NEXUS Conference

R(etail)EVOLUTION

The Breakers | Palm Beach, FL
January 10 – 11, 2018
#ICSC
NEXUS: The Intersection of Investor Insights & Retail Opportunities

NEXUS is the premier event for lively discussion and debate on the dynamic retail landscape across all shopping center subtypes. From neighborhood centers to regional malls, the retail landscape is evolving at a torrid pace. NEXUS is the forum for connecting it all through the exchange of ideas and powerful networking with thought leaders and industry decision makers.

Wednesday, January 10

Registration
10:00 am – 6:30 pm | Ponce de Leon Foyer

Networking Lunch
11:45 am – 12:30 pm | Mediterranean Courtyard

Welcome and Opening Remarks
12:45 – 1:00 pm | Ponce de Leon Ballroom

Lee Schaffler, CFA
ICSC 2018 NEXUS Conference Program Planning Committee Co-Chair
Executive Director
J.P. Morgan Asset Management
Real Estate Americas
New York, NY

Joseph Tichar
ICSC 2018 NEXUS Conference Program Planning Committee Co-Chair
Managing Director & Partner
Raider Hill Advisors
New York, NY

Keynote Presentation
Strategy in the Age of Disruption: Technology Megatrends and Keys to Anticipating and Leading Market Disruptions
1:00 – 2:00 pm | Ponce de Leon Ballroom

SPEAKER
Tony Seba
Best-Selling Author, Clean Disruption of Energy and Transportation
Cofounder, RethinkX, Silicon Valley Entrepreneur, Stanford University Lecturer
San Francisco, CA

General Session | Ponce 1, 2, 3, & Magnolia
Assets in the Room
2:15 – 3:00 pm

This small-format, moderator-facilitated session accelerates your conference networking and tunes you into the topics that are on the minds of fellow attendees. A colored sticker on your conference badge indicates which small-group discussion to attend—you’ll introduce yourself, discuss the opening keynote session, and address what you look forward to exploring during the conference.

General Session
Portfolio Managers’ Conundrum
3:15 – 4:00 pm | Ponce de Leon Ballroom

Join as we ask leading portfolio managers about the current investment landscape. How are they allocating between traditional and alternative real estate sectors? What investments offer the best risk-adjusted returns? What areas are overpriced? Where does retail fit in an institutional portfolio? What trends represent disruptions to long-held investment paradigms and which ones create opportunities? Institutional investors will discuss these issues and where they plan to put their next marginal investment dollars.

MODERATOR
Mary K. Ludgin, Ph.D.
Director of Global Investment Research
Heitman LLC
Chicago, IL
General Session

Crossfire: A Debate on Trends & Spends
4:00 – 4:45 pm | Ponce de Leon Ballroom

Industry experts will engage in a spirited debate on the future of the consumer, how shopping habits are evolving, and which retail segments are gaining share of the shopper’s wallet. As purchasing behavior in the physical and digital realms continues to dictate the successes and the challenges of various retailer strategies and formats, landlords and retailers must adapt to remain relevant.

MODERATOR
Daniel B. Hurwitz
ICSC Past Trustee
Founder and Chief Executive Officer
Raider Hill Advisors
New York, NY

PANELISTS
Randy Giraldo
Managing Director - Head of Portfolio Management
TH Real Estate
New York, NY

Lynne Gray
Senior Portfolio Manager - Principal Investments
State Board of Administration of Florida
Tallahassee, FL

Craig Theirl
Portfolio Manager, Real Estate Americas
J.P. Morgan Asset Management
New York, NY

Keynote Presentation

The Four - What To Do
4:45 – 5:45 pm | Ponce de Leon Ballroom

Worth more than $2.3 trillion combined, the big four (Apple, Amazon, Facebook, and Google) continue to grab share from media companies, brands, and retailers. Scott Galloway Professor of Marketing at the NYU Stern School of Business, and Founder of L2, will showcase how the traditional rules of business don’t apply to the Big Four and identify ways that brands and companies can fight back.

SPEAKER
Scott Galloway
Founder, L2; Professor of Marketing
New York University Stern
New York, NY

Welcome Reception
5:45 – 6:45 pm | Ocean Lawn

Dine-Arounds (Optional Event–Separate Registration is Required)
7:00 – 10:00 pm

Thursday, January 11
THURSDAY, January 11 Continued

General Session
Mall Version 2.0
9:30 – 10:30 am | Ponce de Leon Ballroom

Within the retail sector, no other property type is more talked about than the enclosed mall. Hear from investors and developers who see tremendous opportunity in the current environment and are successfully generating outsized returns in the mall space while others sit on the sidelines.

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

PANELISTS
Michael Glimcher
ICSC Past Trustee
Chief Executive Officer
Starwood Retail Partners
Chicago, IL

Simon J. Leopold
Executive Vice President and
Chief Financial Officer
The Taubman Company
Bloomfield Hills, MI

Robert Perlmutter
ICSC Trustee
Chief Operating Officer, Senior Executive
Vice President
Macerich
Santa Monica, CA

Steve Plenge
Managing Principal
Pacific Retail Capital Partners
Los Angeles, CA

General Session
Designing a Revolution & Creating the Future of Retail
10:45 – 11:30 am | Mediterranean Ballroom

Retail’s pace of change continues to accelerate at a rapid rate. Advancements in technology, new competition, and the race to raise the customer-experience bar have changed the retail landscape and how the game must be played to win. Success requires a revolutionary and human-centric approach. Join our panel of retail experts as they discuss the path forward.

MODERATOR
Marcie Merriman
Executive Director
EY
Columbus, OH

PANELISTS
David L. Glover
Firmwide Retail Centers Practice Area Leader, Principal
Gensler
Los Angeles, CA

Alison Embry Medina
Editor in Chief and Associate Publisher
design:retail
Alpharetta, GA

Parham Javaheri (PJ)
Senior Vice President of Real Estate and Development
Life Time
Chanhassen, MN

General Session
Blurred Lines: Industrial & Retail Real Estate’s Roles in Consumer Fulfillment
11:30 am – 12:15 pm | Mediterranean Ballroom

Continued shifts in consumer shopping patterns are blurring the lines of distinction of sales recognition between in-store and online. E-commerce has been a tailwind for industrial warehouse demand while, at the same time, stores play an increasingly important role in consumer fulfillment of online orders and returns. Join as a panel of leading industry executives discuss how e-commerce and “last mile” real estate needs are currently shaping supply chain management across the retail industry.
MODERATOR

Dirk S. Aulabaugh
Managing Director, Advisory & Consulting
Green Street Advisors
Newport Beach, CA

PANELISTS

Benjamin D. Conwell
Senior Managing Director,
Americas Practice Leader
eCommerce and Electronic Fulfillment
Specialty Practice Group
Logistics & Industrial Services
Cushman & Wakefield
Seattle, WA

Adam Mullen
Senior Managing Director, Industrial &
Logistics - Americas
CBRE
Atlanta, GA

Vincent Signorello
Founder and Managing Partner
Scout Capital Partners
Miami, FL

How can the industry seize the upper hand in this PR war? Industry veteran, ULI author and University of Maryland Professor of Real Estate Development, Nick A. Egelanian, reveals industry truths, takes on fears and calls the industry to action in his wide ranging examination of U.S. retail and shopping patterns as we near the third decade of U.S. retail in the 21st Century.

Nick A. Egelanian
President
SiteWorks Retail
Annapolis, MD

Industry Update

Headwinds & (Re)tailwinds
2:00 – 2:30 pm | Ponce de Leon Ballroom

Kenneth F. Bernstein
ICSC Chairman
President and Chief Executive Officer
Acadia Realty Trust
Rye, NY

General Session

Retailer Panel
2:30 – 3:15 pm | Ponce de Leon Ballroom

SPEAKERS

Nick Hodge
ICSC Trustee
Vice President, Corporate Real Estate
The Kroger Co.
Cincinnati, OH

Laurie B. Mahowald
ICSC Trustee
Vice President of Real Estate
Target Corporation
Minneapolis, MN

Lunch and Keynote Presentation
12:30 – 1:45 pm | Ponce de Leon Ballroom

Retail and e-Commerce in the Post-Department Store Era

As the shopping landscape sees surging internet retail sales, our keynote speaker looks at long term trends and short term realities of the U.S. retail industry. Despite wide-spread belief that internet retail, led by Amazon, is toppling large portions of the shopping center industry, there are a number of other powerful forces at work and a narrative that is seldom discussed that has much more far reaching and interesting implications. Our guest speaker is known for his bold predictions and data-driven analysis, and was one of the earliest to recognize the shifting sands in the retail world. He is also an expert on the Amazon – Whole Foods merger and the relevant motivations and implications. What are the forces behind radical changes happening in the U.S. shopping center industry and where are these changes leading us?
General Session
0’s & 1’s: Retail Goes Digital
3:15 – 4:00 pm | Ponce de Leon Ballroom

Innovation and technological advancements are top priorities for retailers and landlords, and becoming an outsized share of capital expenditure budgets. Adapt or die is the order of the day. Hear from several cutting edge market participants who have embraced and pioneered innovative technology platforms to enhance and modernize the way we shop and interact with our built environment.

MODERATOR

John L. Gerdes, CRX, CLS, CSM
Executive Vice President Asset Management
L&B Realty Advisors, LLP
Dallas, TX

PANELISTS

Najla Kayyem
Senior Vice President of Marketing
Pacific Retail Capital Partners
Scottsdale, AZ

Michael Startin
Vice President, Director of GIS, Americas
JLL
Chicago, IL

Networking Reception
4:00 – 5:00 pm | Front Lawn

Program information current as of December 8, 2017.
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