



## Connecting Bridges and Borders Program

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### Entrepreneurship and Innovation NJCU—Jersey City Connect Project

#### **What Should Charity & CSR Look Like In The 21st Century Private Market?**

<https://www.youtube.com/watch?v=6Q7kAej-dx0>

Jersey City, June 9, 2020—This week Professor David Weiss met with Corporate Real Estate Broker Jim Constanzo to have an optimistic and enlightening conversation about Corporate Social Responsibility. Constanzo has over 30 years of experience with commercial real estate consulting, planning, and brokerage, and is the Founder and President of Charity Realty International (CRI). In their discussion, Constanzo details the business model upon which CRI relies; a model that was born out of a time in which Constanzo found himself desperate to find a way to help those in need while maintaining his own career and financial stability. While financial success and philanthropy are not considered easily attainable for “regular” people (as Constanzo referred to himself), he has discovered a way to do just that, and happily shares the benefits he has reaped as well as the impact he has had on his community in doing so.

The corporate social responsibility model developed by Constanzo involves donating between 10 and 30% of a business’s net commission revenue to various charities. Such large percentages may come as a shock, but Constanzo explains the ways in which this method is effective and efficient, and even comments that, “For every dollar that we give back, it seems it comes back ten fold.”

In the midst of such harrowing times, Professor Weiss and Constanzo's conversation is a breath of fresh air that offers a glimpse into a better future, one in which real change can be made in the lives of those who need help most.

### **About Us**

The Institute for Dispute Resolution at NJCU is a platform under the School of Business that seeks to promote international negotiation and mediation techniques to manage disputes in cross border commercial and general conflict resolution forums.

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