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## **2022 Women in Construction: Stephani Hayes, Vice President at Savings Bank of Danbury**

March 25, 2022 - Spotlights



Stephani Hayes

What was your greatest professional achievement or most notable project in the last 12 months? I've had two notable projects. The first is the largest loan originated to one borrower at \$8.4 million for the acquisition and development of a mixed-use building containing 26 apartments and one retail unit at ground level. The second loan of \$7.2 million is unique as they are repurposing a vacant hotel into an apartment building offering a vast array of amenities. High dense housing is becoming more prominent in Connecticut due to the high land cost, lack of suitable land, and the demand for residential units. We are seeing more repurposing of vacant commercial buildings.

What tips or advice would you offer to other women who are considering entering the construction industry? I have 30 plus years of banking experience with 25 plus years in commercial lending and my focus on real estate development. The strongest piece of advice that I can give to other women within this male-dominant industry, is one word - confidence. To have true confidence in everything you do and say. In my experience, true confidence is derived from knowledge. The better you understand the borrower, the project with its logistics and economics, the industry, and the current/local market the more confidence you have in supporting and recommending such an undertaking for the bank.