



Program

OAC Summit

The Ritz Carlton | Dana Point, CA

February 28 – March 2, 2018

#ICSC



OAC Mission Statement

To be the best source for high-level, interactive discussion of key trends, challenges, and opportunities facing the open-air shopping center community including landlords, retailers, capital market participants, brokers, and advisors.

WEDNESDAY, FEBRUARY 28

Registration

11:00 am – 6:30 pm

Retailer SIG

12:00 – 1:15 pm

>> Pacific Promenade 1

Special Industry Groups (SIGs) are interactive group discussions that provide ICSC members with similar professional specialties a platform to exchange insights, ideas, and best practices. SIGs are an optimal forum to network and have your voice heard. The Retailer SIG is organized by retailers for retailers and is guaranteed to be interactive and insightful for people who know what it's like to "walk in these shoes." This is a retailer-only session and includes lunch.

FACILITATOR

Seth D. Geldzahler

ICSC Trustee

Vice President, Real Estate

Bed Bath & Beyond Inc.

Union, NJ

The Great Cultural Shift From Consumption to Connection

12:00 – 1:15 pm

>> Pacific Promenade 2 & 3

Join a talk with Shaheen Sadeghi, creator and founder of LAB Holding, to discuss his innovative and progressive retail projects which include the LAB Anti-Mall, the CAMP eco-retail campus, and the original food hall, the Anaheim Packing House, with much more to come. Lunch will be served during this session.

Shaheen Sadeghi

Creator and Founder

LAB Holding, LLC

Costa Mesa, CA

Best Networking Session Ever: Make New Contacts and Reconnect With Old Friends!

1:30 – 2:45 pm

>> The Pavilion 1–5, The Plaza, Salon 1 & 2, The Promenade

Networking is the backbone of the OAC Summit. This session, one of the Summit's most popular (previously titled "A Colorful Beginning"), is a proven jump start to your OAC Summit. We have refreshed this session to ensure that you meet at least twenty-four people and connect in small group settings. Whether you are new to OAC or a seasoned veteran, you are guaranteed to walk out of the room with twenty-four great people to talk to, do business with and explore mutual interests. Each group of up to seventy-five participants will split into groups and spend several minutes together in a small group setting. You will learn inspiring, fun and, possibly, humorous factoids about each other in a dynamic setting. Join us!

Important information: The room name on the back of you badge will indicate which group discussion you have been invited to join.

SESSION LEADERS

1. **Lori Schneider**, *Marcus and Milichap* and Terry Brown, *Asana Partners*
2. **Ivy Greaner**, *Five Point* and Mark Gilbert, *Cushman & Wakefield*
3. **Alex Nyhan**, *First Washington* and Lisa Palmer, *Regency Centers*
4. **Michael Geisler**, *Venture Commercial* and Bernard J. Haddigan, *Haddigan Capital*
5. **Pat Donahue**, *Donahue Schriber Realty Group* and Bruce Pomeroy, *Evergreen Devco, Inc.*
6. **Joel Murphy**, *New Market Properties* and Damon J. Hemmerdinger *CRX, CDP, ATCO*

Welcome Remarks

3:00 – 3:30 pm

>> Pacific Promenade



Scott Carr, CRX, CSM, CLS
ICSC Trustee
ICSC OAC Co-Chair
Chief Executive Officer
IRC Retail Centers
Oak Brook, IL



Lawrence P. Casey
2018 OAC Summit Conference Chair
President and Chief Operating Officer
Donahue Schriber
Costa Mesa, CA



Daniel M. Taub
ICSC OAC Co-Chair
President
DLC Management Corp.
Tarrytown, NY

Real Time With Retailers

3:45 – 4:15 pm

4:30 – 5:00 pm

>> The Pavilion 1–5, The Plaza, Salon 1 & 2

Each 30 minute breakout session will be hosted by a panel of retailers assembled to address the opportunities and challenges they face in an evolving retail landscape. The time will be mostly dedicated to answering your questions, so please come prepared with any topics you would like to discuss. You will have the opportunity to attend two different sessions.

Please note that the retailers will not address any specific company performance or strategy.

Session 1

>> The Plaza

Joe Brady, Walgreens
Trent Endres, Sally Beauty
Jeff Fink, Shoe Carnival
Michael Shanahan, Burlington Stores

Session 2

>> Salon 1

Doug Epstein, Modell's
Steven Goldberg, Bed Bath & Beyond, Inc.
Beverly Metz, Starbucks
Bruce Walters, Dollar Tree/Family Dollar

Session 3

>> The Pavilion 3, 4 & 5

Randy Carlin, Mattress Firm
Bob Douponce, Party City
Woody Rayburn, Publix Super Market, Inc.
Peter Schmitz, DXL

Session 4

>> The Pavilion 1 & 2

Davis Bennett, Great Clips
Terry Gibbons, Sprouts
Josh Goldstein, Pet Supplies Plus
William B. Horner, CRX, Fitness International, LLC

Session 5

>> Salon 2

James Lampassi, Barnes & Noble
Scott Milnamow, Raymour & Flanigan
Zach Minter, Five Below
David Schulman, Staples

Real Estate in the Age of Disruption: How to Think and Create Opportunities

5:15 – 6:30 pm

>> Pacific Promenade

The Age of Disruption has ushered in a new era of change. Our economy is sharing more than spending, and work-live units, communal living, and place-making have left our urban spaces forever changed. James Whittaker, Microsoft's Lead Technical Evangelist, invites us to create opportunities from these disruptive forces. Our perception of these disruptions is key in how we ride the wave of change. We face a vast risk and opportunity curve, and it's important for real estate investors, developers, managers and other stakeholders not to get left behind. Our thinking is key in riding this wave: are we energized by seeing solutions and opportunities or overwhelmed by change and challenge? How do we think ahead, predict change and say, "What is the next shoe to drop?" Attendees will be challenged to think creatively in the world of disruption, leverage disruption to create opportunities, and anticipate how retail real estate will be impacted by technology over the next five years.



James Whittaker
Distinguished Engineer and Technical Evangelist
Microsoft
Redmond, WA

Welcome Reception

6:30 – 8:00 pm

>> Pacific Promenade lawn

THURSDAY, MARCH 1

Registration

7:30 am – 5:00 pm

Networking Breakfast

7:30 – 8:00 am

>> Monarch Bay Courtyard

Roundtables

8:00 – 10:15 am

>> Salons 3–6

Roundtables are consistently rated as one of the Summit's most valuable sessions. You will have the opportunity to participate in three different roundtable sessions. There are 28 different roundtable sessions offered; each is forty-five minutes.

FACILITATORS

George Demuth
Hutensky Capital

Norris R. Eber, CRX, CSM, CLS

ICSC Past Trustee
Abbell Associates, LLC

Bernie Schachter

Urban Edge Properties

David Schulman

Staples

Ryan C. O'Sullivan

PetSmart

Networking Break

10:15 – 10:30 am

The Venture Capitalists of Commercial Real Estate

10:30 – 11:45 am

>> Pacific Promenade

Leading venture capital firms, Camber Creek, Canaan Partners, Index Ventures and Fifth Wall Ventures, will discuss what innovation looks like in the commercial real estate landscape, the tech products they are investing in and why, and what the future will bring for our industry. This panel is stacked with the premier thought leaders and investors in the commercial real estate tech and investment space.

MODERATOR

Michael Beckerman
Chief Executive Officer
CRE//Tech
Bernardsville, NJ

PANELISTS

Jeffrey E. Berman
Partner
Camber Creek
New York, NY

Rich Boyle

General Partner
Canaan Partners
San Francisco, CA

Mark Goldberg

Principal
Index Ventures
San Francisco, CA

Brendan Wallace

Co-Founder and Managing Partner
Fifth Wall
Los Angeles, CA

Lunch Served

12:00 – 12:30 pm

>> Salons 3–6

Two Chairs and a President

12:15 – 1:00 pm

>> Salons 3–6

Tom McGee, ICSC President and Chief Executive Officer, discusses current opportunities for the public, private and retail sectors of the retail real estate industry with ICSC's past and incoming chairmen.

FACILITATORS



Tom McGee

President and Chief Executive Officer
ICSC
New York, NY

PANELISTS



Liz Holland

ICSC Trustee and Past Chairman
Chief Executive Officer
Abbell Associates
Chicago, IL



Valerie Richardson, CRX, CLS
ICSC Vice Chairman
Vice President, Real Estate
The Container Store
Coppell, TX

Lunchtime Retailer Leadership Panel

1:00 – 1:45 pm

>> Salons 3–6

Brixmor's own James Taylor covers the topics our industry has been asking of these real-deal CEOs from top companies. James will attempt to uncover headwinds affecting these retailers, what keeps this elite group up at night, and the topic top of mind: the "Amazon Effect." Enjoy your lunch and listen in—you don't want to miss this one!

MODERATOR

James Taylor

Chief Executive Officer and President
Brixmor Property Group
New York, NY

PANELISTS

Steve Hockett

Chief Executive Officer
Great Clips, Inc.
Minneapolis, MN

Thomas Kingsbury

President, Chief Executive Officer and Chairman
Burlington Stores
Burlington, NJ

Amin Maredia

Chief Executive Officer
Sprouts Farmers Market
Phoenix, AZ

Mark Zoradi

Chief Executive Officer
Cinemark
Plano, TX

Networking Break

1:45 – 2:00 pm

Live Research: Millennials

2:00 – 3:00 pm

>> Pacific Promenade

How do Millennials decide where and how to shop? Join us for a session that will explore the opinions and shopping habits of Millennials, live on stage. A group of carefully

screened individuals aged 22–35 will provide insights on their experience with the open-air environment and discuss how online shopping has affected their interactions with brick-and-mortar. The panel will be led by a moderator and audience questions are encouraged.

MODERATOR

Kathy Thibault

Strategic Planning and Consumer Insights Director
Beyond Research

Boardroom Discussions

E-Commerce and the Last Mile: Integration of Online Platforms With Existing Stores

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Salon 1

In the age of Amazon, the battle for the last mile and integration of e-commerce platforms are table stakes for future profitability. Matt Powers has provided advisory services to some of the largest retail chains in the country as they grapple with this new reality. In this interactive discussion, Matt and other panelists will discuss the future integration of e-commerce, the importance of the store network, and how retailers are seeking to solve the last mile.

FACILITATORS

Brandon R. Birtcher

Chief Executive Officer
Birtcher Development LLC
Newport Beach, CA

Matthew R. Powers

Executive Vice President and Life Science Market Lead
JLL
Chicago, IL

Scott Simanek

Chief Operating Officer
UNIS Transportation
Los Angeles, CA

Anshul Singh

Director of Supply Chain Logistics
Bastian Solutions
Indianapolis, IN

Boardroom Discussions Innovation in Retail

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Salon 2

Who are the leading retailers of tomorrow? What are emerging retailers doing that the incumbents aren't? Where should we be looking for the next big thing? How can existing retailers learn from their challengers? In this interactive session, Pano Anthos, founder of XRC Labs, a leading retail startup incubator, and Ari Kurtz, Google's Head of Retail Industry, will dive into what they see for the future of retail.

FACILITATORS

Pano Anthos

Founder and Managing Director
XRC Labs
New York, NY

Ari Kurtz

Head of Industry, Retail
Google
Atlanta, GA

Boardroom Discussions Grocery: An Evolving Landscape

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Grocery: An Evolving Landscape

The innovation in the grocery industry has been extraordinary in recent years, especially in the areas of technology, store formats, and the new and exciting ways in which grocers are connecting with the consumer. Hear from senior leaders in the real estate departments from three of the leading grocers across the country for an interesting discussion of the impact of these trends.

FACILITATORS

Brian T. Finnegan

Executive Vice President, Leasing
Brixmor Property Group
New York, NY

Joe McKeska

President and Co-Founder
Elkhorn Real Estate Partners
Oak Brook, IL

PANELISTS

Steve Cogan

Senior Vice President Real Estate and Store Development
Albertsons Companies
Boise, ID

Nick Hodge

Vice President, Corporate Real Estate
The Kroger Co.
Cincinnati, OH

Woody Rayburn

Vice President of Retail Asset
Publix Super Market, Inc.
Tampa, FL

Boardroom Discussions Tomorrow's Shopping Center: Changes in Layout, Tenant Curation, and Experience

3:15 – 4:00 pm

4:15 – 5:00 pm

>> The Plaza

Imagine that few Americans own a car; drones dominate fulfillment; and the lines that separate retail, education, fitness, medical and entertainment have all blurred or disappeared...such are the dynamics of the shopping center of the future. This presentation delivers thought-provoking, data-based predictions (as well as imaginative and unbridled speculation) in an attempt to dream, ponder, and engineer thoughts about where our centers are heading.

Autonomous cars, drones, customer engagement, fulfillment, tenant curation and entertainment will be just a few of the many subjects and trends we will explore. Our panelists, experts in design, construction, site selection and tenant curation, will explore, debate, and project new thinking in an attempt to identify the trends and transitions which will shape the evolution and future of shopping centers.

FACILITATOR

Christopher M. Conlon

Executive Vice President and Chief Operating Officer
Acadia Realty Trust
Rye, NY

PANELISTS

Jeffrey Bayer

Founder and Chief Executive Officer
Bayer Properties
Birmingham, AL

David Glover
Principal
Gensler
Los Angeles, CA

Chris Weilminster
Executive Vice President
President Mixed-Use Division
Federal Realty Investment Trust
Rockville, MD

Boardroom Discussions Fitness, Wellness, Health Care

3:15 – 4:00 pm
4:15 – 5:00 pm

>> The Pavilion 1 & 2

Because of their location-based nature, fitness, wellness, and health businesses have emerged from small, infill, back-of-lot occupancies to desired, traffic-generating, larger-format tenants. Now that they are truly categories, we will identify the different types within each and how they can contribute to traffic-generation and customer type, as well as ways to make sure their addition to the landlord's mix is accretive. We all know there are many legacy restrictions to some of these uses, many of which have been worked through over that last few years, and we will discuss various approaches to gain the needed approvals.

FACILITATORS

Candace Cole
Director, Real Estate
The Vitamin Shoppe
North Bergen, NJ

Anthony DiMaggio
Vice President Development
SoulCycle
New York, NY

William B. Horner, CRX
ICSC Trustee
Chief Real Estate Officer
Fitness International, LLC
Irvine, CA

Boardroom Discussions Capital Markets Workshop

3:15 – 4:00 pm
4:15 – 5:00 pm

>> The Promenade

This session provides a quick update on key capital markets topics from an overview of debt and equity markets to cap rate trends, all with a focus on the most pressing issues for owners of small and mid-size shopping centers. Your discussion leaders will employ case studies and issues raised by the room to cover capital markets in a way that guarantees usable takeaways and direct alignment with what participants want to discuss.

FACILITATORS

Mark Gibson
ICSC Trustee
Chief Executive Officer
HFF, L.P.

Brad Hutensky
ICSC Trustee and Past Chairman
Founder and Chief Executive Officer
Hutensky Capital Partners

Networking Reception

5:15 – 7:00 pm

>> Monarch Bay Courtyard & Monarch Sunset Terrace

Optional Event: Dine-Arounds

7:00 – 10:00 pm

>> Laguna Village

A repeat of another Summit favorite! Dine-Arounds combine Laguna Beach's greatest food with excellent conversation and one more opportunity to share ideas and network. Bus shuttle service will run from the Ritz Carlton to Laguna Village from 7:00 – 10:30 pm. The return shuttle will stop at the Ritz and then continue on to the Marriott and Doubletree by Hilton.

Advance registration is highly recommended. On-site registration will be accepted on a first-come, first-served basis.

FRIDAY, MARCH 2

Networking Breakfast

8:00 – 9:00 am

>> Monarch Bay Courtyard

Spending Trends and the Impacts on Retailers and Landlords

9:00 – 10:15 am

>> Pacific Promenade

Sarah Quinlan will provide insights into “real time” macro and micro economic trends on consumer spending and retail sales based on Mastercard’s proprietary analytics, especially as they relate to the growth of experience retailing. Leading retailers and landlords will join to discuss the impact these trends are having on their businesses and long-term changes they are implementing to successfully engage the consumer.

MODERATOR

Sarah Quinlan

Senior Vice President
Mastercard
Purchase, NY

PANELISTS

Joe Brady

Divisional Vice President - Real Estate
Walgreen Co
Deerfield, IL

Conor C. Flynn

Chief Executive Officer
Kimco Realty Corporation
New Hyde Park, NY

David Krueger

Senior Vice President of Growth and Development
Ulta Beauty
Bolingbrook, IL

Ryan C. O'Sullivan

Vice President
PetSmart, Inc.
Phoenix, AZ

Closing Remarks

10:15 – 10:30 am

>> Pacific Promenade

Scott Carr, CRX, CSM, CLS

ICSC Trustee
ICSC OAC Co-Chair
Chief Executive Officer
IRC Retail Centers
Oak Brook, IL

Lawrence P. Casey

2018 OAC Summit Conference Chair
President and Chief Operating Officer
Donahue Schriber
Costa Mesa, CA

Daniel M. Taub

ICSC OAC Co-Chair
President
DLC Management Corp.
Tarrytown, NY

Program information current as of January 29, 2018.

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Daniel M. Taub, DLC Management Corp.

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Rebecca L. Maccardini, CMD, ICSC Past Chairman, RMRResources, LLC
Robert J. Otten, Lat Purser and Associates, Inc.
Shecky Schechner, Barclays Capital
Steve Weingarten, Weingarten Realty Investors

DINE-AROUND FORM

How to Register

Fax: +1 732 694 1800

Online: www.icsc.org/2018OA

Mail: ICSC

P.O. Box 419822
 Boston, MA 02241-9822

When: Thursday, March 1, 2018 | 7:00 – 10:00 pm

Fees

Prices are per person and include a three-course meal, two beverages, tax/gratuity and return coach transportation. Space is limited and will be confirmed on a first-come, first-served basis. Registration must be received by **February 16, 2018**. No refunds can be issued after this date.

Terms, Conditions and Rules

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Tortilla Republic - \$125

Offering innovative modern Mexican fare with unexpected flavors, Tortilla Republic utilizes all-natural meats and organic, locally grown produce. The very chic and relaxing setting promises a memorable dining experience.

Skyloft - \$140

Skyloft is a new local favorite where guests can enjoy ocean views and rooftop dining atmosphere. The restaurant boasts a selection of California coastal wines and local craft brews.

Driftwood Kitchen - \$170

Driftwood Kitchen a waterfront restaurant in Laguna Beach, features an ocean-to-table experience where guests will enjoy dinner in the Driftwood Private Room. Executive Chef/Partner Rainer Schwartz draws inspiration from many places in his menus, which highlight the diversity and freshness that the ocean provides. Enjoy the views and sound of crashing waves as you dine at this beautiful restaurant!

Watermarc - \$185

Blending elements of classic foods and beverages with contemporary cutting edge cuisines, guests will truly enjoy this dinner in a beautiful venue right in the heart of Laguna Beach! Chef Marc Cohen is a thoughtful and imaginative chef, whose culinary presentations are lauded as edible works of art!

Please list your choices in preference order. You will receive an email confirmation of placement and receipt of amount charged.

1. _____ 2. _____

Name	Title	
Company		
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
Email	Your Membership I.D. #	(2018OA)
REQUIRED FOR NON-U.S. APPLICANTS: _____		
	Date of Birth	Country of Citizenship

Please check here if any of the above information has recently changed.

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Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

 Name (as it appears on credit card) Signature

 Credit Card Number (include all digits) Expiration Date (month/year)

International Council of Shopping Centers
1221 Avenue of the Americas
New York, NY 10020-1099



OAC Summit

The Ritz Carlton | Dana Point, CA

February 28 – March 2, 2018

#ICSC