



2017 Year in Review: Ryan Sanzari, Alfred Sanzari Enterprises

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Name & Title: Ryan Sanzari, Chief Operating Officer

Company Name: Alfred Sanzari Enterprises

Address: 25 Main Street, Hackensack, N.J.

What was your most notable project, deal, transaction or professional achievement in 2017?

In 2017, my second year as chief operating officer, my most notable achievement was directing our company's transition to a more streamlined, modern operation which incorporates the latest technology to facilitate operation of Alfred Sanzari Enterprises' property portfolio. Challenges will always exist in life as well as in business. Our entire team strives for success, welcomes challenges and enjoys our collective accomplishments. Adversity will always smile at us; we can either frown and fail or smile back and triumph. I'll always prefer the latter.

What was the best decision you made in 2017 and why?

The best decision I made in 2017 was to surround myself with an amazing group of professionals and friends. Alfred Sanzari Enterprises' entire leasing, construction, accounting, property management and executive departments work hard every day. These team members possess intelligence and wisdom, and continue to inspire me. On a personal level, 2017 also was a year of significant professional growth and development. I love learning and accumulating knowledge, and am not afraid to admit when I don't have the answer to a question. I'm lucky to be surrounded by the right "supporting cast" for guidance when unfamiliarity presents itself.

Who or what contributed to your success in 2017 and why?

I have the pleasure of calling Alfred Sanzari Enterprises "home," but have never viewed it as an "enterprise." This is our family business and this is our team. My father (company president and CEO David Sanzari) is my boss, mentor and friend. He has contributed the most to my "success" but in many ways, I have not yet succeeded. My father never taught me to rest on my laurels and be complacent; he pushes me every day and while it can be difficult, I still wake up each morning more excited than the day before to come to work.

What trends will impact your business in 2018?

The hospitality industry is rebounding in the New York Metro area. 2018 will be an exciting year for Alfred Sanzari Enterprises with the completion of our new 350-room dual-branded hotel featuring the Hampton Inn & Suites by Hilton and Homewood Suites by Hilton brands. Come summer 2018, our company will have 700 hotel rooms available between the new extended stay dual-branded Hilton operations and the full-service Marriott at Glenpointe Hotel. In addition to room bookings, revenues will be driven through the many weddings, community events, corporate events, conventions and college and professional sports teams that we enjoy hosting at our Glenpointe complex. We are excited and look forward to a successful 2018.

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