



MAKING CONNECTIONS STRONGER.

New York Deal Making

Javits Convention Center | New York, NY

December 4 – 6, 2018

#ICSCNYDM

Event Directory

WHAT'S NEXT IN RETAIL

Fueled by ideas, expertise and passion across borders and beyond service lines, Cushman & Wakefield professionals create solutions to prepare retail real estate investors and occupiers for what's next.

Visit Us at ICSC New York Deal Making 2018
Booth #2235

cushwakeretail.com



[@cushwakeRETAIL](https://twitter.com/cushwakeRETAIL)



CUSHMAN &
WAKEFIELD

ICSC GLOBAL SPONSOR

ATM

There are three Chase ATMs: two are adjacent to the Guest Services Desk on the north side of the Crystal Palace Lobby on Level 3 and the other is on the north side of the Level 1 Food Court.

BUSINESS CENTER

The FedEx Office located on the Concourse Level across from Starbucks is open on show days and during some move-in and move-out days. FedEx Office is equipped to handle any printing, packing and worldwide shipping needs.

CHARGING STATIONS

Charging stations (provided by Kwikboost) are located throughout the deal making floor and on the Concourse Level.

COAT CHECK

Coat check is available outside of 1C Hall (Concourse Level).

EXHIBITOR SERVICES

To order any exhibitor services for your exhibit space, please visit the Exhibitor Services Desk located in the Crystal Palace, adjacent to the Level 3B Hall entrance.

GLOBAL PAVILION

Introducing you to global companies to learn about retail and development opportunities around the world. Located in Hall 3D, between the 900 & 1300 Aisles.

HOTEL INFORMATION

Courtyard Times Square West
307 West 37th Street | +1 212 912 0009

Crowne Plaza HY36 Midtown Manhattan
320 West 36th Street | +1 646 928 3800

DoubleTree by Hilton Hotel New York Times Square
1568 Broadway | +1 212 719 1600

Element Times Square West
311 West 39th Street | +1 212 643 0770

Fairfield Inn & Suites New York Times Square
330 West 40th Street | +1 212 967 9494

Four Points by Sheraton Manhattan Midtown West
444 10th Avenue | +1 646 952 5980

Four Points by Sheraton Midtown Times Square
326 West 40th Street | +1 212 967 8585

Homewood Suites by Hilton
312 West 37th Street | +1 212 244 0644

Intercontinental NY Times Square
300 West 44th Street | +1 212 803 4500

Millennium Broadway
145 West 44th Street | +1 212 768 4400

New York Marriott Marquis
1535 Broadway | +1 212 398 1900

Sheraton NY Times Square
811 7th Avenue at 53rd Street | +1 212 581 1000

Staybridge Suites Times Square
340 West 40th Street | +1 212 757 9000

TRYP Hotel NYC - Times Square South by Wyndham
345 West 35th Street | +1 212 600 2440

Westin NY at Times Square
270 West 43rd Street | +1 212 201 2700

YOTEL New York
570 10th Avenue at 42nd Street | +1 646 449 7700

ICSC CENTRAL

Located in the Crystal Palace (Level 3)

- Power up your devices at our charging stations
- Identify key ICSC contacts for guidance and networking
- Learn:
 - how to maximize your membership experience
 - about ICSC services and upcoming meetings and educational programs
 - more about the ICSC Foundation and our Partners in Diversity and Inclusion initiative

INFORMATION COUNTERS

Have a question? ICSC has stationed information counters on the Concourse Level and inside the Crystal Palace for your convenience.

INNOVATION EXCHANGE

Located in River Pavilion on Level 3 of the Javits. The Innovation Exchange will feature the latest in emerging retail technologies, live demonstrations and hands-on access to products. Join speaker sessions and learn from technology leaders about reimagining retail and erasing the line between bricks and clicks. See page 15 for the full list of exhibitors.

LOST AND FOUND

The Lost and Found is open 24 hours a day and is managed by the Javits Center's Security & Safety Solutions Department. Any item found should be turned over to the Javits Center Security & Safety Solutions Department for receipt. The phone number is +1 212 216 2196. Items that are not returned or claimed within 45 days will be destroyed.

MEAL FUNCTIONS

Lunch will be served on Wednesday and Thursday at 12:00 pm in the Special Events Hall.

MEDICAL EMERGENCY

The Javits Center First Aid office is located on Level 1 in the southwest corner of the building. A nurse is on duty throughout regular business hours. House telephones can be found in hall corridors throughout the Javits Center and should be used to notify the Command Center of emergency situations. The emergency number is 2222.



WE'RE DEVELOPING NEW
LEASING OPPORTUNITIES AT

BOOTH 2827

■ **CIRCLE EAST**
REDEVELOPMENT PROJECT
TOWSON, MD

www.rpai.com
NYSE: RPAI | [@RPAI_REIT](https://twitter.com/RPAI_REIT)

MOTHERS' LOUNGE

The Mothers' Lounge is located in room 4A02.

PARKING

There is no on-site parking at the Javits Center. However, there are many parking garages in the vicinity. The average price is approximately \$50 a day and is subject to change.

REGISTRATION

On-site registration and badge pick-up is located in the Crystal Palace. Self-service kiosks (for badge pick-up only) are available in the Crystal Palace and in the North Concourse.

RETAIL IN FOCUS

Located in Hall 3D, between the 900 & 1300 Aisles. Featuring many of the emerging brands that are reshaping shopping for consumers today. It will include digital-natives who are moving to the next stage by adding a strategic retail footprint, creators of interactive installations that are driving unique customer experiences and retailers who have captured robust online and offline audiences.

Participating brands include: Allbirds, Batch, Boon Supply Co., Candytopia, Circumference, Dormify, Fourpost, Foxtrot, Guesst, HiO, M.Gemi, Neighborhood Goods, New Stand, Smartbox, Spaceus, St. Roch Market, UNTUCKit and Winky Lux.

RETAILER CENTRAL

Located on the deal making floor, Retailer Central provides the opportunity to meet with over 30 established and up-and-coming retail concepts.

STARBUCKS

A Starbucks is located just inside the taxi drop-off on the Concourse Level and in the Crystal Palace, adjacent to Registration.

TRANSPORTATION

SUBWAY

Catch the 7 train at the 34th Street/Hudson Yards stop, located on 34th Street and 11th Avenue.

SHUTTLE BUSES

ICSC will provide shuttle bus service between official event hotels and the Javits Center. Shuttle buses will drop-off/pick-up at the inner roadway of the Javits Center, outside of the Concourse Level.

Hours of Service

Wednesday, December 5

7:00 – 11:00 am, 2:00 – 7:00 pm

Thursday, December 6

7:00 – 11:00 am, 2:00 – 4:00 pm

Buses will run in 15 minute intervals.

Bus Routes

Route No.	Hotel
ROUTE 1	SHERATON NEW YORK On 7th Avenue, between 52nd & 53rd Streets (across from the hotel)
ROUTE 2	MARRIOTT MARQUIS On 45th Street, off of Broadway Also servicing: Millennium Broadway
ROUTE 3	WESTIN On 8th Avenue & 43rd Street (NE corner) Also servicing: Intercontinental TSQ
ROUTE 4	YOTEL On 41st Street & 10th Avenue (NE corner)
ROUTE 5	1st: HOMEWOOD SUITES On 8th Avenue & 37th Street Also servicing: Crown Plaza HY36 Midtown Manhattan 2nd: ELEMENT On 39th Street, between 8th & 9th Avenues
ROUTE 6	FAIRFIELD INN & SUITES TSQ On 40th Street, between 8th & 9th Avenues Also servicing: Four Points By Sheraton Midtown TSQ DoubleTree By Hilton TSQ West Staybridge Suites Times Square
NOT SERVICED:	Courtyard Marriott TRYP Four Points Sheraton Manhattan Midtown West

Note: Shuttle service ends at 4:00 pm on Thursday, December 6.

WI-FI

The Javits Center has been fitted with a high-density wireless Internet access system. This service includes FREE wireless Internet access up to 256K of bandwidth—ideal for light business uses such as web browsing and viewing emails. Paid Internet access options with higher bandwidth are available for single or multiday use. This high-density wireless service can be accessed by any wireless-capable device from any location throughout the facility.

1. Select “@Javits Wi-Fi” from the list of available networks. Your device will automatically redirect to the Javits Wi-Fi Welcome page. Laptop users may need to open a web browser.
2. Select “Attendee” or “Exhibitor”.
3. Select “Free Wi-Fi”, “Pay for Use”, “Voucher” or “Access code”.
4. Scroll down to the bottom of the “Terms and Conditions” page. Type in your email address and select “Enter”.
5. Set up an account.
6. If you selected “Pay for Use” in step 3, use a credit card to complete the transaction.

For any wireless support issues, please call +1 212 216 4357 or send an email to support@javitscenter.com.

A photograph of two women walking outdoors, smiling and carrying several shopping bags. The woman on the left has long brown hair and is wearing a black top and blue jeans. The woman on the right has long blonde hair and is wearing a white top and blue jeans. They are walking on a paved path with a building and trees in the background. The text "WE'RE HERE FOR THE" is overlaid in blue at the top, "EXPERIENCE" is overlaid in large blue letters in the center, and "BUILDING THE FUTURE TOGETHER" is overlaid in white at the bottom.

WE'RE HERE FOR THE

EXPERIENCE

BUILDING THE FUTURE TOGETHER

Experience The Future

MIXED-USE
DEVELOPMENT
COMMERCIAL
REAL ESTATE

HIGH RISE
RESIDENTIAL
STUDENT HOUSING
LUXURY OFFICES

FOR LEASING &
JOINT VENTURE
OPPORTUNITIES
216.464.2860

 **STARKENTERPRISES**
it's all about the experienceSM

STARKENTERPRISES.COM

TUESDAY, DECEMBER 4 | Professional Development Day

Professional Development Day will focus on three concurrent tracks. These sessions are the perfect way to sharpen your skills before stepping onto the exhibit floor. You'll make connections with like-minded colleagues as you expand your knowledge and catch up on the very latest in our industry.

Registration

9:00 am – 5:00 pm | Crystal Palace

Opening Speaker

10:00 – 11:00 am | South Concourse

Angele Robinson-Gaylord, President of US Property, IKEA Group, kicks off Professional Development Day. She will share the program line-up as well as insight on the real-world implications of leading retail real estate trends and solutions. Robinson-Gaylord will also discuss why strengthening core industry knowledge is critical to career advancement and how a deliberate focus on diversity and inclusion can help future-proof the industry.



Angele Robinson-Gaylord
ICSC Trustee
President of US Property
IKEA Group

11:00 am – 12:00 pm _____

Track 1: Industry Trends and Solutions**Tapping into Underserved Markets**

Room 1E11

U.S. consumer spending has increased by 97 percent since 2000, with the largest growth in underserved, minority markets. This panel will focus on gaining access to these markets by:

- Identifying underserved markets and their potential buying power
- Serving these areas while tapping into profitable opportunities
- Developing a team to engage and respond to markets outside of your portfolio

MODERATOR

G. Lamont Blackstone, CRX
Principal
G. L. Blackstone & Associates

PANELISTS

Invited Retailer and Developer Representatives

Track 2: Leadership in Diversity and Inclusion**Your Vendors Matter: Supplier Diversity**

Room 1E12

Make supplier diversity part of your corporate responsibility program. Supplier diversity pushes local economies forward by engaging underrepresented vendors.

This session includes information for developing a successful supplier diversity program. You will learn to identify qualified and certified small businesses owned by women, minorities or disabled persons.

MODERATOR

Larisa Ortiz
Principal
Larisa Ortiz Associates

PANELISTS

Linda Foggie
Project Management Leader
Wells Fargo



Eric Yarbro
Executive Managing Director
Colliers International

Track 3: Core Industry Knowledge**Essentials of Finance**

Room 1E10

Taught by an industry expert, this course will explain financial principles, practices and terminology of retail real estate. Attendees will learn about:

- Income/expenses
- Cap rate sensitivity analysis
- Finance spreadsheets
- Financial calculator functionalities



Kenneth S. Lamy, CRX
Founder, President & CEO
DataPoint International, The Lamy Group

Lunch Session

Industry 2040: Retailer Talent Forecast

12:00 – 1:30 pm | South Concourse

During this future focused discussion, gain an insider's perspective on the skills and expertise that the retail and retail real estate industries will need from the next generation of talent.

This session will explore:

- Why understanding the technology of tomorrow is critical to your professional development plan today
- What skills and experiences are needed to advance your career as the industry continuously evolves
- How to build and maximize your network

MODERATOR



Holly Cohen

Founder

Holly Cohen Retail Advisory Services

PANELISTS



Carren Ballenger Coston

Director of Real Estate

Shake Shack



Lindsay Bayer Shipp

Principal & Creative Director

Capital Peak



Jessica Bernstein

Analyst, Valuation & Advisory

Cushman & Wakefield

Lunch will be served. Seating is limited and available on a first-come, first-served basis. This session is sponsored by the ICSC Foundation.

1:30 – 4:00 pm

Track 1: Industry Trends and Solutions

Redevelopment and Repositioning Boot Camp Room 1E11

Industry leaders give their insight on what it takes to successfully redevelop existing retail real estate properties for today's market. This session will inspire and inform your redevelopment and repositioning goals.

- Learn about new options for refreshing an existing property
- Understand how mixed-use, experiential retail and current retailing trends can prove profitable
- Gain a working knowledge of the process, opportunities and challenges of redevelopment and repositioning
- Work with peers in hands-on exercises



Danaria Farris McCoy, CRX, CSM, CMD

Division Operations Director

NewMark Merrill Mountain States

Track 2: Leadership in Diversity and Inclusion

Hidden Biases of Good People: Part 1 Room 1E10

This two-part session is a presentation by Dr. Mahzarin R. Banaji, Richard Clarke Cabot Professor of Social Ethics at Harvard University. Dr. Banaji bases her seminar *Blindspot: Hidden Biases of Good People* on research showing how intelligent people unknowingly perpetuate biases in their everyday interactions. She highlights how our "blindspots" can affect business decisions, from promotions to client interest. And, once aware of our biases, we can be mindful in our interactions with colleagues and business associates.

Join us for this enlightening, and fun, talk that will surely affect the way you do business. **RSVP required.**



Dr. Mahzarin R. Banaji

Richard Clarke Cabot Professor of

Social Ethics, Harvard University

Co-Author, *Blindspot: Hidden Biases of Good People*

Track 3: Core Industry Knowledge

Leasing Keys

Room 1E12

In order to understand leasing, you have to understand the fundamentals of tenant relations, merchandise mix, tenant mix and the lease. This deep dive into leasing for retail real estate will help you understand:

- Key objectives and functions of a leasing professional
- Market analysis
- Prospecting for the right tenants for your property
- The lease and its language



Joe Grody

Executive Vice President
Cornerstone Commercial Partners II LLC

4:30 – 5:30 pm

Track 1: Industry Trends and Solutions

Lease Trends

Room 1E11

A solid lease aims to maintain profitability while addressing retailers' needs and challenges. Owners and landlords are working with retailers to create a new kind of lease agreement.

Join this session and find out how leases are evolving. Understand what is already working and what to expect in the future. Discuss your own theories and generate ideas with peers while learning from experts.



Amy J. Hall, CRX, CLS, SLD

COO
Caton Commercial Real Estate Group

Track 2: Leadership in Diversity and Inclusion

Hidden Biases of Good People: Part 2

Room 1E10

Join us for part two of Dr. Mahzarin R. Banaji's session.

RSVP required.

Track 3: Core Industry Knowledge

Certified Retail Real Estate Professional (CRRP): How and What Are We Doing?

Room 1E12

The Certified Retail Real Estate Professional (CRRP) is ICSC's new certification that covers traditional as well as emerging professions within the retail real estate industry. Join this session to learn more about how earning your CRRP certification can be beneficial to your career. Learn what is required to receive the certification and how to prepare for the exam.



Kenneth S. Lamy, CRX

Founder, President & CEO
DataPoint International, The Lamy Group

VRN Reception Honoring DOC&R – Hall of Fame Awards Inductees and ORCA (Outlet Retail Chain Awards) Awards

5:00 – 7:00 pm | South Concourse

WEDNESDAY, DECEMBER 5

Registration

7:00 am – 6:00 pm | Crystal Palace

Coffee Service

7:00 – 8:30 am | North & South Concourse

Orientation and Walking Tour of the Exhibit Hall for First-Timers, New Members and Students

7:30 – 8:00 am | ICSC Central, Crystal Palace

Whether you're a new ICSC member or this is your first New York Deal Making, we can help you make the most out of your conference experience. Join us for a tour of the exhibit floor to get your bearings.

Deal Making

8:00 am – 5:00 pm | Level 3, 1E Hall, River Pavilion

Be sure to visit these areas on the show floor: Global Pavilion, Retailer Central, Retail in Focus, Innovation Exchange.

Retail Risk & Return

9:00 – 9:45 am | Room 1E10

As the capital markets continue to evolve, keeping pace with the rate of change taking place across the retail real estate industry is crucial. Leading stakeholders will examine the debt and equity side of the business and will contemplate the current and future business environment.

MODERATOR



Marc Warren

Principal
Ackman-Ziff Real Estate Group, LLC

PANELISTS



D.J. Belock

CFO
Sterling Organization



Ben Bernstein

Principal
RedSky Capital, LLC



Matthew Galligan

President
Real Estate Finance, CIT



Greta Guggenheim

CEO & President
TPG Real Estate Finance Trust ("TRT")
Firm Partner, TPG

Retail in Focus Follow the Money

9:00 – 9:45 am | Retail in Focus - Show Floor

Venture capital (VC) can be a critical source of funding and driver of growth for young retail brands and entrepreneurs, while creating value for investors. Venture capitalists and portfolio companies will share the opportunities and challenges these strategic partnerships present and how they are helping to fuel innovation throughout the retail industry.

MODERATOR



Johnny Siegel

Managing Member
Open Realty Advisors

PANELISTS



Travis Boyce

Retail Lead
Allbirds



Mike LaVitola

CEO & Co-Founder
Foxtrot Delivery Market



Addie Lerner

Principal
General Catalyst



Dan Wenhold

Principal
Fifth Wall Ventures

Brand Collection, New Leasing Strategy

10:00 – 10:45 am | Room 1E10

Brand collection is the latest trend in retail leasing strategies. Emerging and established retailers, such as BRANDBOX, XRC Labs and HiO, are collaborating to test concepts, markets and properties as holistic collections in retail venues within shopping centers. Key players in this fast-rising trend will discuss their business models, strategies and experiences in this space.

MODERATOR



Lauren Thomas
Retail Reporter
CNBC

PANELISTS



Pano Anthos
Managing Partner
XRC Labs



Sever Garcia
CEO, SGN Group, Inc.
Co-Founder, HiO



Kevin McKenzie
Executive Vice President & Chief Digital Officer
Macerich/Brand Box

The Last Mile

10:00 – 10:45 am | Room 1E11

Shoppers' expectations can be hard to predict, but one thing remains consistent: a seamless experience, in store or online, is vital. Target's acquisition of Shipt has allowed it to offer same-day delivery to online shoppers. This discussion will explore delivery in the modern retail environment and focus on its impact on Target stores, last-mile challenges and plans for the 2018 holiday delivery season.



Sundip Naik
Vice President Logistics Strategy,
Global Supply Chain and Logistics
Target Corporation

Retail in Focus Meet the Brands Interview

10:00 – 10:45 am | Retail in Focus - Show Floor

PANELISTS



Matt Alexander
Co-Founder & CEO
Neighborhood Goods



Will Donaldson
Co-Founder & CEO
St. Roch Market



Lily Kanter
Founder & CEO
Boon Supply Co.

Speed Networking Session for Students and Next Generation

10:45 – 11:45 am | Room 1E03

ICSC student, Next Generation and Project REAP members are invited to participate in an intimate networking and professional development session with ICSC Ambassadors and other industry leaders.

Lunch Served

12:00 – 12:30 pm | Special Events Hall

No lunch service after 12:30 pm.

Welcome Remarks and CEO Report

12:15 – 12:30 pm | Special Events Hall



Tom McGee
President & CEO
ICSC

Keynote Address

12:30 – 1:30 pm | Special Events Hall

Prior to founding Retail Prophet, Doug spent over 20 years in the retail industry, holding senior international roles including the leadership of one of New York City's most historic retail chains. He is the author of two groundbreaking books, *The Retail Revival: Re-Imagining Business for the New Age of Consumerism* and *Reengineering Retail: The Future of Selling in a Post-Digital World*.



Doug Stephens
Founder
Retail Prophet

Retail in Focus Using Social Media, Influencers and Blogs to Grow Your Brand

2:00 – 2:45 pm | Retail in Focus – Show Floor

By 2021, social media penetration is set to hit three billion people worldwide (up from just 970,000 in 2010), with influencers and brand ambassadors changing how retailers market and drive demand to consumers.

This panel features dynamic brands that embrace social media discussing its critical role in their retail platforms. We will explore different aspects of social media, including influencers, bloggers and data capture. The panelists will discuss what Key Performance Indicators are most important, and how they use social media to promote products, connect to current customers and foster new business.

MODERATOR



Karen Fluharty
Chief Strategic Officer
Strategy+Style Marketing Group

PANELISTS



Andrew Deitchman
Co-Founder & CEO
New Stand



John Goodman
Co-Founder & CEO
Candytopia



Natalie Mackey
CEO
Winky Lux



Amanda Zuckerman
Co-Founder & Creative Director
Dormify

Opportunities in Opportunity Zones

2:00 – 2:45 pm | Room 1E10

More than \$100 billion could be invested in 8,700 zones across the United States thanks to the new tax law. Public officials, bankers and developers discuss how opportunity zones can incentivize your next project, investment or community.



Ted Zangari
Chair, Real Estate Law Department
Sills Cummis & Gross P.C.

Winning at Wellness

3:00 – 3:45 pm | Room 1E10

The global fitness and health club industry generates more than US\$80 billion in revenue annually. This growing segment of the retail real estate industry has become a significant growth opportunity for developers and landlords. Fitness industry experts will examine how health and wellness are influencing retail real estate development and tenant mixes as well as offer predictions for the future of this segment of the market.

MODERATOR



Christopher Conlon
ICSC 2018 New York Deal Making Program Planning Committee Chair
Executive Vice President, COO
Acadia Realty Trust

PANELISTS



Charles Anderson, MD
Regional Developer
Modern Acupuncture



Anne Mahlum
Founder & CEO
Solid Core



Lars Scofield
Owner & Area Representative
Orangetheory Fitness

Designing for Change

3:00 – 3:45 pm | Room 1E11

Imagine a day when you are dropped off at your favorite shopping center by a driverless car, then greeted by a virtual concierge, remotely join a business meeting online and see an amazing concert. An esteemed panel of experts will explore how the convergence of the digital and physical worlds will create the shopping experience of the future.

PANELISTS



David Glover
Principal – Retail Centers
Gensler



Jodie McLean
CEO
EDENS



Jeff Weinhaus
President & CDO
Equinox

Retail in Focus Where Digital Meets Physical

3:00 – 3:45 pm | Retail in Focus – Show Floor

The new retail landscape is largely dominated by an ever-expanding population of phenomenal, digitally native D2C (direct-to-consumer) brands, with massive social media followings. Brick and mortar retail stores seek to benefit from carrying these brands, but D2C price structures don't support conventional wholesale margins. How can we help those brands and retailers move forward together? Here's a panel that integrates both perspectives and solutions for "where clicks meet bricks."

CO-MODERATORS



Jay Norris
Co-Founder & CEO
Guesst



Michele Varian
Co-Founder & Chief Retail Strategist
Guesst

PANELISTS



Steven Alan
CEO
Steven Alan



Alan Mak
Managing Partner
Public School NYC



Darin Vest
Head of Retail Real Estate
L'Oreal USA

Global Reception

3:30 – 5:00 pm | Global Pavilion – Show Floor

Retail in Focus Reception

4:00 – 5:00 pm | Retail in Focus – Show Floor

This reception is for retailers only. You must be employed by a retail company to attend; brokers representing retailers do not qualify.

Opening Reception

5:00 – 6:30 pm | Special Events Hall

THURSDAY, DECEMBER 6

Registration

7:00 am – 3:00 pm | Crystal Palace

Coffee Service

7:00 – 8:30 am | North & South Concourse

Deal Making

8:00 am – 3:00 pm | Level 3, 1E Hall, River Pavilion

Be sure to visit these areas on the show floor: Global Pavilion, Retailer Central, Retail in Focus, Innovation Exchange.

Grocery Disruption

10:00 – 10:45 am | Room 1E10

Operators in the grocery sector are facing seismic changes to their conventional business strategies. Product delivery, assortment, pricing, specialty items, meal kits, private labels and logistics are but a few of the many challenges and opportunities facing this important sector of retail. Leading grocery experts will discuss advances, challenges, predictions and innovations to evolve and succeed in this changing environment.

MODERATOR



James Cook
Senior Vice President, Research
JLL

PANELISTS



Dan Gavin
Vice President Real Estate
Aldi Inc.



Nick Hodge
Vice President, Corporate Real Estate
The Kroger Co.



James J. Sylvia
Founder & President
Readco-Sylvia Advisory Services

Is Blockchain the Future of Retail Real Estate?

10:00 – 10:45 am | Room 1E11

Blockchain technology has the potential to revolutionize the way peer-to-peer business is conducted. Can blockchain technology be a viable next step for doing business in the retail real estate industry? This panel focuses on the integration of this technology into retail real estate uses. Experts discuss the value of blockchain to the industry as well as how to coordinate relationships on this platform.

MODERATOR



Nolan Bauerle
Director of Research
CoinDesk

PANELISTS



Karen Bhatia
Vice President of Creative and Applied Tech
New York City Economic Development Corporation



Jason Greenstone
Senior Director
Cushman & Wakefield, Inc.



Mo Shaikh
Co-Founder
Meridio

The Franchise Solution: Filling Spaces with Franchise Brands

11:00 – 11:45 am | Room 1E11

How can one phone call connect you with up to 15 brands? This session will help you understand the franchise model and how to add them to your centers. Find out how franchisors will add thousands of U.S. locations in 2019, and learn how to connect with them.

MODERATOR



Ty Brewster
CFO
Keyser

PANELISTS



Matthew Patinkin
Owner, Auntie Anne's Pretzels
Double P Corporation



Okey Reese
Vice President, Sales & Real Estate Retail Markets
FOCUS Brands Inc.

Retail in Focus Emerging Brands and the Journey to Success

11:00 – 11:45 am | Retail in Focus - Show Floor

The retail industry is full of new, exciting brands. All working to differentiate themselves from the competition and offer something fresh and original, with one key driver in mind: The Consumer.

This panel features a compelling group of founders and individuals representing emerging brands at each stage of success: (1) digitally native brands working to build an identity online (2) brands in the next stage of adding a strategic retail footprint and (3) established brands that have captured both an online audience and a robust fleet of stores. Join us to find out how they grew their brands into thriving businesses.

MODERATOR



Rachel Elias Wein
Founder & President
WeinPlus

PANELISTS



Ben Fischman
CEO
M. Gemi



Mark Ghermezian
Founder & CEO
Fourpost



Chris Kim
Co-Founder & COO
Circumference



Brent Paulsen
Managing Director
UNTUCKit

Lunch Served

12:00 – 12:45 pm | Special Events Hall

No lunch service after 12:45 pm.

Deal Making Adjourns

3:00 pm

Program information current as of November 12, 2018.

Innovation Exchange In Partnership With CRETECH

Located in the River Pavilion, Level 4, the Innovation Exchange features the latest in emerging retail technologies, live demonstrations and hands-on access to products. Get a first-hand look at the latest in experiential retail technology. Join speaker sessions and learn from technology leaders about reimagining retail and erasing the line between bricks and clicks.



Accel Robotics harnesses the power of computer vision and artificial intelligence to enable next generation experiences for commercial spaces.



Mavatar is a pioneer In Omni-channel Commerce PaaS Solutions, powered by AI and Blockchain. MCart, their core technology, closes the gap between online and offline sales, shopping and advertising.



American Tower is a provider of wireless and broadcast towers, in-building and outdoor DAS, managed rooftops and services that speed network deployment.



Memomi is a high-end digital mirror that uses simple body gestures on the mobile app to control the MemoryMirror™ to see 360-degree back and side views in new outfits.



DogSpot partners with developers, property managers and retailers to place our single occupancy, high-tech houses outside their businesses where dogs are not allowed inside.



NavigatorCRE is a cloud CRE analytics platform built to align, enrich and activate your CRE data into intellectual currency to win, analyze and collaborate.



Dor provides accurate, actionable foot traffic data with none of the hassle of cameras or break-beams.



Nobal Technologies believes in re-imagining and re-inventing the human experience. The iMirror creates digital experiences in the physical world through the world's most advanced interactive mirror.



Farmer's Fridge is a rapidly growing network of 200+ automated smart Fridges stocked with chef-curated, restaurant-quality meals and snacks.



Orbital Insight provides you with retail foot traffic, customer demographics and consumer behavior through satellite analytics and cell phone geolocation data.



Farmshelf builds smart indoor farms for restaurants and hotels. Farmshelf makes it easy to grow fresh, delicious food year-round, right under your own roof.



Placer.ai is the world's most advanced foot traffic analytics platform, allowing anyone in the retail industry to instantly generate insights into any physical place for a deeper understanding of audiences and competition.



Glass-Media empowers brands/retailers to leverage a more holistic offline-online customer experience through unique, highly impactful projection-based digital storefronts.



RetailNext is the first retail vertical IoT integrated platform to bring e-commerce style shopper analytics to brick-and-mortar retailers.



Mallcomm unites shopping center management, marketers, retailers and operational staff in one powerful universe facilitating instant two-way communication and effective operational procedures.

Innovation Exchange continued



RoOomy provides virtual staging services across 3D, augmented and virtual reality platforms with real, shoppable home furnishings to sell your properties faster and for more money.



ShareRails levels the digital playing field between e-commerce stores and brick-and-mortar stores by transforming local retailers' inventory data into rich digital content that is then indexed by Google and other search engines.



SmartPixel.tv designs digital and multi-touch solutions through 3D immersive experiences. Our solutions can be displayed onto shop windows, interactive tables, touch video walls and large format touch screens.



Truss helps small and medium businesses, find, tour and lease office, industrial and retail space on our AI-enabled technology platform.



VirtualAPT builds autonomous robots to create immersive, guided, moving 360° degree video tours of physical locations to visit, lease and purchase properties, tour hotels, and shop online.



Wirkn helps retailers save time and effort finding qualified candidates, reducing operational costs and building a better team.

PROGRAM PLANNING COMMITTEE

Christopher Conlon

ICSC 2018 New York Deal Making Program Planning Committee Chair, Acadia Realty Trust

David Rabinowitz

ICSC 2018 New York Deal Making Program Planning Committee Co-Chair, Goulston & Storrs

Gail Adler, The TJX Companies, Inc.

Jamie Bourbeau, Macerich

Jacqueline Fabrizio, Polo Ralph Lauren Corporation

Stan Glantz, CRX, CDP, Katz Properties

Jason Richter, CRX, CLS, Capricorn Asset Management

Mary Rottler, Seritage Growth Properties

Steve Rouman, Restoration Hardware, Inc.

Michael Seaman, Target Corporation

Dovid Spector, National Realty & Development Corp.

Gontran Thuring, French Council of Shopping Centers (CNCC)



Join. Connect. Engage.

Follow ICSC for the latest retail real estate news and event updates.



@ICSC



@ICSC



@ICSC



@MyICSC

THANK YOU TO OUR SPONSORS

Global



North American



Bronze



Opening Reception



VRN Reception Host



VRN Reception Gold Sponsors



Supporting Associations



Supporting Media





**WE DON'T
JUST BUILD
PROJECTS
...**

RETAIL • ENTERTAINMENT • THEATER • MIXED-USE • MULTI-FAMILY • OFFICE • WAREHOUSE • HEALTHCARE • HOTELS • INSTITUTIONAL

WE BUILD RELATIONSHIPS

The VCC team is dedicated to our clients & turning their vision into reality. Over 31 years, VCC has built a reputation as a leading contractor in the nation. With extensive experience building across all product types, our team has the resources and knowledge to serve our clients on any project. We take pride in building projects that leave a lasting impression on communities and delivering excellence in construction.



Excellence in Construction



VCCUSA.com

**2-D As-Built Floor Plans
Booth: 1981**

Contact: Steve Cramer
Phone: +1 425 677 7511
www.2dfloorplans.com

**34th Street Partnership
Booth: 1967**

Contact: Dan Pisark
Phone: +1 212 719 3434

**7-ELEVEN, INC.
Booth: 2763**

Contact: Larry Book
Phone: +1 214 828 7778
www.corp.7-eleven.com

**A&G Realty Partners, LLC
Booth: 2869**

Contact: Susan Ciancanelli
Phone: +1 631 420 0044
www.agrealtypartners.com

**A10 Capital, LLC
Booth: 253**

Contact: Tanya Pesaturo
Phone: +1 208 577 5000
www.a10capital.com

**ABS Partners Real Estate
Booth: 1971**

Contact: Donna Papagianopoulos
Phone: +1 212 400 6060
www.absre.com

**Acadia Realty Trust
Booth: 1725**

Contact: Diana Trent
Phone: +1 914 288 8100
www.acadiarealty.com

**Ackerman & Co.
Booth: 1681**

Contact: Leo Wiener
Phone: +1 770 913 3930
www.ackermanco.com

**Ackman-Ziff Real Estate Group LLC
Booth: 2711**

Contact: Jason Mazin
Phone: +1 212 697 3333
www.ackmanziff.com

**Ad Vice
Booth: 240**

Contact: Genevieve Goodwin
Phone: +1 804 363 6729
www.advicestudios.com

**Admiral Real Estate Services Corp.
Booth: 226**

Contact: Jessica Munzel
Phone: +1 914 779 8200
www.admiralrealestate.com

**Agree Realty Corporation
Booth: 3254**

Contact: Jeanine Simjanoski
Phone: +1 248 419 6336
www.agreerealty.com

**Ahold Delhaize
Booth: 2249**

Contact: Tara Mullen
Phone: +1 617 770 8124
www.realestate.aholdusa.com

**ALC Environmental
Booth: 3041**

Contact: Claudio Gonzalez
Phone: +1 212 675 5544
www.alcenvironmental.com

**ALTO Real Estate Funds
Booth: 978**

Contact: Sierra Perry
Phone: +1 212 786 7676
www.alto-investments.com

**Altrum Honors
Booth: 1580**

Contact: Samantha Sierra
Phone: +1 646 432 6985
www.altrumhonors.com

**AmCap, Inc.
Booth: 3044**

Contact: Denise Eckardt
Phone: +1 203 327 2001
www.AmCap.com

**American Dream
Booth: 1753**

Contact: Debbie Patire
Phone: +1 201 340 2919

**Arby's Restaurant Group
Booth: 2913**

Contact: Jodi Fraser
Phone: +1 770 514 6928
www.arbys.com

**ARCTRUST
Booth: 338**

Contact: Margarite Papamarkos
Phone: +1 973 249 1000
www.arctrust.com

**Armstrong Development
Booth: 2174**

Contact: Beth Hannisick
Phone: +1 724 256 8899
www.armstrongdev.com

**Arqui300
Booth: 968**

Contact: Joao Pinto
Phone: +1 703 598 3727
www.arqui300.com

**Asana Partners
Booth: 678**

Contact: K.C. Russell
Phone: +1 704 423 1660
www.asanapartners.com

**Asbestways Solutions Corp.
Booth: 1374**

Contact: Mendy Gorodetsky
Phone: +1 718 858 2600
www.asbestways.com

**Ashkenazy Acquisition Corp.
Booth: 745**

Contact: Melanie Sessa
Phone: +1 212 213 4444
www.aacrealty.com

**Atlantic Retail
Booth: 1663**

Contact: Emily Wallwork
Phone: +1 617 239 3600
www.atlanticretail.com

**AutoZone, Inc.
Booth: 855**

Contact: Bill Smith
Phone: +1 901 495 6500
www.autozone.com

**Avison Young
Booth: 1026**

Contact: Shella Scheller
Phone: +1 416 955 0000
www.avisonyoung.com

**Azor Advisory Services, Inc.
Booth: 1380**

Contact: Josee Crosbie
Phone: +1 954 615 0615
www.bethazor.com

**B + E
Booth: 348**

Contact: Katherine Wadleigh
Phone: +1 646 770 0659
www.benetlease.com

**Basser Kaufman, Inc.
Booth: 2453**

Contact: Steven Kaufman
Phone: +1 516 569 3700
www.basserkaufman.com

**Bayer Properties, LLC
Booth: 210**

Contact: Lauren Lovell
Phone: +1 205 939 3111
www.bayerproperties.com

**BC Wood Properties
Booth: 3149**

Contact: Cindy Guckian
Phone: +1 859 335 9663
www.bcwoodproperties.com

**BCD
Booth: 2604**

Contact: Andrew Moger
Phone: +1 212 260 5210
www.bcdevelopment.com

**Bedford Cost Segregation, LLC
Booth: 202**

Contact: Angela Mooney
Phone: +1 800 257 8962
www.bedfordteam.com

**Bedrock
Booth: 2180**

Contact: AnneMarie Bott
Phone: +1 888 300 9833
www.BedrockDetroit.com

**Bell Works
Booth: 2152**

Contact: Moshe Gross
Phone: +1 732 226 8818
www.bell.works

**Benbrooke Realty Investment Company/
Perlmutter Properties
Booth: 970**

Contact: Stephanie Waters
Phone: +1 914 470 5700
www.benbrooke.com

**Benderson Development Company
Booth: 1353**

Contact: Ellen Ussio
Phone: +1 941 359 8303
www.benderson.com

**Bennett Williams Commercial
Booth: 569**

Contact: Megan Kreiser
Phone: +1 717 843 5555
www.bennettwilliams.com

**Berko & Associates
Booth: 2783**

Contact: Laura Nieves
Phone: +1 917 991 3323
www.berkoassociates.com

**BKR Lamar Retail Services, LLC
Booth: 562**

Contact: Stephanie DeNapoli
Phone: +1 973 285 0660
www.bkrlamar.com

Stonington, CT

Land For Sale or Lease

Southeast Corner of I-95 & Route 2

Available: 68 Acre Mixed-Use Development, Entitled

- Zoned for business with direct access and high visibility from I-95 and Route 2
- Adjacent to Regal Cinemas, Stop & Shop, McDonald's, Eagle Park Foxwoods Executive Office, and Elm Ridge Golf Course



Hampton Bays, NY

Tiana Shopping Center

Montauk Highway

**Available: 11,000 +/- SF (Divisible);
2,500 SF; 1,500 SF; Possible Pad Building**

- Year-round neighborhood center with heavy seasonal Hamptons traffic
- Tenants: Wild by Nature, Planet Fitness, Dollar Tree, HSBC Bank, Dominos Pizza, and Suly's Smoothies



Miller Place, NY

New Development

Route 25A

Available: Build-to-Suit Retail/Restaurant on 2.5 Acres

- Access to sewers make this a Prime Restaurant Site
- Just west of Ging's Nursery with traffic signal at site
- Neighboring Tenants: Stop & Shop, Walgreens, Marshalls, Applebee's, Starbucks, Rite Aid, and Buffalo Wild Wings



Sayville, NY

Sayville Plaza

N/W/C Sunrise Highway (Rt 27) & Johnson Avenue

Available: 38,000 SF Box/Endcap with Drive-Thru

- Densely populated and highly active trade area
- Tenants: Bed Bath & Beyond, Old Navy, Pier 1 Imports, Modell's, Chipotle, GoHealth, The Vitamin Shoppe, Panera Bread, Chase Bank, and Sprint

VISIT US AT BOOTH 2155 AT ICSC NEW YORK DEAL MAKING 2018.

For more information or to schedule an appointment, contact:
Robert Delavale, Director of Leasing | 516-741-7400 x230 | rdelavale@breslinrealty.com
500 Old Country Road, Garden City, NY 11530 | www.breslinrealty.com

**Black Creek Group
Booth: 3112**

Contact: Deanna Tiso
Phone: +1 860 207 9199
www.blackcreekgroup.com

**BLACKLINE Retail Group LLC
Booth: 1769**

Contact: Courtney Kuhn
Phone: +1 617 553 1980
www.blacklinere.com

**Boston Properties
Booth: 744**

Contact: Anne Marie Carr
Phone: +1 617 236 3300
www.bostonproperties.com

**Botsaris Morris Realty
Group, LLC
Booth: 2610**

Contact: Peter Botsaris
Phone: +1 212 630 9900
www.gobotmo.com

**Breslin Realty
Development Corp.
Booth: 2155**

Contact: Robert Delavale
Phone: +1 516 741 7400
www.breslinrealty.com

**Brixmor Property Group
Booth: 2635**

Contact: Kristen Moore
Phone: +1 212 869 3000
www.brixmor.com

**Brookfield Properties
Retail Group
Booth: River Pavilion**

Contact: Christi Yarnell
Phone: +1 312 960 5000
www.brookfieldpropertiesretail.com

**The Brookhill Group
Booth: 2613**

Contact: Charles Kramer
Phone: +1 212 753 3123
www.Brookhillre.com

**Burlington Stores
Booth: 2471**

Contact: Stephanie Dunham
Phone: +1 609 387 7800
www.burlington.com

**Butler Enterprises
Booth: 2408**

Contact: Mary Reichardt
Phone: +1 352 372 3581
www.butlerenterprises.com

**The Cadillac Fairview
Corporation Limited
Booth: 1E14**

Contact: Louise Della Fortuna
Phone: +1 416 598 8200
www.cadillacfairview.com

**Cafaro
Booth: 1E04**

Contact: Melanie Cann
Phone: +1 330 747 2661
www.cafarocompany.com

**Caliber Commercial
Brokerage, LLC
Booth: 1775**

Contact: Sara Curynski
Phone: +1 585 454 4500
www.caliberbrokerage.com

**Calkain Companies
Booth: 769**

Contact: Leigh Cline
Phone: +1 703 787 4709
www.calkain.com

**Capital Group Properties
Booth: 206**

Contact: Brendan Carroll
Phone: +1 508 309 8768
www.capitalgroupproperties.com

**Carpionato Group
Booth: 2501**

Contact: Krystal Carnes
Phone: +1 401 273 6800
www.carpionatogroup.com

**Casandra Properties, Inc.
Booth: 954**

Contact: Rebecca Matulonis
Phone: +1 718 816 7799
www.casandraproperties.com

**Casto
Booth: 400**

Contact: Veronica Mathias
Phone: +1 614 744 2047
www.castoinfo.com

**CBL Properties, Inc.
Booth: 1521**

Contact: Natalie Lampkin
Phone: +1 423 855 0001
www.cblproperties.com

**CBRE
Booth: 621**

Contact: Darrel Paul
Phone: +1 212 984 8000
www.cbre.com/retail

**CCIM Technologies
Booth: 2841**

Contact: Carol Campbell
Phone: +1 312 544 8390
www.stdb.com

**Cedar Realty Trust, Inc.
Booth: 652**

Contact: Donna De Leo
Phone: +1 516 767 6492
www.cedarrealtytrust.com

**Centennial
Booth: 1877**

Contact: Kristin Israelian
Phone: +1 972 888 8027
www.centennialrec.com

**Centralia Outlets/The
PRISM Company, Inc.
Booth: 3136**

Contact: Janet Grady
Phone: +1 919 968 0326
www.centraliaoutlets.com

**Century 21 Real Estate LLC
Booth: 869**

Contact: Michelle Clifford
Phone: +1 973 407 7832
www.commercial.century21.com

**Chain Store Guide
Booth: 2721**

Contact: Carmen Vasquez Perez
Phone: +1 813 627 6800
www.chainstoreguide.com

**ChainLinks Retail
Advisors, Inc.
Booth: 401**

Contact: Jamie Standard
Phone: +1 770 955 2434
www.chainlinks.com

**Charles Company
Booth: 3071**

Contact: Carissa Abrenilla
Phone: +1 310 247 0900

**Charter Realty &
Development Corp.
Booth: 1553**

Contact: Charlene Sessa
Phone: +1 203 227 2922
www.chartweb.com

**Chase Properties Ltd.
Booth: 881**

Contact: Dawn Ray
Phone: +1 216 464 6626
www.chaseprop.com

**Children of America
Educational Childcare
Booth: 2669**

Contact: Anthony Pryor
Phone: +1 561 999 0710
www.childrenofamerica.com

**ci design, inc.
Booth: 1977**

Contact: Chris Bauer
Phone: +1 800 978 5606
www.ci-designinc.com

**CIM Group
Booth: 3109**

Contact: Anna Christensen
Phone: +1 602 778 6436
www.cimgroup.com

**Clifton Realty Management
Booth: 218**

Contact: Dawn Bogdanski
Phone: +1 201 694 3210
www.cliftonrm.com

**Cocca Development, Ltd.
Booth: 2474**

Contact: Kelly Cocca
Phone: +1 330 729 1010
www.coccadevelopment.com

**Coldwell Banker
Commercial Affiliates, Inc.
Booth: 311**

Contact: Joy Weinstock
Phone: +1 800 222 2162
www.cbcworldwide.com

**Colliers International
Booth: 2835**

Contact: Sandy Wesp
Phone: +1 213 627 1214
www.colliers.com

**Columbia Development
Booth: 201**

Contact: Coke Mann
Phone: +1 803 454 0500
www.columbiadevelopment.com

**Commercial
Defeasance, LLC
Booth: 3121**

Contact: Mark Kurowski
Phone: +1 704 248 2600
www.defeasewithease.com

**Commercial Observer
Booth: 473**

Contact: Shannon Rooney
Phone: +1 212 407 9393
www.commercialobserver.com



CBRE KNOWS RETAIL

CBRE offers industry leading perspectives, deep retail expertise and robust analytics to help brands adapt and plan for growth. Whether online, or brick and mortar, smart retailers are building successful omnichannel strategies to increase speed and improve service. A nimble real estate portfolio that can quickly respond to rapidly shifting consumer demand is essential. How can we help transform your real estate into real advantage?

Visit us at ICSC New York Deal Making
Booth 621

cbre.com/retail

[@cbreRetail](https://twitter.com/cbreRetail)

CBRE *Build on
Advantage*

Commercial Retail Associates

Booth: 1868
 Contact: Sandy Lustig
 Phone: +1 516 498 2100
www.comretail.com

Consolidated Affiliates, LLC

Booth: 362
 Contact: Matthew Kaufman
 Phone: +1 732 326 1800
www.ConsolidatedAffiliates.com

COR Development Company

Booth: 2507
 Contact: Vincent Claps
 Phone: +1 315 663 2100
www.corcompanies.com

Cornerstone Capital Corporation

Booth: 452
 Contact: Debbie Leppert
 Phone: +1 614 761 2900
www.CornerstoneCapitalCorp.com

Corporate Realty Advisors, Inc.

Booth: 250
 Contact: Marianne McCarthy
 Phone: +1 781 396 5400
www.cra-boston.com

CPEX Real Estate

Booth: 2368
 Contact: James O'Neill
 Phone: +1 718 935 1800
www.cpexre.com

CPH, Inc.

Booth: 2378
 Contact: Nik Jindal
 Phone: +1 407 322 6841
www.cphcorp.com

Craig Realty Group

Booth: 3209
 Contact: Rachel Chaney
 Phone: +1 949 224 4100
www.craigrealtygroup.com

Crawford Square Real Estate Advisors, LLC

Booth: 3220
 Contact: Sam Heide
 Phone: +1 205 421 9500
www.crawfordsq.com

CREA UNITED

Booth: 1377
 Contact: Rosemarie Ash
 Phone: +1 201 767 2272
www.creaunited.com

Crossman & Company

Booth: 2578
 Contact: Gena Filion
 Phone: +1 407 423 5400
www.crossmanco.com

Crown Acquisitions

Booth: 2941
 Contact: Christine Lompado
 Phone: +1 212 563 6400
www.cacq.com

Cuhaci & Peterson Architects LLC

Booth: 2572
 Contact: Leslie Lavery
 Phone: +1 407 661 9100
www.c-p.com

Cullinan Properties LTD.

Booth: 3216
 Contact: Nicole Sutherland
 Phone: +1 309 999 1723
www.CullinanProperties.com

Cushman & Wakefield, Inc.

Booth: 2235
 Contact: Jamie Brass
 Phone: +1 415 773 3511
www.cushwake.com

CVS/Pharmacy

Booth: 1455
 Contact: Debra LeClerc
 Phone: +1 401 770 2020
www.cvs.com

David Cronheim Mortgage Corp.

Booth: 204
 Contact: Jean Goydich
 Phone: +1 973 635 6800
www.cronheimmortgage.com

DBox, Inc.

Booth: 3247
 Contact: Dennis Box
 Phone: +1 817 858 6920
www.dboxinc.com

DCI Signs & Awnings

Booth: 242
 Contact: Lee Smith
 Phone: +1 973 350 0400
www.dcsigns.com

Dexter Laundry, Inc.

Booth: 2771
 Contact: King Lee
 Phone: +1 641 472 5131
www.dexter.com

The Dietz Partnership, LLC

Booth: 3057
 Contact: Chuck Dietz
 Phone: +1 973 884 7400
www.dietzpartnership.com

DiMarco Group

Booth: 2569
 Contact: Karen Anten
 Phone: +1 585 272 7760
www.dimarcogroup.com

Directory of Major Malls/ ShoppingCenters.com

Booth: 363
 Contact: Tama Shor
 Phone: +1 845 348 7000
www.shoppingcenters.com

Divaris Real Estate

Booth: 1681
 Contact: Bea Crumpton
 Phone: +1 757 497 2113
www.divaris.com

DLC Management Corporation

Booth: 1925
 Contact: Rashawn Jackson
 Phone: +1 914 631 3131
www.dlcmgmt.com

Dollar General Corporation

Booth: 2777
 Contact: Jill Jenkins
 Phone: +1 615 855 4694
www.dollargeneral.com

Dollar Tree/Family Dollar

Booth: 1613
 Contact: Samantha Colgin
 Phone: +1 757 321 5000
www.dollartree.com

Domino's

Booth: 256
 Contact: Patrick Hamill
 Phone: +1 248 346 8811
www.realestate.dominos.com

Dorsky+Yue International

Booth: 2279
 Contact: Ron Tannenbaum
 Phone: +1 216 468 1850
www.dorskyyue.com

Downtown Partnership of Baltimore, Inc.

Booth: 3241
 Contact: Davon Barbour
 Phone: +1 410 244 1030
www.godowntownbaltimore.com

Dunkin' Brands Inc.

Booth: 2963
 Contact: Maggie Blair-Lamb
 Phone: +1 781 737 3000
www.Dunkinfranchising.com

East Coast Industrial Services Inc.

Booth: 3245
 Contact: Jay Presutti
 Phone: +1 845 744 8148
www.eastcoast-inc.com

Eastern Retail Properties, Inc.

Booth: 2855
 Contact: Andre Farhat
 Phone: +1 781 849 9010
www.easternretail.com

Eastern Union Funding LLC

Booth: 445
 Contact: Shlomo Leiser
 Phone: +1 718 567 4800

EB Development, LLC

Booth: 552
 Contact: Morgan Boyle
 Phone: +1 844 98 OUTLET
www.EBDevelop.com

ECHO Realty

Booth: 3019
 Contact: Laura Wenger
 Phone: +1 412 968 1660
www.echorealty.com

EDENS

Booth: 2525
 Contact: Lindsay Purcell
 Phone: +1 202 902 2600
www.edens.com

EDGE Realty Partners

Booth: 548
 Contact: Leslie White
 Phone: +1 214 545 6947
www.edge-re.com

Edgewood Properties, Inc.

Booth: 2163
 Contact: Brenda Bronson
 Phone: +1 732 985 1900
www.edgewoodproperties.com

EDR

Booth: 3244
 Contact: Sunny Nariyani
 Phone: +1 800 352 0050
www.edrnet.com

Emagispace, Inc.

Booth: 974
 Contact: David Kirshenbaum
 Phone: +1 844 949 2557
www.emagispace.com

CANAAN, CT | STOP & SHOP PLAZA

1,800 SF Available

- 71,000 SF neighborhood center anchored by Super Stop & Shop, Staline Liquors, and Family Dollar
- Located at the intersection of Main Street (Rt 44) and Railroad Street (Rt 7) in affluent Litchfield County
- Situated at the northwest corner of CT, bounded by Berkshire County in MA and Dutchess and Columbia Counties in NY



GLASTONBURY, CT | ADDISON VILLAGE

3,662 SF Available

- 12,900 SF community center featuring Elite Karate, United Bank, Ming Bao Chinese Restaurant, and Berkins Blend Café
- Located on Hebron Avenue (Route 94) and Village Place just off Routes 3 and 17 in Hartford County
- Close proximity to Pratt and Whitney, Hartford Brainard Airport, and Manchester Community Tech College

WILLIAMSBURG, VA | New Town Shops on Main

1,100 to 7,435 SF Available; Prime Restaurant Space Also Available

- 253,000 SF center on Monticello Avenue in the heart of a 365-acre mixed-use community near the College of William & Mary
- Join Barnes & Noble, American Family Fitness, Jo-Ann Fabrics, Regal Cinemas, Buffalo Wild Wings, Bonefish Grill, Victoria's Secret, Panera Bread, Opus 9 Steakhouse, and First Watch



JACKSONVILLE, NC | CROSS POINTE CENTRE

1,800 to 2,700 SF Available

- 196,214 SF power center
- Located on Western Boulevard in Onslow County near Jacksonville Mall, Camp Lejeune and Coastal Carolina Community College
- Join Marshalls, Shoe Carnival, Lane Bryant, Ashley Furniture, Softe, Old Navy, 2nd & Charles, Michaels, Carter's, and more

ELIZABETH CITY, NC | ROSES PLAZA

17,000 SF In-line Space and Out Parcel Pad Available

- 95,500 SF center featuring Roses, OfficeMax and Citi Trends
- Located at the intersection of Halstead Boulevard (Rt 344) and Ehringhouse Street (Rt 17) in Pasquotank County
- Adjacent to Big Lots and Southgate Mall; near College of the Albemarle and Elizabeth City State University



ADDITIONAL RETAIL OPPORTUNITIES: NY: Massena | Southampton PA: Bloomsburg | Enola | Old York



Owners & Developers of Shopping Centers Since 1958

Contact: Kelly Voss | kelly@developers-realty.com

1224 Mill Street, Building D-Suite 103, East Berlin, CT 06023

T 860.561.0121 | www.developers-realty.com

Embroker Insurance Services LLC**Booth: 2080**

Contact: Kara Slagell
Phone: +1 763 291 6798
www.embroker.com

Encore Capital Management**Booth: 677**

Contact: John Dowd
Phone: +1 561 961 1020
www.encoreretailcenters.com

Encore Real Estate Investment Services**Booth: 1055**

Contact: John Przybyla
Phone: +1 248 702 0288
www.EncoreInvestmentRealEstate.com

Engineering & Land Planning Associates, Inc.**Booth: 1476**

Contact: Caitlin Bowring
Phone: +1 908 238 0544
www.elp-inc.com

Equity Retail Brokers, Inc.**Booth: 1563**

Contact: Melissa DiPretore
Phone: +1 610 645 7700
www.equityretailbrokers.com

Excel Engineering, Inc.**Booth: 346**

Contact: Lauren Wochos
Phone: +1 920 926 9800
www.excelengineer.com

Excess Space Retail Services, Inc. A Newmark Knight Frank company**Booth: 2663**

Contact: Jacqui Greenlaw
Phone: +1 714 594 9800
www.excessspace.com

EXP Realty Advisors**Booth: 3157**

Contact: Daniel De Sa
Phone: +1 212 972 7457
www.exp1031.com

Facility Solutions Group**Booth: 1983**

Contact: Andrew Ghilino
Phone: +1 732 826 6100
www.fsgj.com

Falcon Realty Advisors**Booth: 1681**

Contact: Nancy Tauzin
Phone: +1 972 404 8383
www.falconcompanies.com

Famous Footwear**Booth: 219**

Contact: Mary Terramagra
Phone: +1 314 854 4073
www.Caleres.com

Faris Lee Investments**Booth: 339**

Contact: Ingrid Vallon
Phone: +1 949 221 1800
www.farislee.com

Federal Realty Investment Trust**Booth: 2301**

Contact: Stephanie Haren Beeler
Phone: +1 301 998 8100
www.federalrealty.com

The Feil Organization**Booth: 655**

Contact: Mary Flores
Phone: +1 212 563 6557
www.feilorg.com

Feldco Development Corp.**Booth: 1849**

Contact: Barry Feldman
Phone: +1 617 982 6962
www.feldcodevelopment.com

Fellers, Schewe, Scott & Roberts Inc.**Booth: 1776**

Contact: Travis Thatcher
Phone: +1 770 621 9548
www.fssr.com

The Festival Companies**Booth: 563**

Contact: Daisy Hunter
Phone: +1 310 665 9600
www.festivalcos.com

FFO Real Estate Advisors**Booth: 3115**

Contact: Michele Dawson
Phone: +1 410 779 1285
www.ffaorealty.com

Fidelis Realty Partners**Booth: 2370**

Contact: Karen Leonard
Phone: +1 713 693 1400
www.fidelisrealtypartners.com

Firehouse Restaurant Group, Inc.**Booth: 470**

Contact: Robert May
Phone: +1 904 606 5168
www.firehousesubs.com

First Hartford Realty Corporation**Booth: 1371**

Contact: Ryan Zelek
Phone: +1 860 646 6555
www.FirstHartford.com

First Washington Realty, Inc.**Booth: 3212**

Contact: Mary Jane Geraci
Phone: +1 301 907 7800
www.firstwash.com

Flaum Management Company, Inc.**Booth: 2945**

Contact: Scott Burdett
Phone: +1 585 546 4866
www.flaummgt.com

Fortis Net Lease**Booth: 3156**

Contact: Amy Jones
Phone: +1 248 254 3406
www.FortisNetLease.com

FRONTIER Building**Booth: 2068**

Contact: Jazmine Woods
Phone: +1 305 682 0477
www.frontierbuilding.com

Fuqua Development**Booth: 1569**

Contact: Jennifer Ledbetter
Phone: +1 404 410 2579
www.fuquadevelopment.com

Galaxy Development, LLC**Booth: 244**

Contact: Kayla Cournoyer
Phone: +1 508 721 0005
www.galaxydevelopment.net

Garden Commercial Properties**Booth: 2311**

Contact: Michael Gartenberg
Phone: +1 973 467 5000
www.gardencommercial.com

Gator Investments**Booth: 2921**

Contact: Christina Ladd-Camacho
Phone: +1 305 949 9049
www.gatorinvestments.com

GBT Realty Corporation**Booth: 2017**

Contact: Betina DiDomenico
Phone: +1 615 370 0670
www.gbtrealty.com

Gibbons P.C.**Booth: 2411**

Contact: Carolyn Clay
Phone: +1 973 596 4500
www.gibbonslaw.com

Gibraltar Management Co., Inc.**Booth: 2147**

Contact: Sam Murphy
Phone: +1 914 631 6200
www.gibraltarimgt.com

GK Development Inc.**Booth: 2375**

Contact: Arda Kholamian
Phone: +1 847 277 9930
www.gkdevelopment.com

Goldschmidt and Associates**Booth: 2246**

Contact: Eric Goldschmidt
Phone: +1 914 723 1616
www.ga-re.com

The Goldstein Group**Booth: 1863**

Contact: Chuck Lanyard
Phone: +1 201 703 9700
www.thegoldsteingroup.com

Goodman Real Estate Services Group LLC**Booth: 2574**

Contact: Kyle Hartung
Phone: +1 216 381 8200
goodmanrealestate.com

Gordon Brothers - Real Estate (Formerly DJM Real Estate)**Booth: 1027**

Contact: Brooke Horn
Phone: +1 917 783 0211
www.gordonbrothers.com/realestate

Gorjian Acquisitions**Booth: 877**

Contact: Alexis Nieves
Phone: +1 516 926 3326
www.gorjianacq.com

Great American Brokerage**Booth: 2607**

Contact: Paul Fetscher
Phone: +1 516 889 7200
www.restaurantexpert.com



FROM
RENDERING

TO REALITY



Gerard Construction
brings your vision to life.

**Serving the Northeast
area for over 20 years.**

GENERAL CONTRACTORS • CONSTRUCTION MANAGERS • DESIGN BUILD



4900 Route 33, Suite 101
Wall Township, NJ 07753

ContactUs@Gerardcnd.com

www.gerardconstructioncorp.com | **732.933.0707**

Greater Oklahoma City Chamber**Booth: 2879**

Contact: Cynthia Reid
Phone: +1 405 297 8942
www.okcretail.com

Greenberg Gibbons**Booth: 925**

Contact: Alicyn Ames
Phone: +1 410 559 2500
www.ggcommercial.com

Grossman**Development Group, LLC****Booth: 671**

Contact: Jeremy Grossman
Phone: +1 508 449 0600
www.grossmanre.com

Hakimi Capital Group LLC**Booth: 1677**

Contact: Steve Koutsantonis
Phone: +1 646 481 3711
www.hakimicapgroup.com

Haynes Group Inc.**Booth: 3153**

Contact: Kait Kingman
Phone: +1 508 230 9494
www.haynesgroupinc.com

Heartland Dental, LLC**Booth: 477**

Contact: Carol Narens- Pahl
Phone: +1 217 540 5100
www.heartland.com

Heidenberg Properties**Booth: 2717**

Contact: Cynthia Hanenberg
Phone: +1 201 768 1300
www.HeidenbergProperties.com

Hekemian & Co., Inc.**Booth: 2449**

Contact: Sandy Kaverick
Phone: +1 201 487 1500
www.hekemian.com

Hendon Properties, LLC**Booth: 748**

Contact: Belinda Lombardo
Phone: +1 404 926 1532
www.hendonproperties.com

Hill Partners, Inc.**Booth: 443**

Contact: Bill Rooney
Phone: +1 704 551 2202
www.hillpartnersinc.com

Horizon Group Properties, Inc.**Booth: 2213**

Contact: Connie Dyer
Phone: +1 847 653 6466
www.horizongroup.com

Horn Companies, LLC**Booth: 200**

Contact: Lindsey Forcione
Phone: +1 315 569 4345
www.horncompanies.com

Horvath & Tremblay**Booth: 2043**

Contact: Leigh Barcamonte
Phone: +1 781 776 4000
www.horvathtremblay.com

Howard Group**Booth: 1129**

Contact: Penny Polk
Phone: +1 850 837 1886
www.howardgrp.com

Howard Hughes Corporation**Booth: 2549**

Contact: Lisa Ono
Phone: +1 214 741 7744
www.howardhughes.com

HUDSON**Booth: 2063**

Contact: Jason Gerbsman
Phone: +1 212 579 7000
www.hudsonre.com

Hutensky Capital Partners**Booth: 317**

Contact: Veronique Longo
Phone: +1 860 297 4585
www.hcpfund.com

Hutton**Booth: 3053**

Contact: Stacey Birkholz
Phone: +1 423 805 4513
hutton.build

InSite Real Estate**Booth: 2273**

Contact: Dave Lewand
Phone: +1 630 617 9100
www.insiterealestate.com

Intalytics**Booth: 3146**

Contact: Kelly Sims
Phone: +1 734 623 7710
www.intalytics.com

InvenTrust Properties Corp.**Booth: 1445**

Contact: Lisa Alexander
Phone: +1 630 570 0700
www.InvenTrustProperties.com

IRC Retail Centers**Booth: 235**

Contact: Melissa Yessayan
Phone: +1 630 451 8243
www.ircetailcenters.com

The Irvine Company**Booth: 2319**

Contact: Shawnee Chisam
Phone: +1 949 720 2314
www.irvinecompany.com

Ivanhoé Cambridge Inc.**Booth: 2143**

Contact: Suzanne Mair
Phone: +1 514 841 7600
www.ivanhoecambridge.com

J.P. Morgan Chase**Booth: 262**

Contact: Kim Prater
Phone: +1 212 622 8821
www.chase.com/CML-newyork

Jacobs Enterprises Inc.**Booth: 2717**

Contact: Jamie Wohr
Phone: +1 973 591 5222
www.jacobs-enterprises.com

James Capital Advisors, Inc.**Booth: 1883**

Contact: Sina Brus
Phone: +1 424 325 2600
www.JamesCapitalAdvisors.com

JBG SMITH**Booth: 2805**

Contact: Samantha Pontius
Phone: +1 240 333 3691
www.jbgsmith.com

Jeffrey R. Anderson**Real Estate, Inc.****Booth: 1913**

Contact: Gina Bohl
Phone: +1 513 241 5800
www.anderson-realestate.com

Jeffery Realty, Inc.**Booth: 2351**

Contact: Bruce Jeffery
Phone: +1 908 668 9600
www.jefferyrealty.com

Jersey Mike's**Franchise Systems****Booth: 469**

Contact: Christine Crane
Phone: +1 732 223 4044
www.jerseymikes.com

JLL**Booth: 1635**

Contact: Cheri Evans
Phone: +1 404 995 2100
www.jllretail.com

JM & ADA Associates LLC**Booth: 2374**

Contact: Jacob berkovitz
Phone: +1 646 494 4355
www.realestateinsurance.us

JMC Planning Engineering**Landscape Architecture & Land Surveying PLLC****Booth: 518**

Contact: Lisa Kolba
Phone: +1 914 273 5225
www.jmcpplc.com

JMP Holdings**Booth: 2163**

Contact: Brenda Bronson
Phone: +1 732 839 3778
www.jmpholdings.com

Julius M. Feinblum**Real Estate, Inc.****Booth: 1444**

Contact: Breanna Dennison
Phone: +1 516 844 8890
www.furniturerealestate.com

Kassin Sabbagh Realty**Booth: 211**

Contact: Morris Sabbagh
Phone: +1 212 417 9217
www.ksrny.com

Katz & Associates**Booth: 2263**

Contact: Claudine McGinnity
Phone: +1 201 731 8511
www.katzassociates.com

Katz Properties**Booth: 2953**

Contact: Josh Katz
Phone: +1 212 710 9360
www.katzproperties.com

Keen-Summit**Capital Partners LLC****Booth: 448**

Contact: Lisa Rossi
Phone: +1 646 381 9222
www.keen-summit.com

Kennedy Wilson**Booth: 2881**

Contact: Anna Tran
Phone: +1 310 887 6400
www.kennedywilson.com

The more tenants we bring in, the more we branch out.

As our tenant roster expands, so does our entire portfolio. At Milbrook Properties, we're always exploring new opportunities to meet the growing needs of our tenants and partners. Contact us today to learn more about our exciting east coast leasing opportunities, acquisition criteria, and third-party management services.



CURRENT RETAIL AVAILABILITIES

NEW JERSEY

Aviation Plaza | Linden
Target, Home Depot, ShopRite, AMC Theatres
+/- 8000 SF

Baywick Plaza | Bayville
Retro Fitness, Dollar Tree, NJDCP
1125 SF – 10,500 SF

Edison Plaza | Edison
ShopRite, Capital One Bank, Monster
Mini Golf

Princeton Meadows | Plainsboro
Asian Food Market, Subway, Kumon Learning
1100 SF

Royal Plaza | East Windsor
City Streets Café, Citi Financial, Allstate
500 SF – 1850 SF

FLORIDA

Flamingo Market Place | Pembroke Pines
Bravo, 21st Century Oncology, Social Security

FMS Corners | Pembroke Pines
Subway, Asian Buffet, Animal Hospital

Hollywood Palms | Hollywood
Publix, Walgreens, Dollar General,
Memorial Healthcare System
2227 SF

Point Plaza | Temple Terrace
Winn-Dixie, Family Dollar, Rent King
5000 SF

Shoppes at Margate | Margate
Dollar Tree, Advance America, Carnival
Supermarket
1500 SF – 3000 SF

Shoppes at Pembroke | Pembroke Pines
Michaels, Weight Watchers, Allstate
2400 SF

NEW YORK

Adams Commerce Plaza | Hauppauge
Dunkin' Donuts, The Grill Room, Blimpie

Baldwin Square | Baldwin
Best Buy, Applebee's, Chase
3400 SF (Available 12/1/18)

Bay Shore Commons | Bay Shore
Stop & Shop, Retro Fitness, Chase Bank

Bethpage Plaza | Bethpage
DMV, ProHealth Assoc., Dunkin' Donuts,
Wells Fargo HM, Orangetheory Fitness
3025 SF 2nd Generation Restaurant;
1715 SF – 4500 SF

Bi-County Commons | East Farmingdale
Giunta's Meat Farms, Retro Fitness, BFCU

Bohemia Commons | Bohemia
Giunta's Meat Farms, AutoZone, CVS,
Pets Warehouse
1040 SF

Burnside Avenue | Bronx
Jimmy Jazz, Wing Stop, Amalgamated Bank

Cherry Valley Plaza | West Hempstead
Pet Supplies Plus, Payless Shoes, GameStop,
Euro Wax Center

Huntington Crossroads | Huntington Station
H&R Block, Domino's Pizza, Pollo Compero

Huntington Shoppes | Huntington Station
AutoZone, Pharmacy
1760 SF

Kenmore Plaza | Seaford
Gino's Pizzeria, Liquor, Antiques

Lake Shore Plaza | Lake Ronkonkoma
ShopRite (Coming Soon), Chase Bank,
Pet Supplies Plus, Wells Fargo
1124 SF – 4500 SF
5000 SF Out Parcel Divisible

Main Street Promenade | Nyack
Anchor/Redevelopment
H&R Block
1344 SF – 10,380 SF

Spring Valley Marketplace | Spring Valley
Bed Bath & Beyond, Christmas Tree Shops,
Michaels
1714 SF – 3700 SF

The Shoppes at Market Street | Nanuet
BounceU, Jenny Craig, Quest
2500 SF – 7344 SF

Waverly Plaza | Holtsville
Allstate, Dunkin' Donuts, Tanning, Deli, Pizza

NYC | Various opportunities in all boroughs



RETAIL



RESIDENTIAL



MIXED-USE



OFFICE



Visit us at Our **New Booth 444** at ICSC New York Deal Making 2018.

Charles Hirsch | chirsch@milbrookproperties.com
Pascal Spagna | pspagna@milbrookproperties.com

Tom LiPuma | tlipuma@milbrookproperties.com
Rubin Pikus | rpikus@milbrookproperties.com

42 Bayview Avenue | Manhasset, NY 11030 | T 516.869.1240 | F 516.869.8576 | milbrookproperties.com

**Key Food Stores
Co-Operative Inc.**
Booth: 345

Contact: Lori Bungay
Phone: +1 718 370 4200

KeyPoint Partners, LLC
Booth: 2605

Contact: Christopher Cardoni
Phone: +1 781 273 5555
www.keypointpartners.com

KGI Properties
Booth: 2714

Contact: Joseph Harnan
Phone: +1 401 273 8600
www.kgiproperties.com

Kimco Realty Corporation
Booth: 1335

Contact: Diane Agostinello
Phone: +1 516 869 9000
www.kimcorealty.com

Kin Properties
Booth: 2821

Contact: Beth Calay
Phone: +1 561 620 9200
www.kinproperties.com

Kinsley Construction
Booth: 377

Contact: Jerry Myers
Phone: +1 717 741 3841
www.kinsleyconstruction.com

Kite Realty Group
Booth: 2441

Contact: Carissa McNeil
Phone: +1 317 577 5600
www.kiterealty.com

KLNB Retail
Booth: 2705

Contact: Tracey Brown
Phone: +1 443 632 2056
www.klnbretail.com

Klosed Properties
Booth: 3163

Contact: Steve Kachanian
Phone: +1 516 858 2585
www.KlosedProperties.com

L&H Companies
Booth: 883

Contact: Jen Richter
Phone: +1 610 898 9600
www.lhsigns.com

L3 Corporation
Booth: 1681

Contact: Tiffany Adams
Phone: +1 314 469 7400
www.l3corp.net

Lamar Companies
Booth: 562

Contact: Stephanie DeNapoli
Phone: +1 973 285 0660
www.lamarco.com

**Langan Engineering and
Environmental Services**
Booth: 2609

Contact: Dawn Stampone
Phone: +1 973 560 4283
www.langan.com

Lasser Law Group, LLC
Booth: 2847

Contact: Stephen Lasser
Phone: +1 212 292 3080
www.LasserLawGroup.com

The Learning Experience
Booth: 2863

Contact: Nick Vanella
Phone: +1 561 886 6400
www.theLearningExperience.com

LeasePilot
Booth: 316

Contact: Spencer Fleming
Phone: +1 347 229 5569
www.leasepilot.co

Lee & Associates
Booth: 1575

Contact: Lori Rodenbeck
Phone: +1 714 313 7738
www.lee-associates.com

**LEGO® Americana
Roadshow**
Booth: 955

Contact: Rich Henaghan
Phone: +1 518 664 8750
www.creatacor.com/ars

Lerner Properties
Booth: 2076

Contact: Jason Lerner
Phone: +1 201 567 6200
www.lernerproperties.com

Levin Management Corp.
Booth: 2535

Contact: Melissa Sievwright
Phone: +1 908 755 2401
www.levinmgt.com

Lightbridge Academy
Booth: 576

Contact: Freecia Bell
Phone: +1 732 980 1900
lightbridgeacademy.com

Linear Retail Properties, LLC
Booth: 455

Contact: Diana Perry
Phone: +1 781 202 3532
www.linearretail.com

Lisciotti Development
Booth: 250

Contact: Gregg Lisciotti
Phone: +1 978 466 6661
www.lisciotti.com

LLD Enterprises
Booth: 2947

Contact: Wendy Dworkin
Phone: +1 585 244 3575
www.lldenterprises.com

LocateAI, Inc.
Booth: 2576

Contact: Lucia Ayala
Phone: +1 9788 359 414
www.locate.ai

**Lormax Stern
Development Company**
Booth: 475

Contact: Alicia Fresch
Phone: +1 248 737 7110
www.lormaxstern.com

Macerich
Booth: 1E06

Contact: Chong Kestner
Phone: +1 310 394 6000
www.macerich.com

**Madison Commercial
Real Estate Services**
Booth: 335

Contact: Nechama Garber
Phone: +1 732 905 9400
www.madisoncres.com

Madison International Realty
Booth: 275

Contact: Evan Walke
Phone: +1 646 695 2832
www.madisonint.com

Madison Marquette
Booth: 2069

Contact: Gayle Matthei
Phone: +1 202 741 3800
www.madisonmarquette.com

**Main Street Business
Alliance of Hackensack**
Booth: 472

Contact: Patrice Foresman
Phone: +1 201 498 1690
www.uppermain.org

Mainardi Management Co.
Booth: 550

Contact: Andrew Mainardi, III
Phone: +1 973 696 9265
www.mainardimanagement.com

Malachite Group
Booth: 1871

Contact: Melody Malekan
Phone: +1 516 877 1677
www.malachitegroup.com

Marcus & Millichap
Booth: 2125

Contact: Jennifer Marvin
Phone: +1 212 430 5100
www.marcusmillichap.com

Maser Consulting P. A.
Booth: 2868

Contact: Jennifer Dampman
Phone: +1 732 380 1950
www.maserconsulting.com

**Mason Asset
Management, Inc.**
Booth: 2969

Contact: Igal Nassim
Phone: +1 516 371 5858
www.masonam.com

Matanky Realty Group
Booth: 648

Contact: James Matanky
Phone: +1 312 337 1001
www.Matanky.com

**Matthews Real Estate
Investment Services**
Booth: 269

Contact: Tiffani Weeda
Phone: +1 866 889 0550
www.matthews.com

**Maverick Commercial
Properties**
Booth: 451

Contact: Adi Chugh
Phone: +1 646 692 9200
www.maverickcp.com

Mavis Tire Supply, LLC
Booth: 3035

Contact: James Micik
Phone: +1 914 984 2500
www.mavistire.com

The McDevitt Company
Booth: 2171

Contact: Rachel Green
Phone: +1 215 454 4127
www.mcdevitt.com



WINICK

KEEPING IT RETAIL

VISIT US AT **BOOTH 1463**
TO LEARN MORE ABOUT OUR
CURRENT RETAIL AVAILABILITIES

CONTACT: LOUIS EISINGER
(212) 792.2629
louis@winick.com

Winick Realty Group LLC
655 Third Avenue, 17th Floor | New York, NY 10017 T: (212) 792.2600

winick.com



**McDonald's Corporation
Booth: 2369**

Contact: Yolanda Holmes
Phone: +1 630 623 3000
www.mcdonalds.com

**Mericle Commercial
Real Estate Services
Booth: 3155**

Contact: Al Guari
Phone: +1 570 823 1100
www.mericle.com

**Meridian Capital Group
Booth: 2813**

Contact: Jonathan Stern
Phone: +1 212 972 3600
www.meridiancapital.com

**Metro Commercial Real
Estate Inc.
Booth: 516**

Contact: Gina Brunner
Phone: +1 856 866 1900
www.metrocommercial.com

**mfi Realty
Booth: 2773**

Contact: Shelby Dorich
Phone: +1 410 308 0700
www.mfirealty.com

**Midwood Investment
& Development
Booth: 1907**

Contact: Debra Henkle
Phone: +1 646 292 4913
www.midwoodid.com

**Milbrook Properties Ltd.
Booth: 444**

Contact: Jeff Katz
Phone: +1 516 869 1240
www.milbrookproperties.com

**Miromar Development Inc.
Booth: 2816**

Contact: Lyna Parrino
Phone: +1 239 390 5100
www.miromar.com

**Moonbeam Leasing &
Management LLC
Booth: 239**

Contact: Sandra French
Phone: +1 702 968 2474
www.Moonbeam
Management.com

**Motionloft
Booth: 365**

Contact: Joyce Reitman
Phone: +1 415 580 7671
www.motionloft.com

**MSC Retail
Booth: 2940**

Contact: Douglas Green
Phone: +1 215 568 2600
www.mscretail.com

**MyCOL
Booth: 224**

Contact: Sally Bauer
Phone: +1 317 496 7465
www.myCOLtracking.com

**NAI Global
Booth: 2435**

Contact: Kelly Huffstutler
Phone: +1 212 405 2500
www.naiglobal.com

**Nassimi Realty, LLC
Booth: 2245**

Contact: Kathy Little
Phone: +1 212 643 8080
www.NassimiRealty.com

**National Commercial
Brokers, Inc.
Booth: 463**

Contact: David Hann
Phone: +1 617 243 0222
www.nationalcommercial.com

**National Real Estate Investor
Booth: 2820**

Contact: Christina Girardi
Phone: +1 212 204 4200
www.NREIonline.com

**National Realty &
Development Corp.
Booth: 1345**

Contact: Donna Justo
Phone: +1 914 694 4444
www.nrdc.com

**New England Development
Booth: 1535**

Contact: Karen Trentman
Phone: +1 617 243 7050
www.nedevlopment.com

**New England Retail
Properties, Inc.
Booth: 2351**

Contact: Carol Piano
Phone: +1 860 529 9000
www.newenglandretail.com

**New York Real Estate Journal
Booth: 353**

Contact: Kristine Wolf
Phone: +1 781 878 4540
www.nyrej.com

**Newmark Knight Frank
Booth: 1949**

Contact: Donna Ficarra
Phone: +1 215 320 4516
www.ngkf.com

**North American Properties
Booth: 774**

Contact: Tiffany Green
Phone: +1 513 721 2744
www.naproperties.com

**Northeast Retail
Leasing & Mgmt Co., LLC
Booth: 2615**

Contact: Jane Podolski
Phone: +1 860 683 9000
www.northeastretail.com

**NorthMarq Capital
Booth: 3140**

Contact: Lisa Baccare
Phone: +1 952 356 0100
www.northmarq.com

**Northwest Independent
Mall Group
Booth: 2907**

Contact: Hugh Ashlock
Phone: +1 801 485 7770
www.woodburycorp.com

**Oath Pizza
Booth: 2575**

Contact: Mike Hazen
Phone: +1 312 213 7334
www.oathpizza.com

**Oliver McMillan
Booth: 1972**

Contact: Rhoda Banuelos
Phone: +1 619 321 1160
www.olivermcmillan.com

**On-Site Lighting
& Survey, LLC
Booth: 3145**

Contact: Tony Broughton
Phone: +1 763 684 1548
www.onsitelighting.com

**Onyx Equities, LLC
Booth: 2780**

Contact: Rachel Pittard
Phone: +1 732 421 0683
www.onyxequities.com

**The Outlet Resource Group
Booth: 3217**

Contact: Mitchell Brown
Phone: +1 312 292 9585
www.outletresource.com

**Oxford Properties Group
Booth: 1363**

Contact: Lesia Czech
Phone: +1 416 868 3735
www.oxfordproperties.com

**P. Cooper Roofing, Inc.
Booth: 3243**

Contact: Steve Dicker
Phone: +1 800 945 2833
www.cooperroofing.com

**Panda Restaurant Group, Inc.
Booth: 555**

Contact: Connie Chung
Phone: +1 626 799 9898
www.pandaexpress.com

**Paragon Realty Group LLC
Booth: 3000**

Contact: Joan Dudziec
Phone: +1 203 221 7077
www.paragonct.com

**Paramount Realty Services/
LMS Commercial Real Estate
Booth: 1819**

Contact: Lisa Vassallo
Phone: +1 732 961 8110
www.paramountrealty.com

**The Peterson Companies
Booth: 2901**

Contact: Dee Singletary
Phone: +1 703 631 7572
www.PetersonCos.com

**Petrie Richardson Ventures
Booth: 549**

Contact: Joe Barilla
Phone: +1 443 569 6972
www.petrierichardson.com

**Philadelphia Retail
Marketing Alliance
Booth: 2066**

Contact: Casandra Dominguez
Phone: +1 215 440 5533
www.philadelphiaretail.com

**Philips International
Booth: 1963**

Contact: Sheila Chess
Phone: +1 212 951 3838
www.pihc.com

**Phillips Edison & Company/
PREP Property Group
Booth: 2641**

Contact: Kelly Kerby
Phone: +1 513 554 1110
www.phillipsedison.com

BETH WROTE THE BOOK... *LITERALLY!*



SEE BETH AT
BOOTH # 1380
ALSO VISIT
WWW.BETHAZOR.COM
FOR LEASING WORKSHOP
DATES!

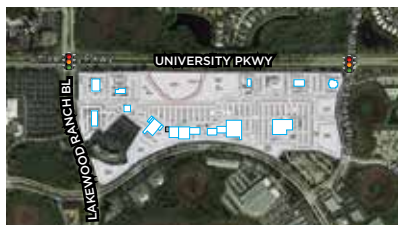


Pre-Order NOW at
www.dontsaynofortheprospect.com



GREAT locations never go out of **STYLE.**

Exciting opportunities at our projects in development and throughout our existing portfolio.



CENTERPOINT
Lakewood Ranch, FL

50-acre mixed-use project with grocery-anchored retail, medical, hotel and outlots in the center of fast-growing master-planned community.



HAMILTON QUARTER
Columbus, OH

New 200-acre mixed-use development at SR-161/Hamilton Road interchange to include 1,000,000 SF Retail, Restaurant & Entertainment, 600,000 SF Office, and 200-room Hotel.



HARTWELL VILLAGE
Seneca/Clemson, SC

300,000 SF power center under development less than one mile from Clemson University at intersection of Pendleton Rd./Hwy. 93 and Clemson Blvd./Hwy. 76. Phase I now open!

Serving our markets from offices in **Columbus, Ohio | Sarasota, Florida | Cary, North Carolina**

CASTO

Inspired ideas. Integrated real estate solutions.
www.castoinfo.com



facebook.com/castoinfo



instagram.com/castoinfo

Pierson Commercial Real Estate**Booth: 2974**

Contact: Jason Pierson
Phone: +1 732 707 6900
www.piersonre.com

Placer Labs**Booth: 1376**

Contact: Mark Bowman
Phone: +1 650 477 7905
www.placer.io

Planet Fitness**Booth: 2875**

Contact: Christie Routhier
Phone: +1 603 319 6723
www.PlanetFitness.com

Planned Grocery**Booth: 3039**

Contact: David Beitz
Phone: +1 803 451 0305
www.plannedgrocery.com

Plaza Las Americas, Inc.**Booth: 236**

Contact: Rafael Ruiz-Comas
Phone: +1 787 767 1525
www.plazalasamericas.com

Pliskin Realty and Development, Inc.**Booth: 1448**

Contact: Marvin Hartman
Phone: +1 516 997 0100
www.pliskinrealty.com

Poag Shopping Centers**Booth: 2219**

Contact: Dean Shauger
Phone: +1 901 761 7604
www.poagllc.com

The Pollard Group Ltd.**Booth: 3135**

Contact: Jorie Pollard
Phone: +1 630 887 8841
www.thepollardgrp.com

Pomerleau Real Estate Co.**Booth: 2944**

Contact: Kristin Plantier
Phone: +1 802 863 8210
www.vermontrealestate.com

Potomac Development Group**Booth: 3113**

Contact: Carolyn Treme
Phone: +1 703 887 7385
www.potomacdevgrp.com

PREIT**Booth: 1E15**

Contact: Amelia Hardy
Phone: +1 215 875 0700
www.preit.com

PREP Property Group**Booth: 2641**

Contact: Michelle Devlin
Phone: +1 440 321 3042
www.preppg.com

Primrose Schools Franchising Company**Booth: 2909**

Contact: Bob Rossman
Phone: +1 770 529 4100
www.PrimroseSchools.com

Progressive Materials**Booth: 975**

Contact: Tricia Schweitzer
Phone: +1 812 704 8496
www.pmsilicone.com

Project REAP**Booth: 2478**

Contact: Osa Bartholomew
Phone: +1 646 728 3496
www.projectreap.org

Property Capsule Inc.**Booth: 1772**

Contact: Thomas Byrne
Phone: +1 877 777 9037
www.propertycapsule.com

The Proto Group LLC**Booth: 2712**

Contact: Steve Patten
Phone: +1 203 234 6371
www.theprotogroup.com

Providential Resources**Booth: 1478**

Contact: David Freier
Phone: +1 718 259 4092

Pyramid Management Group**Booth: 2325**

Contact: Danielle Cox
Phone: +1 315 422 7000
www.pyramidmg.com

Quantum Companies**Booth: 2849**

Contact: Jackie Sansone
Phone: +1 301 263 8125
www.quantumco.net

Queens Chamber of Commerce**Booth: 247**

Contact: Thomas Grech
Phone: +1 718 898 8500
www.queenschamber.org

QuickChek Corp.**Booth: 462**

Contact: Kathleen Priddy
Phone: +1 908 534 2200
www.quickchek.com

R.J. Brunelli & Company LLC**Booth: 645**

Contact: Arlene Arruda
Phone: +1 732 721 5800
www.rjbrunelli.com

Raider Hill Advisors**Booth: 1155**

Contact: Joseph Tichar
Phone: +1 212 223 9090
www.RaiderHill.com

Randolph Rose Collection**Booth: 2568**

Contact: Ellen Rose
Phone: +1 914 423 2047
www.randolphrose.com

Rappaport**Booth: 2205**

Contact: Larry Spott
Phone: +1 571 382 1200
www.rappaportco.com

Ravti**Booth: 575**

Contact: Wade Knall
Phone: +1 720 352 1187
www.ravti.com

Raymour & Flanigan Furniture**Booth: 1547**

Contact: Nicole McManus
Phone: +1 315 453 2500
www.raymourflanigan.com/
raymour-flanigan-real-estate.aspx

RD Management LLC**Booth: 2463**

Contact: Thomas Mirandi
Phone: +1 212 265 6600
www.rdmanagement.com

Real Clear Software LLC**Booth: 2082**

Contact: Chris Sausser
Phone: +1 949 544 3532
www.realclear.software

Real Estate Weekly**Booth: 574**

Contact: Dana Sherman
Phone: +1 914 636 7400
www.rew-online.com

Realty Income Corporation**Booth: 234**

Contact: Nathalie Christian
Phone: +1 858 284 5000
www.realtyincome.com

Realty Resources**Booth: 1681**

Contact: Rachel Krupnick
Phone: +1 757 490 7822
www.realtyresources.org

Red Bank River Center**Booth: 2510**

Contact: James Scavone
Phone: +1 732 842 4244
www.RedBank.org

RED Development**Booth: 2727**

Contact: Christine Gould
Phone: +1 480 947 7772
www.reddevelopment.com

RedMark Realty/ The Windsor Companies**Booth: 2479**

Contact: Jackie Van Buren
Phone: +1 518 952 7500
www.redmarkrealty.com

Regency Centers**Booth: 2035**

Contact: Jessica Sheard
Phone: +1 904 598 7000
www.regencycenters.com

Related Companies**Booth: 2005**

Contact: Jerry Wang
Phone: +1 212 801 1125
www.related.com

Retail Brokers Network**Booth: 2079**

Contact: Tricia Law
Phone: +1 425 241 4261
www.retailbrokersnetwork.com

Retail Lease Trac, Inc.**Booth: 3063**

Contact: Rhonda Hayes
Phone: +1 877 531 0007
www.rltrac.com

Retail Sites, LLC**Booth: 243**

Contact: Donna Zanetich
Phone: +1 856 778 4900
www.retailsites.net



WORK.SHOP.DINE.



DOING BUSINESS IS ALWAYS BETTER IN BIRMINGHAM, MICHIGAN! With an amazing assortment of shops, restaurants & office space, Birmingham has something for everyone.

**It's All
IN
BIRMINGHAM**
The Shopping District

WWW.ALLINBIRMINGHAM.COM

BIRMINGHAM SHOPPING DISTRICT

@BHAMSHOPPING

20 PLUS YEARS

Retail Design Experience

ONE STOP SHOP

Architectural, Structural, Civil, & MEP

VMSD TOP 25

LDG Ranked 23rd Retail Design Firm

NATIONAL SERVICE

Serving all across the lower 48.

LDG Larson Design Group®

ARCHITECTS ENGINEERS SURVEYORS

Visit LDGretail.com
or call 570.244.3426

**REthink CRE
Booth: 263**

Contact: Vijay Mehra
Phone: +1 214 478 6223
www.rethinkcrm.com

**Retransform
Booth: 3249**

Contact: Lynn Peters
Phone: +1 214 358 4330
www.retransform.com

**Rhino Realty Group, Inc.
Booth: 380**

Contact: Bobby Traynham
Phone: +1 717 650 6729
www.rhinorealtygroup.com

**Ripco Real Estate Corp.
Booth: 1835**

Contact: Matilda Szydagis
Phone: +1 516 933 8880
www.ripcony.com

**Rivercrest Realty Investors
Booth: 3255**

Contact: Ann Palko
Phone: +1 919 846 4046
www.rivercrestrealty.com

**RKF
Booth: 1949**

Contact: Elyse Bandel
Phone: +1 212 599 3700
www.rkf.com

**RM Friedland
Booth: 347**

Contact: Jean Manning
Phone: +1 914 968 8500
www.rmfriedland.com

**Robert B. Aikens and
Associates, LLC
Booth: 314**

Contact: Amy Lau
Phone: +1 248 283 1071
www.rbaikens.com

**RockStep Capital
Booth: 1975**

Contact: Racine Leahy
Phone: +1 713 554 7605
rockstep.com

**Roofing Southwest
Booth: 254**

Contact: David Federly
Phone: +1 1-800 235 2669
www.roofingsouthwest.com

**Rosenshein Associates
Booth: 1968**

Contact: Lisa Rosenshein
Phone: +1 914 698 3600

**Roux
Booth: 2723**

Contact: Tanya Bissell
Phone: +1 631 232 2600
www.rouxinc.com

**Royal Properties, Inc.
Booth: 355**

Contact: David Landes
Phone: +1 914 237 3400
www.royalpropertiesinc.com

**RPAI
Booth: 2827**

Contact: Grace Khamou
Phone: +1 630 634 4160
www.rpai.com

**RPT Realty
Booth: 3027**

Contact: Kristen Scalisi
Phone: +1 212 221 1261
www.rptrealty.com

**Sabre Real Estate Group
Booth: 2255**

Contact: Gina Baxter
Phone: +1 516 874 8070
www.sabre.life

**Saugatuck Commercial
Real Estate, LLC
Booth: 2608**

Contact: Penny Wickey
Phone: +1 203 222 4190
www.saugatuckcommercial.com

**Savills Retail
Booth: 2176**

Contact: Emily Ansale
Phone: +1 212 326 1000
www.savills-studley.com

**Sax Realty, Inc.
Booth: 1768**

Contact: Leslie R. Sax
Phone: +1 240 497 1192
www.saxrealty.com

**SCG Retail
Booth: 663**

Contact: Jamie Standard
Phone: +1 212 741 2500
www.theshoppingcentergroup.com

**Schuckman Realty Inc.
Booth: 2511**

Contact: Jack Pierce
Phone: +1 516 496 8888
www.schuckmanrealty.com

**Seritage Growth Properties
Booth: 2272**

Contact: James Bry
Phone: +1 212 355 7800
www.seritage.com

**Sholom & Zuckerbrot
Realty LLC**

Booth: 2343
Contact: Frank Zuckerbrot
Phone: +1 718 392 5959
www.s-z.com

**ShopCore Properties
Booth: 3125**

Contact: Maria Brown
Phone: +1 312 798 5168
www.shopcore.com

**Shopping Center Business
Magazine/Northeast
Real Estate Business
Booth: 2611**

Contact: Scott France
Phone: +1 404 832 8262
www.shoppingcenterbusiness.com

**Silbert Realty and
Management Company, Inc.
Booth: 2349**

Contact: Kathy DiMaria
Phone: +1 908 604 6900
www.silbertrealestate.com

**Simon
Booth: River Pavilion**

Phone: +1 317 636 1600
www.simon.com

**The Simon Konover
Company
Booth: 1969**

Contact: Carolyn Norton
Phone: +1 860 570 2000
www.simonkonover.com

**SITE Centers
Booth: 1321**

Phone: +1 216 755 5500
www.sitecenters.com

**Site Source Retail
Broker Network
Booth: 2351**

Contact: Ali Duerr
Phone: +1 415 420 9817
www.sitesourceretailbroker
network.com

**Sites USA
Booth: 2269**

Contact: Lori Young
Phone: +1 480 491 1112
www.sitesusa.com

**SiteSeer
Booth: 3235**

Contact: Sam Lowder
Phone: +1 801 634 8614
www.siteseer.com

**Slate Retail REIT
Booth: 449**

Contact: Nicole Trpcic
Phone: +1 416 644 4264
www.slateretailreit.com

**SolarKal
Booth: 1379**

Contact: Yaniv Kalish
Phone: +1 855 516 5777
www.solarkal.com

**SONIC Drive-In
Booth: 476**

Contact: Joanna Pasnau
Phone: +1 405 225 5000
SonicFranchises.com

**SPACE
Booth: 3139**

Contact: David Brecher
Phone: +1 201 783 7215
www.space Realtyco.com

**Speed Queen
Booth: 1770**

Contact: Cory Retzlaff
Phone: +1 920 748 4425
www.investinlaundromats.com

**SPINOSO Real Estate Group
Booth: 2647**

Contact: Andre Ivanchuk
Phone: +1 315 425 1000
www.spinosoreg.com

**Spirit Realty Capital
Booth: 215**

Contact: Erin Gilles
Phone: +1 972 476 1900
www.spiritrealty.com

**Sport Clips, Inc.
Booth: 3043**

Contact: Joel Reichman
Phone: +1 617 510 6419
www.sportclips.com

**SRS Real Estate Partners
Booth: 435**

Contact: Julie Schreiber
Phone: +1 214 560 3200
www.srsre.com

**The Staenberg Group
Booth: 1970**

Contact: Stacy Gruettmeyer
Phone: +1 314 513 0024
www.tsgproperties.com

**Stan Johnson Company
Booth: 225**

Contact: Alicia Waggoner
Phone: +1 918 494 2690
www.stanjohnsonco.com



National
Realty &
Development
Corp.



THE SHOPPES
AT MIDDLETOWN

NOW LEASING

MONMOUTH COUNTY, NEW JERSEY'S
NEW RETAIL DESTINATION

JOIN WEGMANS & CMX CINEMA, OPENING 2020

VISIT US AT ICSC
NEW YORK DEAL MAKING, BOOTH 1345

NATIONAL REALTY & DEVELOPMENT CORP.

3 Manhattanville Road, Suite 202 Purchase, NY 10577

nrdc.com 1.800.932.RENT

shoppesatmiddletown.com



DOWNTOWN AT THE GARDENS | PALM BEACH GARDENS, FL

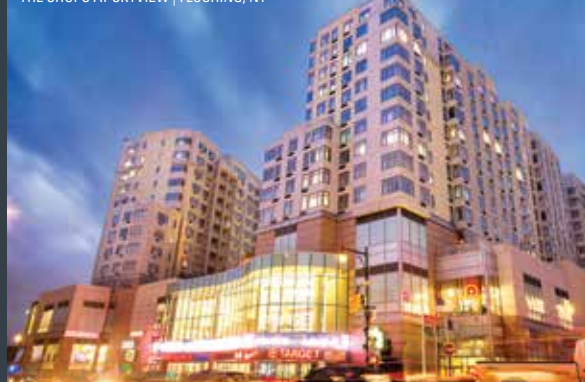


HIGH QUALITY
WELL-LOCATED
PROPERTIES
THAT ENABLE
RETAILERS
TO THRIVE

ENCINO COURTYARD | ENCINO, CA



THE SHOPS AT SKYVIEW | FLUSHING, NY



VISIT US AT ICSC NEW YORK, BOOTH #3125 | SHOPCORE.COM



Stanbery Development Group, LLC

Booth: 2708
 Contact: Jon Meyer
 Phone: +1 614 824 2910
www.stanbery.com

Starbucks Coffee Company

Booth: 863
 Contact: Dan Conti
 Phone: +1 206 318 6710
www.starbucks.com

Stark & Stark

Booth: 3065
 Contact: Jordan Curran
 Phone: +1 609 791 7014
www.stark-stark.com

Stark Enterprises

Booth: 323
 Contact: Gayle Teresi
 Phone: +1 216 464 2860
www.starkenterprises.com

Starwood Retail Partners

Booth: 1713
 Contact: Krista Etheridge
 Phone: +1 312 242 3200
www.starwoodretail.com

Steiner + Associates

Booth: 2401
 Contact: Susan John
 Phone: +1 614 414 7300
www.steiner.com

Steiner NYC

Booth: 551
 Contact: Mary Burke
 Phone: +1 973 228 5800

Stellar Development

Booth: 580
 Contact: David Clafin
 Phone: +1 913 353 4160
www.stellardevelopmentllc.com

Stoltz Management

Booth: 2512
 Contact: Michael Zufelt
 Phone: +1 610 667 5800
www.stoltzusa.com

Streetscapes

Booth: 672
 Contact: James Shaffer
 Phone: +1 303 398 7040
www.streetscapes.biz

**Subway Real Estate Corp./
Restaux Developments, Inc.**

Booth: 2248
 Contact: Nick Cacaci
 Phone: +1 203 223 0378
www.subway.com

Sullivan Hayes Brokerage

Booth: 1901
 Contact: Jed Hayes
 Phone: +1 860 305 7366
www.sullivanhayesne.com

SVN International Corp.

Booth: 2923
 Contact: Sarah Vicent
 Phone: +1 617 763 6880
www.svn.com

Tanger Outlets

Booth: 1E16
 Contact: Jessica Murphy
 Phone: +1 336 292 3010
www.tangeroutlets.com

Taubman Centers, Inc.

Booth: 1E13
 Contact: Maria Mainville
 Phone: +1 248 258 6800
www.taubman.com

Ten-X

Booth: 3004
 Contact: Gemini Patel
 Phone: +1 212 871 7795
www.ten-x.com/commercial

Terranova Corporation

Booth: 3046
 Contact: Rebecca De Ville
 Phone: +1 305 695 8700
www.terranozacorp.com

Thomas

Booth: 2177
 Contact: Crystal Schaeffer
 Phone: +1 678 423 5445

**Thomas English
Retail Real Estate**

Booth: 344
 Contact: Lori Robinson
 Phone: +1 317 574 7448
www.thomasenglish.com

Thor Properties, LLC

Booth: 525
 Contact: Katie Smith
 Phone: +1 212 432 3028
www.thorequities.com

Town of Groton

Booth: 573
 Contact: Lauren Post
 Phone: +1 860 446 5960
www.exploremoregroton.com

**Trademark Property
Company**

Booth: 1471
 Contact: Dusty Craven
 Phone: +1 817 870 1122
www.trademarkproperty.com

Transwestern

Booth: 977
 Contact: Kim Croley
 Phone: +1 713 270 7700
transwestern.com

TREECO

Booth: 542
 Contact: Albert Krull
 Phone: +1 201 871 8800
www.treecocenters.com

**Tri State Commercial Realty -
Brooklyn Brokers**

Booth: 1674
 Contact: Tomek Lecki
 Phone: +1 718 437 6100
www.TriStateCR.com

Trinity Realty Group

Booth: 1775
 Contact: Meredith Poole
 Phone: +1 518 458 7203
www.trgc.com

**TRUE Commercial
Real Estate**

Booth: 2075
 Contact: Dominick Musilli Jr.
 Phone: +1 203 529 4629
www.truecre.com

Turner Asphalt Inc.

Booth: 871
 Contact: Carlos Concepcion
 Phone: +1 704 620 3388
www.turnerasphalt.com

Tuscan Village

Booth: 981
 Contact: Mike Powers
 Phone: +1 614 216 6453
www.tuscanvillagesalem.com

U.S. Properties Group, Inc.

Booth: 568
 Contact: Cynthia Hicks
 Phone: +1 803 407 4555
www.uspginc.com

Uber Capital Group

Booth: 873
 Contact: Alexis Nieves
 Phone: +1 516 926 3326
www.ubercapgroup.com

UC Funds

Booth: 479
 Contact: Emily Rosati
 Phone: +1 857 288 2802
www.ucfunds.com

Unibail-Rodamco-Westfield

Booth: 1E08
 Contact: Susan Haynes
 Phone: +1 310 478 4456
www.westfield.com

Unison Realty Partners

Booth: 1673
 Contact: Hannah Dutra
 Phone: +1 617 272 3062
www.unisonrealtypartners.com

Urban Edge Properties

Booth: 635
 Contact: Eileen Bagnall
 Phone: +1 212 956 2556
www.uedge.com

UrbanMeritage LLC

Booth: 671
 Contact: Michael Jammen
 Phone: +1 617 236 7999
www.urbanmeritage.com

Urstadt Biddle Properties Inc.

Booth: 438
 Contact: Linda Lacey
 Phone: +1 203 863 8202
www.ubproperties.com

Vanguard Realty, Inc.

Booth: 649
 Contact: Carol Grapes
 Phone: +1 973 443 9700

Vanguard-Fine, LLC

Booth: 3162
 Contact: Angela Cota
 Phone: +1 518 862 0861
www.vanguardfine.com

Vcorp Services, LLC

Booth: 2270
 Contact: Sarah Rayburn
 Phone: +1 888 528 2677
www.vcorpsservices.com

Venture Brokerage Group

Booth: 2479
 Contact: Jackie Van Buren
 Phone: +1 585 615 1102
www.venturebrokeragegroup.com

VEREIT, Inc.

Booth: 517
 Contact: Heather Varney
 Phone: +1 602 778 8700
www.VEREIT.com

VHB

Booth: 3020
 Contact: Julie MacArthur
 Phone: +1 631 787 3465
www.vhb.com

Owners & Managers of Net Lease Real Estate

Prime Retail Space Available at High-Performing Locations

Contact Our Experienced Leasing Team



Brett Sheets

Senior Vice President, Leasing
602.778.6300
BSheets@VEREIT.com



Sarah Nelson

Vice President, Leasing
602.778.6111
SNelson@VEREIT.com

Visit us at ICSC New York, booth #517



A fully diversified real estate operating company.

Disciplined. Transparent. Consistent.

www.VEREIT.com



ICSC Exchange. Your news and information hub.



Featuring breaking industry news,
feature stories, and leading-edge research.

icsc.org/exchange

**Village of Hoffman Estates
Booth: 2376**

Contact: Kevin Kramer
Phone: +1 847 781 2662
www.hoffmanestates.org/ed

**Vornado Realty Trust
Booth: 1653**

Contact: Lisa Vogel
Phone: +1 212 894 7000
www.vno.com

**Wai Kai Commercial, LLC
Booth: 1477**

Contact: Rick Hill
Phone: +1 808 225 2329

**Wakefern Food Corporation
Booth: 2515**

Contact: Marcy Rehl
Phone: +1 732 906 5376

**Walmart Stores, Inc.
Booth: 2706**

Contact: Betty Robbins
Phone: +1 479 273 8121
www.walmartstores.com

**The Was Group, LLC
Booth: 3045**

Contact: Frank Was
Phone: +1 862 203 4352
www.was-group.com

**Washington Prime Group
Booth: 1E17**

Contact: Sarah Saide
Phone: +1 614 621 9000
www.washingtonprime.com

**Waters Retail Group
Booth: 2509**

Contact: Joe Waters
Phone: +1 610 388 6600
www.watersretailgroup.com

**Waterstone Defeasance, LLC
Booth: 3234**

Contact: Connie Rodriguez
Phone: +1 704 926 6501
www.waterstonedefeasance.com

**Waterstone Properties
Group
Booth: 203**

Contact: Jennifer Fairfield
Phone: +1 781 559 3301
www.waterstonepg.com

**Wawa Inc.
Booth: 255**

Contact: Dana Corvino
Phone: +1 800 444 9292
www.wawa.com

**Weingarten Realty
Booth: 1813**

Contact: Meagan Froehlich
Phone: +1 713 880 6129
www.weingarten.com

**Weitzman
Booth: 1863**

Contact: Joyce Watson
Phone: +1 214 954 0600
www.weitzmangroup.com

**Welco Realty, Inc.
Booth: 543**

Contact: Antoinette Calisi
Phone: +1 914 576 7500
www.welcorealty.com

**Western Beef, Inc.
Booth: 3007**

Contact: Jonathan Agus
Phone: +1 954 798 2429

**Westfield Mission Valley/
The PRISM Company, Inc.
Booth: 3138**

Contact: Janet Grady
Phone: +1 919 968 0326

**Westwood Financial
Booth: 2822**

Contact: Volker Schramm
Phone: +1 310 820 5443
www.westfin.com

**Widewaters
Booth: 1669**

Contact: Elizabeth Sanborn
Phone: +1 315 445 2424
www.widewaters.com

**The Wilder Companies
Booth: 2400**

Contact: Steven Miller
Phone: +1 617 896 4913
www.wilderco.com

**Win Properties, Inc.
Booth: 417**

Contact: Craig Samson
Phone: +1 914 468 7300
www.ryeridgeshoppingcenter.com

**Winick Realty Group
Booth: 1463**

Contact: Louis Eisinger
Phone: +1 212 792 2600
www.winick.com

**Wireless Telematics
Booth: 301**

Contact: Greg Kimmel
Phone: +1 858 472 2334
www.wirelesstelematics.com

**WLS Lighting Systems
Booth: 318**

Contact: Chantelle Prejean
Phone: +1 817 840 9331
www.wslighting.com

**Wolfson Group, Inc.
Booth: 303**

Contact: Susan Saurman
Phone: +1 610 277 8899
www.wolfsongroupinc.com

**The Woodmont Company
Booth: 3006**

Contact: Rebecca Galuppo
Phone: +1 817 732 4000
www.woodmont.com

**WS Development
Booth: 1603**

Contact: Katrina Meidanis
Phone: +1 617 232 8900
www.wsdevelopment.com

**X Team Retail Advisors
Booth: 3001**

Contact: Jennifer Timothy
Phone: +1 602 682 8145
www.xteamretail.com

Retailer Central

Retailer Central shines the spotlight on established and up-and-coming retailers.

Altitude Trampoline Park

Contact: John Day
Phone: +1 214 217 4606
www.altitudetrampolinepark.com

Bar Louie

Contact: Jill Szymanski
Phone: +1 214 218 2730
www.barlouie.com

Big Blue Swim Schools

Contact: Michael Chin
Phone: +1 847 868 9168
www.bigbluswimschool.com

Blink Fitness

Contact: Lyle Trued
Phone: +1 212 359 8746

Burger King

Contact: William Washington
Phone: +1 267 227 2648
www.rbi.com

Burlington Stores

Contact: Stephanie Dunham
Phone: +1 609 387 7800
www.burlington.com

CARD\$MART

Contact: Barry Groditsky
Phone: +1 914 673 5582
www.cardsmart.com

Clean Rite Center

Contact: Peter Stathakos
Phone: +1 913 424 8441
www.cleanritecenter.com

Gabriel Brother's, Inc.

Contact: Kristen Blake
Phone: +1 304 225 7160

Golden Corral Corporation

Contact: Larry Weiland
Phone: +1 317 407 0992

Golfino USA, Inc.

Contact: Debi Rodi
Phone: +1 561 249 3567
www.golfino.com

Great Clips, Inc.

Contact: Christie Hansen
Phone: +1 800 999 5959
www.greatclips.com

**Green Team Worldwide
Environmental Group**

Contact: Miglena Minkova
Phone: +1 973 420 4634

GreenEarth Cleaning

Contact: Karen Maxwell
Phone: +1 816 926 0896
www.greenearthcleaning.com

Hair Cuttery

Contact: Richard Barbour
Phone: +1 847 277 9397

Halloween City

Contact: Kris Schultz
Phone: +1 973 453 8917
www.partycity.com

Heartland Dental, LLC

Contact: Carol Narens-Pahl
Phone: +1 217 540 5100
www.heartland.com

Hibbett Sporting Goods, Inc.

Contact: Jeff Gray
Phone: +1 205 912 7216
www.hibbett.com

iFLY Indoor Skydiving

Contact: Ray Arredondo
Phone: +1 512 693 4724
www.iflyworld.com

Jimmy John's

Contact: Graham Buckley
Phone: +1 646 957 7063
www.jimmyjohns.com



Making Connections Stronger.



Whether you're looking to expand your existing network or enter previously untapped regions, ICSC Deal Makings are the perfect combination of business, networking, and practical retail real estate education.

Red River States Conference & Deal Making (Formerly Texas Conference)

January 9 – 11 | Fort Worth, TX

Whistler Conference

January 27 – 29 | Whistler, BC

Mid-Atlantic Conference & Deal Making

March 4 – 5 | National Harbor, MD

Monterey Conference & Deal Making

March 7 – 8 | Monterey, CA

Carolinas Conference & Deal Making

March 11 – 12 | Charlotte, NC

Québec Conference

June 19 – 20 | Montreal, QC

New England Conference & Deal Making

July 16 – 17 | Boston, MA

Florida Conference & Deal Making

August 25 – 27 | Orlando, FL

PA/NJ/DE Conference & Deal Making

September 11 – 12 | Philadelphia, PA

Western Conference & Deal Making

September 16 – 18 | Los Angeles, CA

Canadian Convention

September 23 – 25 | Toronto, ON

Chicago Deal Making

Fall 2019 | Chicago, IL

Southeast Conference & Deal Making

November 14 – 15 | Atlanta, GA

New York Deal Making

December 10 – 12 | New York, NY

If you've been to a Deal Making event in your area, we encourage you to venture into new regions. The format will be familiar, but the deals will be brand-new. Visit www.icsc.org for more details.

Little Caesar Enterprises, Inc.

Contact: Rawley Shelton
Phone: +1 313 471 6381
www.littlecaesars.com

Pacific Dental Services, Inc.

Contact: Cory Bird
Phone: +1 214 616 1430
www.pacificdentalservices.com

Philly Pretzel Factory

Contact: Frank Weiss
Phone: +1 267 718 1210
www.phillypretzelfactory.com

Regis Corporation

Contact: CeCe Burke
Phone: +1 952 947 7932
www.regiscorp.com

Retro Fitness LLC

Contact: Dan Albo
Phone: +1 732 431 0062
www.ownaretro.com

Rite Aid Corporation

Contact: Paul Newlin
Phone: +1 610 489 8327
www.Riteaid.com

Roy Rogers Restaurants

Contact: Joseph Briglia
Phone: +1 301 695 1534
www.royrogersrestaurants.com

Shoe Show, Inc.

Contact: Lori Cheek
Phone: +1 704 782 4143

Spirit Halloween Superstores

Contact: Eric Flocco
Phone: +1 609 645 5361
www.spirithalloween.com

Sport Clips, Inc.

Contact: Joel Reichman
Phone: +1 617 510 6419

Subway Real Estate

Contact: Nick Cacaci
Phone: +1 203 223 0378

TNT Fireworks

Contact: Melissa Goduti
Phone: +1 347 502 0859

United Franchise Group

Contact: Dan O'Connell
Phone: +1 561 812 6083
www.unitedfranchisegroup.com

The UPS Store, Inc.

Contact: Mark Johnson
Phone: +1 858 455 8800
www.theupsstorefranchise.com

VIP Wireless

Booth: VIP Wireless
Contact: Joe Harris
Phone: +1 267 767 6340

The Wendy's Company

Contact: Karen Reigart
Phone: +1 614 764 3430
www.wendys.com

Global Pavilion

Global Pavilion highlights international retailers and developers who have crossed borders to make deals and expand their businesses.

Carbonleo

Contact: Nicolas Desourdy
Phone: +1 450 550 8080
www.carbonleo.com/en/

ECE Projektmanagement GmbH & Co. KG

Contact: Doerthe Kellermeyer
Phone: +49 40 6060 66140
www.ece.com

Paulo Baruki Arquitetura Ltda.

Contact: Paulo Baruki
Phone: +1 55 21 227 52246
www.paulobaruki.com

Springboard Inc.

Contact: Gemma Noble
Phone: +1 646 453 7675
www.spring-board.info

Innovation Exchange

Featuring the latest in emerging retail technologies

Accel Robotics

Contact: Kellie Cable
Phone: +1 858 740 8496
www.accelrobotics.com

American Tower

Contact: Justin Han
Phone: +1 781 926 7082
www.americantower.com

DogSpot

Contact: Chelsea Brownridge
Phone: +1 704 965 3239
www.dogspot.io

Dor

Contact: Markell Lynch
Phone: +1 919 817 8910
www.getdor.com

Farmer's Fridge

Contact: Syed Shah
Phone: +1 312 714 9051
www.farmersfridge.com

Farmshelf

Contact: Codi Leitner
Phone: +1 914 420 5162
www.farmshelf.com

Glass-Media

Contact: Nathan Schnurman
Phone: +1 214 502 8455
http://www.glass-media.com/

Mallcomm

Contact: Liz Dion
Phone: +1 919 637 0622
www.mallcommapp.com

MAVATAR

Contact: Gloria Abiodun
Phone: +1 408 504 4356
www.mavatar.com

Memomi Labs Inc.

Contact: Salvador Nissi Vilcovsky
Phone: +1 650 646 3888
www.memorymirror.com

NavigatorCRE

Contact: Taylor Odegard
Phone: +1 206 890 3364
www.navigatorcre.com

Nobal Technologies

Contact: Thomas Battle
Phone: +1 587 577 6625

Orbital Insight

Contact: Michael Lapidés
Phone: +1 917 280 5952
www.orbitalinsight.com

Placer Labs

Contact: Mark Bowman
Phone: +1 650 477 7905
www.placer.io

Re:Imagined Real Estate

Contact: Dan Lockwood
Phone: +1 774 777 5276

RetailNext

Contact: Drew Kristal
Phone: +1 888 609 5877
www.retailnext.net

roOomy

Contact: Lindsay Dillion
Phone: 206 459 6303
www.roOomy.com

ShareRails

Contact: Joseph Nejman
Phone: +1 415 742 2256
www.sharerails.squarespace.com

SmartPixel.tv

Contact: Sarah Ouldessaib
Phone: +1 514 379 1140
www.smartpixel.tv

Truss

Contact: Lynette Grinter
Phone: +1 888 611 7282
www.truss.co

VirtualAPT

Contact: Bryan Colin
Phone: +1 917 293 3173
www.VirtualAPT.com

Wirkn

Contact: Caroline Legault
Phone: +1 917 306 0276
www.wirkn.com

Design Trends

Design Trends exhibit provides a showcase for shopping center owners, developers, architects, and designers to display their cutting-edge concepts.

HFA

Contact: Lou Allevato
Phone: +1 508 528 0770
www.hfa-ae.com

Massa Multimedia Architecture, PC

Contact: K. Boris Leiningen
Phone: +1 732 898 7850
www.mma-architects.com



LESS PRETENSE.
MORE PROFIT.

RECON

Make deals. Network. Learn.

May 19 – 22, 2019 | Las Vegas, NV | #ICSCRECon
Las Vegas Convention Center & Westgate Hotel

Register by **December 7** to qualify for
the Early Bird discount.

Visit www.icscrecon.org for more information.

THE LANDSCAPE MAY CHANGE...



...YET CERTAIN FUNDAMENTALS HOLD CONSTANT.

LOYALTY.

INTEGRITY.

DISCIPLINE.

FOCUS.

RETAIL.





RPT

CHANGING THE NARRATIVE

COME SEE US AT BOOTH 3027

RPTREALTY.COM | NYSE: RPT