



Policy Briefing: The Land Use Implications of the Economic Opportunity Act

March 7, 2014

8:00 am – 10:30 am

The College of New Jersey Ewing, NJ

Dan Breen, Esq., Executive Vice President, Jones Lang LaSalle

Dan Breen is Executive Vice President in the Business and Economic Incentives (BEI) Practice of Jones Lang LaSalle. He has seventeen years of experience in the identification and implementation of state and local tax credits and incentives, and the development of financial and tax analysis that enables clients to analyze and optimize these opportunities. Mr. Breen specializes in helping clients identify, negotiate and implement tax and financial credits and incentives. He has successfully secured a variety of significant incentives for projects throughout the U.S. and Caribbean, including major manufacturing facilities, distribution, disaster recovery and call centers, and headquarters, administrative and retail locations. Mr. Breen has recognized and executed both unique public/private partnerships and statutory credit opportunities, and also enhances negotiating leverage by developing strong business cases and creative supporting analysis to deliver successful outcomes for clients. He has served clients in multiple industry sectors, including manufacturing, distribution, financial services, information technology, health care, and pharmaceutical businesses. Prior to joining Jones Lang LaSalle, Mr. Breen served as Director and Northeast C&I Practice Leader with Grant Thornton LLP, National Economic Development Services Leader for ADP, and New York Metro Practice Leader for the PricewaterhouseCoopers LLP State and Local Tax Credits, Site Location, and Incentives Practice, all in New York City or New Jersey. He previously worked for industrial, service and retail concerns, most recently The BOC Group, Inc. (now d.b.a. Linde), where he was U.S. tax attorney and economic development officer. Mr. Breen is a member of the State Bar of New Jersey and a Certified Public Accountant in New York and New Jersey. His academic credentials include an LL.M. in Taxation from New York University School of Law, a J.D. from Rutgers University School of Law, and a B.S. Accounting from the University of Scranton. Dan has presented at numerous conferences and symposiums on taxation and economic development (most recently the IPT Credits & Incentives Symposium in Dallas, TX), and has authored multiple published articles on issues relating to credits and incentives.

Brent Jenkins, Vice President, LCOR

Brent Jenkins, Vice President at LCOR, is responsible for originating and developing new real estate projects, as well as project management within the metropolitan New York region. Mr. Jenkins joined LCOR in 2011 with more than 15 years of experience in the real estate industry managing the purchase, sale, development, operations and financing of more than 15 million square feet of office space, industrial assets, multi-family properties and land. He has negotiated and overseen more than five million square feet of office and industrial leasing. Prior to joining LCOR, Mr. Jenkins was Vice President of Structured Finance for apartment owner Archstone, where he oversaw the multifamily and mixed-use mezzanine loan investment program for the eastern United States. Mr. Jenkins also served as Vice President of Residential Investment for AIG Global Real Estate Investment Corporation. In this role, he was responsible for joint-venture equity investments for the company's



United States residential real estate unit and for its mixed-use investment platform. Mr. Jenkins also served as real estate investment consultant to major American and overseas investors. Mr. Jenkins holds a bachelor's degree in economics from the University of California, San Diego, and an M.B.A with a concentration in finance from Rutgers University. He is a licensed real estate broker in the state of New York.

Timothy Lizura, President & Chief Operating Officer, NJ Economic Development Authority

Timothy Lizura serves as President and Chief Operating Officer of the New Jersey Economic Development Authority. In this position, he is responsible for the day-to-day operations of the Authority. Mr. Lizura ensures production efficiency, quality and service and implements practices, policies and procedures that allow for maximum utilization of the Authority's assets. For the EDA, he previously served as a member of the Fort Monmouth Economic Revitalization Planning Authority and as a non-voting designee to the South Jersey Transportation Authority. In addition, he served as the interim Executive Director for the Fort Monmouth Economic Redevelopment Authority during its formation in 2010. Prior to re-joining the EDA in 2008, Mr. Lizura served as Director of World Trade Center Redevelopment/Deputy Director of Redevelopment at the Port Authority of NY & NJ. In this capacity, he was responsible for overseeing all redevelopment activities for the commercial interests of the World Trade Center site in lower Manhattan. Mr. Lizura previously worked for over a decade in the EDA's Real Estate Department where he served as Director until his departure in 2006. As Director, he was responsible for overseeing approximately \$500 million in real estate development and managed EDA's 5.6-million-square-foot real estate portfolio. Mr. Lizura's real estate accomplishments include the management of the EDA's flagship facility, The Technology Centre of New Jersey in North Brunswick, as well as leading the EDA's activities to advance the Camden Economic Recovery initiative, where he created innovative lease incentives and managed the development of the award-winning Waterfront Technology Center at Camden. Prior to his tenure at the EDA, Mr. Lizura spent four years with the Federal Deposit Insurance Corporation (FDIC) during one of the most turbulent periods in banking history. During his tenure at the FDIC, his responsibilities ranged from leading bank seizure teams to overseeing the portfolio sale of \$300 million in loan assets. Mr. Lizura obtained a B.A. degree from Rutgers University in 1990, with a major in Economics and minor in Accounting. He also obtained his M.B.A in 1996 from the Rutgers Graduate School of Management.

Anthony J. Perno, Esq., CEO, Cooper's Ferry Partnership

Anthony Perno is the CEO of Cooper's Ferry Partnership, a non-profit real estate development corporation based in Camden, NJ. Joining Cooper's Ferry in 1999, Mr. Perno developed and administered several major infrastructure initiatives throughout Camden, including the Interior Gateway Initiative, the extension of Wiggins Waterfront Promenade, and the Camden GreenWay. Other significant initiatives developed by Mr. Perno included the historical rehabilitation of Johnson Park and the Camden Home Improvement Program (CHIP). In 2005, Mr. Perno was promoted to Vice-President and COO of Cooper's Ferry, where he assisted in expanding the mission of the organization from a single purpose mixed-use development company focused on the development of the downtown waterfront into a city-wide economic and community development corporation. In 2009, the Board of Directors named Mr. Perno the President & CEO to succeed Tom Corcoran, the founder



of the organization. In his new role Mr. Perno continued to lead the transformation of the company's mission to include a focus on both community and downtown development as well as strategic programming. In 2011 Mr. Perno completed another major milestone for the company, when he along with Dave Foster completed the merger of Cooper's Ferry Development Association, Inc. and the Greater Camden Partnership to create Cooper's Ferry Partnership. The new corporation is focused on a city-wide development strategy that leverages Camden's cultural, natural, and institutional anchors to create transformative change throughout the neighborhoods and downtown through a targeted development and civic programming strategy. Admitted to the bars of Pennsylvania and New Jersey, Mr. Perno is a Truman Scholar who received a Law Degree from Rutgers University Camden Campus in 2005. He studied Economics and Political Science in the Honors program at The College of New Jersey and received a B.A. degree with Honors from the Political Science Department in 1998. In 2010, Mr. Perno was re-elected to a three-year term on Merchantville's Borough Council. During his term on Council, Anthony championed the adoption of the Abandoned Properties Act and supported investment in the Borough's aging infrastructure.

Ted Zangari, Esq., Member, Sills Cummis & Gross, P.C.

Ted Zangari is a Member of Sills Cummis & Gross, a commercial law firm with New Jersey offices in Newark and Princeton. 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 Sills Cummis & Gross attorneys on large-scale mixed use projects including land assemblage, redeveloper designations and agreements, tax increment financing and other public incentives, environmental remediation, commercial condominiumization and construction contracts. He also routinely handles complex business transactions with an emphasis on commercial leasing, acquisition and financing transactions for owners, lenders and tenants of distribution facilities, office buildings and shopping centers across the country. In addition, Mr. Zangari chairs the Firm's Public Policy and Governmental Affairs Practice Group, assisting developers, hospitals, banks and other regulated industry clients in the ways that government and business intersect on a broad range of legislative and regulatory matters. Mr. Zangari currently serves as the North American Chair, State & Provincial Government Relations Committee, of the International Council of Shopping Centers. He is also active on the legislative affairs committee of NJ-NAIOP and serves on the Board of Trustees of the NJ State Chamber of Commerce and the Newark Alliance, among others. Mr. Zangari has chaired a Governor study commission on business attraction and expansion incentives, and has served on another governor's Real Estate Advisory Board. In September Mr. Zangari convened the founding meeting of the Smart Growth Economic Development Coalition to develop a "stimulus package" of legislation addressing what Mr. Zangari described as the "twin crises" of a near-term demand problem caused by the alarming out-migration of jobs and residents as well as a longer-term supply problem of housing future residents and businesses in the wake of New Jersey becoming the first fully built-out state in the nation. Several years later, the Coalition, which now includes 26 statewide trade associations, has seen eight of its legislative initiatives become law, and the Coalition is actively lobbying for passage of the remaining bills in its stimulus package. Mr. Zangari recently authored a white paper, [Economic Development Recovery Strategy for New Jersey](#), to the Christie/Guadagno Administration and the 214th Legislature on behalf of the Coalition.