

Names, Faces, People and Places

AT ANNUAL "WINNING SPIRIT" GALA HELD AT ESSEX HOUSE HKS founder, Swartz, honored by Kidney & Urology Foundation

MANHATTAN, NY Jerry Swartz, the founder and partner at HKS Capital Partners, received the "Legends Award" from the Kidney & Urology Foundation Inc., at their annual "Winning Spirit" gala last month held at the Essex House.

"Jerry Swartz has been a consistent, loyal contributor to KUFA over many years," said Sam Giarrusso, president of the Kidney & Urology Foundation Inc.

Giarrusso, who also heads the commercial lending team at BankUnited in New York City, said, "I've known Jerry a long time and have been involved with many transactions he had fostered. Each year, KUFA names a legend in the CRE field, and the combination of his loyal support of KUFA and his long standing success in NYC CRE facilitated his selection."



Shown (from left) are: Swartz and Giarrusso

Milio of Trion Real Estate named president of the Building and Realty Institute

YONKERS, NY According to The Building and Realty Institute, Carmelo Milio has been named 2016 president of the Builders Institute/Building and Realty Institute of Westchester and the Mid-Hudson Region.

Milio is president of Trion Real Estate Management LLC, a property management company that recently celebrated its 35th anniversary. He is

also founder and chief investment officer of Trion Holdings LLC, a platform for acquiring undervalued and value-added multi-family properties throughout the tristate area.



Carmelo Milio

Officials at the 1,500-member Building and Realty Institute said the new president will apply marketing techniques to further expand membership and spotlight the organization's projects, accomplishments and 70-year history as one of the largest construction, development and real estate-related industry trade associations in New York.

Tips on how to build a company that will last 101 years by Du

CONTINUED FROM PAGE 12

is essential.

Walter Kiechel III, author and business journalist said, "The secret to success is being able to churn out the same product over and over, with uniform quality." It is very important to have the ability to do the same thing in new markets and with new products. How so? Bringing simplicity, consistency and clarity will produce continuous improvement and allow a company to rapidly adapt to change without feeling overwhelmed by complex issues.

Organizations with repeatable business models understand what their customers want, translate their strategy into clear principles that can be easily understood and adopted by employees and leaders from all levels of the organization. The simplicity and consistency means that everyone in the company is on the same page—and no one forgets where the success is coming from.

Second, 'Management Team'

It has been stated many times: I would rather have an A+ team working on a B+ idea, than a B+ team working on an A+ idea. What are the characteristics of the A+ team? Consistent and shared vision; Determination with a distinctive end game; Flawless execution; Unwavering quality control: never overlook

the basics of the company; and Team oriented / customers first.

Third, 'Money'

A 101-year-old company – basically a multi-billion-dollar idea – doesn't become a multi-billion-dollar company without the funds needed to purchase capital, hire the right team and capture the attention of customers. Furthermore, to be successful and remain in business, both profitability and growth are central and indispensable for a business to predominate.

When you look at these long lasting organization, profitability and growth have gone hand in hand in regard to their business success. Why? Profit is key to financial survival as a corporate entity, while growth is key to profit and long-term accomplishment.

Fourth, 'Momentum'

Everyone has their own definition of momentum. Merriam Webster defines as, "the strength or force that something has when it is moving, the strength or force that allows something to continue or to grow stronger or faster as time passes. For an object moving in a line, the momentum is the mass of the object multiplied by its velocity."

What does this nebulous term have to do with a 101-year-old business? What exactly is momentum? Typically, this is the stage when a company

moves forward and grows; knowing exactly when and how.

What do all of those companies have in common when it comes to momentum?

1. Assertive leadership and unwavering vision.
2. Strategic planning and execution.
3. Reliability.
4. Credibility / Reputation.

Interested in building a 101-year-old company?

Be ready to persevere and endure. Always put the customer first in product quality. Don't forget the community that will be directly connected to your product or service. Always remember that there isn't one way to do something. If you hit a snag, there will be other routes to success while you adapt to the needs of the consumer and adjustments in the market. Build communities and act! 101-year-old companies understand the communities they build for their products. As Jack Ma, Alibaba's founder and CEO says, "If you want to grow, find a good opportunity. Today, if you want to be a great company, think about what social problem you could solve."

to comment on this story visit nyrej.com

Richard Du is founder of Agorafy, New York, N.Y.

FOR OUTSTANDING COMM'L. RE CONTRIBUTIONS Zere of Zere Real Estate Services honored by LIBN

WOODBURY, NY Michael Zere, executive vice president of Zere Real Estate Services has received an award from the Long Island Business News that was created for his outstanding contributions to the commercial real estate industry on Long Island. He closed on over 87 deals in office and industrial sales and leasing in both Nassau and Suffolk Counties. His nickname in the industry is "Deals on Wheels."

Shown (from left) are: Scott Schoen, publisher, LIBN; Michael Zere, Zere Real Estate Services; and David Winzelberg, LIBN journalist and host for the Annual LIBN Real Estate Awards.



Seherr-Thoss returns to Colliers International

NEW YORK, NY According to Colliers International, 30-year industry veteran Harry Seherr-Thoss has re-joined its New York operations as an executive managing director of brokerage services. He will focus on tenant and landlord representation, strategic planning, financial analysis, and lease negotiation.



Harry Seherr-Thoss

Seherr-Thoss first joined Colliers International in 2007 when the firm operated as GVA Williams. Most recently he served as a partner at Transwestern.

for full story visit nyrej.com

Working with independent fund administrators by Shapiro of NES Financial

CONTINUED FROM PAGE 7

team simply identifies the validated template(s), and the system then imports the data into the designated G/L system. Depending on how the onboarding data is organized, there may be more than one template as well as more than one import. This complexity is not a challenge however, since the template-based validation process has proven to be a successful approach to onboard clients time and time again.

Administrators that employ a dedicated engagement management and onboarding team are able to be flexible in accommodating varying fund needs. Some funds use all products, only certain products, or create their own services, and the flexible administrator is able to identify ways to efficiently meet all of those situationally unique needs.

Trust Your Partner

At NES Financial, we know what it

Stewart, Sklar and Regalado join Bertwood Realty

MANHATTAN, NY Bertwood Realty has added three new employees to their midtown offices at 146 East 46th St. Bertwood is focused on bringing European brands to the U.S.

Deborah Stewart is a sales associate for Bertwood will handle tenant representation for retail and office space.

Craig Sklar is also a sales associate for Bertwood and will be focused on tenant representation for retail.

Bianca Regalado joins Bertwood Realty as its office manager.

"The response to what we're doing here at Bertwood has been very well received by international tenants and local landlords. Business has grown so rapidly," said Bertrand de Soultrait, president and founder of Bertwood.

is like to have a complicated structure, investment portfolio, and specific investor needs, and we are able to strategize during the onboarding phase to make sure those needs are addressed. Through automation, efficiency, and a dedicated engagement management team, NES Financial is able to provide bench strength and the ability to keep up with the changing environment, enabling you to focus on investing. At NES Financial, our focus has been on finding ways to remove some of the complexity, lower the costs, and shorten time to market, allowing our private equity and real estate clients to focus less on their onboarding and more on what they're good at: making smart investment choices.

Brian Shapiro is a managing director and global head of fund services at NES Financial, Rockland, Mass.