

Professional Profiles



Joseph Baglio
Partner/COO
Madison Estates/
Mettle Property Group

Name: Joseph Baglio

Title: Partner / COO

Company: Madison Estates / Mettle Property Group

Location: Brooklyn, NY

Birthplace: Brooklyn, NY

Education: Brooklyn College Business major

First job outside of real estate: I started working at a young age because I never wanted to rely on my parents for money. I remember mowing lawns for neighbors with my dad's mower. My first "real job" was working in a stock room for a woman's clothing store. I was 15 years old and lasted a few months because I wanted to prove that I was responsible but knew immediately that I had to be my own boss. At a very young age I purchased two turntables, a mixer, huge speakers and started DJing. This began in my basement and grew into a great source of income for me throughout college. I saved enough money to purchase my first spec property while I was still in school.

First job in real estate or allied field: Commercial mortgage underwriter in Valley Stream, NY. It was at this job that I got a taste for the economics of real estate investing and development.

What do you do now and what are you planning for the future? I am in charge of operations for Madison Estates along with our sister company Mettle Property Group. My focus is on growing the company now and continuing this trend for the future.

How do you unwind from a busy day? It usually involves me behaving like a clown for my two children and the three of us cracking up! When that is not an option I go to the gym to blow off some steam.

Favorite book or author: "Meditations (The Emperors Handbook)" by Marcus Aurelius

Favorite movie: "Pulp Fiction"

Last song you purchased/downloaded? Recently purchased Guns N' Roses - Appetite for Destruction from a vintage music store in Red Bank, NJ



Greg Gallimore
Director of Media Architecture
ESI Design

Name: Greg Gallimore

Title: Director of Media Architecture

Company: ESI Design

Location: New York, NY

Birthplace: Long Beach Island, NJ

Education: BFA Production Design, University of North Carolina School of the Arts

First job: Cleaning fish lockers at a commercial fishing marina

First job in design: Theatrical set designer in summer stock theater

What do you do now and what are you planning for the future? I run the media architecture design practice at ESI Design. We primarily focus on dynamic media and lighting seamlessly built into permanent architectural environments for commercial buildings, corporate campuses, and public spaces. What I think about daily is how this will affect the future of architectural surfaces, and how experiences will become more digitally enabled, responsive to a person's presence, multi-purposed, and personalized, whether it be your office, your kitchen or walking down the street.

How do you unwind from a busy day? I shift focus to different work. My free time is developing products and services to help children and families learn and live better lives – all inspired by my family. Nothing beats a toddler to keep you on your toes!

Favorite book or author: Tom Robbins

Favorite movie: I went to film school, so it's kinda sacrilege to call out only one favorite, but I am quite fond of classic David Lean movies. Lawrence of Arabia, Doctor Zhivago and Bridge Over the River Kwai are all movies I have watched more than once.

Last song you purchased/downloaded? Pixies' "Best Of" album. Why not?

One word to describe your work environment: Transformative.

Rules to live by in business: Establish trust and deliver on it – usually by being a good listener and by delivering a little extra positive excitement on each project.



Robert McFarlane
Principal
Shen Milsom & Wilke LLC

Name: Robert McFarlane

Title: Principal

Company: Shen Milsom & Wilke LLC

Location: New York, NY

Birthplace: Kansas City, MO

Education: B.S., Physics & Engineering

First job outside of real estate: Research Engineer, Dept. of Hearing & Speech Science, Colorado State University.

What do you do now and what are you planning for the future? Data center design. Also, adjunct professor, Marist College, Dept. of Mathematics & Computer Science. I plan to remain active professionally, and spend more time in my woodshop.

How do you unwind from a busy day? Make sawdust (woodshop). Classical music.

Favorite book or author: James Patterson, William Shakespeare

Favorite movie: "Twelve Angry Men"

Last song you purchased/downloaded? "Sunrise, Sunset" (To sing at son's wedding)

One word to describe your work environment: Challenging

Rules to live by in business: Honesty. Integrity. Be professionally candid with clients.

What is your dream job? This! I get to create innovative designs for the most interesting projects in the world!



Davey "Buzz" Riley, Jr.
Managing Director/Principal
IA Interior Architects

Name: Davey "Buzz" Riley, Jr.

Title: Managing Director/Principal

Company: IA Interior Architects

Location: New York, NY

Birthplace: Eufaula, Alabama

Education: Auburn University, B. Arch.

What do you do now and what are you planning for the future? I am currently the co-managing director of the New York office of IA Interior Architects. We have been incredibly fortunate in the past few years to build a highly talented group of design professionals focused on demonstrating that design matters. We are focused on expanding our presence in the local and regional markets, expanding technologies and services to better enable our clients, and continuing to recruit top professionals to our office and firm.

How do you unwind from a busy day? Enjoy a very long walk with my 6 year old Brussels Griffon, Zohan.

Favorite book or author: A favorite? Any work or writer that leaves me breathless and wanting more after reading the last word on the last page. Currently reading "The Power of Moments: Why Certain Experiences Have Extraordinary Impact" by Chip Heath and Dan Heath and re-reading "Ingathering: The Complete People Stories of Zenna Henderson" by Mark Olson and Priscilla Olson.

Favorite movie: "Cloud Atlas"

One word to describe your work environment: Synergetic

Rules to live by in business: The Golden Rule... nothing is more important in life or business.

What is your dream job? I am living it!