



Mid-Atlantic Conference & Deal Making

What's Now, What's Next

Gaylord National Resort & Convention Center

National Harbor, MD

March 21 – 22, 2018 | #ICSC





Retail Opportunities to make your Mark in Bowie

Median Household Income over \$116,711
Average Household Income over \$137,827

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily accessed from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed.

For space available details call:

Bowie Marketplace, Brian Berman, 301.816.1555

Bowie Plaza, Lance Marine, 703.905.0331

Bowie Town Center, Steve Hardy, 614.887.5653

Collington Plaza, Rob Murphy, 513.338.2789

Free State Shopping Center,
Rich Abruscato, 301.998.8188

Hilltop Plaza, Michael Leon, 571.382.1205

Pointer Ridge Plaza, Jim Farrell, 571.382.1229

For more information on ALL of Bowie's Opportunities, contact:

John Henry King, *Economic Development Director, City of Bowie, Maryland*

15901 Excalibur Road, Bowie, MD 20716 | 301.809.3042 | fax 301.809.2315 | jhking@cityofbowie.org

WEDNESDAY, MARCH 21

Registration

8:00 am – 6:30 pm

>> Prince George's Exhibit Hall Prefunction

National Harbor Tour

9:00 – 11:00 am

Take an exclusive, guided bus tour of National Harbor as it embarks on its 10 year anniversary. This all-American, must-see waterfront destination is home to 160 diverse shops and over 40 cafes and fine restaurants. Hop on and hop off at National Harbor's major destinations: the iconic waterfront, the 85+ premium brands at Tanger Outlets, and MGM, the world-class resort and casino. Buses will depart from the side entrance of Gaylord National Resort & Convention Center, at 9:00, 9:30 and 10:00 am.

Developer Runway

11:30 am – 12:30 pm

>> Woodrow Wilson Ballroom A

MODERATOR



Jay Klug

Executive Vice President
JBG Smith
Chevy Chase, MD

PANELISTS



Craig Friedson

Development Manager
RPAI
Oak Brook, IL



Richard Lake

Founding Principal
Roadside Development
Washington, DC



Arsh Mirmiran

Partner
Caves Valley Partners, LLC
Towson, MD



Stacy Silber

Partner
Lerch Early and Brewer
Bethesda, MD

Lunch Served

12:45 – 1:15 pm

(No lunch service after 1:15 pm)

>> Riverview Ballroom

Welcome and Introduction

1:15 – 1:30 pm

>> Riverview Ballroom



Jennifer DellaRatta Redmond

ICSC 2018 Mid-Atlantic Conference & Deal Making
Program Planning Committee Chair
Owner/Operator
DRICMC Properties
Silver Springs, MD

STATE DIRECTOR'S UPDATE



Angela Herlth Sweeney, CRX, CMD

ICSC Washington, DC/Maryland/Northern Virginia
State Director
Vice President & Chief Marketing Officer
The Peterson Companies
Fairfax, VA

GOVERNMENT RELATIONS UPDATE



Michael Garrison

Director, Grassroots
ICSC
Washington, DC

Keynote Presentation

1:30 – 2:30 pm

>> Riverview Ballroom



Dan Thurman

Author
Off Balance On Purpose
Atlanta, GA

General Session

2:45 – 3:45 pm

>> Woodrow Wilson Ballroom A

Family Feud: Developer vs Retailer

Come see local developers and retailers battle it out as they answer popular responses to survey questions about the retail industry. See who knows more fun facts as we get to better know the teams and their outlooks on the retail real estate industry.

HOST



Michael Howard

Executive Director of Brokerage
Rappaport
McLean, VA

DEVELOPER CONTESTANTS



Robyn Marano

Vice President, Marketing
Madison Marquette
Garnet Valley, PA

Mid-Atlantic Conference & Deal Making

**Margaret Parker**

Vice President, Communications and
Community Outreach
Comstock Partners
Reston, VA

**Peter Pinkard**

Managing Partner
MCB Real Estate, LLC
Baltimore, MD

**Alan Roth**

Managing Director, East
Regency Centers
Vienna, VA

**Paul Weinschenk**

President, Retail Development
The Peterson Companies
Fairfax, VA

RETAILER CONTESTANTS**John Paul Andrews**

Director of Real Estate Development
Costco Wholesale
Sterling, VA

**John Bell**

Director Store Development
Starbucks Coffee Company
Bethesda, MD

**Cynthia Duarte**

Director of Real Estate
Destination XL Group
Canton, MA

**Gary Kilfeather**

Construction Manager
Petroleum Marketing Group
Woodbridge, VA

**Bryan Ramos**

Director
Newmark Knight Frank
Washington, DC

Retailer Runway

3:45 – 4:45 pm

>> [Cherry Blossom Ballroom](#)

The Retailer Runway will feature retailers who are new or expanding in the Virginia, District of Columbia, and Maryland region.

Member-Hosted Reception

5:00 – 6:30 pm

>> [Riverview Ballroom](#)

THURSDAY, MARCH 22**Registration**

7:30 am – 4:00 pm

>> [Prince George's Exhibit Hall Prefunction](#)

Breakfast

8:30 – 9:30 am

(No lunch service after 9:30 am)

>> [Prince George's Exhibit Hall Prefunction](#)

Deal Making

8:30 am – 4:00 pm

>> [Prince George's Exhibit Hall A - B - C](#)

Retailer Central

8:30 am – 4:00 pm

>> [Prince George's Exhibit Hall A - B - C](#)

Boxed Lunch Served

12:00 – 1:30 pm

(No lunch service after 1:30 pm)

>> [Prince George's Exhibit Hall A - B - C](#)

Conference Adjourns

4:00 pm

Program information current as of March 5, 2018.

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Kelly Ratner, ICSC Washington, DC/Maryland/Northern Virginia Retail Chair, Ratner Companies
Jordan T. Lex, LEED AP, ICSC Washington, DC/Maryland/Northern Virginia Next Generation Chair, HFF, L.P.

PROGRAM PLANNING COMMITTEE

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Bradley A. Buslik, ICSC 2018 Mid-Atlantic Conference & Deal Making Program Planning Committee Co-Chair, H & R Retail, Inc.

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Shawna Jones, Lewis Real Estate Services

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Lance Kilby, Burgess & Niple, Inc.

John Henry King, City of Bowie

Michael Leon, Rappaport

James Mackintosh, Mackintosh, Inc. - Commercial Brokerage

Robyn Marano, Madison Marquette

Forrest Morrill, KLNb Retail

Margaret Parker, Comstock Partners

Sebastian Restifo, H & R Retail, Inc.

Roger Rodriguez, Timmons Group

Marc Rosendorf, Encore Construction, Inc.

Neal Sadler, S.L. Nusbaum Realty Co.

Alex Shiel, Rappaport

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Ann Tyler, BCT Architects

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Be on the lookout for our attendees!



Justine A. Fitzgerald



Laura Lee Garrett



Brian K. Jackson



John W. Steele



Brandt H. Stitzer

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ATTORNEYS AT LAW

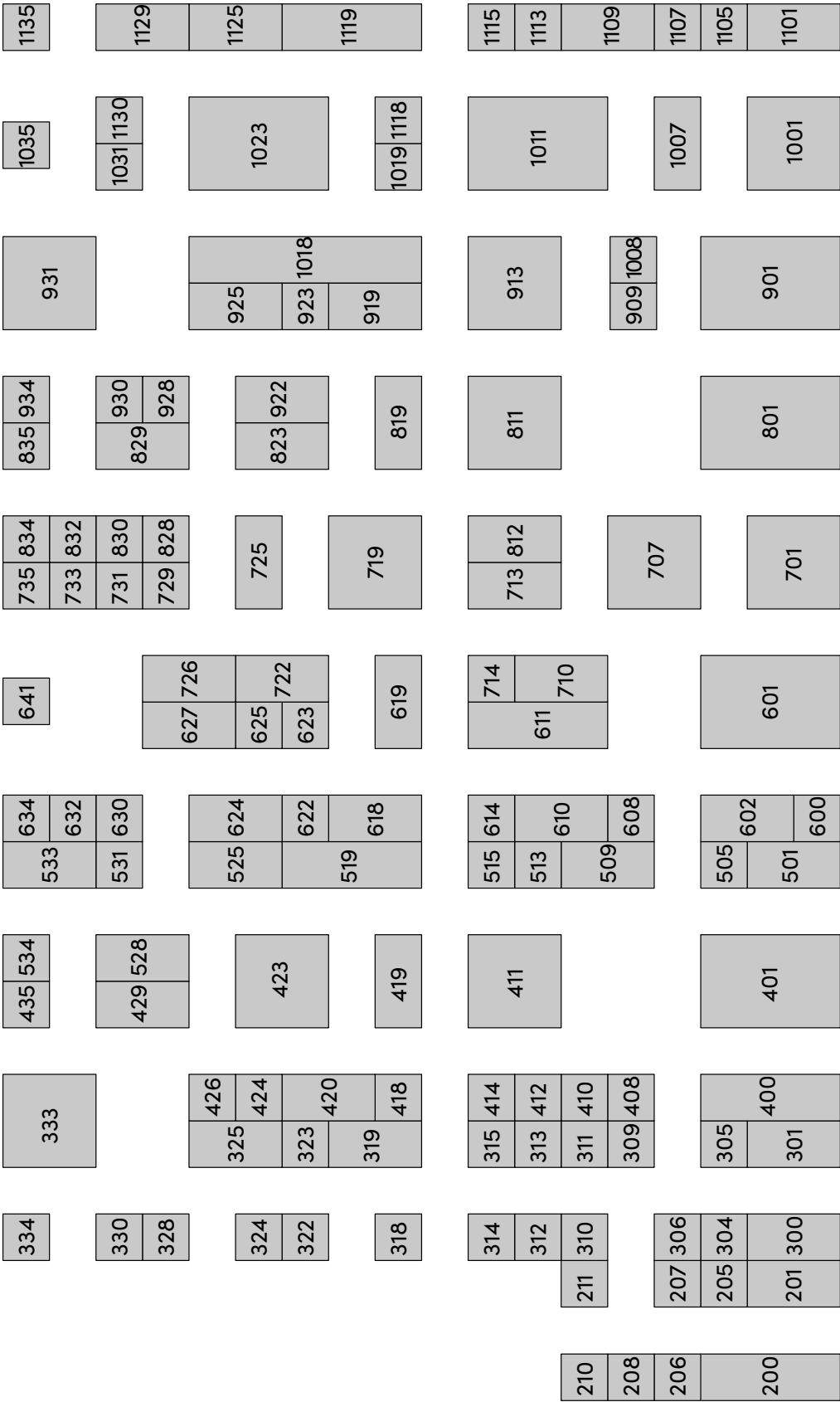
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www.hf-law.com

Exhibitor Floor Plan

GES Service Center

Boxed Lunch Seating

Retailer Central



Entrance

Exhibitors

7-Eleven Inc.

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Arby's Restaurant Group

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**City of Mount Rainier
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**Colliers International
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Tysons Corner, VA 22102
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**Combined Properties Inc.
Booth 602**

1025 Thomas Jefferson Street, NW
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Contact: Linda Dreyer
www.combined.biz

**Commercial Defeasance LLC
Booth 418**

11121 Carmel Commons Boulevard
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Charlotte, NC 28226
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Contact: Scott Burnett
www.defeasewithease.com

**Commercial Settlement Services LLC
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100 Painters Mill Road
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Owings Mills, MD 21117
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Contact: Terry-Anne Hearn
www.residentialtitle.com

**Commonwealth Commercial Partners, LLC
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**Complete Landscaping Service
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Contact: April O'Neal
www.completelandscapingservice.com

**Curry Architects
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**Cushman & Wakefield | Thalhimer
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**CVS/Pharmacy
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**Lewis Real Estate Services
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Phone: +1 202 585 1143
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**MacKenzie Retail, LLC
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**Marcus & Millichap
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Contact: Taylor Davis
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**Mullan Contracting Company
Booth 641**

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Phone: +1 410 494 9200
Contact: Joseph Rode
www.mullancontracting.com

**Mushinsky Voelzke Associates/MV+A
Booth 515**

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www.mva-arch.com

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www.naimichael.com

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Booth 200**

3601 Wilson Boulevard
Suite 460
Arlington, VA 22201
Phone: +1 703 442 4500
Contact: Allie Hupp
www.nextrealty.com

Exhibitors

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Booth 315

8230 Leesburg Pike
Suite 620
Vienna, VA 22182
Phone: +1 703 448 4300
Contact: Patrick Hayden
www.NVRetail.com

The O'Keefe Group, Inc. (TOG)

Booth 1113

P.O. Box 1240
17 Bank Street
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Phone: +1 888 876 2557
Contact: Michael O'Keefe
www.tog.us.com

Papadopoulos Properties

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1420-B 21st Street, NW
Washington, DC 20036
Phone: +1 202 466 2200
Contact: Thomas Papadopoulos
www.papadop.com

Paraclete Realty, LLC

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111 Cameron Parke Place
Suite 100
Alexandria, VA 22304
Phone: +1 301 536 7900
Contact: Gina Phelps
www.paracleterealty.com

Paramount Realty Services Inc.

Booth 318

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Phone: +1 732 961 8112
Contact: Lisa Vassallo
www.paramountrealty.com

Peterson Companies

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Fairfax, VA 22033-3804
Phone: +1 703 631 7584
Contact: Dee Singletary
www.petersoncos.com

Petrie Richardson Ventures

Booth 306

1919 West Street
Suite 100
Annapolis, MD 21401
Phone: +1 410 573 3800
Contact: Joe Barilla
www.PetrieRichardson.com

Planet Fitness

Booth 525

4 Liberty Lane West
Hampton, NH 03842
Phone: +1 603 319 6723
Contact: Christie Routhier
www.planetfitness.com

Planned Grocery

Booth 410

3610 Landmark Drive
Suite E
Columbia, SC 29204
Phone: +1 803 451 0305
Contact: David Beitz
www.plannedgrocery.com

Potomac Construction Services

Booth 725

4927 Auburn Avenue
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Bethesda, MD 20814
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Contact: Michael Ryan
www.pcs-gc.com

Potomac Development Group

Booth 201

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Chantilly, VA 20151
Phone: +1 571 299 4970
Contact: Tom Maskey
www.potomacdevgrp.com

Prince George's Team

Booth 1018

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Phone: +1 301 583 4647
Contact: Jamie Gunnell
www.pgcedc.com

Progressive Materials, LLC

Booth 309

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New Albany, IN 47150
Phone: +1 812 704 8496
Contact: Tricia Schweitzer
www.pmsilicone.com

Quantum Companies

Booth 829

The Quantum Building
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Bethesda, MD 20814
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Contact: Jackie Sansone
www.quantumco.net

Ramey Kemp & Associates

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www.rameykemp.com

Rappaport

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Contact: Larry Spott
www.rappaportco.com

RD Management LLC

Booth 1130

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Contact: Lauren Holland
www.rdmanagement.com

Regency Centers

Booth 1001

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

Renaud Consulting

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Retail Brokers Network

Booth 719

4931 Cordell Avenue
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Contact: Jackie Sansone
www.saxrealty.com

The Retail Coach

Booth 634

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Contact: Charles Parker
www.theretailcoach.net

**Rosenthal Properties, LLC
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Contact: Jane Le
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www.saulcenters.com

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Contact: Leslie Sax
www.saxrealty.com

**Segall Group Commercial Real Estate
Booth 931**

605 South Eden Street
Suite 200
Baltimore, MD 21231
Phone: +1 410 753 3000
Contact: Carly Goodman
www.segallgroup.com

**Sheetz Incorporated
Booth 835**

5700 Sixth Avenue
Altoona, PA 16602
Phone: +1 814 330 4512
Contact: Gloria King
www.sheetz.com

**Shopping Center Business Magazine
Booth 828**

3500 Piedmont Road
Suite 415
Atlanta, GA 30305
Phone: +1 408 832 8262
Contact: Scott France
www.shoppingcenterbusiness.com

**SMI Sign Systems, Inc.
Booth 312**

3903 Cornell Place
Frederick, MD 21703
Phone: +1 301 468 1132
Contact: Steven Applegate
www.smisigns.com

**Southeast Fairfax Development
Corporation
Booth 930**

6677 Richmond Highway
Alexandria, VA 22306
Phone: +1 703 360 5008
Contact: Edythe Kelleher
www.sfdc.org

**Standard Striping, Inc.
Booth 729**

P.O. BOX 433
Galesville, MD 20765
Phone: +1 410 867 2942
Contact: Sharon McGlaughlin
www.standardstriping.com

**Starbucks Coffee Company
Booth 819**

2401 Utah Avenue South
MS S-RE1
Seattle, WA 98134
Phone: +1 202 819 0726
Contact: Josh Segal

**Subway Real Estate Corp
Booth 305**

325 Bic Drive
Milford, CT 06461
Phone: +1 571 730 0220
Contact: Anamaria Mihuta
www.subway.com

**Tanger Factory Outlet Centers, Inc.
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3200 Northline Avenue
Suite 360
Greensboro, NC 27408
Phone: +1 336 834 6817
Contact: Jessica Murphy
www.tangeroutlets.com

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Phone: +1 804 864 9788
Contact: Ellen Long
www.taylorlongproperties.com

**Thur & Associates
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www.thurassociates.com

**Trout Daniel & Associates LLC
Booth 426**

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Phone: +1 443 921 9326
Contact: Art Putzel
www.troutdaniel.com

**Turner Asphalt Inc.
Booth 322**

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Raleigh, NC 27617
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Contact: Pee Davis
www.turnerasphalt.com

**Urban Edge Properties
Booth 713**

888 Seventh Avenue
New York, NY 10019
Phone: +1 201 571 3522
Contact: Eileen Bagnall
www.uedge.com

**Van Metre Companies
Booth 313**

9900 Main Street
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Fairfax, VA 22031
Phone: +1 703 425 2600
Contact: Courtney Alford
www.vanmetrecompanies.com

**Venture Realty Group
Booth 206**

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Virginia Beach, VA 23451
Phone: +1 757 491 1990
Contact: Brittany Baer
www.venturerealtygroup.com

**Washington DC Economic Partnership
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Phone: +1 202 774 3200
Contact: Deanna Schmidt
www.washreit.com

Wawa Inc.

Booth 913

260 West Baltimore Pike
Wawa, PA 19063-5699
Phone: +1 484 840 2961
Contact: Dana Corvino
www.wawa.com

Weingarten Realty

Booth 301

2600 Citadel Plaza Drive
Suite 125
Houston, TX 77008
Phone: +1 713 866 6000
Contact: Meagan Froehlich
www.weingarten.com

Wireless Telematics

Booth 314

P.O. Box 928588
San Diego, CA 92192
Phone: +1 855 498 5267 ext. 759
Contact: Ciaran Mullaney
www.wirelesstelematics.com

WIRRE - Women In Retail Real Estate

Booth 211

7200 Wisconsin Avenue
Suite 1100
Bethesda, MD 20814-5250
Phone: +1 301 915 9464
Contact: Tiffany Pugh
www.wirre.org

WLS Lighting Systems

Booth 600

1919 Windsor Place
Fort Worth, TX 76110
Phone: +1 817 840 9331
Contact: Chantelle Prejean
www.wslighting.com

Zaxby's Franchising, LLC

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Athens, GA 30606
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Contact: Tommy Mitchell
www.zaxbysfranchising.com

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