



New Jersey Retail Real Estate Symposium
Co-hosted by Rutgers Center for Real Estate and ICSC
Thursday, September 26, 2019
The Great Hall, 15 Washington Street, Newark, NJ
7:30 – 11:30 am

7:30 – 8:30 am

Registration, Continental Breakfast & Networking

8:30 – 8:40 am

Master of Ceremonies

Kevin J. Riordan
Executive Director
Rutgers Center for Real Estate
Newark, NJ

Opening Remarks

Professor Morris Davis will give an overview of the Rutgers Center for Real Estate: where the program has come and where it's going. He'll also talk about the transformation of retail, how it affects our lives and the real estate around us. And will conclude his remarks to talk about job opportunities in the retail industry.

Speaker:

Professor Morris A. Davis

Paul V. Profeta Chair of Real Estate
and the Academic Director of the Center for Real Estate
Rutgers Business School

8:40 – 8:50 am

Industry Overview

Speaker:

Leslie M. Fox

Senior Vice President, Membership & Strategy
ICSC

8:50 – 9:30 am

Westfield Garden State Plaza: Setting the Trend. A Look at the Past, Present and Future

Since the mall's opening 62 years ago, GSP's shopping, dining and special events have drawn generations of area residents. Now GSP is poised for the next step in its evolution, creating a true 'town square' destination in northern New Jersey and is part of a broader company strategy to reimagine traditional shopping locations as places to live, work, relax and connect with the wider community.

Speakers:

Jay Daly

Senior General Manager
Westfield Garden State Plaza
Unibail-Rodamco-Westfield

Stephen Fluhr

Vice President, Development
Unibail-Rodamco-Westfield

9:30 – 10:20 am

Changing Retailers: Changing Concepts

The retail landscape is rapidly evolving. The industry is constantly exploring new avenues for adding vibrancy, diversity and alignment with the market and culture through new tenants.

Where is the industry going, where are the uses coming from, what are examples of the new kinds of tenants in New Jersey?

Moderator:

Sandi Danick

Senior Vice President, Leasing
The Triple Five Group of Companies

Panelists:

Karen Fluharty

Chief Strategic Officer
Strategy+Style Marketing Group

Katie Mahon

Senior Managing Director
Retail Strategy & Operations Lead, Americas
Cushman & Wakefield, Inc.

Curtis Nassau

Managing Partner
RIPCO Real Estate LLC
Lyndhurst, NJ

Chris Weilminster

Executive Vice President and Chief Operating Officer
Urban Edge Properties

10:20 – 10:40 am

Networking Break

10:40 – 11:20 am

From Blight Into Bright

From a land-use perspective, we're seeing dead malls, centers whose time has passed, centers who have lost their way after anchors fled, or land that has sat there and not been properly developed over a period of years. Retail is transforming today, not dying, as the media would have it. What are the possibilities for revitalizing these formerly lost and seemingly hopeless spaces? Is it mixed-use? Town centers? Grocery-anchored or food-oriented centers? We'll explore all these concepts...and more...as we discuss how developers create exciting go-to destinations with a sense of place that's creating more than just a shopping experience...with an expert panel whose portfolios are making substantial changes in New Jersey and making a difference.

Moderator:

George H. Jacobs

President
Jacobs Enterprises Inc.

Panelists:

Margaret C. Anadu

Partner and Head, Goldman Sachs Urban Investment Group
Goldman Sachs & Co.

Lee Peyser

Founder and Chief Executive Officer
Peyser Real Estate Group

Brian M. Stolar

President and CEO
The Pinnacle Companies

11:20 – 11:30 am

Closing Comments

Joshua Katz

ICSC State Director, New York/Northern New Jersey

Managing Director, Strategy & Operations
KPR (Katz Properties Retail)

About the Rutgers Center for Real Estate

The Center for Real Estate at Rutgers Business School was established in 2015 as a rising academic program positioned to transform and inspire the next generation of real estate leaders. It is a model of real-world education, industry-focused research and the cross-pollinating exchange of ideas creating an influential Center in one of the world's epicenters of real estate activity. Go to: www.rutgersrealestate.com

About ICSC

ICSC serves the global retail real estate industry by providing its 70,000+ members in over 100 countries with invaluable resources, connections and industry insights, while actively working together to shape public policy. For more information about ICSC visit www.icsc.org.

NOTE TO NEW YORK CITY COMMUTERS: we are just a few minutes ride on the New Jersey rail system from Manhattan and a short walk to the venue from the **Newark – Broad St. station.**

PARKING AVAILABILITY: Parking is available at the IDT Parking Lot, 20 Atlantic Street, Newark, NJ. GPS apps will direct you there.