



**NEW JERSEY
URBAN MAYORS ASSOCIATION
SPRING
ECONOMIC DEVELOPMENT
SUMMIT**

TRENTON WAR MEMORIAL, TRENTON, NJ

THURSDAY, APRIL 5TH, 2012

TABLE OF CONTENTS

Welcome

About NJUMA

About our Member Cities

**About the NJUMA Spring Economic Development
Summit**

Agenda

General Session I Workshops

General Session II Workshops

Urban League Workshop

General Session III Workshops

Speaker and Facilitator Information

Sponsorships and Special Thanks



Welcome

Dear Participants,

On behalf of the New Jersey Urban Mayors Association we welcome you to our Spring Economic Development Summit!

The 2012 Summit theme is 'The Future of Economic Development in the New Economy' and will focus on the economic development challenges and opportunities facing urban communities in today's technology driven, knowledge-based economy.

The Summit will provide a diverse range of high-quality, interactive educational sessions and invaluable information exchange and networking opportunities. General session workshops will focus on innovative and best practices, and are designed to provide a combination of substantive information presentations, written materials and web-based links to enable take-home value. We will include practical, real-world case study examples of successful communities.

We hope that you will take away from this experience new approaches to building economic strength and learn about resources that may be available to assist in your economic development efforts. May you also develop contacts and relationships that can help your community! It is our hope that you will leave this Summit emboldened and energized about the prospective impact that we have in our urban centers and the state.

Sincerely,



*Honorable Wayne Smith
Mayor of Irvington
President of NJUMA*



*Barbara George Johnson
Executive Director
John S. Watson Institute for Public
Policy of Thomas Edison State College*



*Mayor Wayne Smith of Irvington
NJUMA President*

ABOUT NJUMA:

Established in 1991, the New Jersey Urban Mayors Association (NJUMA) is dedicated to working with state and federal lawmakers and officials to develop appropriate and effective public policy measures that benefit the state's urban centers and to help lawmakers understand how public policy affects New Jersey's cities and municipalities. NJUMA is an organization comprised of 29 New Jersey urban municipalities. NJUMA serves its members through quarterly meetings and annual conferences which keep them informed on issues affecting their ability to provide adequate services to their residents.

NJUMA also assists its members in interpreting legislation and state policy and has historically worked with the Governor's office to assist in defining an urban policy agenda. NJUMA was created as an out-growth of the policy work of the John S. Watson Institute for Public Policy of Thomas Edison State College. The Institute coordinates all activities of NJUMA and provides policy and legislative analysis.

NJUMA uses its 7-Point Plan for Strengthening Cities, Families and Communities as a guide for addressing the critical issues of its member cities. This Plan is designed to aggressively address the areas of crime and public safety; education and positive youth development; environment and public health; family and community welfare; housing and economic development; tax reform and intergovernmental relations, and unfunded mandates.

NJUMA is a proactive organization that pursues opportunities from government and the private sector to advance the interest of its members. We are currently exploring opportunities which will help attract businesses that will strengthen our communities and ultimately the state.

Currently, the Watson Institute is spearheading an economic analysis project aimed at developing an economic data platform for member cities in the north-central region of the state.



MEMBER CITIES OF THE NEW JERSEY URBAN MAYORS ASSOCIATION

Asbury Park
Atlantic City
Bayonne
Bloomfield
Bridgeton
Camden
East Orange
Elizabeth
Hoboken
Irvington
Jersey City
Kearny
Lakewood
Millville
Neptune
Newark
New Brunswick
North Bergen
Orange
Passaic
Paterson
Perth Amboy
Plainfield
Pleasantville
Roselle
Trenton
Vineland
Willingboro
Woodbridge



ABOUT THE NJUMA SPRING ECONOMIC DEVELOPMENT SUMMIT

This Summit is intentionally designed to attract and facilitate interaction, learning, and information exchange among a diverse group of stakeholders in New Jersey's urban and rural economic development future. These stakeholders include:

- *New Jersey mayors of urban and rural municipalities*
- *Other state and local officials, elected and appointed*
- *Public and private sector economic development professionals and practitioners (including UEZ Coordinators, Engineers, Business Administrators, etc.)*
- *Federal, state and local economic development agencies*
- *State, regional, and local Chambers and EDC executives*
- *Site selection and development professionals*



SUMMIT AGENDA



- 8:00A.M. - 9:00A.M.** **Registration/Continental Breakfast**
- 9:00A.M. - 9:10A.M.** **Welcome by the Honorable Wayne Smith, President of NJUMA and Mayor of Irvington and Regional Director Willie Taylor of the U.S. Department of Commerce, Economic Development Authority**
- 9:10A.M. - 9:20A.M.** **Opening Remarks by Lt. Governor Kim Guadagno**
- 9:20A.M. - 9:45A.M.** **Plenary Speaker: Jeffrey A. Robinson, Ph.D., Assistant Director of the Rutgers Center for Urban Entrepreneurship & Economic Development**
- 9:45A.M. - 11:00A.M.** **General Session I Workshops**
- 11:00A.M. - 11:15A.M.** **Break**
- 11:15A.M. - 12:30P.M.** **General Session II Workshops**



SUMMIT AGENDA



12:30P.M. - 2:00P.M.

Lunch

**Keynote Speaker: Marc H. Morial, President and CEO
National Urban League**

2:00P.M. - 3:15P.M.

Urban League Workshop

3:15P.M. - 3:30P.M.

Break

3:30P.M. - 4:45P.M.

General Session III Workshops

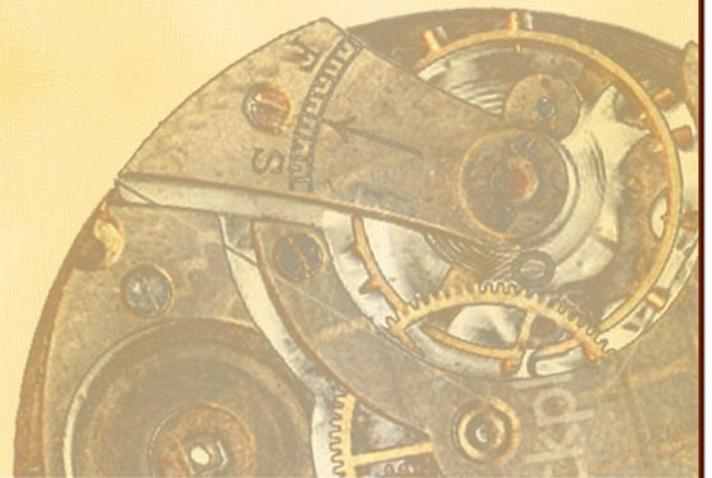
4:45P.M. - 5:00P.M.

Closing





GENERAL SESSION I WORKSHOPS



**GENERAL SESSION I
WORKSHOP
DETAILS**

9:45A.M. - 11:00A.M.

TURNING POINT ROOM



Turning Problem Properties into Opportunities

New Jersey's Abandoned Property Rehabilitation Act (APRA), enacted in early 2004, gave municipalities new powers for dealing with abandoned properties, including the ability to take individual buildings by "spot blight" eminent domain, accelerated foreclosure of tax liens and the ability to become an "entity in possession" of an abandoned property. A number of New Jersey municipalities started using more aggressive strategies to deal with their problem properties, and passage of the state's pioneering creditor responsibility law in 2010 gave them additional tools. The issue of problem properties has since taken on greater urgency in the context of the foreclosure crisis precipitated by the 2008 collapse of the housing market. This workshop will examine case studies in how municipal leaders have used elements of the APRA's toolkit and other tools to effect substantive change on the ground, and will suggest additional policies and strategies that could further advance municipalities' ability to repurpose abandoned and problem properties. Participants will be encouraged to highlight problem property challenges they are facing to get ideas on potential solutions.

Facilitator:

Diane Sterner, *Executive Director*
Housing & Community Development Network of New Jersey



Presenters:

Darice Toon, *Director*
Jersey City Division of Community Development



Michael Meyer, *Director*
Division of Housing & Real Estate, City of Newark



**GENERAL SESSION I
WORKSHOP
DETAILS**

9:45A.M. - 11:00A.M.

WOODROW WILSON BOARDROOM



New Jersey Redevelopment Authority: A Unique Approach to Redevelopment

Our mission is to provide a unique approach to revitalization efforts in New Jersey's cities. We develop programs and resources to improve the quality of life by creating value in urban communities.

Come out to hear first-hand how to best utilize the products and services of the New Jersey Redevelopment Authority. You will hear from developers and economic development professionals on how NJRA is vital in carrying out the redevelopment process.

Facilitator:

Leslie Anderson, *Executive Director*
New Jersey Redevelopment Authority



Presenters:

Erick R. Torain, *CEO*
The Torain Group

Valerie Jackson, *Director*
Planning and Economic Development, City of Orange

Wasseem Boraie, *Vice President*
Boraie Development LLC



**GENERAL SESSION I
WORKSHOP
DETAILS**

9:45A.M. - 11:00A.M.

HI-TECH ROOM



Urban Retail – General Development Issues

This session will discuss general issues relating to the attraction and development of urban retail projects. Discussion points will include retail site selection issues and opportunities such as trends in urban formats, how retailers think about trade areas, setting realistic expectations, etc. In addition, a major urban planning firm will discuss urban planning issues involved in analyzing and preparing for retail attraction efforts. Last, the role of municipal financing tools will be discussed such as tax increment financing to facilitate public sector investment for urban projects.

Facilitator:

**G. Lamont Blackstone, *Principal*
G. L. Blackstone & Associates LLC**



Presenters:

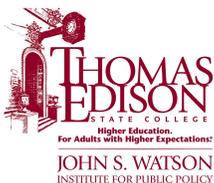
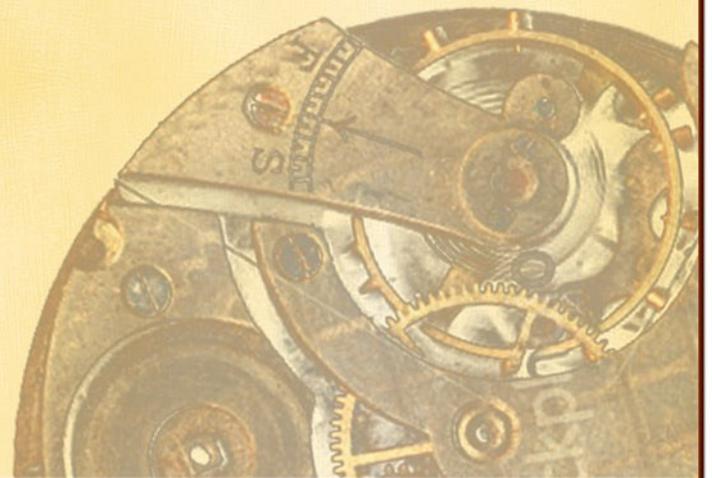
**Peter Liebowitz, *AICP*
AKRF, INC**



**Christian Michel, *CCIM*
AKRF, INC.**



**Nate Betnun, *Managing Director*
Stifel, Nicolaus & Co.**





GENERAL SESSION II WORKSHOPS



**GENERAL SESSION II
WORKSHOP
DETAILS**

11:15A.M. - 12:30P.M.

WOODROW WILSON BOARDROOM



New Jersey Redevelopment Authority: A Unique Approach to Redevelopment

Our mission is to provide a unique approach to revitalization efforts in New Jersey's cities. We develop programs and resources to improve the quality of life by creating value in urban communities.

Come out to hear first-hand how to best utilize the products and services of the New Jersey Redevelopment Authority. You will hear from developers and economic development professionals on how NJRA is vital in carrying out the redevelopment process.

Facilitator:

Leslie Anderson, *Executive Director*
New Jersey Redevelopment Authority



Presenters:

Erick R. Torain, *CEO*
The Torain Group

Valerie Jackson, *Director*
Planning and Economic Development, City of Orange

Wasseem Boraie, *Vice President*
Boraie Development LLC



**GENERAL SESSION II
WORKSHOP
DETAILS**

11:15A.M. - 12:30P.M.

TURNING POINT ROOM



Turning Problem Properties into Opportunities

New Jersey's Abandoned Property Rehabilitation Act (APRA), enacted in early 2004, gave municipalities new powers for dealing with abandoned properties, including the ability to take individual buildings by "spot blight" eminent domain, accelerated foreclosure of tax liens and the ability to become an "entity in possession" of an abandoned property. A number of New Jersey municipalities started using more aggressive strategies to deal with their problem properties, and passage of the state's pioneering creditor responsibility law in 2010 gave them additional tools. The issue of problem properties has since taken on greater urgency in the context of the foreclosure crisis precipitated by the 2008 collapse of the housing market. This workshop will examine case studies in how municipal leaders have used elements of the APRA's toolkit and other tools to effect substantive change on the ground, and will suggest additional policies and strategies that could further advance municipalities' ability to repurpose abandoned and problem properties. Participants will be encouraged to highlight problem property challenges they are facing to get ideas on potential solutions.

Facilitator:

Diane Sterner, *Executive Director*
Housing & Community Development Network of New Jersey



Presenters:

Darice Toon, *Director*
Jersey City Division of Community Development



Michael Meyer, *Director*
Division of Housing & Real Estate, City of Newark



**GENERAL SESSION II
WORKSHOP
DETAILS**

11:15A.M. - 12:30P.M.

HI-TECH ROOM



GENOVA, BURNS & GIANTOMASI
ATTORNEYS-AT-LAW

**STIFEL
NICOLAUS**

G. L. BLACKSTONE & ASSOCIATES
Commercial Real Estate Services for the Urban Core

AKRF

Transit-Oriented Development & Mixed-Use

Urban retail may also be incorporated into transit-oriented development and mixed-use projects. This session will address some planning issues relating to such projects. In addition, a prominent attorney will discuss some salient legal issues that municipalities should be cognizant of in spearheading economic development projects. As issues of tax increment financing and economic development are often affected by the economics of school districts, a major investment banking firm specializing in public finance will discuss those linkages.

Facilitator:

G. Lamont Blackstone, *Principal*
G. L. Blackstone & Associates LLC



Presenters:
Peter Liebowitz, *AICP*
AKRF, INC



R. Keith Rowan, *Project Manager*,
AKRF Inc.



Francis J. Giantomasi, *Partner*
Genova Burns Giantomasi

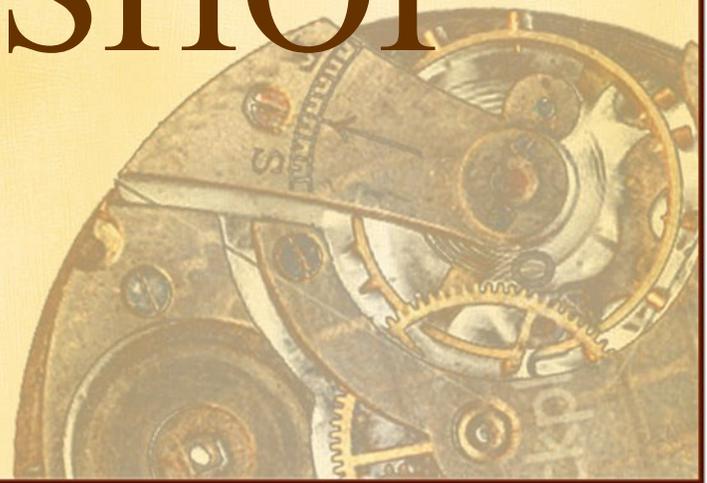


Elizabeth Caputo, *First Vice President*
Public Finance, Stifel Nicolaus & Company, Inc.





URBAN LEAGUE WORKSHOP



WORKSHOP DETAILS

2:00P.M. - 3:15P.M.

GEORGE WASHINGTON BALLROOM



National
Urban League

Urban League Workshop

More minority business enterprises are being created at every level from small/micro operations to rapidly growing technology companies. Although minority owned firms are increasing in number at a faster pace than the rate of the minority population, the gap in annual gross receipts slightly widened when compared to the share of the minority population. With increased sources of financing for minority owned businesses at all stages, strategic alliances and access to the marketplace, many minority firms can expand and succeed. There is a continuous need to implement programs that address the needs of minority businesses to help them grow faster, particularly in annual sales and employment, and to close the entrepreneurial parity gap. This workshop will discuss the National Urban League's Entrepreneurship Center Program. The goal of the Entrepreneurship Center Program (ECP) is to enable minority entrepreneurs to take advantage of new business opportunities and qualify for financing that will lead to high-level business growth through the provision of proper management skills.

Facilitator:

Donald Bowen, *Senior Vice President and Chief Program Officer*
National Urban League



Presenters:

Terry Clark, *Vice President, Entrepreneurship and Business Development*
National Urban League

Keith Ellison, *Business Manager, Entrepreneurship Center*
Urban League of Philadelphia

Elnora Watson, *President and CEO*
Urban League of Hudson County

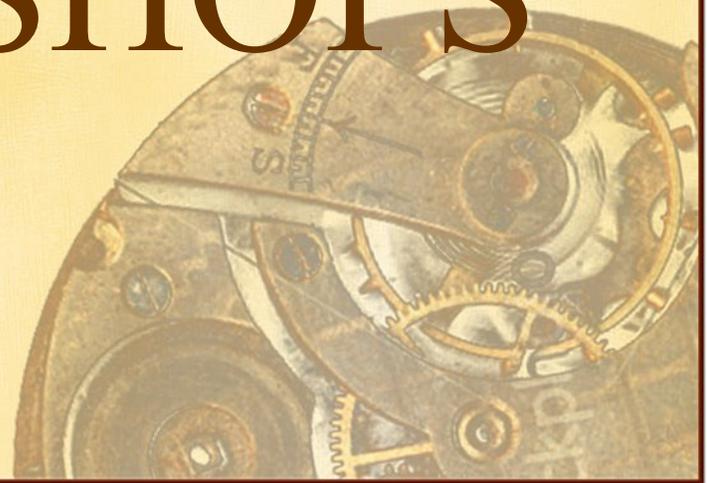
Vivian Fraser, *President and CEO*
Urban League of Essex County

Ella Teal, *President and CEO*
Urban League of Union County





GENERAL SESSION III WORKSHOPS



**GENERAL SESSION III
WORKSHOP
DETAILS**

3:30P.M. - 4:45P.M.

TURNING POINT ROOM



Turning Problem Properties into Opportunities

New Jersey's Abandoned Property Rehabilitation Act (APRA), enacted in early 2004, gave municipalities new powers for dealing with abandoned properties, including the ability to take individual buildings by "spot blight" eminent domain, accelerated foreclosure of tax liens and the ability to become an "entity in possession" of an abandoned property. A number of New Jersey municipalities started using more aggressive strategies to deal with their problem properties, and passage of the state's pioneering creditor responsibility law in 2010 gave them additional tools. The issue of problem properties has since taken on greater urgency in the context of the foreclosure crisis precipitated by the 2008 collapse of the housing market. This workshop will examine case studies in how municipal leaders have used elements of the APRA's toolkit and other tools to effect substantive change on the ground, and will suggest additional policies and strategies that could further advance municipalities' ability to repurpose abandoned and problem properties. Participants will be encouraged to highlight problem property challenges they are facing to get ideas on potential solutions.

Facilitator:

Diane Sterner, *Executive Director*
Housing & Community Development Network of New Jersey



Presenters:

Darice Toon, *Director*
Jersey City Division of Community Development



Michael Meyer, *Director*
Division of Housing & Real Estate, City of Newark



WORKSHOP DETAILS

3:30P.M. - 4:45P.M.

WOODROW WILSON BOARDROOM



NJCA's Foreclosure Prevention & Homeownership Preservation Workshop

The Foreclosure Prevention and Homeownership Preservation Workshop, funded by Bank of America, was designed to help educate elected officials, municipal employees, community leaders, and other stakeholders about the foreclosure crisis and available resources for affected homeowners and/or renters. Because we realize that our Mayor's are often the first point of contact for their constituents – this program was created to help them be responsive in assisting their constituents by being able to understand the foreclosure process and resources available and knowing how to appropriately direct them. The workshop will cover the following topics:

- Defining Foreclosure and its Causes;
- Understanding the Foreclosure Process and Timeline in New Jersey;
- Basic Foreclosure Terminology
- Options for Homeowners;
- Tenants' Rights when residing in properties in Foreclosure;
- Predatory lending, housing discrimination, and other consumer protections; and
- Available Resources.

Facilitators:

Phyllis Salowe-Kaye, Executive Director
New Jersey Citizen Action



Phyllis Salowe-Kaye
Executive Director

Leila Amirhamzeh, Associate Director of Development
New Jersey Citizen Action



**GENERAL SESSION III
WORKSHOP
DETAILS**

3:30P.M. - 4:45P.M.

HI-TECH ROOM



G. L. BLACKSTONE & ASSOCIATES
Commercial Real Estate Services for the Urban Core



Energy Opportunities & Infrastructure Development

This session will discuss a novel strategy municipalities are using both to save money on their energy bills and to help lower energy costs for businesses operating within their jurisdiction: municipal energy procurement and aggregation. In addition, a major urban planning firm will discuss infrastructure issues relating to spearheading urban retail and transit-oriented development projects. Strategies for public funding of infrastructure will be presented by an investment banking firm specializing in public finance.

Facilitator:

G. Lamont Blackstone, *Principal*
G. L. Blackstone & Associates LLC



Presenters:

Alex Rodriguez, *Chairman and CEO*
Diversegy



Steven Boss Esq., *Executive Vice President & General Counsel*
Diversegy



John E. Muus, *Managing Director*
Stone & Youngberg LLC



Rodman Ritchie, PE,PP, *Technical Director*
AKRF





SPEAKERS



MEET OUR MORNING
SPEAKER:

JEFFREY A. ROBINSON PH.D



Jeffrey A. Robinson, Ph.D. , *Assistant Director*
Rutgers Center for Urban Entrepreneurship & Economic Development



Jeffrey A. Robinson, Ph.D. is an award winning business school professor, international speaker and entrepreneur. Since 2008, he has been a leading faculty member at Rutgers Business School where he is an assistant professor of management and entrepreneurship and the founding Assistant Director of The Center for Urban Entrepreneurship & Economic Development. The Center is a unique interdisciplinary venue for innovative thinking and research on entrepreneurial activity and economic development in urban environments.

Through his research, business ownership and community activities he makes direct impacts entrepreneurship and economic development policy and practice in the state of New Jersey and beyond. He is the co-author along with Randal Pinkett of the critically acclaimed *Black Faces in White Places: 10 Game-Changing Strategies to Achieve Success and Find Greatness*, a book that makes an impact on all who read it.
Scholar

Dr. Robinson is an accomplished scholar. His research specialty can be described as the being at the intersection of business and society. His work addresses community and economic development issues for urban metropolitan areas in the United States and abroad. He has grant funded research projects on high growth oriented African American women entrepreneurs and early stage social entrepreneurial ventures. He is the co-editor (with Johanna Mair and Kai Hockerts) of the research volumes *Social Entrepreneurship, International Perspectives in Social Entrepreneurship*, and *Values and Opportunities in Social Entrepreneurship*. His most recent manuscripts are related to inner city business development and social entrepreneurship. In 2007, he was selected as the recipient of the Aspen Institute's Social Impact Faculty Pioneer Award for his research, service and teaching activities at the intersection of entrepreneurship and society. In 2011, his course, Urban Entrepreneurship & Economic Development, was recognized as a model of *Innovative Entrepreneurship Education* by the U.S. Association of Small Business and Entrepreneurship.

Dr. Robinson is a sought after speaker, author and media commentator recently appearing on Dateline NBC and NBC Nightly News, PBS, NJN News, NJ Biz, and The New York Times. Dr. Robinson has been on the faculty of the Leonard N. Stern School of Business of New York University and Loyola University of Maryland prior to arriving at Rutgers Business. He has been the keynote speaker at international events and conferences in Shanghai, China; Lagos, Nigeria; Melbourne, Australia; and London, England and has taught or presented his work on six continents.

**MEET OUR MORNING
SPEAKER:**

JEFFREY A. ROBINSON PH.D



He has completed five degrees in the areas of engineering, urban studies and business. At Rutgers, The State University of New Jersey, he completed a Bachelor of Arts in Urban Studies at Rutgers College and a Bachelor of Science in Civil Engineering at Rutgers College of Engineering. He has a Master of Science in Civil Engineering Management from Georgia Institute of Technology and an M. Phil. and a Ph.D. in Management and Organizations at Columbia University's Graduate School of Business.

Entrepreneur

Dr. Robinson is a 3rd generation entrepreneur. He is the co-founder of BCT Partners, a firm that provides management, technology and policy consulting to non-profits, foundations, corporations and various government entities as they plan and implement change strategies and improve organizational effectiveness. Through BCT he has worked on numerous community technology and community building projects in the State of New Jersey, and the cities of New York, Baltimore, and Atlanta. He advises several social ventures and opened, Eden Organix, a day spa and retailer of organic skin and beauty products with his wife Valerie Mason-Robinson in 2008.

Advocate

Dr. Robinson is a passionate advocate for social entrepreneurship and community economic development. He is particularly committed to supporting community building, entrepreneurship and the development of social ventures. He believes that long lasting change for inner city communities is stimulated when community institutions, business leaders and government entities work together toward the common goal of community revitalization.

Most recently, he is engaged in a multi-year project to raise the profile of social entrepreneurship and social innovation in the state of New Jersey. Emerging from his pioneers research, the *New Jersey Social Entrepreneurship Summit* and the *New Jersey Social Innovation Institute* are national models for establishing a regional culture of social problem solving using entrepreneurial approaches.

Dr. Robinson volunteers his time as a member of the board of the New Jersey Public Policy Research Institute, the Mentoring And Leadership Equals Success (MALES) Program in North Plainfield, New Jersey, and work with various community organizations to empower, educate and encourage others. He holds life memberships in Alpha Phi Alpha Fraternity Incorporated and the National Black MBA Association. He lives in Piscataway, New Jersey with his wife, Valerie, and their three children. They are active members of Abundant Life Family Worship Church in New Brunswick, New Jersey.

For more information go to www.jeffreyrobinsonphd.com or www.redefinethethegame.com

Follow Dr. Robinson on Twitter: @JRobinsonPhD

Email all inquiries to info@JeffreyRobinsonPhD.com

**MEET OUR
KEYNOTE
SPEAKER:**

MARC H. MORIAL

**Marc H. Morial, *President and CEO*
National Urban League**



Entrepreneur. Lawyer. Professor. Legislator. Mayor. President, U.S. Conference of Mayors. CEO of the National Urban League, the nation's largest civil rights organization. In a distinguished professional career that has spanned 25 years, Marc Morial has performed all of these roles with excellence, and is one of the most accomplished servant-leaders in the nation. As an Entrepreneur, Morial started several successful small businesses -- an apparel wholesale company, a special events company, and a janitorial company, his first venture at age 15 with two childhood friends.

As a Lawyer, Morial won the Louisiana State Bar Association's Pro Bono Publico Award for his legal service to the poor and disadvantaged. He was also one of the youngest lawyers, at age 26, to argue and win a major case before the Louisiana Supreme Court. As a Professor, Morial served on the adjunct faculty of Xavier University in Louisiana, where he taught Constitutional Law, and Business Law. As a Louisiana State Senator, Morial was named Legislative Rookie of the Year, Education Senator of the Year, and Environmental Senator of the Year, while authoring laws on a wide range of important subjects.

As Mayor of New Orleans, Morial was a popular chief executive with a broad multi-racial coalition who led New Orleans' 1990's renaissance, and left office with a 70% approval rating. With vigor and creativity he passionately attacked his city's vast urban problems. Violent crimes and murders dropped by 60%, the unemployment rate was cut in half, and New Orleans' poverty rate fell according to the 2000 Census. The city's economy experienced its most dramatic growth in over 20 years as the Convention Center was expanded, thousands of new hotel rooms were built, the Downtown Casino and Sports Arena opened and New Orleans hosted Super Bowls and Music Festivals, as well as International and Hemispheric Summits. The NBA also returned to New Orleans as he led the effort to relocate the Hornets from Charlotte.

**MEET OUR
KEYNOTE SPEAKER:**

MARC H. MORIAL



During his tenure, New Orleans won the All-American City Award in 1996 for the first time in 50 years, as well as the prestigious City Livability Award, and finished first in the National Night Out Against Crime Competition on two occasions. He produced eight balanced budgets, and led the passage of a new City Charter which authorized the creation of a City Revenue Estimating Conference, an Ethics Board and Inspector General. Elected by his peers as President of the bi-partisan U.S. Conference of Mayors (USCM), he served during the 9/11 Crisis and championed the creation of the Department of Homeland Security, and the Federalization of airport security screeners. The USCM achieved unparalleled visibility and prominence under his leadership

As President of the National Urban League since 2003, he has been the primary catalyst for an era of change -- a transformation for the nearly 100 year old civil rights organization. His energetic and skilled leadership has expanded the League's work around an Empowerment agenda, which is redefining civil rights in the 21st century with a renewed emphasis on closing the economic gaps between Whites and Blacks as well as rich and poor Americans. Under his stewardship the League has had record fundraising success towards a \$250MM, five year fundraising goal and he has secured the BBB nonprofit certification, which has established the NUL as a leading national nonprofit.

His creativity has led to initiatives such as the Urban Youth Empowerment Program to assist young adults in securing sustainable jobs, and Entrepreneurship Centers in 5 cities to help the growth of small businesses. Also, Morial created the National Urban League Empowerment Fund, which has pumped almost \$200 million into urban impact businesses including minority business through both debt and equity investments. A graduate of the prestigious University of Pennsylvania with a degree in Economics and African American Studies, he also holds a law degree from the Georgetown University Law Center in Washington, D.C., as well as honorary degrees from Xavier University, Wilberforce University, and the University of South Carolina Upstate.

He serves as an Executive Committee member of the Leadership Conference on Civil Rights, the Black Leadership Forum, and Leadership 18, and is a Board Member of the Muhammad Ali Center, and the New Jersey Performing Arts Center. He has been recognized as one of the 100 most influential Black Americans by Ebony Magazine, as well as one of the Top 50 Nonprofit Executives by the Nonprofit Times.

Morial, a history, arts, music and sports enthusiast, has an adult daughter, and is married to broadcast journalist Michelle Miller. Together they have two young children.

**MEET OUR
FACILITATOR:**

DONALD E. BOWEN



**Donald E. Bowen, *Senior Vice President and Chief Program Officer*
National Urban League**



Donald E. Bowen is an acclaimed servant leader, team and organization builder and an expert in helping not for profit organizations achieve real results while at the same time achieve financial empowerment.

He is widely recognized for his no nonsense, principle-centered, results-oriented approach to organizational management, problem solving, and service delivery and has developed innovative solutions that have helped thousands of people reach more of their potential. He is a frequent advisor to Urban League affiliates and other organizations throughout the country on a wide array of topics.

Known for his integrity, candor and commitment to the mission of service to others and not to self, and driven by an intense sense of fair play, Bowen is regarded as a courageous champion for equal opportunity, race equity, and the rights and responsibilities of the socially and economically disadvantaged.

Bowen's Urban League tenure spans over twenty years. From 1991-2006, he served as the President of the Urban League of Broward County, Florida. Under his innovative and tenacious leadership, this affiliate became one of the strongest, most effective, and financially empowered in the country as it retained over 8% of all revenue during this time for reserve purposes.

In September, 2005 Bowen first came to the National Urban League as an Executive on Loan responsible for the League's Hurricane Katrina relief efforts and became Senior Vice President of Programs in April, 2006. As Chief Program Officer he is responsible for all programmatic initiatives in the following divisions: Education and Youth Development, Entrepreneurship and Business Development, Health and Quality of Life, Housing and Community Development and Workforce Development. Under his leadership and direction, the National Urban League sub-grants over twenty million dollars a year to its affiliates.

Bowen has also led NUL's efforts in creating the Urban Empowerment Fund, a community development loan fund which will provide loans and technical assistance to small businesses, non-profit organizations, affordable housing and community facilities in underserved communities nationwide.

A New Jersey native, Bowen holds a Master's Degree in Social Work from Virginia Commonwealth University. A former basketball player and lifelong athlete, Bowen is the former Vice Chair of the Florida Boxing Commission and is an avid boxing fan. He says, "I love boxing because it essentially represents the struggle of life; it is the purest form of competition with a near level playing field and where the outcome is largely based

**MEET OUR
FACILITATOR:**

G. LAMONT BLACKSTONE



G. Lamont Blackstone, *Principal*
G. L. Blackstone & Associates LLC

G. Lamont Blackstone is the principal of G. L. Blackstone & Associates LLC, a commercial real estate consulting firm specializing in urban markets, the crafting of public-private partnerships, and energy expense solutions for commercial properties. He has been involved in several inner-city supermarket-anchored development projects including the Harlem Pathmark project which opened in 1999 as the then-largest supermarket in Manhattan.

Mr. Blackstone has served in multiple voluntary posts with the International Council of Shopping Centers (“ICSC”) -- the trade association for the worldwide retail real estate industry -- and as Dean of the School of Economic Development at ICSC’s University of Shopping Centers. Lamont was a contributor to ICSC’s publication, *Developing Successful Retail in Underserved Urban Markets* and he has written articles for the *Downtown Idea Exchange*. In 2010, he was selected by the Board of Trustees of ICSC to receive its *Distinguished Service Award* for his years of service and promotion of the field of public-private partnerships. In 2011, he was awarded ICSC's William M. Sulzbacher Government Relations Leadership Award, the first recipient of the new honor.



**MEET OUR
FACILITATOR:**

PHYLLIS SALOWE-KAYE



Phyllis Salowe-Kaye, *Executive Director*
New Jersey Citizen Action



Phyllis Salowe-Kaye
Executive Director

For the last 25 years, Ms. Salowe-Kaye has served as Executive Director of New Jersey Citizen Action, the state's largest multi-issue consumer watchdog organization with over 60,000 family members and over 100 affiliate organizations. Over the years, she negotiated more than 40 Community Reinvestment Act (CRA) agreements with almost all of New Jersey's largest banks, and several of the smallest, totaling over \$30 billion dollars in below-market rate mortgages, discounted home improvement loans, construction and permanent financing for non-profits, small business loans targeted to women and minorities, and community and economic development lending. Citizen Action provides financial education training to thousands of adults and teenagers throughout the state each year. Citizen Action also has 7 Mortgage, Credit Counseling and Foreclosure Prevention Offices across the state and is counseling over 2,500 annually. More than 13,000 low- and moderate-income New Jersey residents have purchased homes through New Jersey Citizen Action's HUD-certified housing and foreclosure counseling service since 1995.

Phyllis also serves as a Board member of USAction, a national progressive coalition working on issues such as health care and education, providing a national voice for progressive values. A co-founder of *Shelterforce*, a 30-year-old housing publication, she also sits on the Board of the National Housing Institute, a non-profit organization dedicated to increasing and maintaining affordable housing. In 1983, Phyllis co-founded and directed the Ronald B. Atlas Tenant Resource Center. She is a founding member and has served on the Board of H.A.N.D.S., Inc. (a non-profit housing development corporation that builds affordable housing in Essex County, New Jersey) for 20 years.

A former Newark school teacher, Salowe-Kaye was a tenant organizer and President of the New Jersey Tenants Organization for 14 years. Phyllis served as a Commissioner of the New Jersey Public Broadcasting Authority from 2005 to 2011. In 2009, Phyllis received the National Community Reinvestment Coalition's Lifetime Achievement Award for her dedication to fighting for economic justice on behalf of New Jersey families. In December 2009, Phyllis was appointed to the Consumer Advisory Commission of the Federal Reserve Bank in Washington, D.C. In 2012, Phyllis was presented with the Evangelina Menendez Trailblazer Award by U.S. Senator Robert Menendez, in recognition of her outstanding contributions to New Jersey, as well as her compassionate, effective advocacy on behalf of New Jerseyans.

**MEET OUR
FACILITATOR:**

LEILA AMIRHAMZEH, J.D.

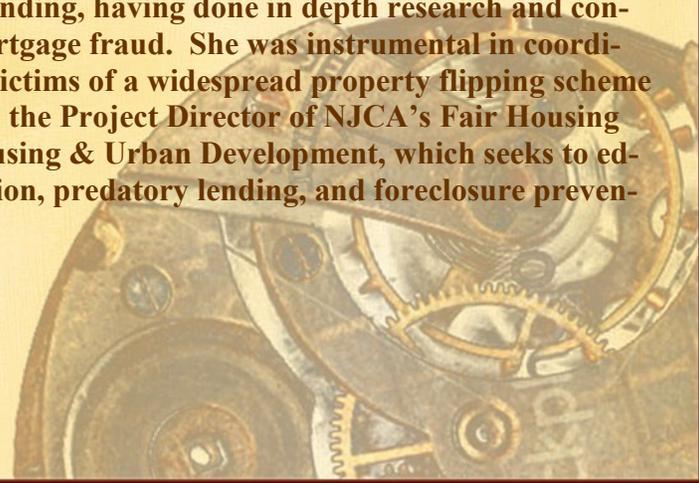


Leila Amirhamzeh, J.D., *Associate Director of Development*
New Jersey Citizen Action

Leila Amirhamzeh is the Associate Director of Development for New Jersey Citizen Action, the state's largest independent citizen watchdog coalition. Leila recently received her Juris Doctor degree from Rutgers Newark School of Law in Newark, NJ. She graduated Magna Cum Laude from Drew University in 1999, earning a B.A. degree in both German and Political Science. Leila has been with Citizen Action since 1999, working as the Community Reinvestment Act (CRA) Organizer, the Financial Education Director, the Senior Grant Writer, and presently as the Associate Director of Development.

During her time at NJCA, Leila has developed curriculum and provided training to community leaders and consumers on the topics of credit, money management, homeownership, healthcare, housing discrimination, foreclosure prevention, avoiding financial frauds and predatory lending, and savings and investment. In addition, Leila oversaw the Financial Literacy training provided by Citizen Action as part of the State of New Jersey's Individual Development Account program. As the Associate Director of Development, Leila is currently responsible for coordinating all of New Jersey Citizen Action's development activities, including grant proposals, fundraising events, and appeals to both individual donors and institutional funders.

Leila has worked extensively on the issue of predatory lending, having done in depth research and conducted personal interviews of hundreds of victims of mortgage fraud. She was instrumental in coordinating the financial workout solution of more than 150 victims of a widespread property flipping scheme in Essex County. For the past 11 years she has served as the Project Director of NJCA's Fair Housing Initiative Project, funded by the U.S. Department of Housing & Urban Development, which seeks to educate consumers across the state on housing discrimination, predatory lending, and foreclosure prevention.



**MEET OUR
FACILITATOR:
LESLIE A. ANDERSON**



**Leslie A. Anderson, *Executive Director*
New Jersey Redevelopment Authority**



Leslie A. Anderson was appointed as Executive Director of the New Jersey Redevelopment Authority (NJRA) by a unanimous vote of the Board of Directors in June 2004. As Executive Director, Ms. Anderson is the first African-American woman to head a state financing authority in New Jersey. Ms. Anderson played an integral role in the development of New Jersey's urban strategy that was enacted into law in July 1996 through the New Jersey Urban Redevelopment Act, which created the New Jersey Redevelopment Authority.

To date, NJRA has approved commitments totaling more than \$335 million leveraging more than \$3 billion in private investments. Through her leadership and management, NJRA will continue to successfully convey its mission and mandate of improving the quality of life by creating value in New Jersey's urban communities.

Ms. Anderson has shaped an impressive career dedicated to public service by applying her skills in the areas of policy development and management to find the delicate balance between community and government to bring forth positive change.

Ms. Anderson is a graduate of Pennsylvania State University. She is a Leadership NJ Fellow life member of the Penn State Alumni Association and holds memberships in the Women in Housing and Finance, and the International Council for Economic Development (IEDC). Ms. Anderson is also an inductee in the Plainfield High School Hall of Fame, in addition to being selected as a "Woman of Distinction" by the Girl Scouts of Southern and Central New Jersey. She is the recipient of the Frontiers International Service to Youth Award, presented by the Plainfield Area Club, a local chapter of Frontiers International, for her dedicated service to the youth of Plainfield, New Jersey. Most recently, Ms. Anderson was selected as the recipient of the Roger M. Yancey Award from the Garden State Bar Association recognizing her as a trailblazer in fostering a balance between community and government.

**MEET OUR
FACILITATOR:**

DIANE STERNER

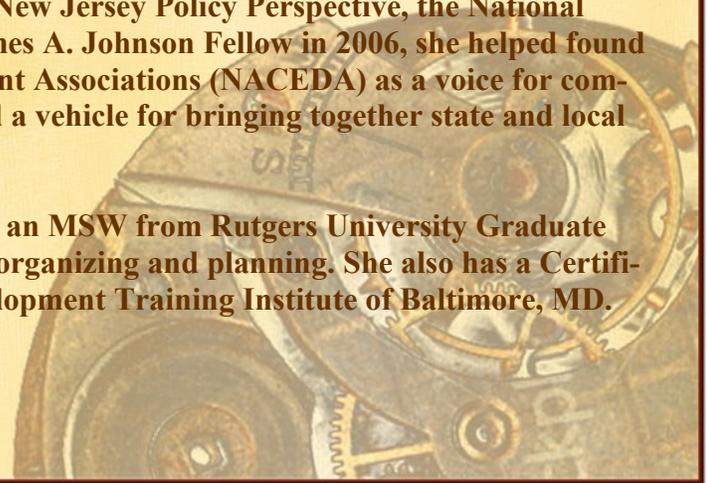


Diane Sterner, *Executive Director*
Housing and Community Development Network of NJ

Diane Sterner is the founding director of the Housing and Community Development Network of New Jersey. This statewide association of 150 community-based development organizations (CBDOs) was created in 1989 to enhance the efforts of these groups to create housing and economic opportunities, revitalize their communities, and improve the climate for community development in New Jersey. Her contributions to the community development field over the last 30 years have both strengthened New Jersey's community development sector and helped bring about state-level reforms critical to urban and lower income communities. Prior to joining the Network Ms. Sterner worked as a community development consultant with non-profit housing developers, and as director of housing and economic development for La Casa de Don Pedro, a community-based organization in Newark.

Ms. Sterner has helped found several other statewide organizations to address issues critical to the future of New Jersey communities, including the Coalition for Affordable Housing and the Environment, which promotes the creation of affordable housing, the revitalization of cities and the protection of natural resources, and Homes for New Jersey, a campaign spearheaded by a broad coalition of religious, business, community and other groups to get decision-makers to address the scarcity of affordable homes in the state. Ms. Sterner also serves on the Board of Trustees of New Jersey Policy Perspective, the National Housing Institute and New Jersey Citizen Action. As a James A. Johnson Fellow in 2006, she helped found the National Alliance of Community Economic Development Associations (NACEDA) as a voice for community development practitioners in Washington, DC, and a vehicle for bringing together state and local CDC associations to support the field.

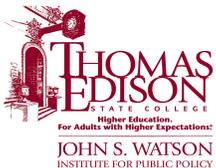
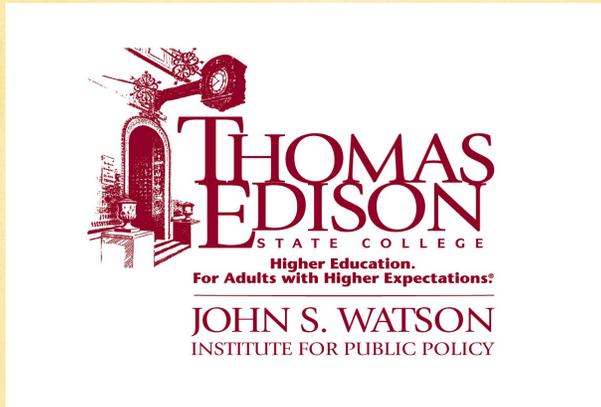
Ms. Sterner received her BA from Kalamazoo College and an MSW from Rutgers University Graduate School of Social Work with a specialization in community organizing and planning. She also has a Certificate in Community Economic Development from the Development Training Institute of Baltimore, MD.





SPONSORS AND SPECIAL THANKS

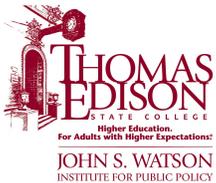




Our Sponsors



LMCK Partners, LLC



CHAMPION SPONSOR



PSEG

We make things work for you.