

# ICSC GOVERNMENT RELATIONS CHAIR SPOTLIGHT



**Julian Jacquin**

Julian Jacquin has served as the ICSC GR Chair for Colorado since 2022.

## **What motivated you to get involved in government relations, specifically in Colorado?**

Legislative decisions have major impacts on the retail real estate industry, effectively rewriting the rules and changing our business every day. I learned long ago that these legislative changes are either happening with you or to you, and I believe it is crucial to have an active seat in those discussions. Folks always say you're either at the table or on the menu. These changes impact local control, land use/zoning, construction defects, financial incentive programs, and support for small businesses.

As an example, in Colorado, we have access to certain public/private partnership programs to attract private investment, such as Tax Increment Financing (TIF) through the Colorado Urban Renewal Law. In 2023, there was a large master-planned development project seeking TIF assistance for \$1 billion in new private investment in a Colorado community, and a few outspoken elected officials opposed the use of TIF for that project. Those officials petitioned their state leadership to introduce a bill, rewriting state statutes to effectively make it illegal to offer TIF for that project. It set a bad precedent for getting the state legislature involved in local land use and using state policy to directly impact a single development in one community. The retail development community and state economic development organizations went into action, successfully petitioning Governor Polis to veto the bill, citing its inappropriate use of state policy in local land use. This veto would not have been possible without the government relations (GR) and public policy work of groups like ICSC.

## **Which ICSC meeting is your favorite to attend?**

The 2024 Federal Fly-In in Washington, D.C., was a highlight for me. Other ICSC events—like ICSC LAS VEGAS, ICSC@WESTERN, or ICSC LOCAL COLORADO—traditionally focus on networking, forming new connections and creating or closing deals. However, the Fly-In is intended to promote the retail real estate industry and ICSC as an organization externally to our elected leaders, fostering legislative change at the national level.

At the 2024 Federal Fly-In, we had a great day of important updates for ICSC and the retail real estate industry, followed by a full day on Capitol Hill meeting with our legislators. With our ICSC lobbyist in Colorado, I met with the offices of six elected leaders in Colorado, including both Senators (John Hickenlooper and Michael Bennet), and four Representatives. As an added bonus, while in the hallway between meetings, I serendipitously ran into my local congressman, Representative Joe Neguse (CO-02), in the elevator of the Rayburn building. He shared that he had successfully secured \$500,000 in Congressional Directed Spending (CDS) for the Town of Erie during that morning's legislative session. This funding will support significant safety, capacity and transit improvements on CO Hwy 7. The access to these legislative offices—and the impact on key legislative priorities—provided by ICSC at the Federal Fly-In is unmatched.

**FOR MORE INFORMATION CONTACT US AT**  
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## What is your favorite hidden gem in Colorado?

My favorite local getaway in Colorado is the small town of Nederland. It's 20 minutes up the canyon from Boulder, 45 minutes from my home in Erie and the local town at the base of Eldora Ski Resort—a small, no-frills ski area easily accessible from Denver and Boulder. Nederland is a small mountain town of 1,500 people, and its population hasn't changed in the last 20 years. It's a picturesque community situated on a large, open reservoir at 8,200 feet in elevation. It's a laid-back, quirky town with great local breweries (dog-friendly) and restaurants, and it's well-located with immediate access to some of the best hiking trails and ski hills in Colorado.

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