



## 2022 Committee Accomplishments

### Board of Directors & Executive Committee

- Updated CORE's Strategic Plan after identifying current strengths, weaknesses, opportunities, and threats.
- Supported a variety of innovative CORE projects designed to assist members and the communities we serve, including holding a Member Engagement Fair & Picnic free to all CORE members.
- Amended the CORE Bylaws to mandate mediation before arbitration.
- Voted in support of CORE members applying for leadership roles at New Jersey Realtors.
- Voted to recommend to New Jersey Realtors RPAC Trustees donations for several local political candidates.
- Worked to drive member engagement by sharing CORE Facebook posts and attending many CORE and NJ Realtors events – virtual and in-person - throughout the year.
- Communicated to the membership about plans for future CORE facilities consolidation.
- Worked throughout the year to ensure that CORE is well managed via oversight of finances, insurance coverage, regulatory filings, and obligations to NAR and NJ Realtors.

#### Approved:

- 2022 CORE Professional Standards Local Options.
- Leadership and Professional Standards/Grievance appointments of CORE President Genette Falk.
- Creation of a CORE Good Neighbor Award beginning in 2023 as recommended by the Community Outreach Committee - and four charitable projects proposed by that Committee.
- 2023 Annual Budget as recommended by the Finance Committee.
- Hiring top-flight speakers as recommended by the Diversity & Inclusion Committee.
- Listing CORE's Trenton office for sale as recommended by the Facilities Planning Task Force.
- Committee chairs and workgroup charges for 2023.

### Circle of Excellence Verification Task Force

- Verified the award level of 596 New Jersey Realtors® Circle of Excellence applications.
- New record for the most applications received and the fastest time for the Task Force to complete the verification process.

### Community Outreach Committee

- Planned and held a fundraiser that collected \$1,460 and 68 lunches for Samaritan Homeless Interim Programs (SHIP).
- Held an online fundraiser for United Way of Hunterdon County's Tools 4 Schools program that raised \$560.
- Coordinated CORE's Realtors Care Day, which repaired the exterior of a home in need in downtown Trenton.
- Plan to hold a Thanksgiving food drive in November 2022 for veterans in need through Soldier On.
- Received approval for CORE to launch an annual CORE Good Neighbor Award program beginning in 2023.

### Diversity & Inclusion Committee

- Following extensive research, the Committee successfully recommended two renowned national speakers for fair housing and understanding and appreciating cultural differences among real estate consumers.
- Applied for and was awarded the fair housing grant of \$5,000 from the National Association of Realtors®, which was applied to the CORE speakers' program.
- Hired Bill Dedman, NY Times bestselling author, Pulitzer Prize winner, and Peabody award-winning investigative journalist of *Newsday's Long Island Divided*, to speak about how his investigation raised awareness of illegal steering by Long Island's dominant brokerages.
- Successfully recommended that local real estate multicultural groups (Asian Real Estate Association of America, National Association of Real Estate Brokers, and National Association of Hispanic Real Estate Professionals) be invited to attend and participate in CORE's first-ever Member Engagement Fair & Picnic.

### Finance Committee

- Extensively reviewed CORE's reserve levels and investments and recommended changes to the BOD.
- Developed and recommended a 2023 annual budget for the BOD.
- Monitored CORE's 2022 financials to ensure adequate funding to meet the goals of CORE's Strategic Plan.

### **Government Affairs Committee**

- Planned the Virtual Meet the Mayors Series for each county in CORE's association area: Hunterdon, Mercer, and Somerset.
- Worked to meet CORE's 2022 RPAC fundraising goal of \$81,575 with a 35.76% participation rate.
- Considered contribution requests from local candidates and recommended candidate funding to the BOD.
- With the assistance of the New Jersey Realtors Government Affairs team, monitored federal, state, and local issues of concern, including reviewing a weekly report regarding local Realtors' issues in CORE's 59 municipalities.
- Conducted an email campaign to educate members on the importance of contributing to RPAC.

### **Grievance Committee**

- Reviewed seven ethics complaints.
- Reviewed one interboard arbitration request.
- Forwarded four ethics complaints to a Professional Standards hearing.
- Forwarded one interboard arbitration request to a Professional Standards hearing.
- Attended Professional Standards trainings with NJ Realtors Director of Professional Services Teresa Tilton and nationally renowned instructor Diane Disbrow.

### **Facilities Planning Task Force**

- Recommended a plan of action to the CORE BOD to meet the Strategic Plan's Facility & Operations goal.

### **MLS Advisory Committee**

- Developed and held via Zoom a three-part member program series, one with each of our area MLSs – Bright, Central Jersey, and Garden State – including the CEO/Executive Director of each detailing their offerings and initiatives and providing tips and tricks for subscribers.

### **Nominating Committee**

- Discussed the importance of diversity and inclusion in the nominating process and worked to ensure that the process was open and welcoming to all CORE members.
- Reviewed and updated the application for CORE elected leadership and the questions for applicant interviews.
- Promoted the opportunity to apply to serve as a CORE elected leader and reached out to individual CORE members active with the Association to encourage them to apply.
- Held two days of interviews with eight applicants.
- Created a recommended slate of officers and directors, which was communicated to the membership.

### **Office Principal Forum Task Force**

- Held a roundtable discussion event at the Somerville Elks Club in June.
- Planning a second roundtable discussion event in Mercer County on December 1.

### **Professional Standards Committee**

- Scheduled one interboard arbitration hearing.
- Scheduled four ethics hearings.
- Held two ethics hearings.
- Attended Professional Standards trainings with NJ Realtors Director of Professional Services Teresa Tilton and nationally renowned instructor Diane Disbrow.

### **Realtor of the Year Committee**

- Reviewed the CORE Realtor of the Year Award rules and the Committee's charge from the Board of Directors.
- Reviewed and discussed the applications submitted.
- Selected as the 2022 CORE Realtor of the Year Genette Falk.

### **YPN Committee**

- Held an event titled "Tips, Tricks, and Strategies for Social Media Success" at Old York Cellars Winery.
- Planned two Realtor Safety events in October with Hunterdon Healthcare in both Hunterdon and Mercer counties.
- Planning a virtual event in January titled "Surviving and Thriving During a Market Shift in 2023" with veteran Realtor members advising on how to survive a real estate market shift.