

North Central Jersey Association of REALTORS®

2023

Installation
Gala

JANUARY 26, 2023

The Park Savoy
236 Ridgedale Avenue
Florham Park, NJ 07932





BILL FLAGG

2022 NCJAR President

IMMEDIATE PAST PRESIDENT'S MESSAGE

I've had the distinct honor, privilege, and pleasure of serving as your 2022 NCJAR® President. I sincerely thank the former leaders who trusted me as a Realtor® and leader and by recommending and supporting my candidacy throughout the year. Many thanks to Mary Cano, NCJAR CEO, for being open to change and supporting my mission, vision, and initiatives in 2022. I am also pleased to thank NCJAR® staff members for their support and commitment to the organization's work.

My vision was to embark on a change and growth journey. As a Realtor® member, the goal was to impact and benefit NCJAR, not only in 2022 but also 20 years from now. I have focused my efforts on diversity, equity, and inclusion in the past year. We had a strategic planning session in February, and several recommendations were made, including implementing NCJAR®'s new DEI policy.

In the first half of the year, we had just over 16,000 members, and by the end of the year, we had close to 17,000 members. As the 11th largest local association in the country, we are considered a NAR® Mega Board. This status qualifies us to receive a \$60,000 National Association of Realtors® grant to support community outreach events and community-building initiatives.

In June, during National Homeownership Month, we hosted our first-ever NCJAR® Housing Fair and Expo at the Metropolitan Baptist Church in Newark. More than 250 residents from Newark and the surrounding areas attended this Community Outreach event. Our event included 20 industry vendors who assisted in educating our attendees about the home-buying process. It was a very successful event with high energy and buzz generated by the attendees, vendors, NCJAR volunteers, and church pastor. A second event is currently in the planning stages for June 24, 2023. In October, we donated \$20,000 to MOMI's Thinkscape Community Park in Morristown.

We also co-hosted a Regional DEI Summit in June in collaboration with the Hudson Gateway Association of Realtors®, a successful event supported by the New Jersey Realtors®, the New York State Association of Realtors®, as well as several local associations. Plans are in progress for this year's June Summit.

The Morris Habitat for Humanity and the Elizabeth Coalition to House the Homeless were my two chosen real estate-related charities for the year. The Morris Habitat for Humanity provides affordable housing opportunities to selected low-income families who invest hundreds of hours of sweat and equity. Similarly, The Elizabeth Coalition to House the Homeless, a non-profit that merged with Homefirst recently, whose mission is to end poverty and homelessness. This year, we organized a golf tournament in September that raised \$7,000 for the Elizabeth Coalition to House the Homeless. NCJAR® also donated \$7,000 to Morris Habitat in November.

We held our first-ever NCJAR® Membership Appreciation Day in September at the Parsippany Hilton. This event featured three National Real Estate speakers and five food trucks offering a diverse selection of cuisine. We want to thank the diverse real estate organizations, including AREA, NAHREP, NAREB, the LGBTQ+ Alliance, and our vendor partners, for participating in the event and providing networking opportunities.

Thanks to NCJAR®'s Committee Chair, Diana Bustamante and the Global Committee for their efforts that led to NCJAR®'s 2022 Global Silver Award®. In addition, I would like to thank our RPAC® Committee Chair, Carolyn Bardach, and her committee for their work that led to the NCJAR® RPAC® Platinum Award. We raised \$245,473 for RPAC® and our participation rate was 35%! If real estate is your livelihood, then RPAC® is your insurance policy against legislation affecting your business. All members should become informed more about RPAC® and get involved in our committee work, especially if you wish to be a member of the leadership team as a trustee.

My best wishes to our new President, Jerry Tuscano, as we move forward together in the new year.

North Central Jersey Association of REALTORS®



2023 PRESIDENT'S MESSAGE

JERRY TUSCANO

2023 NCJAR President

Good evening, everyone... Thank you for being here tonight celebrating and supporting your 2023 leadership team. It is really good to be together.

I would like to thank and congratulate our Past President, Bill Flagg for his service, leadership and ongoing support for our Association members and its leadership team. Your "FORWARD TOGETHER" initiatives have laid the foundation for continued growth for years to come.

As you all know, we lost two of the most professional, ethical, and devoted members of our Association last year... Ned Ward and Gary Large. Both Ned and Gary served as President's of NCJAR®. Ned was passionate about government affairs and kept our Association involved and informed of legislative issues that would impact homeownership. Gary was passionate about educating and mentoring our members to thrive in our real estate industry. He was our School Director, Government Affairs Director, and school instructor. Their influence, contagious smiles, and passion for our industry, will truly be missed. Their legacies will continue for years to come.

As we embark on a new year, your leadership team will continue to provide our members with ongoing resources, tools and education that give you the skills and training you need to thrive in any market, along with more wellness initiatives to keep us healthy and strong!

My focus has been and will continue to be" Membership Matters". You, our members, are the backbone of our industry. Real estate is and always will be a "people" business and you are the "people".

Engagement, work/life balance and the Realtor® Brand are going to be forefront in 2023. While the market may change from year to year, our members have consistently supported protecting home ownership rights and diligently assisting our customers and clients in the purchase and sale of homes for over 100 years. The NAR®'s "Riding with the Brand" puts our Realtor® members front and center on the national scene. And on the local level, NCJAR® will be doing the same!

I am humbled, honored and excited to serve as your 2023 President. I am truly thankful for the support and blessings from my wife, my broker, my family of agents and my 2023 leadership team!

I wish all of you a safe, healthy and productive new year. Please know that if there is anything your leadership team can do to help you achieve your goals, we are all here for you.

North Central Jersey Association of REALTORS®

PAST PRESIDENT'S

William Flagg (2022)
Jairo Rodriguez (2021)
David Weisbrod (2005-2006, 2020)
Dennis DeCarlo (2010, 2018-2019)
Debra Flower (2019)
Philip Berman (2019)
Judith Mizzone (2018)
Susan Horowitz (2017-2018)
Susana Saraiva (2013, 2017)
Dana Williams (2017)
Michael DeDuca (2015-2016)
John Walters (2015-2016)
Carol Tangorra (2015-2016)
Robert Bailey-Lemansky (2013-2014)
Mary Ellen O'Boyle (2003-2004, 2013)
Ilene Horowitz (2013-2014)
William Linteris (2014)
George Finelli (2013)
Carol Van Savage (2011-2012)
Michael Hawley (2011-2012)
Wendy Worthy (2011-2012)
Joanne Stewart (2011-2012)
Kevin Kinney (2010-2011)
William Flagg (2009-2010)
Jo-Anne Mitchell (2009-2010)
Lorraine Kopacz (2004, 2010)
Lynne Mortimer (2008-2009)
Cindy Marsh-Tichy (2009)
Angela Sicoli (1997-1998, 2002, 2009)
Robert Katz (2007-2008)
Mary Ann Sgobba (2007-2008)
Diane Epp (2008)
Brunilda Borges (2008)
Erin Brown (2007)
Kenneth Ufret (2006-2007)
Joanne Tedesco-Kloud (2006)
Dan Shiver (2005-2006)
Terry Brannin (2005)
Ralph LaTorraca (2005)
Diana Bustamante (2003-2004)
Daniel Norton (2004)
Lori Monaco (2003)
Gary Large (2003)
Judith Gioia (2002)
Frank Anthony (2002)
Melanie Selk (2001-2002)
Margaret Timony (2001)
Camille Maas (2001)
Jose Cordova (2001)
Nina Kaeser (1995, 2000)
Maryann Brown (1999-2000)
Robert Oquist (2000)
Marie Episale (1997-1998)
Jacqueline Paterno (1994)
Dennis DiSabato (1993)
Daniel Bove (1992)
Patricia Tahan (1991)
Robert Lindsay (1990)
Patricia Wojtyszyn (1990)
Chuck Forbes (1987)
Clifford Garrigan (1982)
Mildred Halpern (1977)

2023 SLATE OF OFFICER'S & TRUSTEE'S

PRESIDENT

Jerry Tuscano, *C-21 Elite Realty*

PRESIDENT-ELECT

Christopher Coccia, *Coccia Real Estate*

TREASURER

Michael Pennisi, *Coldwell Banker*

SECRETARY

Carolyn Bardach, *Berkshire Hathaway*

IMMEDIATE PAST PRESIDENT

William "Bill" Flagg, *ERA Queen City*

PAST PRESIDENTS

Jairo Rodriguez, *Prominent Properties*

Dennis DeCarlo, *C-21 Award Agency*

Ilene Horowitz, *Coldwell Banker*

A. Michael DelDuca, *Berkshire Hathaway*

CFO

Frank Anthony, *Coldwell Banker*

TRUSTEES - TERM ENDING 2023

Natalie Lentini, *Coldwell Banker*

Judith Mizzone, *Realty Executives*

TRUSTEES -TERM ENDING 2024

Alex Jedd, *Coldwell Banker*

Carol Tangorra, *Prominent Properties*

Irving Cham, *Coldwell Banker*

TRUSTEES -TERM ENDING 2025

Melissa Florance-Lynch, *Realty Executives*

Lynne Mortimer, *Coldwell Banker*

Tezeta Roro, *KW Suburban*

Valeria Marin, *Coldwell Banker Liberty*

TRUSTEES/NAR DIRECTORS

Angela Sicoli, *C-21 Award Agency*

Wendy Worthy, *Alpha Realty Group*

David Weisbrod, *White Realty*

William "Bill" Hanley, *Prominent Properties*

John DiNizio, *Weichert Realtors*

Melanie Selk, *Re/Max Select*

Jeffrey Jones, *Amerisource Realty*

North Central Jersey Association of REALTORS®

Installation of Officer's & Director's

January 26, 2023

HONORING

JERRY TUSCANO

2023 President and Officers & Trustees

PROGRAM

Welcome

ILENE HOROWITZ

Flag Salute

DAVID WEISBROD

National Anthem

BILL HANLEY

Introduction of Invited Guests

ILENE HOROWITZ

Realtor®, Rookie, Affiliate, Good Neighbor Awards

JAIRO RODRIGUEZ

2022 President's Remark's

BILL FLAGG

Installation of 2023 Officers & Trustees

NICK MANIS, 2023 New Jersey Realtors® President

Installation of 2023 President Jerry Tuscano

JEFFREY JONES, 2021 New Jersey Realtors® President

2023 President's Remarks

JERRY TUSCANO

MISSION STATEMENT

To create a positive experience for its members through its passionate commitment towards education, timely information, cost-effective member services and programs, fellowship, and professionalism, while adhering to and promoting thereof the Realtor® Code of Ethics.



NCJAR STAFF

Mary Cano, Chief Executive Officer

Michelle Perrone-Epstein, Chief Operating Officer

Crystal Colón, Chief Innovation Officer

Nina Kaeser, Professional Standards Administration, Broker of Record

Josephine Tirado, Chief Membership Administrator; Branch Offices Manager

Bella Smith, Association Services & Locations Director

Adria Bieksha, Marketing Coordinator

Eva Jones-Brenn, Membership Administration; RPAC Coordinator

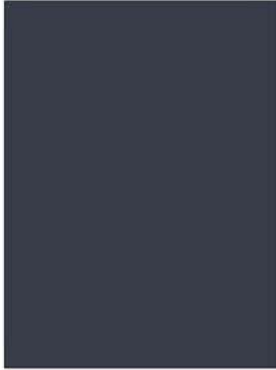
Kacey Bloomfield, Membership Administration

Ella Mae Gading, Social Media Marketing

Joan DellaPenna, Membership Administration

Kyanna Sampson, Membership Engagement Coordinator

CONGRATULATIONS NCJAR MEMBERS



2022 REALTOR® OF THE YEAR

WILLIAM "BILL" FLAGG

ERA Queen City
Realty Scotch Plains



2022 ROOKIE OF THE YEAR

STEVEN SIRACUSA

Coldwell Banker
Maplewood



2022 AFFILIATE OF THE YEAR

ANASTASIA GALICHANINA

NJ Lenders
Corp Little Falls



**NJ REALTORS® 2022 GOOD NEIGHBOR
AWARD - THIRD PLACE WINNER**

KAREN FOLEY

Prominent Properties Sotheby's
Towaco

REALTORS® POLITICAL ACTION COMMITTEE (RPAC)

YOUR BEST INVESTMENT IN REAL ESTATE

The National Association of Realtors® Political Action Committee (RPAC) is one of the strongest advocacy organizations in the nation for one reason: we have the best members. In politics there are players and victims. Investing in RPAC makes us players. Real estate is our profession, and politics is our business. Investing in RPAC allows us to determine the quality of our future in the industry.

Take a moment and imagine our industry without RPAC:

- Do you have the time to read through legislation at the local, State and National levels to determine how it will impact you and your clients?
- Do you have time to lobby lawmakers?
- How would the elimination of the Mortgage Interest Deduction (MID) impact your ability to sell homes?
- What if NAR hadn't worked with lawmakers to push for a 100% health insurance deduction for independent contractors?
- How many homebuyers would be locked out of the market without FHA single family and VA programs, as well as other Federal and State programs?



EVERY INVESTMENT MAKES A DIFFERENCE.

YOUR PARTICIPATION HELPS US CONTINUE THE FIGHT.

2022 RPAC MAJOR INVESTORS



**Carolyn
Bardach**



**Terry
Brannin**



**Erin
Brown**



**Michele
Chiles-Hickman**



**Christopher
Coccia**



**Dennis
DeCarlo**



**Kristen
DeLeo**



**William
Flagg**



**Melissa
Florance-Lynch**



**William
Hanley**



**Ilene
Horowitz**



**Jeffrey
Jones**



**Kyle
Kovats**



**Judith
Mizzone**



**Lynne
Mortimer**



**Jairo
Rodriguez**



**Angela
Sicoli**



**Walter
Smolenski**



**Carol
Tangorra**



**THE PUORRO TEAM AND
EMBRACE HOME LOANS WOULD
LIKE TO CONGRATULATE
NCJAR'S 2023 OFFICERS AND
TRUSTEES!**

Congratulations!



MICHAEL PUORRO - SALES MANAGER
NMLS ID # 267438
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MPUORRO@EMBRACEHOMELOANS.COM



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*Congrats to the
incoming officers
at NCJAR!*

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PETRIELLO LAW

Proudly supports and sponsors the
North Central Jersey Association of Realtors
and

Congratulates

the new 2023 Leadership Team



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THANK YOU!

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