



Speaker Biographies

Jerry Zaro was named Chief of the Office of Economic Growth by Governor Jon S. Corzine in October 2008. In that capacity, he also serves on the Board of the New Jersey Economic Development Authority. Mr. Zaro brings to state government more than 33 years of experience in the law, business, banking, real estate and transportation fields. The Office of Economic Growth was established as a permanent part of the executive branch in January 2007 to coordinate the state's economic development efforts across all sectors and departments. As Chief, Mr. Zaro oversees the implementation of the state's Economic Growth Strategy, and coordinates efforts to improve the business climate while working to attract and retain jobs. Mr. Zaro holds a B.A. degree in History and Government from Boston University and received his J.D. from Boston College's School of Law.

Carl Van Horn, Ph.D. is the founding Director of the John J. Heldrich Center for Workforce Development at Rutgers University and Professor of Public Policy at the university's Edward J. Bloustein School of Planning and Public Policy. He is a widely recognized expert on workforce, human resources and employment policy issues with extensive experience in public and private-sector policymaking. Dr. Van Horn chairs Rutgers' Workforce Development Coordinating Council, a group that includes all major training and research units that are concerned with the preparation and improvement of the workforce. He is also a member of the Rutgers' graduate faculties of political science, management and labor relations, urban planning, and education. Dr. Van Horn received a B.A. degree from the University of Pittsburgh magna cum laude in honors history and political science and M.A. and Ph.D. degrees in political science from Ohio State University.

Caren S. Franzini has served as Chief Executive Officer of the New Jersey Economic Development Authority (EDA) since January 1994. The EDA is an independent, self-sustaining state financing and development agency that works to promote economic growth, job creation and the revitalization of New Jersey's communities with financing assistance, technical support and entrepreneurial training, and real estate development activities. She joined the Authority in March 1991 as Deputy Director. Under Ms. Franzini's direction in 2008, the EDA finalized over \$550 million in financing assistance, state business incentives and tax credits, and venture fund investments, which supported more than \$1.4 billion in total new public/private investments in the state's economy and the creation of over 7,000 new jobs. These 2008 results brought the EDA's cumulative financing assistance totals to more than \$19 billion since its formation in 1974, supporting the creation of nearly 290,000 new jobs and total investments surpassing \$40 billion. Ms. Franzini holds a B.A. degree in Urban Studies from the University of Pennsylvania and a M.B.A. degree in Finance and Public Management from the Wharton School of the University of Pennsylvania.

Linda M. Doherty is President and Chief Executive Officer of the New Jersey Food Council (NJFC), a Trenton-based business-trade association representing supermarkets and the food distribution industry in the Garden State. Ms. Doherty serves on the Board of Directors of the Food Policy Institute at Rutgers University and The Food Innovation Center. She also serves on the Executive Committee of the Food Industry Association of Executives Board of Directors, a national organization of state executives in the grocery and retail industry. Recently, Ms. Doherty was honored by the national Grocery Manufacturers Association with the prestigious "Excellence in Government Affairs" Award for her work on food retailer and supplier issues. Ms. Doherty received her B.A. degree in Arts in Communications from Rutgers University.



Timothy Lizura is Senior Vice President for Business Development for the New Jersey Economic Development Authority. In his position, he oversees sales strategies and processes to support regional business development, urban development, real estate site solutions, and the growth of technology and life sciences industry in New Jersey. Mr. Lizura received a B.A. degree from Rutgers University, with a major in Economics and minor in Accounting. He received his M.B.A. degree from Rutgers Graduate School of Management.

Odis Jones is Director of Urban & Site Development for the New Jersey Economic Development Authority. In this position, he serves as the head of real-estate transactions within the Business Development Division. Mr. Jones is responsible for stimulating investment in New Jersey's urban areas by providing businesses and community development organizations with the financial and technical tools they need to grow and revitalize neighborhoods. Mr. Jones received a B.S. degree from Central Michigan University, an M.A. degree from Western Michigan University in Public Administration and a Real Estate Certification from Harvard Business School.

Brian Lang is a Senior Associate at The Food Trust and works to ensure everyone's access to affordable nutritious food. Most recently, he advocated for New York and Illinois to develop policies that encourage supermarket investment in underserved communities. In his previous role, Lang managed the Food Trust's Farmers' Market Program. Mr. Lang holds a M.A. degree from the Fels Institute of Government Administration of the University of Pennsylvania.

Don Hinkle-Brown is President of Lending and Community Investments for The Reinvestment Fund (TRF), a leading innovator in the financing of neighborhood and economic revitalization. In this capacity, Mr. Hinkle-Brown directs all of TRF's lending operations, including housing, community facility, and commercial real estate lending. Mr. Hinkle-Brown's team lends, invests, underwrites, monitors, manages relationships and provides technical assistance for all the financing areas he oversees. Mr. Hinkle-Brown holds an M.B.A. degree in Real Estate Planning from Temple University.

Ronald H. Reisman is Manager of Business Outreach in the New Jersey Board of Public Utilities' Office of the Business Energy Ombudsperson and has spent nearly his entire professional career involved in energy issues. The Office of Ombudsperson was established by legislative mandate to assist the state's businesses in managing their energy costs. Mr. Reisman is a graduate of Rutgers University.

Jeffrey Brown is Founder, President and CEO of Brown's Super Stores, Inc. Brown's operates 11 ShopRite Supermarkets in the Philadelphia area. Mr. Brown has extensive experience with inner city supermarket development and operations, specializing in developing solutions for difficult business, finance and risk challenges.

George Jacobs, after leaving Hartz Mountain where he was a principal during most of the 1980s, started Jacobs Enterprises ("JEI") in 1990. A Licensed Planner and Real Estate Broker in the State of New Jersey, Mr. Jacobs is currently the Managing Member of a \$100 million+ (equity) acquisition and development fund. His most prominent recent projects include the acquisition and redevelopment of the 230,000 square foot Styertowne Shopping Center in Clifton, Washington River Run, a new \$40 million mixed-use project in Belleville, and the \$75 million mixed-use Livingston Town Center. Mr. Jacobs is currently the State Co-Chairman of the International Council of Shopping Centers' Alliance Program, and serves on the Advisory Boards of both Provident Bank and Union Center National Bank. Mr. Jacobs received M.A. degrees in City and Regional Planning from Harvard and in Business Administration from Rutgers.



Aaron J. Fleishaker, Esq. is Vice-President of Real Estate and Construction of Fairway Markets, whose responsibilities include site analysis and selection, lease negotiation and review, and construction supervision. Fairway, an institution in New York City, is a leading specialty market featuring the finest in produce, meat, fish, cheese as well as specialty foods from around the world. Mr. Fleishaker is the New York/New Jersey Retail Chairman of the International Council of Shopping Centers (ICSC) and is this year's Chairman of the ICSC New York Deal Making Convention. Aaron is a graduate of the Boston University School of Management and the Boston University School of Law.

Jack Shakoor is the Owner and Operator of three New Jersey Foodtown Supermarkets, in Caldwell, North Arlington and Wayne. Prior to opening his first store in 1987, an IGA supermarket in Boontown, Mr. Shakoor worked at Pathmark Supermarkets for 19 years and is currently a Board Member of both the New Jersey Food Council and Foodtown Supermarkets. He is also a Member of Caldwell Downtown Alliance. Born in Paterson, New Jersey, Mr. Shakoor is a graduate of Seton Hall University with a B.S. degree in Accounting.

Robert R. Volosin is Senior Director of Real Estate for The Great Atlantic & Pacific Tea Company, Inc. With 31 years of supermarket experience, Mr. Volosin has focused, over the last 22 years, on site selection and development. Prior to working for A&P, Mr. Volosin has held positions at Pathmark and Wakefern Food Corporation. Over his career, Mr. Volosin has overseen more than 75 new liquor store and supermarket transactions ranging from land purchases and development of shopping centers, to ground leases and build to suit locations. Robert is an active member of the ICSC, served as a Member of the New York Supermarket Commission and has testified before municipal planning boards throughout the States of New York, New Jersey and the Commonwealth of Pennsylvania. Robert is a graduate of Rutgers University with a B.A. degree in Economics and Finance.

Richard D. Matwes is the Senior Real Estate Representative for the Wakefern Food Corporation and has been a vital contributor in the development of 42 Shop Rites, and 27 Price Rites throughout his real estate career at Wakefern. Mr. Matwes has been with Wakefern for over 31 years, starting in the Advertising Department and working his way up to supervisor of the Production Department, where he was responsible for printing and distribution of the Shop Rite newspaper ads throughout the seven state region. Next, as research analyst in the Market Research Department, he was responsible for compiling site analysis reports for the building of potential new Shop Rite Supermarkets. For the past 24 years, his responsibilities have included locating, evaluating and negotiating leases for all new and replacement ShopRite and Price Rite locations in New York State, New Jersey and Staten Island.

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