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Real Estate ■ Corporate

Ken Morgan recaps the 2019 ICSC PA/NJ/DE Conference and Deal Making

Last week, ICSC came to town and hosted its annual PA/NJ/DE Conference and Deal Making in the heart of Philadelphia. The 2-day event brought together retailers, developers, commercial brokers and other professionals for a one-stop program focused on industry-specific education, networking and deal making.

A long-standing member of the conference planning committee for more than 10 years, Ken Morgan noted the breadth of this year's program and its speakers ~ specifically the committee's choice of subjects that are resonating throughout the commercial real estate industry.

The conference covered a wide range of topics, including Opportunity Zone investment opportunities as well as issues relating to cannabis leasing if the State of New Jersey approves its recreational use. The keynote speaker was executive director of the Greater Philadelphia Film Office, Sharon Pinkerton, who discussed the tremendous success the area has enjoyed, attracting movies and television to be filmed throughout the region thanks in part to tax incentives.

But there was more than panels and speakers. The agenda included an evening at Topgolf in Mount Laurel, walking tour of the Center City District, retail speed networking and a focus on local outreach and participation.

After the meeting, Ken commented "the mood of the attendees was mostly upbeat and optimistic about the state of the real estate market." All good news for the industry and region as a whole.

[Learn more about ICSC.](#)

Morgan Law LLC is a boutique law firm located in Marlton, New Jersey with a concentration in the areas of transactional real estate, commercial finance and business counseling. Founding principal, Kenneth Morgan, represents clients in acquiring, financing and leasing commercial real estate, and represents lenders and borrowers in preparing and negotiating loan documentation, including residential tract and commercial development and redevelopment transactions. He also provides counsel for buyers and sellers of assets in diverse businesses. A graduate of the University of Pennsylvania (B.A. 1989), Drexel University (M.B.A. 1994), and Rutgers University School of Law-Camden (J.D., with honors, 2002), Morgan has held previous positions as partner at a local mid-sized law firm, an associate at an AmLaw 100 law firm and Vice President and commercial lender with a financial institution. He is an active member of the professional community, serving as a member of the International Council of Shopping Centers (ICSC) and on the Board of Consultants for the NJSBA Real Property Trust and Estate Law Section. Born and raised in South Jersey, Morgan is strongly committed to the community, supporting local and statewide charitable organizations. For more information, visit the firm's website at KenMorganLaw.com or call (856) 375-2985.

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