



Mitchell Barry

FIFTY YEARS IN THE MAKING: WHAT'S NEW AT CENTURY?

By Mitchell Barry, president

Fifty years after its founding, Century Management is bigger and better than ever, armed with the wealth of experience in local real estate needed to meet the challenges of the 21st century. And we're not stopping to rest anytime soon.

Committing to Forward Progress

Driving Century's progression is my long-term vision as I celebrate my own milestone — 30 years at the company — this year. (My father formed Century in 1971.) As current president and a principal of Century since 1996, I've brought in three like-minded and forward-thinking partners to solidify Century's trajectory. Cumulatively, we've added nearly 50 years of operational experience to Century's leadership. Joining me at the helm are:

Jacob Sirotkin, managing partner, operations. Sirotkin holds a Master's in real estate and has been with Century for more than 12 years. He has been instrumental in integrating technology and streamlining

processes in an industry that is, all too often, willing to accept the "if it ain't broke, don't fix it" mentality.

A.J. Rexhepi, managing partner, development and management. Rexhepi has been with Century for 13 years of his 22-year career, which started right after graduating from Fordham University. Rexhepi has excelled in capital planning and project management, while developing an expertise in new-construction openings.

Michael Catanzaro, managing partner, finance. Catanzaro has a Bachelor of Arts in accounting and finance. In six years at Century, Catanzaro has implemented what he learned during his tenure at both larger and smaller firms. To suggest that Catanzaro has done anything short of overhauling Century's financial department would be an understatement. He has personally revamped every one of Century's financial reporting documents and implemented every current financial process and protocol.

Growing An Impressive List of Assets & Partners

Accordingly, Century is now positioned to build upon its reputation as one of New York's most elite real estate firms. It has quickly become known for its expertise in managing top-echelon cooperative and condominium residences of any size, ranging from a handful of units into the thousands. Indeed, Century currently has more than 12,000 apartment units benefiting from its guidance, as well as rentals, office space and retail, plus a burgeoning department that works closely with developers. Century's clients include such developers as Toll City Living, Rockefeller Group, The Naftali Group, Midwood Investment & Development, Flank and The Carlyle Group.

Even while expanding its scope of operations, Century continues to be a leader in strategic financial management, efficient project management and the seamless operational management of all major building repairs, upgrades and capital improvements.

Upping Our Technology Game

Century continues to be ahead of the curve and on the hunt for new, relevant and user-friendly technology. Our board members and residents have easy online access to necessary building information from any device. Board members have secure access to important updates, files and documents, while residents enjoy online payments, maintenance requests and access to Building Link, Building Board, Board Packager, Avid Exchange, Yardi, Ring Central and task management software.

Giving Back is at Our Core

Century has always been mindful of its obligations to the communities it serves. Century is an advocate of children's charities, having raised more than \$6 million for worthy causes. This year is no different; Century and the Barry family will, again, be the title sponsor for the 14th annual Children's Happy Faces Foundation's golf and tennis tournament, which is followed by an auction and awards dinner event. This will benefit The Ronald McDonald House of New York.

With the first 50 years in the books, our team at Century is showing no signs of sitting back and letting the past carry us forward. Real estate evolves, and so do we. We are as determined as ever to keep learning, to keep growing, to keep contributing and to keep innovating. May the next 50 be as inspiring, productive and enjoyable!