



Ted Zangari

Member



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Ted Zangari is a Member of Sills Cummis & Gross, a commercial law firm with New Jersey offices in Newark and Holmdel. He is a Chair of the Firm's Real Estate Department and serves on the Firm's Management and Executive Committees. Mr. Zangari's law practice is multipronged. He chairs the Firm's Redevelopment Law Practice Group, captaining a team of the Firm's attorneys on brownfield, transit-oriented, central business district and waterfront redevelopment projects as well as adaptive reuse projects at obsolete or vacant corporate campuses and shopping centers. He also routinely handles complex business transactions with an emphasis on commercial leasing, acquisition and financing transactions for owners, asset managers and tenants of industrial, office and retail properties across the country. In addition, Mr. Zangari chairs the Firm's Public Policy and Governmental Affairs Practice Group, assisting developers, hospitals, banks, casinos and other regulated industry clients in the ways that government and business intersect on a broad range of legislative and regulatory matters. In a ranking of "politically influential law firms" by politickernj.com, the Firm was ranked number one among Am Law 200 law firms in New Jersey, and Mr. Zangari was described as someone who is "well liked by insiders on both sides of the aisle."

Mr. Zangari currently serves on the Executive Committee and Board of Directors of the NJ State Chamber of Commerce. He is also a founding member of the Rutgers University Center for Real Estate, where he serves on the Center's Executive Committee, and is also a member of the Board of Trustees of George Washington University's Center for Real Estate and Urban Analysis.

Mr. Zangari has chaired a governor's study commission on business attraction and retention incentives, and has served on another governor's real estate advisory board. He has also served as the North American Chair of Government Relations for the ICSC and over the last decade, he has led the Smart Growth Economic Development Coalition comprised of nearly two dozen statewide business and real estate trade associations. As a result of these volunteer efforts, Mr. Zangari has been recognized by many organizations, including the Kislak Real Estate Institute at Monmouth

Sills Cummis & Gross P.C.

University (Service to Industry award), NJ-NAIOP (Industry Service award and Advocacy award) and the New Jersey State Chamber of Commerce (Business Advocate award).

Mr. Zangari has been named one of the “Top 10 Power Players in the Garden State” by *Real Estate New Jersey* magazine, and named to the *ROI-NJ** “Real Estate Influencers” list and its “Influencers Power” list. Over the last decade, *NJBIZ** magazine has included him in its “Power 100” list of the State’s business leaders and its “Power 75” and “Power 50” lists of New Jersey’s leading real estate professionals. He has also been selected for inclusion in *The Best Lawyers in America**, *New Jersey Super Lawyers** and *Chambers USA: Guide to America’s Leading Lawyers for Business**. *See [Award Methodology](#). No aspect of this advertisement has been approved by the Supreme Court of New Jersey.

Practices

Government Relations and Public Policy
Real Estate

Newsroom

Press Releases

Sills Cummis & Gross’ Ted Zangari and Andrew B. Robins Receive NJBA’s Chairmans’ Awards

February 6, 2014

New Jersey Chamber of Commerce Honors Ted Zangari

October 3, 2013

Governor Christie Enacts Comprehensive Incentives Law

September 18, 2013

Sills Cummis Partner to Receive Service to the Industry Award

May 8, 2012

Ted Zangari is Named Chairman of the 2011 Greater Newark Holiday Fund

November 13, 2011

In the News

What Can Be Done about NJ’s Tax Rates?

NJBIZ

Sills Cummis & Gross P.C.

April 11, 2022

ROI Influencers Power List 2022

ROI-NJ

February 23, 2022

Real Estate Predictions: Experts Offer Insights for 2022

ROI-NJ

January 4, 2022

ROI Influencers Real Estate 2021

ROI-NJ

December 2, 2021

Presenting the 2021 Commercial Real Estate Power 50

NJBIZ

November 8, 2021

The 2021 NJBIZ Law Power 50

NJBIZ

July 26, 2021

NJ Kicks Off Business Tax Credit Program

Law360

May 14, 2021

Home...Office...and In-Between: Sills Cummis Has Found What It Feels Could Be 'New Normal' for Its Lawyers — A Satellite Office Option

ROI-NJ

May 4, 2021

ROI Influencers Power List 2021

ROI-NJ

February 22, 2021

Grow N.J. Recipients Officially Allowed to Suspend, Adjust — or Even Terminate — Their Awards

ROI-NJ

February 11, 2021

Grow N.J. Incentive Recipients Can Delay, Adjust or Terminate Awards Because of Pandemic

ROI-NJ

December 28, 2020

ROI Influencers Real Estate 2020

ROI-NJ

Sills Cummis & Gross P.C.

November 18, 2020

Presenting the 2020 Commercial Real Estate Power 50

NJBIZ

November 9, 2020

Managing Risks and Avoiding Liability During COVID-19

Commerce

August 3, 2020

The 2020 NJBIZ Law Power 50

NJBIZ

June 1, 2020

Why Passing Permit Extension Act Now Will Pay Off In The Future

ROI-NJ

March 20, 2020

The ROI Influencers Power List 2020: Economic Development

ROI-NJ

February 27, 2020

ROI-NJ Asks Real Estate Experts What They See Ahead in 2020

ROI-NJ

January 3, 2020

The NJBIZ Commercial Real Estate Power 50

NJBIZ

November 11, 2019

The ROI Influencers Real Estate 2019

ROI-NJ

November 11, 2019

Experts Say Opportunity Zones' Real Estate Benefits Have Overshadowed Potential Impact On Businesses

ROI-NJ

July 8, 2019

Town Time: Experts Tell Local Officials At ROI-NJ's Opportunity Zone Event, 'Ball's In Your Court'

ROI-NJ

July 8, 2019

The 2019 NJBIZ Law Power 50

NJBIZ

June 24, 2019

NAIOP NJ Program Focuses on Future of New Jersey's Incentive Programs

NJBIZ

May 6, 2019

Zangari Thinks Tumult Around EDA Could Have 'Chilling Effect' on Companies Considering N.J.

ROI-NJ

May 1, 2019

The 2019 NJBIZ Power 100

NJBIZ

March 25, 2019

Why GE Couldn't Happen Here: Safeguards in N.J. Incentive Programs Mean Awards Are Never for Naught

ROI-NJ

March 1, 2019

The ROI Influencers Power List 2019: Economic Development

ROI-NJ

February 28, 2019

Getting Amazoned: Could Scenario of Local Unrest Killing Project Play Out in N.J.? Experts Weigh In

ROI-NJ

February 15, 2019

NJ Jewish Business Alliance Advocates in Trenton

Jewish Link of New Jersey

January 31, 2019

2019 Forecast Issue: Real Estate

NJBIZ

January 7, 2019

Real Estate Predictions: Experts Tell ROI-NJ Their Thoughts on 2019

ROI-NJ

January 2, 2019

National Study Ranked Nearly 8,000 Opportunity Zone Tracts in 2 Categories: Newark Had One in Top 10 of Both

ROI-NJ

December 13, 2018

Vanguard Series: Leaders in Commercial Real Estate

NJBIZ

Sills Cummis & Gross P.C.

November 26, 2018

Amazon Bid Helped Business Community See Newark Differently, Too

ROI-NJ

November 7, 2018

NAIOP Honors New Hall of Fame Class, CRE Industry Leaders

Real Estate NJ

November 5, 2018

Opportunity Zones: Giving Low-Income Areas Opportunity Was Easy. Making Sure They Are Ready Is Bigger Challenge

ROI-NJ

October 30, 2018

Land of OZ: Qualified Opportunity Zone Funds Shaping Up As Win-Win for Neighborhoods, Investors

NJBIZ

October 29, 2018

NJ Governor May Join Rutgers Panel to Discuss Opportunity Zones Monday

GlobeSt.com

October 25, 2018

ROI Influencers Real Estate List 2018

ROI-NJ

October 22, 2018

Demographics, Other Factors Helping to Spur Suburban Revival

NJBIZ

October 15, 2018

Rutgers Real Estate Center Names Latest Committee, Board, Council Members

ROI-NJ

September 24, 2018

Lizura, Archer, Zangari, Tansey among NAIOP Honorees

ROI-NJ

September 5, 2018

Incentive Program Enters Final Year, Drawing Concern from CRE Sector

Real Estate NJ

August 9, 2018

(Big) opportunity knocks: Why Sills Cummis' Attorneys Feel Opportunity Zones Could Bring 'Greatest Wealth Transfer in History of Country'

ROI-NJ

Sills Cummis & Gross P.C.

July 30, 2018

A Fond Farewell: Lizura Reflects on 22 Years with EDA, Prepares for What Comes Next

Real Estate NJ

July 23, 2018

Grow NJ Helps Attract, Retain Businesses

NJBIZ

June 25, 2018

Pricey Aid: Some Ask If Business-Retention Billions Were Well Spent

NJBIZ

April 2, 2018

The 2018 NJBIZ Power 100

NJBIZ

March 26, 2018

ROI Influencers Power List 2018

ROI-NJ

February 26, 2018

Developer's Car Will Serve as Backdrop for CRE Industry During Walk to Washington

Real Estate NJ

February 15, 2018

Bill to Allow ERG Bond Financing Nears Vote

NJBIZ

February 13, 2018

Why Just Making Amazon's Final 20 is Big Win for Newark

ROI-NJ

January 18, 2018

ROI Asks the Experts: Real Estate Predictions for 2018

ROI-NJ

January 2, 2018

Coalition Sends Murphy Its Plan to Find Land

NJBIZ

December 11, 2017

Coalition Makes a Push for (Smaller) Incentives

ROI-NJ

December 7, 2017

High-powered Industry Coalition Seeks to Provide a Roadmap for New Governor and

Legislature

Real Estate NJ

December 5, 2017

NJBIZ Power 50 in Real Estate 2017

NJBIZ

November 28, 2017

Developing a Plan: Smart Growth Economic Development Coalition offers Phil Murphy a blueprint for how to grow the state's economy and add jobs

ROI-NJ

November 13, 2017

ROI-NJ Reveals Inaugural Real Estate Influencers List

ROI-NJ

October 30, 2017

What can N.J. offer Amazon? ROI-NJ asked an expert (hint: it's a lot)

ROI-NJ

September 12, 2017

Payment Software Firm Billtrust to Move HQ to Lawrenceville, Add 200 Employees

NJBIZ

August 24, 2017

Modern Meadow Relocates to Expanded Operations-Manufacturing Hub in Nutley, New Jersey

Area Development

August 16, 2017

Rutgers' Center for Real Estate Announces 2017 Advisory Board, Emerging Leaders Council

NJBIZ

August 1, 2017

Changes May be Coming to the Decades-old EB-5 Visa Program - And They Could Be Coming Just when N.J. Developers Need it the Most

NJBIZ

May 15, 2017

What Can Government Do to Help the Commercial Real Estate Industry in the Near Term

Real Estate NJ

March 27, 2017

NJBIZ 2017 Power 100

NJBIZ

Sills Cummis & Gross P.C.

February 6, 2017

Would Carrier Have Received The Same Deal It Did If It Were Headquartered In N.J.? Top incentives attorney Ted Zangari breaks it down

NJBIZ

December 2, 2016

NJBIZ Power 75 in Real Estate 2016

NJBIZ

November 21, 2016

News Makers

Enterprise (Magazine of the NJ Chamber of Commerce)

May 16, 2016

Health Care Case Study Has Real Estate Experts Talking at Conference

NJBIZ

April 19, 2016

Why They're Staying (yes, staying) in N.J.

NJBIZ

April 18, 2016

Conference's 'Elevated Discussion' to Examine Deepening Ties Between Real Estate, Health Care

NJBIZ.com

April 5, 2016

NJBIZ Power 100 — The Most Powerful People in New Jersey Business

NJBIZ

January 26, 2016

Battling N.J. Liquor Laws

The Record

January 17, 2016

NJBIZ Power 50 in Real Estate 2015

NJBIZ

November 16, 2015

Real Estate Investors Wary of Tax Changes

NJBIZ

July 13, 2015

Marchisio and Bartolemeo of Lee & Associates, NJ Win Industrial Deal of the Year Award

Mid Atlantic Real Estate Journal

June 9, 2015

Bill Gives (Tax) Credit ... Where Money Was Due

NJBIZ

March 2, 2015

Cash vs. Cachet: N.J. Eager to Lure NYC Firms

The Record

November 16, 2014

NJBIZ Power 50 in Real Estate 2014

NJBIZ

November 10, 2014

Rutgers Center for Real Estate Studies Announces Co-Chairmen

The Record

November 7, 2014

The Pros and Cons of EDA Largesse

Courier-Post

September 22, 2014

EO13 Roundtable: Lauren Moore, Ted Zangari and Jon Whiten Discuss and Debate the Economic Opportunity Act's First Year

NJBIZ

September 17, 2014

Bread Maker Inks Deal to Move Bulk of Operations to New Brunswick

NJBIZ

August 21, 2014

New Jersey has educated workers, quality transportation options, and, of course, those big-ticket tax incentives, so ... why are companies leaving?

NJBIZ

August 11, 2014

Grow NJ - The New Call To Action!

The Metropolitan Corporate Counsel

July 1, 2014

Dividing New Jersey: Budget woes stir new controversy around big-ticket tax breaks

NJBIZ

June 23, 2014

Ex-NYC Official Faults Tax Breaks

The Record

June 20, 2014

Flow of Applicants for NJs Revamped Incentive Programs

Sills Cummis & Gross P.C.

The Record
April 6, 2014

N.J. Incentive Programs Spark New Commercial Activity

NJBIZ
February 6, 2014

NJBIZ 2014 Power 100: The 100 Most Powerful People in New Jersey

NJBIZ
January 27, 2014

NJBIZ Power 50 in Real Estate 2013

NJBIZ
November 18, 2013

Tax-Incentives Seen as Key for Gateway

GlobeSt.com
November 14, 2013

Christie Signs Incentives Overhaul

NJBIZ
September 23, 2013

Developers Cheer as Legislature OKs Changes to Incentives Bill

NJBIZ
September 16, 2013

Real Estate Rockstars - New Jersey

The News Funnel
August 7, 2013

New Jersey Gives Innovation a Zone of Its Own

NJSPOTLIGHT
July 8, 2013

Developer Wish List

NJBIZ
July 1, 2013

New Jersey Battles for Bigger Share of Military, Avionics Sectors

NJSPOTLIGHT
June 24, 2013

Going on Offense to Lure Defense Industry

NJBIZ
June 24, 2013

Sills Cummis & Gross P.C.

Megadeals: Is New Jersey Out of Control?

NJSPOTLIGHT

June 20, 2013

State Street: Rejecting Speculation about Special Session on Incentives

NJBIZ

March 25, 2013

New Homes for Residential Projects

NJBIZ

February 25, 2013

NJBIZ Power 100: The 100 Most Powerful People in New Jersey Business

NJBIZ

January 28, 2013

Small Incentives 'The Icing on the Cake' in Attracting Businesses

NJBIZ

December 3, 2012

NJBIZ's Power 50: The Most Influential People in Real Estate

NJBIZ Real Estate Report (Fall 2012)

December 3, 2012

Finding Big Benefits to Thinking Smaller

NJBIZ

December 3, 2012

When City Hall Becomes the Poorhouse

NJBIZ

August 13, 2012

Christie Actions to Approve Hub Funds

NJBIZ

August 9, 2012

New Jersey Awaits New Development Plan

National Real Estate Investor

June 26, 2012

A Main Course of Tax Breaks

NJBIZ

June 25, 2012

Honeywell Again Seeking More Tax Credits as It Reconsiders PA Relocation

NJBIZ

June 22, 2012

Panel: Incentive Play Key Role in Economy

NJBIZ

March 12, 2012

Tax Incentive Poised to Get a Key Upgrade

NJBIZ

March 12, 2012

Mayor Booker Says Newark Is on the Rebound

The Wall Street Journal

March 1, 2012

Ted Zangari Named to NJBIZ “Power 100” List

NJBIZ

January 30, 2012

NJToday

NJ Today

January 27, 2012

Legislature Approves Two-Year Delay in Sewer Service Area Rules: Projects Cleared under Old Rules

Asbury Park Press; The Star-Ledger

January 10, 2012

Developers, Environmentalists Fight for Lawmakers’ Support on Sewerage Legislation

Asbury Park Press

January 5, 2012

N.J. Clean Water Rules in Jeopardy as Environmentalists and Developers Battle over Lame-Duck Bill

The Star-Ledger

December 18, 2011

Newark Native Now Inspired to Help Kids, Greater Newark Holiday Fund Begins 2011 Fundraising Campaign

The Star-Ledger

November 13, 2011

NJBIZ’s Power 50: The Most Influential People in Real Estate

NJBIZ Real Estate Report (Fall 2011)

November 7, 2011

EDA Chief Blasts Watchdog Group’s Report as ‘Fundamentally Faulty’

NJBIZ

October 13, 2011

Sills Cummis & Gross P.C.

Bill Offers 'New Lease on Life' to Suburban Sites

NJBIZ

September 26, 2011

A Coup for Newark as Panasonic Plans HQ Move

The Star Ledger

April 20, 2011

\$1B Addition to Urban Transit Hub Tax Credits Advances

NJBIZ

January 17, 2011

Multi-Pointed Stars

New Jersey & Company

December 1, 2010

New Development Turns Orange into Green

New Jersey Chamber of Commerce's Enterprise, 4Q2010

December 1, 2010

Redevelopment Key for State Approaching Build-Out

GlobeSt.com

November 3, 2010

NJBIZ's Power 50: The Most Influential People in Real Estate

NJBIZ Real Estate Report (Fall 2010)

September 13, 2010

Economic Problems Linger

Cherry Hill Courier Post

March 20, 2010

N.J. Businesses, Developers Strategize for Newark's Economic Growth

The Star-Ledger

March 3, 2010

Governor Chris Christie Acts Quickly on Reform Agenda

New Jersey Business (March 2010)

March 1, 2010

The Real Smart Growth

The Star-Ledger

February 22, 2010

Group's Founder Seeks Better N.J.

The Star-Ledger

February 21, 2010

Sills Cummis & Gross P.C.

N.J. Senate Committee Approves Proposal to Allow Builders to Lock-In Zoning

The Star-Ledger

February 4, 2010

N.J. Development Permits Extended by Former Gov. Jon Corzine

The Star-Ledger

January 20, 2010

N.J. Legislature Approves Extending Time Limit on Building, Environmental Permits

The Star-Ledger

January 12, 2010

Business Interests Kick into High Gear in Trenton

The Bergen Record

January 11, 2010

New Jersey DEP Hopes Outsourcing Will Speed up Cleanups

The Press of Atlantic City

January 9, 2010

NJBIZ 2009 Movers & Shakers

NJBIZ

January 4, 2010

Founders Roundtable: New Jersey Business Magazine

New Jersey Business Magazine

January 1, 2010

Voices Carry

New Jersey & Company (January/February 2010)

January 1, 2010

Environmental Groups Oppose Sewer Changes

The Press of Atlantic City

December 31, 2009

In Hunt for Major Lease, State Turns to Brick City

NJBIZ

November 2, 2009

Reclaiming Contaminated Sites

The New York Times

November 1, 2009

State Aims to Boost Business Climate

GlobeSt.com

October 22, 2009

ScheinMedia Hosts New Jersey & Company's Third Annual Real Estate Conference in Newark

New Jersey & Company
October 7, 2009

New Jersey Establishes a Trade Partnership with Italy to Boost Business

New Jersey & Company (September 2009)
September 1, 2009

Garden State Exporters Plant Their Boots in Italian Soil

NJBIZ
August 17, 2009

Officials Declare NJ Is Open for Business

Home News Tribune
August 12, 2009

GlobeSt.TV Leadership Series Interview

GlobeSt.TV
August 4, 2009

Banding Together to Build Friendlier Regulation

NJBIZ
July 13, 2009

A Year of Groundbreaking Legislation

NJBIZ
July 13, 2009

Bill Is a Potential Threat to Green Construction Projects

NJBIZ
July 6, 2009

Lesniak: After Stimulus Bill Passage, COAH Reform

Globe St.com
July 1, 2009

Real Estate Development Community Sounds off on Stimulus Bill

NJBIZ
June 12, 2009

Meet the Lawyers

Real Estate New Jersey (May/June 2009)
June 1, 2009

The Latest Threat to Commercial Real Estate

New Jersey & Company

Sills Cummis & Gross P.C.

February 20, 2009

Bold Moves: Smart Growth Economic Development Coalition

New Jersey Business

January 1, 2009

Deconstructing Obama

Real Estate New Jersey

December 1, 2008

Toward a Smart Future: Smart Growth Economic Development Coalition director Ted Zangari discusses the Economic Stimulus Act of 2008

New Jersey & Company July/August 2008

August 1, 2008

Legislature Votes to Extend Permits

GlobeSt.com

June 25, 2008

Developers Pushing Overhaul of State Laws: Proposal would shift sprawl to smart growth

The Star-Ledger

June 4, 2008

Booker Markets Newark to Retailers

The Star-Ledger

May 18, 2008

New Jersey's Most Powerful Law Firms

PolitickerNJ.com

March 27, 2008

Long Train Running

New Jersey & Company

March 1, 2008

Working the Circuits

New Jersey & Company (January 2008)

January 2, 2008

Newark has grand plans for all that blacktop

The Star-Ledger

November 21, 2007

Zangari on Last Week's Poll

GlobeSt.com

October 24, 2007

Sills Cummis & Gross P.C.

The Development Dilemma

GlobeSt.com

October 11, 2007

Hundreds Expected to Gather At Newark Conference on City's Economic Future

PRNewswire

September 6, 2007

Real Estate Community is Bullish on Booker & Newark

New Jersey Business Magazine, August 2007

August 1, 2007

Taking back the city

Multihousing Professional (July/August 2007)

July 1, 2007

The Once-Powerful Newark Real Estate Board Reassembles Itself

NJBIZ Real Estate Quarterly

May 21, 2007

Newark mayor wants to sell retailers on city

The Star-Ledger

May 16, 2007

NJ Gov. Sees Redevelopment as Key to Growth

GlobeSt.Com

March 6, 2007

Reenergized NJTC Government Affairs Efforts for a New Year

New Jersey TechNews

February 1, 2007

Integrity House Holds Gala

New Jersey Law Journal

January 15, 2007

Newark Real Estate Board Re-Forms

GlobeSt.com

January 8, 2007

Redevelopment "Heavy Dose of Government"

Real Estate New Jersey

January 1, 2007

Getting Closer

Retail Traffic

January 1, 2007

Sills Cummis & Gross P.C.

Eminent Domain: Eminently Powerful

New Jersey Magazine

January 1, 2007

Northeast Nightmare: Building in the most densely populated part of the country offers good returns, but it's hard to break in

RETAIL TRAFFIC

December 1, 2006

The Greening of NJ: Attorneys Agree: It's Not Easy Being Green

New Jersey Business Magazine

September 1, 2006

Ted Zangari Appointed to Advisory Council of the Trust for Public Land

New Jersey Commercial Real Estate Journal, Real Estate Weekly and NJPA Real Estate Journal

July 26, 2006

Banks Sprout Around a Town Green

The New York Times

July 5, 2006

Meet the Real Estate Lawyers

Real Estate New Jersey

July 1, 2006

OnBoard with Ted Zangari

Real Estate New Jersey

June 1, 2006

Kelo Fallout: New Jersey Legislators and the state public advocate launch efforts to reform the use of takings for private development

New Jersey Law Journal

May 29, 2006

Eminent Domain's Pre-Eminence

The New York Times

May 28, 2006

Waiting for Cory Booker

NJBIZ

May 22, 2006

Development Issues Include Eminent Domain

Real Estate New Jersey, March 2006

March 1, 2006

Avoiding the Landmines: Buying and Selling Commercial Real Estate

Sills Cummis & Gross P.C.

New Jersey Business Magazine
January 1, 2006

Presentations

ReNew Jersey Business Summit 2022: A Time for Answers

Taxes and Incentives

New Jersey Chamber of Commerce

April 13, 2022

Family Owned Business Forum

New Jersey Jewish Business Alliance

March 9, 2022

SIORNJ Investors Forum

State Incentives

New Jersey Chapter of the Society of Industrial and Office Realtors

October 28, 2021

2021 Governor's Conference on Housing and Economic Development

The New Economic Recovery Act

The New Jersey Department of Community Affairs, New Jersey Housing and Mortgage Finance

Agency, New Jersey Economic Development Authority and New Jersey Redevelopment Authority

September 29, 2021

Closing Remediation and Construction Financing Gaps on Your Brownfields and Other Redevelopment Projects

Brownfield Coalition of the Northeast, Commercial Real Estate Women of New Jersey

April 6, 2021

Changing Times: What It Means For Your Business

New Jersey Jewish Business Alliance

March 4, 2021

Redevelop NJ - Navigating Current Redevelopment Trends

New Jersey Builders Association

February 26, 2021

Real Estate Roundtable

How NJEDA and NJRA Are Collaborating with Communities to Create the Next Wave of Redevelopment

Rutgers Center for Real Estate

February 6, 2020

Hot Legal Topics Employment Law Seminar - What it Means for Your Business

Sills Cummis & Gross P.C.

North Jersey Jewish Business Alliance
December 5, 2019

2019 ICSC RECon Convention

International Council of Shopping Centers
May 19, 2019

Targeting Opportunity Zones

ROI-NJ
May 15, 2019

Next Generation Incentives: Building on Success

NAIOP New Jersey
April 30, 2019

New York Deal Making Conference

Opportunities in Opportunity Zones
International Council of Shopping Centers
December 5, 2018

Innovation Challenge Cities & Opportunity Zones

NJ Tech Council
November 8, 2018

Opportunity Zones Conference

Rutgers Center for Real Estate
October 29, 2018

Collaborating To Empower the Innovation Economy

NJ Tech Council
October 29, 2018

Grow in NJ - Economic Development Forum

North Jersey Jewish Business Alliance
February 15, 2018

Gubernatorial Transition: Public Policy Update

NAIOP New Jersey
December 5, 2017

Rutgers Healthcare and Real Estate Symposium

Center for Real Estate at Rutgers Business School
April 15, 2016

Inside the Corporate Mind: Why We Came, Why We Stayed in the Newark Region

Newark Regional Business Partnership
April 6, 2016

Sills Cummis & Gross P.C.

New Jersey Business Summit 2015

Key Issue: Taxes

Greater Atlantic City Chamber

September 17, 2015

New Jersey Liquor License Legislative Initiatives: Smart Legislation for the 21st Century

International Council of Shopping Centers

August 19, 2015

Revitalizing New Jersey - Transforming Existing Assets Into Future Communities

Bisnow

August 5, 2015

2015 Regional Planning Summit - Stranded Suburban Real Estate Assets: Changing Economy, Changing Land Use

PlanSmart NJ

June 5, 2015

1st Annual NJ Land Development Summit

Mid Atlantic Real Estate Journal

April 2, 2015

NJ Industrial Real Estate & Development Summit

The Power of Collaboration - City/Counties partnering on economic development projects

Mid Atlantic Real Estate Journal

February 12, 2015

NJ Retail & Restaurant Summit: Leasing, Development, Investment and Financing Strategies

Important Legal Consideration for Your Next Retail Project

Mid Atlantic Real Estate Journal

November 21, 2014

Incentives Update for Developers & Brokers

Anatomy of an Incentives-Driven Deal

NAIOP New Jersey Chapter

October 21, 2014

Second Annual Northeast Industrial Real Estate Summit

Regional Tax Incentives for New Development & Repositioning of Assets

September 23, 2014

Grappling with the State Budget Crisis

New Jersey Business & Industry Association

June 27, 2014

New Jersey Office Boom Summit

Bisnow

June 19, 2014

NJ SEED Quarterly Trustee and Membership Meeting

New Jersey Society for Environmental, Economic Development (NJ SEED)

June 11, 2014

Growing Jobs and Enhancing the Economy

New Jersey Chamber of Commerce

April 29, 2014

Policy Briefing: Land Use Implications of the Economic Opportunity Act

PlanSmart NJ

March 7, 2014

The Economic Opportunity Act of 2013: How State and Local Government Can Partner for Economic Growth

Perspective on New Economic Development Opportunities and Guidance on How to Implement an Economic Development Strategy

NJLM Educational Foundation and New Jersey League of Municipalities

February 26, 2014

NJ's Not So Secret Weapon: The Economic Opportunity Act of 2013

The Economic Opportunity Act of 2013

Newark Regional Business Partnership

February 4, 2014

How Companies Can Benefit from New State Incentive Programs

Economic Opportunity Act

BioNJ

November 21, 2013

Legislative and Regulatory Update

Economic Opportunity Act of 2013 (Ted Zangari); Environmental Regulatory Updates (Andrew Robins)

New Jersey Builders Association

November 15, 2013

PlanSmart NJ's 45th Annual Dinner and Awards

PlanSmart NJ

November 14, 2013

2013 Governor's Conference on Housing and Economic Development

Spurring Community Investment and Job Creation

New Jersey Department of Community Affairs, New Jersey Housing & Mortgage Finance Agency and

Sills Cummis & Gross P.C.

New Jersey Economic Development Authority
September 24, 2013

The Economic Opportunity Act of 2013 and Late-Breaking Policy Issues

NAIOP NJ
August 14, 2013

New Jersey's Defense Industry: Are We Taking It for Granted?

PlanSmart NJ
June 13, 2013

Real Estate Market Forecast: Downtown Newark: It's Your Move

Newark Regional Business Partnership
March 5, 2013

2013 Redevelopment Forum

Using Value Capture Tools to Spur Redevelopment
New Jersey Future
March 1, 2013

Annual New Jersey Real Estate Conference

Where Do We Grow From Here?
National Real Estate Investor
June 18, 2012

IOREBA's 20th Annual Office Developer's Night

The Industrial & Office Real Estate Brokers Association (IOREBA)
March 26, 2012

NAIOP New Jersey Annual Public Policy Symposium

The NJ Comeback: Incentives for Attracting and Retaining Jobs and Tenants
NAIOP New Jersey
March 7, 2012

96th Annual New Jersey League of Municipalities Conference

The Impact of Liquor License Reforms on the New Jersey Consumers, Economic Development and Municipal Finance
New Jersey League of Municipalities
November 17, 2011

The 5th Annual New Jersey Real Estate Conference

Schein Media
June 9, 2011

New Jersey Chamber of Commerce's 4th Annual Everything Jersey: Business Statewide Conference & Expo

Sills Cummis & Gross P.C.

Redevelop, Reshape, Revitalize Your Community
New Jersey Chamber of Commerce
October 26, 2010

IOREBA's Third Annual Urban Developer's Night

Update on the 2010 Smart Growth Economic Development Coalition, Urban Transit Tax Credit Program Changes and Recently Completed Transactions
The Industrial and Office Real Estate Brokers Association (IOREBA) of the New York Metropolitan Area
October 25, 2010

The 4th Annual New Jersey Real Estate Conference

Schein Media
September 28, 2010

What's New in New Jersey? Regulatory Update and Discussion on NJDEP's Remediation and Land Use Programs

Industry Hot Topics
Langan Engineering and Environmental Services
June 24, 2010

The People, Power & Politics Conference

Creating the Right Climate for Growth
Southern New Jersey Chamber of Commerce
March 19, 2010

NRBP's Annual Real Estate Market Forecast

Newark Regional Business Partnership
March 2, 2010

Doing Business with Italy Symposium

NJ Italy Trade Council
October 16, 2009

The New Jersey Real Estate Economic Survival Conference

Schein Media Conferences and New Jersey & Company
October 6, 2009

New Jersey Economic Stimulus Act

New Jersey Economic Stimulus Act: An Expanded and Improved Urban Transit Hub Tax Credit ("UTHTC") Program, a New Tax Credit for Developers of Residential Projects in Urban Transit Hubs and a New "Economic Redevelopment Growth Grant" (ERGG) Program
Langan Engineering, Inc.
September 10, 2009

Special Legislative Update Breakfast: NJ Economic Stimulus Act of 2009

Sills Cummis & Gross P.C.

NJ-NAIOP

July 30, 2009

Update: New Jersey Economic Stimulus Initiatives and the State Budget

NJBIA Economic Development Council, EDA-NJ and the New Jersey Smart Growth Economic Development Coalition

June 30, 2009

Update: New Jersey Economic Stimulus Initiatives

Economic Stimulus Measures before the Legislature and Those Planned for 2009; the Coalition's Bill Package

NJBIA/ NJ Smart Growth Economic Development Coalition

December 19, 2008

NJ-NAIOP's Prescription for Prosperity

NJ-NAIOP

October 2, 2008

NJTC Government Affairs Committee Meeting

New Jersey Technology Council (NJTC)

September 17, 2008

NJTC Government Affairs Committee Meeting

New Jersey Technology Council (NJTC)

July 16, 2008

NJTC Government Affairs Committee Meeting

New Jersey Technology Council (NJTC)

May 13, 2008

Legislator Technology Boot Camp

New Jersey Technology Council (NJTC)

February 13, 2008

NJTC Government Affairs Committee Meeting

New Jersey Technology Council (NJTC)

November 28, 2007

ICSC 2007 New Jersey Alliance Program

The State Giveth and the State Taketh Away

International Council of Shopping Centers (ICSC)

October 29, 2007

NJTC Government Affairs Committee Meeting

New Jersey Technology Council (NJTC)

October 10, 2007

Sills Cummis & Gross P.C.

Newark Real Estate Conference

ScheinMedia and New Jersey & Company

September 27, 2007

NJTC Government Affairs Committee Meeting

New Jersey Technology Council (NJTC)

March 14, 2007

Public Policy Symposium - Outlook 2007

New Jersey Chapter of the National Association of Industrial and Office Properties (NJ-NAIOP)

March 6, 2007

Real Estate Symposium

Challenges of Developing and Doing Business in New Jersey

NJBIZ

March 5, 2007

New Jersey Alliance Program - Redevelopment: The New Unfunded Mandate

International Council of Shopping Centers & International Economic Development Council

October 31, 2006

Annual Real Estate Market Forecast

Reviving the Urban Core

Regional Business Partnership

March 2, 2006

4th Annual RealShare New Jersey

Navigating Public Affairs for Successful Leasing and Development

Real Estate Media

September 29, 2005

Incentives & Eminent Domain: Are Your Economic Development Tools Legal?

Northeastern Economic Developers Association

August 24, 2005

RealShare Special Focus

Redevelopment after the Kelo v. New London Decision - Who Wins, Who Loses?

Sills Cummis Epstein & Gross P.C.

July 12, 2005

New Jersey Business Incentives

CoreNet Global New Jersey Chapter

June 9, 2005

New Jersey Alliance Program: Retail Development through Public/Private Partnerships

International Council of Shopping Centers (ICSC)

April 22, 2004

Publications

The NJ Aspire Act and Its Impact on Your Redevelopment Projects

Apartment Industry Magazine (AIM)

April 1, 2021

Rent Obligations on Retail Space in the Midst of a Pandemic: A Path Forward for Landlords and Tenants

April 30, 2020

Opportunity Zones: What is All the Fuss About?

NAIOP NJ - The Weekender Brief

October 19, 2018

Op-Ed - A SALTY Compromise to Consider for Tax Reform

ROI-NJ

November 6, 2017

A SALTY Compromise to Consider for Tax Reform

An Open Letter to Blue State GOP House Members

November 3, 2017

Industry News -Tax Reform Update

November 3, 2017

New Jersey's Version of Tax Increment Financing - Known As "ERGG" - Successfully Closing Construction Financing Gaps on Projects across the State

Apartment Industry Magazine (AIM)

April 4, 2016

State Rightly Fixed Flaws in Original Law

The Philadelphia Inquirer

January 23, 2012

Wastewater Planning Bill Is No Threat to Environment

NJBIZ

January 9, 2012

Op-Ed — Clamping Down on Last-minute Zoning Changes

The Bergen Record

April 21, 2010

Op-Ed — Last-minute Zoning Decisions That Thwart Growth Need to Change

The Star-Ledger

Sills Cummis & Gross P.C.

March 15, 2010

The Path to New Jersey's Future

The Metropolitan Corporate Counsel

July 1, 2008

Extending Permits Would Help Boost Sagging Economy

Asbury Park Press

June 20, 2008

Silver Lining in the Defeat of the Stem Cell Bond Referendum

New Jersey TechNews

February 7, 2008

Controlling Rental Costs Through Lease Audits

New Jersey TechNews

May 1, 2005

Controlling Rental Costs Through Lease Audits

The Metropolitan Corporate Counsel

April 1, 2005

Op-Ed - Some Good News for Developers

Real Estate New Jersey

March 1, 2005

A Modest Prescription for Land Use Reform

New Jersey Law Journal

February 28, 2005

Ins and Outs of Street Retail in Mixed-Use Assets

GlobeSt.com

July 22, 2003

Client Alerts

New Jersey Extends Numerous Permits and Approvals Under the Permit Extension Act of 2020; Mandatory Registration Required by October 8th

Land Use/Real Estate

September 17, 2020

Governor Murphy Signs Permit Extension Act of 2020 Into Law

Land Use/Real Estate

July 2, 2020

Re-Imagining the Shopping Center Post-COVID: Zoning Changes Needed to

Accommodate Store Features No Longer Deemed Convenience Amenities

Land Use/Real Estate

April 30, 2020

Going Dark: Land Use Implications of Converting Retail Space to “Dark Stores” for Fulfilling Online Orders

Land Use/Real Estate

April 21, 2020

Governor Murphy Announces Shutdown of Non-Essential Construction

Land Use/Real Estate

April 9, 2020

NJDCA Issues Guidelines Clearing the Way for Virtual Zoning & Planning Board Hearings

Land Use/Real Estate

April 3, 2020

COVID-19 Legal Resources: It’s Not Too Early to Consider Extending Building Permits & Approvals

Land Use/Real Estate

March 20, 2020

Rankings and Recognition

Selected for inclusion in:

- *NJBIZ*®* “Law Power 50” 2019-2021
- *NJBIZ*®* “Commercial Real Estate Power 50” 2011-2015, 2017, 2019-2021
- *NJBIZ*®* “Real Estate Power 75” 2016
- *NJBIZ*®* “Power 100” 2012-2019
- *ROI-NJ** “ROI Influencers: Real Estate” 2017-2021
- *ROI-NJ** “ROI Influencers Power List” 2018-2022, Lawyers (2021-2022), Economic Development (2019-2020) and Real Estate (2018)
- *The Best Lawyers in America*®* 2008-2022, Real Estate Law
- *New Jersey Super Lawyers*®* 2005-2019, 2021-2022, Real Estate: Business; Land Use/Zoning; Government Relations
- *Chambers USA: America’s Leading Lawyers for Business*®* 2004-2006, 2014-2021, New Jersey Real Estate

Sills Cummis & Gross P.C.

- *NJBIZ*®* “Forty under 40” 2004
- *Martindale-Hubbell*®* AV rating

Included in the *NJBIZ* Vanguard Series “Leaders in Commercial Real Estate” list in 2018.

Included in the *NJBIZ* “Movers & Shakers” in New Jersey list in 2010.

Included in the *The News Funnel* “NJ Real Estate Rockstars” list in 2013.

Received Advocacy Award from NAIOP NJ in 2018.

Received Business Advocate Award from the New Jersey Chamber of Commerce in 2013.

Received Service to Industry Award from the Monmouth University Kislak Real Estate Institute in 2012.

* See [Award Methodology](#). No aspect of this advertisement has been approved by the Supreme Court of New Jersey.

Affiliations

Executive Committee and Board of Directors, New Jersey Chamber of Commerce

Founder and Leader, Smart Growth Economic Development Coalition

Co-Founder and Executive Committee, Rutgers Center for Real Estate

Board of Trustees, George Washington University Center for Real Estate and Urban Analysis

MXD (Mixed-Use) Counsel, New Jersey Builders Association

Former National Chair of State Government Relations, ICSC

Education

J.D., Georgetown University Law Center

B.A., The George Washington University, *with special honors*

Bar Admissions

New Jersey

