big projects like the two in Somers, Sebastian Capital excels in a certain niche: “Representing families from Latin America in their acquisition of US assets and then repositioning those assets into world-class commercial, educational, residential, and retail properties,” she explains. Girand, who was born in New York but raised in Colombia and Spain, speaks English, Spanish, Portuguese, and Italian.

Girand has amassed an impressive portfolio of clients, and her firm currently manages more than 3 million square feet of real estate in Westchester, New York City, and New Jersey. Over the past 12 months, Sebastian Capital has grown its assets under management from \$300 million to more than \$500 million.

Steering the firm is demanding work — Girand has a hand in everything from acquisitions and sales to managing dozens of employees. Still, she finds time to empower other women in the real estate realm.

“In my office, the ratio is probably 80 percent women to 20 percent men,” Girand says. “I love to see up-and-coming women succeed in the business.”

