



Wednesday, October 23, 2019

2:00 PM – 3:15 PM

Workshop 2

Experiential Retail:

Can It Continue to Grow and Will It Help Save the Mall?

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ICSC U.S. Shopping Center Law Conference

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Alright, alright, alright





Online-first companies like Amazon retail stores, entertainment use tenants like TopGolf, and adapted traditional use retailers like Williams Sonoma are examples of the growing retail trend of “experiential retail.”



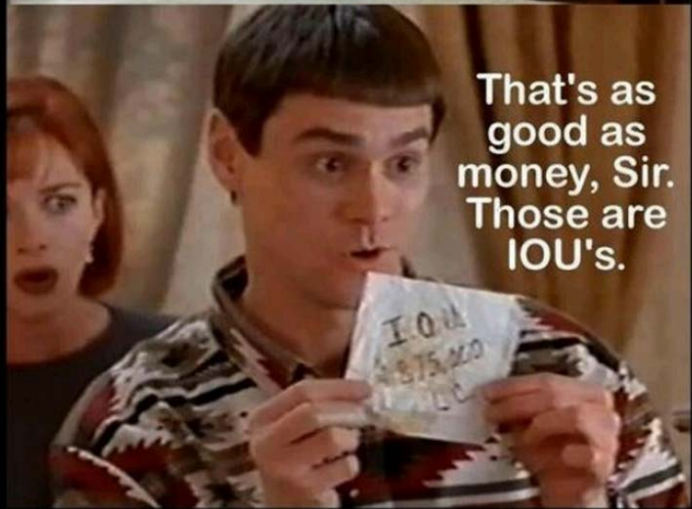




WILLIAMS-SONOMA

COOKING SCHOOL







Be careful when drafting co-tenancy, parking, and common area maintenance provisions in leases within a mixed-use development.









How to address use restrictions and the rights of existing tenants in mixed-use developments.



"Here's Johnny!"



How to manage the complete redevelopment of an existing mall, including the termination of existing tenants and the timing of demolition and redevelopment.



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MidCity Development Plan



MidCity

- 100-ACRE MIXED-USE COMMUNITY
- \$350 MILLION REDEVELOPMENT
- 345,000 SF SPECIALTY RETAIL
- 200,000 SF HIGH-TECH OFFICE
- OVER 900 RESIDENTIAL UNITS
- 150-ROOM BOUTIQUE HOTEL

Phone home!





Dealing with partial redevelopment issues, such as construction issues arising from the demolition of vacant boxes only and the protection of rights of existing tenants.







Recognizing and preserving redevelopment and expansion rights, such as development restrictions and relocation rights.



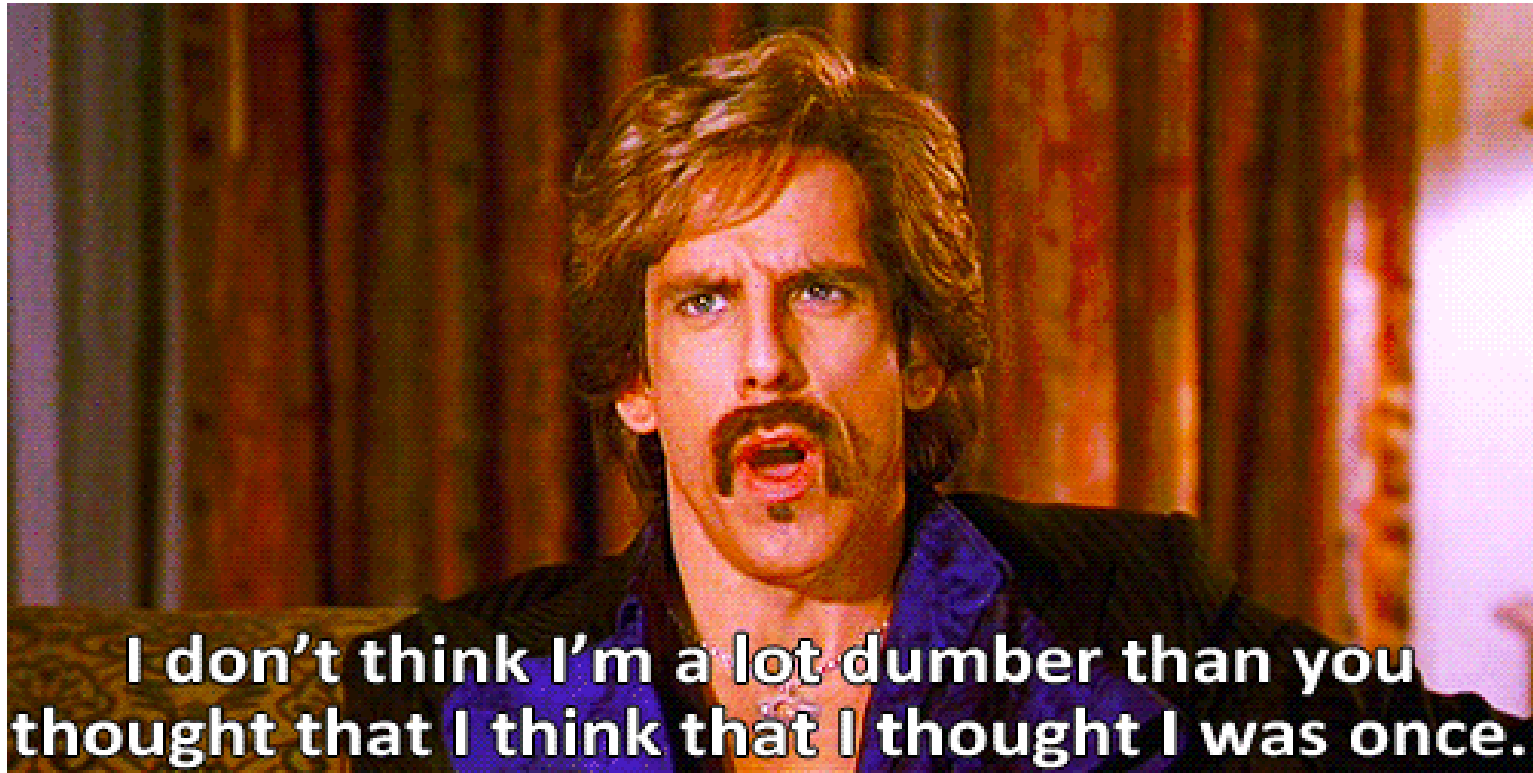


How to manage tenant vacancies at a shopping center. Replacing retail vacancies with office and residential tenants.

What are the new ways of filling vacant space in traditional retail centers









Turning abandoned department store space into an innovation lab. Innovation labs and their relationship with mixed use developments.





Mama always said life
was like a box of chocolates.
You never know what
you're gonna get.



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