



## 2021 marks the 50th anniversary of Pyramid Brokerage Company

August 24, 2021 - Spotlights



Founder, Joseph Scuderi (sitting) and chief operating officer, Robert Berkey

Pyramid Brokerage Company's Executive Team. Shown sitting (from left) are: Robert Berkey and John Manilla. Shown standing (from left) are: Robert Schell, SIOR; John Clark, SIOR, CRE; and Leo Jones.

Q: What milestone are you celebrating in 2021?

A: 2021 marks the 50th anniversary of Pyramid Brokerage Company.

Q: What thoughts or emotions come to mind when you think about this milestone?

A: My initial thoughts are "pride" and "success." Our agents and employees are what has made Pyramid Brokerage Company successful. Their dedication to the company is what has sustained the brand for 50 years throughout multiple economies and administrations. I have such pride in this company that has grown from three agents when it started in 1971 to over 125 today. We have a company that was built on our honesty, our ethics, our experience and expertise and our client customer service and has been consistently sustained for 50 years.

Q: What are some of the firm's greatest accomplishments since inception?

A: Our greatest accomplishment over 50 years was our expansion across Upstate New York to become the most dominant commercial real estate firm in Upstate New York. Pyramid Brokerage Company started in 1971 in Syracuse. In the 1980's, we opened offices in Rochester and Buffalo marking our first expansion. In the 1990s, we expanded east to Utica and Albany and to the Southern Tier into Binghamton, Corning and Ithaca with the acquisition of The Robert Mead Company. In the 2000s, we expanded to the north country opening an office in Watertown and downstate with the acquisition Upstate Commercial in Kingston and Cervone/Scandinavian Real Estate in Poughkeepsie (later consolidating into one office in Newburgh). Today we are the #1 service provider in almost every one of our markets.

Q: What is it like working at your firm?

A: One of the most unique characteristics of our company is our culture. We have a culture that supports the success of every single person in the company. A culture that represents a genuine and sincere interest in the success of all employees and agents. We provide ongoing learning opportunities companywide as well in each individual office. We have a culture that supports the balance of work and fun. Twice a year all ten offices come together for great training sessions, sector specific sessions and interoffice networking. To balance the work with fun, many offices sponsor events for their agents and employees such as an evening at the local ballpark or getting together at the local food truck rally. We have a culture that gives back to our local communities. Throughout the year, each office gets involved with community service projects including preparing meals at local Ronald McDonald Houses, adopting a family around the holidays, and providing a holiday meal and gifts for the family, collecting, and donating school supplies and delivering for Meals on Wheels.

Q: What's ahead for your firm?

A: We are very optimistic about another 50 years. We have an outstanding plan in place and great people in place to be the future leadership of Pyramid Brokerage Company.

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