



2021 CORFAC Committees

CORFAC International is structured as a 501c6 not-for-profit association. Members serving in leadership and committee roles provide the governance structure for the network. The purpose of the committees is to help implement the CORFAC strategic plan and related initiatives in the network. Each committee is assigned specific initiatives from the strategic plan to implement and progress is regularly evaluated to ensure the organization is reaching its strategic benchmarks. All committee initiatives should be undertaken with the best interests of the entire organization in mind. The following are the vision, mission, value and culture statements of CORFAC International.

Vision - To be the leading entrepreneurial global network in commercial real estate that delivers specialized, client-focused solutions with the highest level of integrity.

Mission - Optimize our global alliance of entrepreneurial independent firms that provide superior commercial real estate service for our clients, customers and member firms.

Value - Our member firms collaborate to create the highest standard of client service while creating outstanding results and building relationships.

Culture - We are about people, passion and a deep commitment to excellence in delivering value-added services for our clients, customers and member firms.

2021 CORFAC Committees

Affiliation Development

Chair: Scott Hensley, CCIM, SIOR, Piedmont Properties of the Carolinas/CORFAC International, Charlotte

Charge: Attract new affiliate firms and foster retention of current firms.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Other: Prepare quarterly reports of target markets/potential candidates for new CORFAC firms in cooperation with the International and Executive Committees. This information coordination will benefit each committee in recruitment efforts in knowing where CORFAC expansion is occurring both domestically and internationally.

Communications

Chair: Frank Schulz, SIOR, The Klabin Company/CORFAC International, Los Angeles

Charge: Enhance awareness of the organization among target audiences in the commercial real estate industry that might utilize the services of the firms and its affiliates through several forms of communications, marketing, advertising, thought leadership, branding, video and social media. Collaborate with staff/agents of our member firms and potential new member firms for implementation of strategies and tactics.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Conference

Chair: Greg Ellis, CCIM, Patterson-Woods Commercial Properties/CORFAC International, Wilmington

Charge: Identify dates and locations of future conferences and plan the conference schedule and social events.

Meetings: Hold conference calls and webinars as needed.

International

Chair: Daniel Shindleman, Bridgeman AG/CORFAC International, Switzerland

Charge: Monitor and assess ongoing relationships with international affiliates, promote international communication and referrals, membership growth and brand awareness.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Other: Prepare quarterly reports of target markets/potential candidates for new CORFAC firms in cooperation with the Affiliation Development and Executive Committees. This information coordination will benefit each committee in recruitment efforts in knowing where CORFAC expansion is occurring both domestically and internationally.

Next Generation

Chair: Tyler Rollema, The Klabin Company/CORFAC International, Los Angeles

Charge: Provide guidance and direction to develop CORFAC's Next Generation brokers via conference programs, webinars, conference calls and networking opportunities and promote Next Generation involvement in CORFAC.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Professional Development

Chair: Phil Crane, CCIM, Providence Commercial Real Estate/CORFAC International, San Antonio

Charge: Regularly identify cutting-edge topics for educational programming for conferences, webinars and specialty calls. This includes working with industry leading speakers and top commercial real estate professional organizations for program ideas and identifying best practices for implementation by CORFAC offices.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Technology

Chair: Kevin Cox, SIOR, Porter Realty Company/CORFAC International, Richmond

Charge: Enhance the awareness and use of current technology among CORFAC member firms. Provide guidance on the CORFAC app.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Transactions/Business Development

Chair: Ed Del Beccaro, TRI Commercial/CORFAC International, San Francisco

Charge: Foster exchange of information and business amongst CORFAC firms and identify programs, services and resources to accomplish increased joint, new or expanded business development pitches and increased firm-to-firm referrals.

Meetings: Hold conference calls, webinars and in person meetings as needed.

* Participation in the following committees is by nomination, election, appointment or position held in CORFAC:

Budget

Chair: Hayim Mizrachi, CCIM, CORFAC Treasurer, MDL Group/CORFAC International, Las Vegas

Charge: Consult with the President, Executive Committee and Chief Executive Officer on the annual budget, monthly financial reports and prepare recommendations for the Executive Committee and Board of Directors.

Meetings: Hold conference calls and webinars as needed.

Executive

Chair: Joe Latina, CORFAC President, Patterson-Woods Commercial Properties/CORFAC International, Wilmington

Charge: Is empowered by the Board of Directors in the management and control of the organization during the periods between regular and special meetings of the Board. Actions taken by this committee will be reported to the Board of Directors.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls and webinars as needed.

Committee Structure: Comprised of the President (1 year term), Vice President, (1 year term), Past President (1 year term), Secretary (1 year term), Treasurer (1 year term) and 4 Members at Large (1 year term). 2 of the at-large members are appointed by the President and 2 are recommended by the Nominating Committee and elected by the Board of Directors.

Nominating

Chair: Alan Joel, CCIM, CORFAC Past-President, Joel and Granot Commercial Real Estate/CORFAC the Executive Committee from among firms not currently serving on the Executive Committee. The most senior International, Atlanta

Charge: Evaluate qualifications of prospective candidates for Executive Committee and CORFAC Secretary, invites and receives suggestions for nominees and proposes slate of nominees for election.

Meetings: Hold conference calls as needed.

Committee Structure: Comprised of the 3 most immediate CORFAC Past Presidents and 2 members selected by Past President will be chair of the Nominating Committee.

Past Presidents

Chair: Alan Joel, CCIM, CORFAC Past-President, Joel and Granot Commercial Real Estate/CORFAC International, Atlanta

Charge: Undertake responsibilities as assigned by the Board of Directors to provide CORFAC with advice and expertise as needed. Recommends topics and speakers for the Principals Caucus at the Spring and Fall Conferences.

Meetings: Twice annually at CORFAC Spring and Fall Conference. Hold conference calls as needed.

Committee Structure: Comprised of all Past Presidents.

Standards of Excellence

Chair: Mason Capitani, SIOR, CORFAC Vice-President, L. Mason Capitani Inc./CORFAC International, Detroit

Charge: Supports implementation of the CORFAC strategic plan. Emphasis on accountability and recognition of firms and personnel in fulfilling each firm's charter of commitments regarding Board of Director's representation, conference participation, committee involvement, branding consistency, referral activity, transaction and firm data reporting and professional conduct.

Meetings: Twice annually at CORFAC Spring and Fall Conference or as needed. Hold conference calls as needed.

Committee Structure: CORFAC Vice President is the chair and the CORFAC Treasurer is vice-chair. Committee members will be appointed as needed.

General CORFAC Committee Information

Committee Size – all committees, outside of the Executive, Budget, Nominating and Past Presidents, will have one appointed chair, one appointed vice chair and 5 appointed voting members. All chairs and vice-chairs will be appointed for one-year terms by the CORFAC President and Vice President. The chair and vice chairs can be reappointed. Two of the appointed committee members will have staggered one-year terms and 3 of the appointed

members will have staggered two-year terms. After the initial staggered terms, all future appointments will be two-year terms.

Committee Makeup – as a guideline, not a requirement, it is suggested all committee appointments consider the following representation on their committees – international, next generation, diversity, gender, regional, new firms, past Presidents, etc.

Committee Appointments – the CORFAC President and Vice President work together to appoint the chair and vice chair. The chair and vice chair will work with staff to identify committee members.

Committee Chairs – all chairs are strongly encouraged to attend the CORFAC Executive Committee meetings at the fall and spring conference and on conference calls and report on committee activity. The chairs will not be formal members of the Executive Committee.

Committee Chair Responsibilities

- Preside over in person and virtual meetings.
- Review and approve agendas, minutes, and goals and objectives of the committee.
- Regularly communicate with CORFAC staff, vice chair and committee members.
- Provide committee update reports to the Board of Directors.
- Attend in person Spring and Fall Conferences.

Vice Chair Responsibilities

- Preside over in person and virtual meetings in the absence of the chair.
- Assume responsibilities of the chair in his/her absence.
- Handle assignments as delegated by the committee chair.
- Attend in person Spring and Fall Conferences.

Committee Member at Large Responsibilities

- Attend and participate in in person and virtual meetings.
- Communicate with the committee chair, vice chair and staff regarding issues and strategies.
- Accept tasks/assignments as appointed by the chair.
- Attend in person Spring and Fall Conferences.