



INTERNATIONAL COUNCIL OF SHOPPING CENTERS

in cooperation with the



International Economic Development Council

and local partners

Bergen County Economic Development Corporation
Downtown New Jersey
New Jersey Apartment Association
New Jersey Association of Counties
New Jersey League of Municipalities
New Jersey Retail Merchants Association
New Jersey State Economic Development Authority
New Jersey State Office of Smart Growth
NJ Chapter – National Association of Industrial and Office
Properties
Regional Business Partnership

presents the

NEW JERSEY ALLIANCE PROGRAM

GLENPOINTE MARRIOTT, TEANECK, NJ

APRIL 22, 2004

The logo for the Alliance Program, featuring a stylized 'A' symbol above the text 'ALLIANCE PROGRAM'.

ALLIANCE
PROGRAM

*RETAIL
DEVELOPMENT THROUGH
PUBLIC/PRIVATE PARTNERSHIPS*



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Regional Business Partnership

presents

New Jersey Alliance Program

Retail Development through Public/Private Partnerships

The Alliance Program is a cooperative effort between the International Council of Shopping Centers, the International Economic Development Council, and the Bergen County Economic Development Corporation, Downtown New Jersey, New Jersey Apartment Association, New Jersey Association of Counties, New Jersey League of Municipalities, New Jersey Retail Merchants Association, New Jersey State Economic Development Authority, New Jersey State Office of Smart Growth, NJ Chapter – National Association of Industrial and Office Properties, and the Regional Business Partnership. This program is intended to explore how public/private partnerships can work together to synthesize the needs of the community with the interests of private investment strategy.

The Alliance Program has been crafted by private sector industry practitioners, local

government officials and community and economic professionals and is intended for professionals involved in the ownership, development and management of community neighborhood centers, as well as community development corporations, economic development agencies and cities and counties interested in attracting new sources of retail and revenue to their communities. This program presents a unique opportunity for community representatives and local officials and retailers and developers to meet, understand one another's needs and develop relationships.

Never before have the challenges been greater. Now, more than ever, is the time for landlords, tenants, and representatives of local communities to come together as partners for progress in pursuit of economic vitality.



NEW JERSEY ALLIANCE PROGRAM

GLENPOINTE MARRIOTT, TEANECK, NJ

APRIL 22, 2004

THURSDAY, APRIL 22

▲ **Registration**

7:30 am – 3:30 pm

▲ **Continental Breakfast Served**

7:30 – 8:30 am

▲ **Welcome and Introduction to the Program**

8:30 – 8:45 am

TED ZANGARI, ESQ.

ICSC 2004 New Jersey Alliance Program
Planning Committee Co-Chair
ICSC Northern New Jersey Government
Relations Committee Co-Chair
Sills Cummis Law Firm
Newark, NJ

▲ **County Executive's Greeting and
Introduction of Breakfast Keynote Speaker**

8:45 – 9:00 am

HONORABLE DENNIS McNERNEY

County Executive
Bergen County
Hackensack, NJ

▲ **Breakfast Keynote Presentation**

9:00 – 9:30 am

MITCH MODELL

President and Chief Executive Officer
Modell's Sporting Goods
New York, NY

▲ **General Session**

9:30 – 10:15 am

**DOWNTOWN SHOWCASE (TWO
PART PANEL)**

Moderator:

BETH LIPPMAN

Executive Director
Downtown New Jersey
Livingston, NJ

Cherry Hill (Camden County), New Jersey

Panelists:

DREW BARKETT

Director of Development & Real Estate
Turnberry Associates - Developer,
Cherry Hill Race Track
Aventura, FL

DAVE BENEDETTI

Director of Community Development
Township of Cherry Hill
Cherry Hill, NJ

JOE MARINO

Chief Executive Officer
Century 21 Construction - Co-Developer,
Cherry Hill Race Track
Clifton, NJ

Wood-Ridge (Bergen County), New Jersey

Panelists:

MICHAEL E. DIPPLE

Vice President
Edwards and Kelcey
New York, NY

HONORABLE PAUL A. SARLO

Mayor, Borough of Wood-Ridge
State Senator, District 36
Wood-Ridge, NJ

RALPH ZUCKER

President
Somerset Development Company -
Developer, Westmont Station
Lakewood, NJ

▲ **General Session**

10:30 – 11:30 am

**WHEN YOUR DOWNTOWN IS A
STATE HIGHWAY (THREE PART
PANEL)**

Moderator:

THOMAS JAY HALL, ESQ.

Chair, Land Use Law Department
Sills Cummis Law Firm
Newark, NJ

State Representatives: (speaking on all three panels)

HONORABLE JOHN F. LETTIERE, JR.

Commissioner
New Jersey Department of Transportation
Trenton, NJ

HONORABLE ADAM J. ZELLNER

Executive Director, Office of Smart Growth
New Jersey Department of Community
Affairs
Trenton, NJ

Livingston, New Jersey

Panelists:

GEORGE JACOBS
President
Jacobs Enterprises - Developer, Livingston
Town Center
Clifton, NJ

DR. GARY SCHNEIDERMAN
Mayor, Township of Livingston
Livingston, NJ

Vernon, New Jersey

Panelists:

FRED SULJIC
Township Planner
Township of Vernon
Vernon, NJ

DON TEOLIS
Township Manager
Township of Vernon
Vernon, NJ

JAY WILMOTH
Intrawest Corporation - Developer,
Appalachian Village at Mountain Creek
Vernon, NJ

**Washington Township (Mercer County),
New Jersey**

Panelists:

TOM TROY
President
Sharbell Development Corp. - Developer,
Washington Town Center
Robbinsville, NJ

JACK WEST
Township Administrator
Township of Washington
Washington, NJ

▲ **General Session**
11:45 am – 12:30 pm

**MEADOWLANDS XANADU MEETS
DOWNTOWN BERGEN: MAKING
1+1=3**

Moderator:

BETH R. GORIN
ICSC 2004 New Jersey Alliance Program
Planning Committee Co-Chair
President
Bergen County Economic Development
Corporation
Hackensack, NJ

Panelists:

HONORABLE CARL GOLDBERG
Chairman
NJ Sports & Exposition Authority
East Rutherford, NJ

VICTORIA JENKINS
Vice President/Development Director
Mills Corporation
Arlington, VA

JAMES KIRKOS
President & Chief Executive Officer
Meadowlands Chamber of Commerce
Rutherford, NJ

BARBARA LAMPEN
Senior Vice President
NJ Sports & Exposition Authority
East Rutherford, NJ

HONORABLE BERNADETTE McPHERSON
Mayor, Borough of Rutherford
Rutherford, NJ

RICH ROBERTS
Chief Planner
New Jersey Transit
Newark, NJ

▲ **Luncheon Served**
12:30 – 1:00 pm

Government Relations Update

HERBERT L. TYSON
Staff Vice President, Government Relations
International Council of Shopping Centers
Alexandria, VA

▲ **Luncheon Keynote Presentation**
1:00 - 1:30 pm

HONORABLE MELVIN R. PRIMAS, JR.
Chief Operating Officer
City of Camden
Camden, NJ

▲ **Retailer Showcase**
1:30 – 2:15 pm

Moderator:

STEVEN WINTERS
The Schultz Organization
Woodbridge, NJ

For more information on showcase
opportunities, please contact Ted Zangari at
973-643-5781.

▲ **Development Opportunities Forum**
2:15 – 3:30 pm

Local government and community representa-
tives that have development opportunities
will be able to utilize tabletop exhibits to
showcase their sites and communities to
attending retailers and developers. A limited
number of free exhibit tables are available to
representatives of local and community
economic development organizations.
Complete the attached table request form to
reserve a table.

▲ **Meeting Adjourns**
3:30 pm

NEW JERSEY ALLIANCE PROGRAM REGISTRATION FORM

GLENPOINTE MARRIOTT, TEANECK, NJ

APRIL 22, 2004

▲ HOW TO REGISTER



Fax: (212) 589-5600
(Credit card registrations only)



Online: www.icsc.org
(Credit card registrations only)



Mail: International Council of Shopping Centers
P.O. Box 26958
New York, NY 10087-6958

▲ REGISTRATION FEE

	Advance	On-site
Member:	\$150	\$180
Non-Member:	\$175	\$205
Public Official*:	\$95	\$125

* Public officials include government officials, economic development agencies and non profit community groups.

You will also receive a complimentary copy of *Developing Retail Projects in Underserved Markets*. This new publication explores the challenges and possibilities for public/private partnership and explains what each side can bring to the table. This is a value of \$50.

▲ DEADLINES

To be listed in the Meeting Attendees List, you must register by **March 31, 2004**. To qualify for the advance registration fee, your registration must be received by 12:00 noon EST **April 15, 2004**.

▲ CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **April 15, 2004**. All requests for refunds must be received by ICSC in writing.

▲ HOTEL RESERVATIONS

Rooms are available at the Glenpointe Marriott Teaneck, NJ 07666

Please call (201) 836-0600 for reservations and directions.

▲ AIRFARE SAVINGS

Call DePrez Travel at (888) ICSC-TVL (427-2885) Ext. 417 or (585) 442-8856 from 8:30 am to 5:30 pm EST. We have special negotiated discounted airfares for meeting attendees.

▲ CONTINUING EDUCATION CREDITS



SCSM/SCMD: 1 Credit
CLS: 1 Credit

▲ SPECIAL NEEDS



Any disabled individual desiring an auxiliary aid for this meeting should notify Lauren Landow, Meeting Planner, at (646) 728-3635 by **March 31, 2004**.

▲ I authorize ICSC to send me announcements, via fax, email, phone or otherwise, of ICSC programs and services that may be of interest to me or my colleagues.

Please Check One:

ICSC Member Non-Member Public Official

2004A07-A

Name _____

Company _____

Address _____

City _____

()

State/Province _____

()

Zip/Postal Code _____

Telephone _____

Fax _____

E-mail Address

Your membership I.D.#

Please check here if any of the above information has recently changed.

▲ METHOD OF PAYMENT

Check or money order made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX \$ _____

Name (as it appears on credit card) _____

Signature _____

Credit Card Number (include all digits) _____

Expiration Date (month/year) _____

NEW JERSEY ALLIANCE PROGRAM PROGRAM PLANNING COMMITTEE

BETH R. GORIN

ICSC 2004 New Jersey Alliance Program Planning Committee Co-Chair
President
Bergen County Economic Development Corporation
Hackensack, NJ

TED ZANGARI, ESQ.

ICSC 2004 New Jersey Alliance Program Planning Committee Co-Chair
ICSC Northern New Jersey Government Relations Committee Co-Chair
Sills Cummis Law Firm
Newark, NJ

HON. PAUL J. CAMELLA

ICSC Northern New Jersey Government Relations Committee Co-Chair
Councilman, Borough of Woodcliff Lake
Basser Kauffman
Lawrence, NY

CARLO CAPARRUVA

Fidelity Land Development
Chatham, NJ

MICHAEL DARCY

New Jersey League of Municipalities
Trenton, NJ

DANIEL EMMER

New Jersey Association of Counties
Trenton, NJ

MICHAEL FABRIZIO

Morristown Downtown Partnership
Morristown, NJ

GEORGE JACOBS

Jacobs Enterprises
Clifton, NJ

BARBARA E. KAUFFMAN

Regional Business Partnership
Newark, NJ

JOHN KNIFTON

Somerset Development
Wood-Ridge, NJ

RONALD LADELL

AvalonBay Communities
Iselin, NJ

BETH LIPPMAN

Downtown New Jersey
Livingston, NJ

DANIEL MANDELBAUM

The Goldstein Group
Fairlawn, NJ

KAREN L. RAWL

Englewood Chamber of Commerce
Englewood, NJ

JOSEPH R. ROMANO

Advance Realty Group
Bedminster, NJ

RICHARD SANTORO

New Jersey Retail Merchants Association
Trenton, NJ

STEVEN WINTERS

The Schultz Organization
Woodbridge, NJ

NEW JERSEY ALLIANCE PROGRAM DEVELOPMENT OPPORTUNITIES TABLE REQUEST FORM

GLENPOINTE MARRIOTT, TEANECK, NJ

APRIL 22, 2004

▲ WHEN

April 22, 2004
2:15 – 3:30 pm

▲ WHO QUALIFIES

Representatives of local governments, economic development agencies and non-profit community groups registered for the New Jersey Alliance Program

▲ What

An opportunity designed for local government and community representatives to showcase their communities and available sites and discuss development opportunities with attending retailers and developers – be prepared to provide concise information about your site, the demographics of your market area, traffic counts, infrastructure, zoning and any incentives attached to your project.

▲ INCLUDES

- 6' x 30" draped table
- 2 chairs
- Company sign

▲ COST

Complimentary to all qualified and fully registered attendees. Each person who is working at the table must be a **paid** registrant for the meeting.

▲ GUIDELINES

- Exhibit must not hang over the edge of the table.
- Exhibit must not rise more than 3' above the table.
- One table per city, county, township, or municipality
- No floor easels
- No electrical equipment
- No balloons
- One table per city, county, township, or municipality

▲ DEADLINE

In order to be listed in the Development Opportunities Forum Exhibitors Directory, ICSC must receive your table request by **March 31, 2004**.

▲ AVAILABILITY

Tables are assigned on a first-come, first-served basis. Sending in this Table Request Form does not guarantee you a table.

▲ NOTIFICATION

You will receive a written table confirmation from ICSC two weeks prior to the meeting. If you do not receive a letter regarding the status of your request, please contact the meeting planner listed below to confirm.

▲ CONTACT

Lauren Landow
Tel: 646-728-3635
Fax: 212-589-5585
llandow@icsc.org

Detach here

Detach here

PLEASE RETURN TO:



ICSC

New Jersey Alliance Program

Attn: Lauren Landow

1221 Avenue of the Americas, 41st Floor

New York, NY 10020-1099

Tel: (646) 728-3635 ▲ Fax: (212) 589-5585

Name(s) of person(s) who will staff exhibit table

Contact Name (person to receive confirmation)

Company

Company name that should appear on sign (please print or type)

Address

City

()

Telephone

State/Province

()

Fax

Zip/Postal Code

CHECK ALL THAT APPLY:

- We are public officials representing a government or non-profit agency.
- We have registered for the Alliance Program.
- We will notify ICSC immediately if we must cancel.

2004A07-A



INTERNATIONAL COUNCIL OF SHOPPING CENTERS
P.O. Box 55329, Tulsa, OK 74155

*Attendees will receive a complimentary copy of
Developing Retail Projects in Underserved Markets.*