



# Michigan Continuing Education Program for Real Estate Professionals

**Clicks & Bricks: Stronger Retail Together**

Suburban Collection Showplace | Novi, MI

February 8, 2018

#ICSC



# Michigan Continuing Education Program for Real Estate Professionals

## Clicks & Bricks: Stronger Retail Together

### CONTINUING EDUCATION CREDITS

8.0 hours of Continuing Education Real Estate Credits in Michigan applicable for 2018, composed of 6.0 hours of CRE and 2.0 hours of Legal Update.

officially certified by



### THURSDAY, FEBRUARY 8

#### Registration\*

7:30 am – 3:30 pm | Onyx/Opal/Garnet Foyer

\*Those interested in earning full Continuing Education Credits must arrive by 8:00 am.

#### Continental Breakfast

7:30 – 8:00 am | Onyx/Opal/Garnet Ballroom

#### OPENING REMARKS



**Paul S. Magy, Esq.**

ICSC 2018 Michigan Continuing Education Program Chairman  
Clark Hill PLC  
Birmingham, MI

#### Roundtable Discussions

8:00 – 9:15 am | Onyx/Opal/Garnet Ballroom



REAL PROPERTY LAW SECTION

Presented in cooperation with the State Bar of Michigan's Real Property Law Section's Special Committee on Commercial Leasing.

Various topics will be presented in a roundtable format for small group discussion. All roundtable topics will be held twice, so participants can rotate to a different roundtable following the first 30-minute session.

#### ROUNDTABLE COMMITTEE CO-CHAIR

**Matthew B. Van Dyk Esq.**

Miller Johnson  
Kalamazoo, MI

- 1. Changing Laws Regarding Liquor Licensing**  
**Led by:** Kelly Allen, Esq., Adkison, Need, Allen & Rentrop, PLLC
- 2. Owner's Guide to Construction Contracts, Especially AIA Forms: The Good, the Bad, the Ugly**  
**Led by:** Jeff Ammon, Esq. and Matthew B. Van Dyk, Esq., Miller Johnson
- 3. Understanding the Bankruptcy Process and Its Impact on Retailers and Shopping Center Landlords: The Broker Value Proposition**  
**Led by:** David M. Blau, Esq., Clark Hill PLC
- 4. Using Condominiums as a Development Tool**  
**Led by:** Maryam Karnib, Esq., Honigman, Miller, Schwartz & Cohn LLP
- 5. Are Assignments of Leases and Rents the Final Nail for Real Estate Bankruptcies?**  
**Led by:** Ian Bolton, Esq., Ian Bolton Law PLLC
- 6. Blame H-I-M (Harvey-Irma-Maria) for Everything! A Discussion of the Legal Aspects of Disaster Preparedness**  
**Led by:** Alfredo Casab, Esq., Dawda, Mann, Mulcahy & Sadler, PLC
- 7. Transformational Brownfield Plans for Everyone Else**  
**Led by:** Thomas Wackerman, CHMM, CET, ASTI Environmental
- 8. Under All Is the Land: Ethics for the 21st Century Realtor**  
*(Accredited 1 hour REALTOR® Ethics CRE session available with special sign-in)*  
**Led by:** James Cristbrook, Shain Park Realtors
- 9. Zoning Ordinances Are Changing Quickly: Don't Get Left Behind**  
**Led by:** Richard D. Rattner, Esq. and John Gaber, Esq., Williams Williams Rattner & Plunkett, P.C.



10. **The Art and Science of Retail Site Selection**

**Led by:** Dave Huntoon, INTALYTICS

11. **Tax Appeals Based on Vacancy Rate and Income Stream**

**Led by:** Jumana Judeh, MAI, CCIM, MCAO, Judeh & Associates

12. **Traps in Your Contract: How Rules of Construction Can Make or Break Your Deal**

**Led by:** Patrick Karbowski, McDonald Hopkins PLC

13. **Valuation of Retail Real Estate: You Only Thought You Knew**

**Led by:** Kevin Kernan and Jason Krentler, Stout Risius Ross, Inc.

14. **Adapting to the New Retail Reality**

**Led by:** Lauren Leach, Conway MacKenzie

15. **Vapor Intrusion: Why Property Owners and Purchasers Really Need to Pay Attention!**

**Led by:** Kelly Martorano, Esq., Dickinson Wright PLLC

16. **Cyber Security Affecting Real Estate Professionals**

**Led by:** Patricia Meadows-Smith, First American Title Insurance Company

17. **Dealing With Expiring REAs**

**Led by:** John Mucha, Esq. and Samuel P. Kokoszka, Esq., Dawda, Mann, Mulcahy & Sadler, PLC

18. **Broker Risk Management: How to Limit Your Liability and Get Paid**

**Led by:** Gregg Nathanson, Esq., Couzens, Lansky, Fealk, Ellis, Roeder & Lazar, P.C.

19. **Update on Marijuana Laws and Regulations in Michigan**

**Led by:** Phillip Neuman, Esq., Couzens, Lansky, Fealk, Ellis, Roeder & Lazar, P.C.

20. **Comprehensive Commercial Development Checklist**

**Led by:** Robert Nolan, Esq., Warner, Norcross & Judd LLP

21. **The Nuts and Bolts of 1031 Exchanges**

**Led by:** Margo Rosenthal, Esq., Investment Property Exchange Service, Inc.

22. **Resort to Self-Help or Not, That Is the Question**

**Led by:** Alan Taylor, Esq., Segal McCambridge Singer & Mahoney Ltd

**Morning Session Keynote | Amazon Detroit: Move Here. Move the World.**

9:15 – 9:45 am | Onyx/Opal/Garnet Ballroom

SPEAKER



**RJ Wolney**  
Vice President of Finance  
Bedrock Detroit  
Detroit, MI

**Economic Forecast**

9:45 – 10:35 am | Onyx/Opal/Garnet Ballroom

SPEAKER



**Paul Traub**  
Business Economist  
Federal Reserve Bank of Chicago, Detroit Branch  
Detroit, MI

**Plenary Session | Detroit's Resurgence Continues**

10:45 – 11:35 am | Onyx/Opal/Garnet Ballroom

Retail is gaining momentum in "Greater Downtown" Detroit. Each presenter will focus on the retail components of their respective developments.

MODERATOR



**R.J. King**  
Editor  
DBusiness Magazine  
Troy, MI

PANELISTS



**Travis Arbogast**  
Vice President  
Olympia Development of Michigan  
Detroit, MI



**Dietrich Knoer**  
President and Chief Executive Officer  
The Platform LLC  
Detroit, MI



**Dan Mullen**  
President  
Bedrock Detroit  
Detroit, MI

# Michigan Continuing Education Program for Real Estate Professionals

## Concurrent Sessions

11:45 am – 12:35 pm

### A. The Amazon Phenomenon: Opportunities in the New Retail World Amethyst/Emerald Ballroom

The metamorphosis of the shopping experience has changed the landscape of retail. Owners of retail and industrial real estate, retailers and the professionals serving them are reaping rewards or suffering consequences as the story unfolds. This panel is designed to give an informed view of current stats and trends in e-commerce and the “Amazon effect”. Panelists will also speak on new ideas surrounding adaptation in this new environment including coordination among e-tailers and traditional bricks and mortar retailers, omni-channel, and space absorption for last mile delivery.

#### MODERATOR

##### Emily D’Agostini Kunath, Esq.

General Counsel  
D’Agostini Companies  
Sterling Heights, MI

#### PANELISTS

##### Christa Hart

Senior Managing Director  
FTI Consulting  
New York, NY

##### David Schwebel

Senior Director, Business Development  
Swisslog Logistics, Inc.  
Mason, Ohio

##### Gary Stevens

Vice President of Leasing  
Ramco-Gershenson Properties Trust  
Northville, MI

### B. Not Your Father’s Real Estate Office: How Technology Is Changing the Way We Work Copper/Granite/Gold Ballroom

Realtors today cannot merely “hang a sign” and cold call to advertising shopping centers for sale or lease. There are countless online bidding sites, information tools, drones and types of mapping software that are now being used to market properties. Additionally, social media has totally changed the way we communicate with prospective customers. Our technology panel will explore these changes and describe the latest innovations and opportunities in marketing and leasing shopping centers.

#### MODERATOR

##### Brian Whitfield

Vice President and Director of Retail Services  
Colliers International  
Southfield, MI

#### PANELISTS

##### Michael Christenson

Director of Sales  
Sites USA  
Chandler, AZ

##### Jon Dwoskin

Executive Advisor  
The Jon Dwoskin Experience  
Detroit, MI

##### Jonathan Katz

Senior Director  
Ten-X  
Miami, FL

## Lunch

12:45 – 1:15 pm | Onyx/Opal/Garnet Ballroom  
(No lunch service after 1:15 pm)

## Luncheon Keynote Presentation | New Commerce: Retail in the Post-Amazon Era

1:15 – 1:45 pm | Onyx/Opal/Garnet Ballroom



##### Garrick Brown

Vice President, Retail Research for the Americas  
Cushman & Wakefield Inc.  
Sacramento, CA

## Concurrent Sessions

1:50 – 2:40 pm

### A. Financing in Today’s Market: Current Underwriting and the Availability of Credit 2018 Amethyst/Emerald Ballroom

This panel of experienced commercial loan officers and mortgage brokers will discuss the availability and general terms for obtaining financing on new commercial purchase transactions as well as refinancing. The panel will discuss: (i) the current lending environment; (ii) the types of transactions that are now closing; (iii) their expectations for 2018; and (iv) how to overcome hurdles for underwriting approval, including appraisals, valuation ratios, due diligence and equity requirements.

MODERATOR

**Nicholas G. Maloof, Esq.**

President and General Counsel  
Associated Environmental Services, LLC  
Bloomfield Hills, MI

PANELISTS

**Tom Barrett**

Market Manager of Commercial Lending  
The State Bank  
Brighton, MI

**William P. Beardsley**

President  
Michigan Business Connection, LC  
Ann Arbor, MI

**Dennis S. Bernard**

President  
Bernard Financial Corporation  
Detroit & Southfield, MI

**Brandon Kaznowski**

Senior Regional Manager and Vice President  
National Commercial Real Estate  
Fifth Third Bank  
Detroit, MI

**B. Tools of the Trade (and Re-Trade): Public and Private Land Use Restrictions and Agreements**  
**Copper/Granite/Gold Ballroom**

Retail development requires a tremendous amount of coordination among the developer, municipality, buyer, seller, and tenants. The broker can play a central role in the entire process. This session focuses on different development tools, such as the use of condominiums, planned unit developments, reciprocal easement agreements, and other land use options. Familiarity with these tools can assist brokers in negotiating the key points in a project's life: purchase, municipal approvals, tenants, and completion.

MODERATOR

**Jonathan W. Anderson, Esq.**

Partner  
Varnum LLP  
Grand Rapids, MI

PANELISTS

**Robert Gibbs, AICP, ASLA**

Executive Director  
Gibbs Planning Group  
Birmingham, MI

**Robert A. LaBelle, Esq.**

Senior Attorney  
Williams Williams Rattner & Plunkett, P.C.  
Birmingham, MI

**Jeffrey J. Schostak**

Vice President and Director of Development  
Schostak Brothers & Company, Inc.  
Livonia, MI

**Plenary Session | Emerging Issues and Recent Developments in Real Estate Law Affecting Shopping Centers: 2018**

**2:50 – 3:30 pm | Onyx/Opal/Garnet Ballroom**

This session will explore important court decisions, legislation and trends in law of real property in Michigan, especially as they relate to retail centers. The panel will discuss recent case law developments, new and pending legislation and the trends they represent, and address their importance to those who own, manage, finance or lease space in retail projects.

MODERATOR

**Mark P. Kryszinski, Esq.**

Partner  
Jaffe, Raitt, Heuer & Weiss, P.C.  
Southfield, MI

PANELISTS

**Melissa N. Collar, Esq.**

Partner  
Warner Norcross & Judd, LLP  
Grand Rapids, MI

**Melissa Papke, Esq.**

Partner  
Varnum LLP  
Grand Rapids, MI

**Meeting Adjourns**

**3:30 pm**

**2018 Program Planning Committee and Faculty Reception**

**3:30 – 4:30 pm | Coral**

# Michigan Continuing Education Program for Real Estate Professionals

## PROGRAM PLANNING COMMITTEE

**Paul S. Magy, Esq.**, ICSC 2018 Michigan Continuing Education Program Co-Chair, Clark Hill PLC

**Jonathan W. Anderson, Esq.**, Varnum LLP

**Matthew Berke**, Keystone Commercial Real Estate, LLC

**Jim Bieri, CRX, CLS**, Stokas Bieri Real Estate

**Jonathan D. Block, Esq.**, Honigman Miller Schwartz and Cohn LLP

**Alfredo Casab, Esq.**, Dawda, Mann, Mulcahy & Sadler, PLC

**Emily D'Agostini Kunath, Esq.**, D'Agostini Companies

**Mark P. Krysinski, Esq.**, Jaffe, Raitt, Heuer & Weiss, P.C.

**Robert A. LaBelle, Esq.**, Williams Williams Rattner & Plunkett, P.C.

**Jennifer MacKay**, ShopOne Centers REIT, Inc.

**Nicholas G. Maloof, Esq.**, Associated Environmental Services, LLC

**Matthew Mason**, Conway MacKenzie

**Patricia Meadows-Smith**, First American Title Insurance Company

**Phillip J. Neuman, Esq.**, Couzens, Lansky, Fealk, Ellis, Roeder and Lazar, P.C.

**Karen R. Pifer, Esq.**, Honigman Miller Schwartz and Cohn LLP

**Joan Primo**, The Strategic Edge

**Richard D. Rattner, Esq.**, Williams, Williams, Rattner & Plunkett, P.C.

**Anthony B. Schmitt**, Mid-America Real Estate-Michigan, Inc.

**Scott Sonenberg**, Landmark Commercial Real Estate

**Matthew Van Dyk, Esq.**, Miller Johnson

**Peter Vanderkaay**, Signature Associates

**Kenneth W. Vermeulen, Esq.**, Honigman, Miller, Schwartz & Cohn LLP

**Michele Walton, Esq.**, Taubman Centers

**Brian Whitfield**, Colliers International