



CenterBuild Conference

Arizona Biltmore | Phoenix, AZ

December 3 – 6, 2019

#ICSC



CenterBuild Conference

What is CenterBuild?

The CenterBuild Conference is the premier event for design and construction professionals dedicated to the planning, development, design and construction of shopping centers, retail stores and retail-focused developments. The world of physical retail is rapidly evolving and the CenterBuild Conference emphasizes a content-rich, highly interactive program that encourages the exchange of ideas. The CenterBuild Conference affords maximum opportunities to connect with industry professionals, expand existing relationships while establishing new relationships in the quickly evolving **creative economy**. The CenterBuild Conference is organized around three pillars of professional development:

Relevant Content



Industry Connections



Conference experience that inspires; Creative Solutions in the rich, retail real estate sector.



To CenterBuild Attendees:

Each of us live and work in exceptional times. The retail real estate industry is experiencing transformational change not seen in 50 years. Against the backdrop of change stands the underlying narrative around opportunity – opportunity found in The Promise of the Creative Economy.

The Creative Economy is a basket economy inclusive of all creative sectors that trade in Creating & Building EXPERIENCE. The 2019 ICSC CenterBuild Conference is built around the confluence of design, technology, business practices and culture providing a content-rich, wide-ranging professional development opportunity. Creative industries are critical to the economic, social and emotional value proposition in our communities. Innovative ideas get implemented supporting growth initiatives and furthering investment opportunities – The Promise.

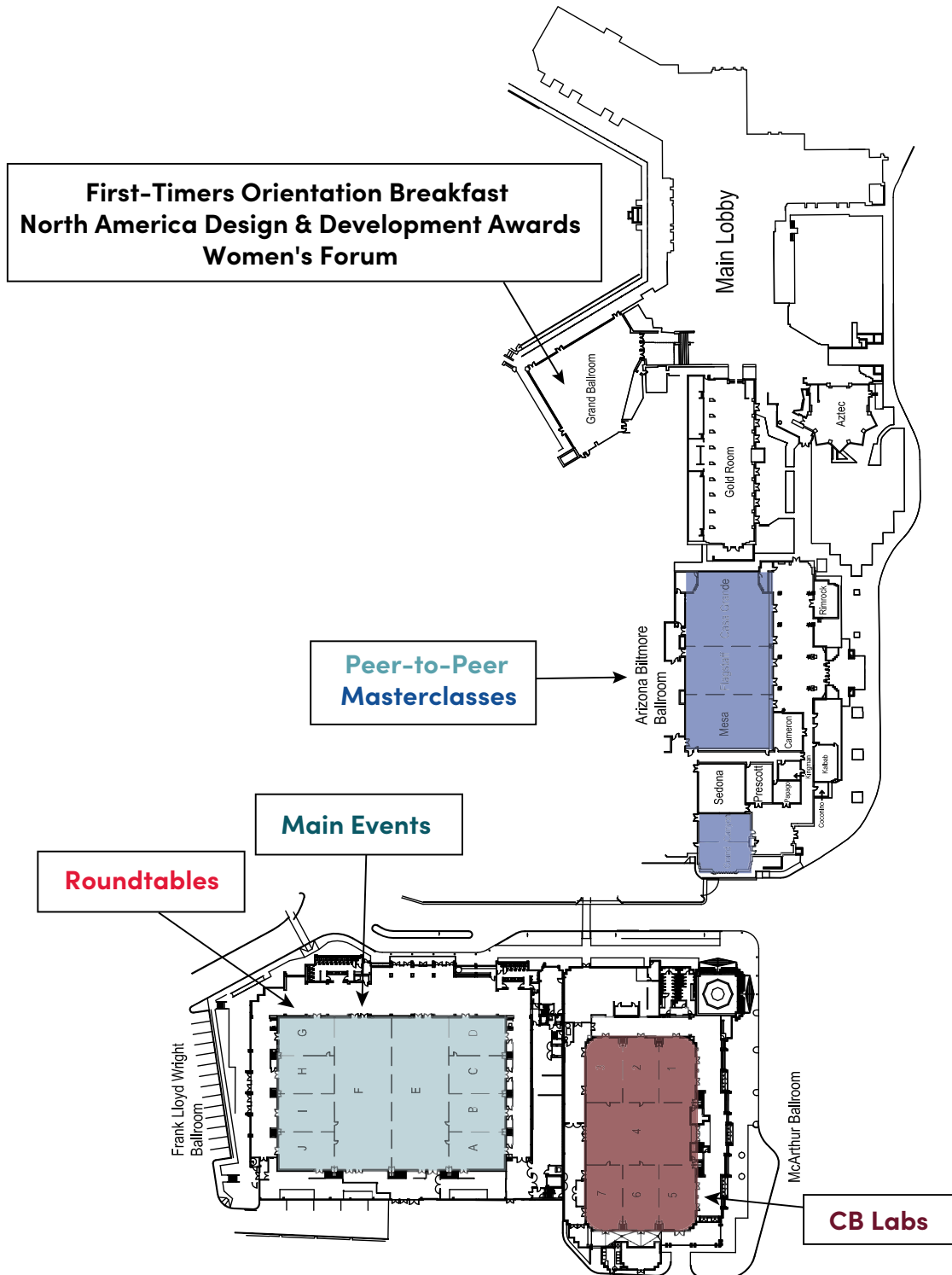
ICSC and the 2019 CenterBuild Conference Program Advisory Committee welcome you to the market-place of ideas where we are confident you will engage in a high degree of professional development. Thank you and enjoy the conference.

Respectfully,



John R. Tschiderer
CenterBuild Conference Program Advisory Committee Chair
Senior Vice President – Development
Federal Realty Investment Trust

Floor Plan



CenterBuild Conference

PROGRAM-AT-A-GLANCE

TUESDAY, DECEMBER 3

12:00 – 5:30 pm	Registration
10:45 am – 6:00 pm	Golf Tournament (Separate registration and fee required)
12:45 – 5:30 pm	Hike (Separate registration required)
3:00 – 5:30 pm	Cornhole Tournament (Separate registration and fee required)

WEDNESDAY, DECEMBER 4

7:00 am – 7:30 pm	Registration
8:30 – 9:15 am	First-Timers Orientation Breakfast
8:30 – 9:30 am	CenterBuild Leaders Under 40 Awards Breakfast
9:45 – 11:15 am	Women’s Forum
11:30 am – 12:00 pm	Lunch Served
12:00 – 12:15 pm	Welcome Remarks
12:15 – 1:15 pm	Main Event I – Keynote Speaker
1:30 – 2:45 pm	Concurrent CB Labs & Peer-to-Peer
3:00 – 4:00 pm	Roundtables
3:00 – 4:00 pm	CRRP Certification: What Is It and How Can I Obtain It?
4:15 – 5:30 pm	Concurrent Masterclasses & CB Labs
5:45 – 6:30 pm	Speed Networking
6:00 – 7:30 pm	Networking Reception

THURSDAY, DECEMBER 5

7:45 am – 7:00 pm	Registration
8:30 – 9:45 am	Breakfast Roundtables
10:00 – 11:15 am	Concurrent Masterclasses & CB Labs
11:45 am – 1:00 pm	Lunch Roundtables
1:30 – 1:45 pm	CenterBuild Leaders Under 40 Awards
1:45 – 2:45 pm	Main Event II – Panel Presentation
3:15 – 4:30 pm	Concurrent Masterclasses & CB Labs
4:45 – 5:30 pm	Speed Networking
4:45 – 5:45 pm	North America Design & Development Awards Program
5:30 – 6:30 pm	CenterBuild Sponsor Appreciation Reception (Invitation Only)
5:45 – 7:00 pm	Networking Reception

FRIDAY, DECEMBER 6

8:30 – 10:15 am	Registration
8:45 – 10:00 am	Main Event III – Panel Debate
10:00 – 10:15 am	Closing Remarks
10:15 am	Conference Adjourns

PROGRAM LEGEND

PP Peer-to-Peer

CBL **CB Labs**
(formally known as
Workshops)

MC **Masterclasses**
(formally known as
Case Studies)

ME **Main Event**

RT **Roundtables**

TUESDAY, DECEMBER 3

12:00 – 5:30 pm ► **Frank Lloyd Wright Foyer**

Registration

10:45 am – 6:00 pm

Golf Tournament (Separate registration and fee required)

Arizona Biltmore Golf Club

10:45 am Check-In

12:00 pm Shotgun Start

5:30 pm Awards Presentation & Reception

12:45 – 5:30 pm

Hike (Separate registration required)

Connect with colleagues and nature on a local hike along Lost Dog Wash Trailhead at McDowell Sonoran Preserve. No need to be an experienced hiker—the trails available provide options for all types of hikes: leisure, moderate or workout-worthy.

Transportation will be provided. Meet in the hotel lobby at the Arizona Biltmore at 12:45 pm. The bus will leave promptly at 1:00 pm. The bus will leave from the Sunrise Trailhead at 4:30 pm and arrive back at the Arizona Biltmore around 5:30 pm.

3:00 – 5:30 pm ► **Citrus Pavilion**

Cornhole Tournament (Separate Registration and Fee Required)

Please join the CenterBuild Committee in the second annual Cornhole Tournament. This backyard game has swept the nation with its simple yet competitive nature and is a great way to network with your peers while having some serious outdoor fun.

WEDNESDAY, DECEMBER 4

7:00 am – 7:30 pm ► **Frank Lloyd Wright Foyer**
Registration

8:30 – 9:15 am ► **Grand Ballroom**
First-Timers Orientation Breakfast

All CenterBuild first-time attendees are welcome to attend this orientation session where members of the CenterBuild Program Advisory Committee and the Advisory Council will be in attendance to offer guidance on how to navigate the conference.

8:30 – 9:30 am ► **Grand Canyon**
CenterBuild Leaders Under 40 Awards Breakfast

All new and previously recognized winners of this group are invited to connect over breakfast.

Mission: The CenterBuild Leaders Under 40 Capital Awards aim to establish a competitive program that identifies, inspires and galvanizes the next generation of influential thought leaders in design, retail, construction and development, through the CenterBuild Conference platform.

Vision: The CenterBuild Leaders Under 40 alumni are a force of productive disruption in retail, widely recognized as a diverse, impactful, aggressive network of innovators. These leaders continue to transform our industry. Award winners ensure that ICSC and CenterBuild are vibrant and relevant. The awards program is the marquee event for young leaders to be recognized and celebrated.

9:45 – 11:15 am ► **Grand Ballroom**
Women's Forum

Nordstrom's Jen Jackson Brown will lead an interactive session focusing on the power of vision with balanced and principled leadership. As a company, close to 70 percent of Nordstrom employees are women. Women make up the majority of the Nordstrom customers and the world's factory workers. Empowerment, diversity and equality foster innovation and success under the esteemed Nordstrom retail banner.

Jen Jackson Brown
Executive Vice President
President, Nordstrom Product Group
Nordstrom, Inc.

11:30 am – 12:00 pm ► **Frank Lloyd Wright Ballroom**
Lunch Served

12:00 – 12:15 pm ► **Frank Lloyd Wright Ballroom**
CenterBuild Welcome Remarks



John R. Tschiderer
CenterBuild Conference Program Advisory Committee Chair
Senior Vice President – Development
Federal Realty Investment Trust

12:15 – 1:15 pm ► Frank Lloyd Wright Ballroom

ME

Main Event I – Keynote Speaker

Elevating the Human Experience: How to Adapt to a World of Accelerating Change

Currently, brick-and-mortar retail is grappling with the reverberating effects of digital disruption. How can the industry adapt to rapidly shifting consumer needs, technology that changes the way we purchase, and the fast-growing experience economy? For Tom Wujec—Autodesk’s former Chief Disruptor—the answer lies in elevating the human experience. If you aim for the heart, soul, and mind of the people you are designing for, says Wujec, you can’t go wrong.

In this talk, Wujec dives into the deepening human experiences we’re already seeing at every level. He shares riveting stories from the designers actually creating these experiences end-to-end, and real-world examples of what it takes to expand them to scale. Using these stories as a foundation, Wujec shows us how to foster creativity—therefore increasing our capacity to identify human experiences—as well as how to create a conducive design environment for testing and scaling ideas.



Tom Wujec

Technology Fellow & Founder
The Wujec Group

1:30 – 2:45 pm

CBL

PP

Concurrent CB Labs & Peer-to-Peer

CBL

CB Labs

Entertainment Becoming Anchors ► McArthur Ballroom Salon 1

With ever-increasing big box vacancies in malls, developers are taking innovative steps towards filling vacancy, driving consumer traffic and growing revenue through the introduction of new entertainment concepts. This CB Lab will explore the unique conditions and requirements to effectively incorporate entertainment uses into existing big box buildings—adaptive re-use of existing retail square feet—how it can work. **AIA LU Credit – 1.25**

MODERATOR	SPEAKERS	
Jason Golub Senior Project Manager Woolpert Inc.	Andrew Fast Design Leader Omniplan Architects	Tim Hanifin, CDP Senior Vice President Graycor Construction Company, Inc.
	Matthew Silvers Senior Vice President Flix Entertainment, LLC	Jim Sutphen, CRRP, CSM, CDP Director of Development & COO Abbell Associates

PROJECT FITness: Are you Ready? ► McArthur Ballroom Salon 2

FiTness: Body, Mind & Bottom Line! This Lab will be instrumental in your next (or first) fitness deal opportunity. How does fitness use integrate at your property? Will the use be ground up or a repurposing of existing structure? What are the trends in the fitness industry? Anna and Jon Zaich with LA Fitness are 'fit experts' who will share critical deal elements around a fitness use: construction and operating requirements, industry trends that are shaping fitness tenancy performance along with enlightening facts on how best to integrate fitness into complicated mixed-use projects. **AIA LU Credit - 1.25**

SPEAKERS

Anna Zaich, CRRP, CDP
Director of Development
LA Fitness

Jon Zaich, CRRP, CRX, CDP
Senior Vice President of
Development
LA Fitness

Energizing Retail with Multi-family: Key Principles of Integrating Multi-family with Retail

► McArthur Ballroom Salon 3

This CB Lab will explore key design and construction principles that lead to proven execution strategies on how to successfully integrate residential and retail uses into varying types of retail and mixed-use investments. The retail real estate landscape is growing in a manner that presents tactical development and redevelopment opportunities for residential over retail. Demalling, vacant anchor stores, and shrinkage of shopping center retail space, are leading the way for more residential over retail. Don't miss the opportunity to learn from experts who are squarely in the middle of this significant retail real estate use shift.

AIA LU Credit - 1.25

SPEAKERS

Mark DeCapri
Vice President, Planning & Design/
Development Retail
Brookfield Properties

William Ryan Miller
Principal
Dwell Design Studio, LLC

Eric Shade
Principal
Site Solutions

Jason Shepard
Owner
Dwell Design Studio, LLC

Mark Winters
Vice President Pre-Construction
Services
Hoar Construction, LLC

Deal or No Deal: What Makes a Pro Forma Work? ► McArthur Ballroom Salon 4

"Does the deal pencil or not?" Architects, planners, engineers and contractors are not professionally engaged if the deal does not pencil. Critical to a project investment, and subsequently engaging a consultant team, is the developer's threshold investment decision around the return on capital and the creation of economic value. This CB Lab will share important financial underwriting strategies on how a pro forma is constructed which will provide the participant the opportunity to gain a deeper understanding on capital allocation toward building a project. You become the developer decision maker for real-life development scenarios. Come understand how pro forma numbers work, and grow your ability and understanding how to add benefit in the creative economy. **AIA LU Credit 1.25**

SPEAKER

William Salliotte
Director, Development
Taubman Centers, Inc.

Geofencing – Big Data ► McArthur Ballroom Salon 5/6

Technology use and data research surround us. How do we use the exponentially expanding data available in the market? This CB Lab will delve into actual study examples around data nuts-and-bolts on how GPS satellite-based geofence research is changing the way trade areas are defined. Learn how owners, developers and third-party managers are using geofence data and findings to gain a competitive advantage in escalating competition. *CRRP exam related content – Market Research. AIA LU Credit – 1.25*

SPEAKERS

Tim Corzine

Founder
Research Insights, LLC

David Lobaugh

President
August Partners, Inc.

PP

Peer-to-Peer

WILDCARD | The Promise of the Creative Economy ► Casa Grande

Continue the Creative Economy narrative with Tom Wujec and three industry experts: a developer, an architect and a retailer in the newly fashioned Peer-to-Peer session. An interactive opportunity to explore a deeper dive into WHAT'S CHANGING? WHAT'S THE IMPACT? and, WHAT SHOULD WE BE DOING? A discussion around aspirational and inspirational thinking that leads into implementation. The common goal of designing and building something that is endearing and enduring for the next generation.

SPEAKERS

Mark Bulmash, CRX

Senior Vice President-
Development
Howard Hughes Corporation

Rob Grundstrom

Director of Construction
Target Corporation

John Ward, CDP

President/Managing Partner
505Design

Tom Wujec

Technology Fellow & Founder
The Wujec Group

OWNERS/DEVELOPERS | The Amazon Effect on Bricks-and-Mortar Retail ► Mesa

Disruption and rapid change are just a sample of the broad effects caused by the 800-pound gorilla known as Amazon. Amazon is changing the brick-and-mortar retail world including valuation impact on commercial real estate. This forward looking discussion focused on owners and developers will debate how best to optimize their business strategies while wrestling the disruptive and dynamic forces of a gorilla.

MODERATOR

Tony Haslinger

Senior Vice President
Phillips Edison & Company

SPEAKERS

Stan Glantz, CRRP, CRX, CDP

Vice President, Development
and Construction
KPR (Katz Property Retail)

Vince Tibone

Analyst
Green Street Advisors

ARCHITECTS/DESIGNERS | Game Changer Attitude: Blazing New Trails in our Industry

► Flagstaff

The design industry is at the precipice of huge transformation! The changes are radical and dramatic. Are you ready? Come in, put your seatbelt on and join the interactive discussion on how to not only stay relevant but unleash your potential. Added bonus: we will explore the impacts of digital transformation in the creative economy. **AUA LU Credit - 1.25**

MODERATOR	SPEAKERS	
Paula Carr Wideman Associate Principal tvsdesign	Janet Simpson President tvsdesign	Jay Wratten Vice President, Smart Building Strategist WSP USA

GENERAL CONTRACTORS | General Contracting – Commodity or Value Add Service

► Grand Canyon

As General Contractors, we often are faced with being bought and traded like a commodity by owners. Yet, there are still owners out there who don't buy the "lowest price" and view their builder in terms of service and reliability. Be part of a discussion that looks at both sides of this argument and develop your own solutions to this industry wide topic. *Focused toward the General Contractors.*

MODERATOR	SPEAKERS	
Raymond Catlin, CDP Executive Vice President Schimenti Construction Company	Bob Moore President Gray Construction	Arthur Rectenwald, CDP President Rectenwald Brothers Construction, Inc.

3:00 – 4:00 pm ► Frank Lloyd Wright Ballroom

RT

Roundtables

The roundtable sessions have been the heart and soul of CenterBuild for years and 2019 will be no different with over 140 unique topics and presenters. Conference attendees will meet industry peers in a small and friendly roundtable environment. This environment facilitates idea and experience sharing—a pillar of the roundtable sessions!

3:00 – 4:00 pm ► McArthur Ballroom Salon 2

CRRP Certification: What Is It and How Can I Obtain It?

Learn how you can earn ICSC's Certified Retail Real Estate Professional (CRRP) certification. This session will provide program information as well as testing tips to help you succeed.

Karen M. Scott, CRRP, LEED AP BD+C, LEED AP ID+C
Senior Project Manager
CBRE



4:15 – 5:30 pm

Concurrent Masterclasses & CB Lab

Masterclasses

Adaptive Reuse: Critical to Success – Leadership from Landscape Architects

► Grand Canyon

The quality of "place" is at the zenith of project execution importance. Hear from leading landscape architects on their critical role in master planning, design and construction of commercial real estate investments. This session will provide key strategic insight into the qualities of human-scale design metrics, decision processes and the subsequent value-add benefits landscape architects bring to creating and building Great Places!

AIA LU Credit – 1.25

MODERATOR	SPEAKERS	
John R. Tschiderer CenterBuild Conference Program Advisory Committee Chair Senior Vice President – Development Federal Realty Investment Trust	Brent Martin Managing Partner LandDesign, Inc.	Joseph Plumpe President Studio39
	Jeffrey Pongonis Principal MKSK	Matt Renauld Landscape Architect Designer Mahan Rykiel Associates

"Bringing Dinosaurs Back to Life": Reinvigorating the Mall – IT CAN BE DONE! ► Mesa

Learn how one mall owner made courageous design, leasing, marketing and construction decisions to fight back mall extinction. Removing the roof was step one. Learn the details of planning, merchandising, community benefits, placemaking and financial results that will stand the test of "retail time." **AIA LU/HSW Credit – 1.25**

SPEAKERS		
Siobhan Chewning Studio Manager Studio39	Gordon Godat Principal JP2 Architects	Deirdre Johnson, CRX, CSM Vice President, Asset Management Federal Realty Investment Trust
Christine McGuirl Director of Development Federal Realty Investment Trust	Sarah North Marketing Director Federal Realty Investment Trust	

"Suds and Placemaking": Breweries as a Third Place ► Sedona

Who doesn't like beer? Guinness, recently opened the Guinness Open Gate Brewery and Barrel House in Halethorpe, MD (just south of Baltimore) with great success. Come learn about the vision and recipe for design and construction success. Cheers! **AIA LU Credit - 1.25**

SPEAKERS		
Adam Bell Project Executive Plano-Coudon, LLC	Grant Cunningham Senior Project Manager Plano-Coudon, LLC	Merissa Detwiler Project Manager Plano-Coudon, LLC
Matthew Herbert Principal The Design Collective	Craig Pool Senior Project Manager Plano-Coudon, LLC	

Riding the Wave: "Building the Nordstrom Manhattan Flagship Store" ► Flagstaff

Nordstrom's long-awaited Manhattan flagship store opened October 2019. The 363,000-square-foot statement was built on land assembled along 57th and 58th Streets and Broadway - multiple properties with multiple owners presenting multiple challenges. The architectural style and spatial qualities drove a unifying design strategy crafting an iconic undulating glass wall that embraces the neighborhood. Lots to learn about planning, designing and building a 363,000-square-foot flagship retail building. **AIA LU/HSW Credit - 1.25**

SPEAKERS	
Greg Feiereisel Director of Construction Nordstrom, Inc.	Jason Mumme Senior Project Manager Nordstrom, Inc.
Joseph Welker Studio Director James Carpenter Design Associates Inc.	Brad Wilson Senior Project Manager Nordstrom, Inc.

On Time and Under Budget: Innovative and Reliable Solutions for Project Planning and Delivery ► Gold Room

Is on time and under budget your typical project delivery outcome? If so, you probably utilize some of the techniques that will be shared in this dynamic session. If not, you will want to gain valuable insight from this knowledgeable group of construction pros. Additionally, this session will discuss innovative development delivery strategies around opportunity zones, tax credits and public-private partnership strategies.

AIA LU Credit - 1.25

SPEAKERS		
Jeffery Miller Managing Partner Brennan Manna & Diamond	David Scott Managing Partner Brennan Manna & Diamond	Brenden Shea Vice President - Project Management Signet Real Estate Group

Modern-Day Legos: Modular Construction ▶ Casa Grande

Do we really understand what modular construction is and what it means to project management deliverables? What are the benefits and what are the risks associated with this design and construction method? Attend this masterclass to learn critical elements of design, permitting, inspections, manufacturing, cost and scheduling metrics before you undertake your first or next modular project. **AIA LU/HSW Credit - 1.25**

SPEAKERS

Patrick Dillon

Vice President – Construction
Federal Realty Investment Trust

Bart Tocci

Business Development Associate
Tocci Building Corporation

Martha Trela

CEO
UrbanBloc, Inc.

Dan Ulbricht

Vice President
Skender Construction



CB Lab

TALL with TIMBER for the Mixed-Use Generation ▶ McArthur Ballroom Salon 1

This CB Lab will be organized around an interactive session describing the wooden "nuts and bolts" of mass timber buildings. The lab presenters will thoroughly explain the design, construction and development process of this compelling building typology including focus on its potential application for mixed-use structures. This session will present a "real world" concept of a 12-story mixed retail, office and hotel tower. Don't miss this chance to learn about tall timber reaching new heights in the design and building industry.

AIA LU/HSW Credit - 1.25

SPEAKERS

Mark Giles AIA

Principal, Senior Architect
DLR Group

Jose Sanchez

Mixed-Use Design Leader
DLR Group

5:45 – 6:30 pm ▶ McArthur Ballroom Patio

Speed Networking

This friendly gathering is the perfect platform to quickly multiply your business relationships.

6:00 – 7:30 pm ▶ Citrus Pavilion

Networking Reception

Meet, greet and connect. This is your opportunity to catch up with current connections and make new ones too—all within a casual and relaxed environment.

THURSDAY, DECEMBER 5

7:45 am – 7:00 pm ▶ Frank Lloyd Wright Foyer
Registration

8:30 – 9:45 am ▶ Frank Lloyd Wright Ballroom
Breakfast Roundtables

This Thursday morning roundtable session will have a fresh and provocative twist. A 10 minute video entitled "Future of Retail" will jumpstart your day with stimulating ideas and growing evidence of material change in retail real estate as we know it. Questions supplied by ICSC will drive table conversation. Enjoy breakfast while sharing perspectives about the future of retail. **AIA LU Credit – 1.25**

MC CBL 10:00 – 11:15 am
Concurrent Masterclasses & CB Labs

MC Masterclasses

The Making of a Neighborhood: The Seaport Project ▶ Casa Grande

Not just building a project, but creating a neighborhood: This masterclass will give you a chance to learn how time and market cycles have influenced creating the cohesive and robust seaport neighborhood in Boston, MA with retail leading the charge. **AIA LU Credit – 1.25**

SPEAKERS	
Tim Hanifin, CDP Senior Vice President Graycor Construction Company, Inc.	Kevin Reppucci Construction Senior Project Manager WS Development Associates, LLC
Karen Urosevich, CDP Vice President – Studio WS Development Associates, LLC	Sarah Volkmann Design Manager WS Development Associates, LLC

Margaritaville: Translating a Lifestyle Brand into Physical Space ▶ Flagstaff

A place where worries are left at the door, smiles are a form of currency and flip flops are considered uniform. Hear from one of today's leading lifestyle brands as they provide insight into the process of creating a unique customer experience. This session will discuss the interplay of market trends, demographics, environmental design and brand philosophy. **AIA LU Credit – 1.25**

SPEAKER
James Wiseman
President
Margaritaville Development

Hudson Yards: Tenant Coordination and Bringing Digitally Native Brands to Brick-and-Mortar ► Mesa

This masterclass session will include lessons learned in the design, coordination and construction of the restaurants and retail at Hudson Yards, a real estate development in the Chelsea and Hudson Yards neighborhood of Manhattan, New York City. Specific focus will be placed on the integration of digitally native brands into the unique challenges of the scale Hudson Yards presented. Coordinating first-time brick and mortar brands into in-line concepts with on-time and budget sensitive solutions. **AIA LU/HSW Credit - 1.25**

SPEAKERS

Mark Meiser, CRX, CDP
Principal
Rothschild Downes

Sean O'Nan
Vice President
The Related Companies

Jennifer Volin, CRX, CDP
Principal, COO
Rothschild Downes

VIVA Award Winner Lessons from Down Under: Stage 40 of Chadstone Shopping Center Melbourne, Australia ► Sedona

The development of Stage 40 of the Chadstone Shopping Center in Melbourne was aspirational from the start. Visionary in concept and execution – it is a worthy recipient of the 2019 ICSC VIVA Awards. Come hear two VIVA Award jury members share their insights on the purpose and history of the VIVA Award, and on the jury conversation that led to this winning selection. The session will culminate with a glimpse into Chadstone's future and a discussion around the evolution of the shopping center. **AIA LU Credit - 1.25**

SPEAKERS

Jorge Beroiz
Director
CallisonRTKL

Jeffrey Gunning
Senior Vice President
CallisonRTKL

Michaela Weiner
Partner Emeritus
Petroff Partnership Architects



CB Labs

SorBabes and Handbags: Elevating the Human Experience ► McArthur Ballroom Salon 1

Come and be inspired by two entrepreneurs who each had a great idea to elevate the human experience around retail and with their passion and gritty confidence made it happen. This interactive CB lab will challenge small teams to find ways to take an everyday product or experience to improve the brand in ways unknown in an effort to become the next HOT item in a store or pop-up retail format. **AIA LU Credit - 1.25**

SPEAKERS

Nicole Cardone
Co-Founder
SorBabes Inc.

Dianna Pozdniakov
Owner & Founder
Sofia Fima

Energy is Expensive – Stop Using So Much! ► McArthur Ballroom Salon 2

This CB Lab will provide the most current and comprehensive insight into sustainability strategies. Have you heard of Passivehaus, NetZero, LEED Zero? Standards provide the means and methods to achieve smart energy use with significant environmental and financial benefits. Learn about pertinent energy codes, smart energy goal attainment and, the evolving energy use that will benefit your projects, the consumer and your bottom line. There will be a "roll-up-your-sleeves" component of the session to apply smart energy principles giving you the chance to be one of the "smart" ones. **AIA LU/HSW Credit – 1.25**

SPEAKERS

Derek Alley

Managing Director
VCC Construction

Don Moseley

Owner & President
Chinkapin Consulting Group, LLC

Aksel Solberg

Project Manager
HFA

Reinventing the Closed Department Store: How to Solve ► McArthur Ballroom Salon 3

Turn "retail apocalypse" into opportunity! With the closure of a significant number of brick-and-mortar stores, this CB Lab will explore the aftermath of how those closings are handled becomes critical to the center's market viability. The closing of a department store or major anchor tenant is of great impact and import in the retail real estate sector. This lab will explore the variety of issues encountered with store closings in operating properties. A case study of an anchor store closing will be explored by lab participants evaluating value-add alternatives with key input from the developer. **AIA LU Credit – 1.25**

SPEAKERS

Frankie Campione

Principal
CREATE Architecture Planning
Design

Mark Gambill

Vice President Development
PREIT

Ed Szwarc

Executive Vice President
Rycon Construction, Inc.

Will You Accept This Rose? Multi-Family Developers and Retail Owners Can Find True Love! ► McArthur Ballroom Salon 5/6

The allure of joint venture partnerships between multi-family developers and retail owners has never been more attractive. This CB Lab is akin to a Date Lab – two asset classes, retail and residential, merging ideas and lifestyle energies. Will the relationship bloom and find true love? Join this Date Lab and explore the multitude of investment opportunities associated with co-mingling retail and residential uses. **AIA LU Credit – 1.25**

MODERATOR

Charles Elliott

President
Toll Brothers Apartment Living

SPEAKERS

Michael Skena

National Director of Mixed-Use
Development
Toll Brothers, Inc.

Tim Yeager

Vice President Development
UDR, Inc.

Wheel of Fortune: The Game of Re-Leasing ▶ McArthur Ballroom Salon 4

As brick-and-mortar retailers grapple with the incrementally emerging online retail formats, owners and developers are confronting the challenges of traditional brick-and-mortar occupancy. This session puts you in the owners chair reviewing a variety of value-add options and making decisions on how to drive value: re-lease a property in today's business environs without compromising value OR, take on the changing retail headwinds and move in new directions of branding and deal structures geared toward changing consumer demands and interests. Come take a spin and learn how to improve your fortune. **AIA LU/HSW Credit - 1.25**

SPEAKERS

Leah Bold

Leasing Agent
Taubman Centers

Carl Okazaki

Partner
505Design

11:45 am – 1:00 pm ▶ Frank Lloyd Wright Ballroom

Lunch Roundtables

Don't miss these highly interactive small-group sessions focusing on learning, sharing experiences, and furthering relationships through networking. Roundtables combine high-value education opportunities with relevant topics addressing issues of concern from retailers; developers; and design, engineering and construction professionals.

1:30 – 1:45 pm ▶ Frank Lloyd Wright Ballroom

CenterBuild Leaders Under 40 Awards

1:45 – 2:45 pm ▶ Frank Lloyd Wright Ballroom

ME

Main Event II – Panel Presentation

Will Digitally Native Brands Save Retail?

The "retail footprint" is experiencing tremendous change. Hip new brands having found success in the digital retail platform are moving from online to in-line. The advancement of digitally native brands to brick-and-mortar just might be the invigorating tonic that spurs the next generation of retail development and construction. Join the conversation with this astute panel of experts representing a broad cross section of retail business platforms. Learn how the 'department store of the future' will serve consumer needs and how street retail and shopping centers will need to adapt (consumers, too) to the expanding "digital retail footprint."

MODERATOR



James Cook
Americas Director of
Research, Retail
JLL

PANELISTS



Andrew Blackmon
Co-founder & CEO
The Black Tux



Jeffrey Kreshek, CSM, CLS
Senior Vice President -
West Coast Leasing
Federal Realty
Investment Trust



Steve Merkle
Managing Member
Open Realty Advisors



Pearl Percy
Vice President of
Strategic Growth -
Corporate Development
and Partnerships
Nordstrom, Inc.



3:15 – 4:30 pm

Concurrent Masterclasses & CB Labs



Masterclasses

"Kingsley": Smaller Scale – Bigger Story ► Sedona

Discuss the unique challenges and successes of creating a small-scale, local, mixed-use development that highlights premiums on placemaking and storytelling. Kingsley is a highly successful legacy project in Fort Mills, SC. Although small in size, Kingsley has captured the imaginations and history of this small town creating a big successful heartplace! **AIA LU/HSW Credit – 1.25**

MODERATOR	SPEAKERS	
Daniel Mumme Senior VP – Development & Construction at Clear Springs Development Company, LLC	James Babinchak Partner 505Design	Eric Pohlman Principal LandDesign
	Kerri S. Robusto Senior Vice President Clear Springs Development Company, LLC.	

Building a Successful Real Estate Mentorship Program ► Casa Grande

Growing the next generation of successful leaders is a challenge to many organizations. Joan Fletcher will expertly lead this session of equally accomplished professionals delving into mentoring and leadership strategies. Come learn first-hand how Joan's unique and often disruptive mentoring experience with CREW Network has propelled many professionals to the next level of their careers. **AIA LU Credit – 1.25**

SPEAKERS		
Tracy Allen Vice President, Director of Corporate Marketing ECS	Miriam Brodie Director of National Private Clients Kimley-Horn	Joan Fletcher President Winning Ways, Inc.
Megan Pawlowski Senior Vice President JLL	Kim Sinkovic Vice President Commercial Property Management Comstock	Jacquelyn Watson Vice President – Life Sciences Buch Construction

Coworking: The New Amenity in Mixed-Use Developments ► Flagstaff

The emergence of integrated work/live/play environments is forcing developers to rethink their approach to amenities in mixed-use development. Learn from The Hub At 31 Brewerytown development team as they explain their rationale and the challenges involved with integrating a workspace campus that serves not only residents but the community-at-large. **AIA LU Credit – 1.25**

SPEAKERS

Jennifer Maheer

CEO
1776

John Westrum

Founder, Chairman & CEO
Westrum Development
Company

Vertical Villages – The Magic of Mixed-Use Developments ► Mesa

The urbanization of retail with its integrated real estate uses is not just evolving; it is influencing the way every retail developer/investor looks at land optimization. The Masterclass presenters have decades of on-the-job experience sourcing, visioning, researching, designing, developing, leasing and operating mixed-use assets. What does a successful vertical village investment strategy look and feel like? This panel of experts will share what works well with a traditional retail mix including supermarkets and restaurants, and how to successfully integrate street retail with the varietal options of residential uses, office use, industrial, hospitality, self-storage and other income producing uses. This Masterclass session will delve into today's state-of-the-art development concepts and techniques that have been tried around the world and particularly those that respond to market needs in North America. **AIA LU/HSW Credit – 1.25**

SPEAKERS

Kelly Laughton

CEO & Broker of Record
Top Cats Realty, Inc.

Rudy Milian, CRRP, CRX, CMD, CSM

President & CEO
Woodcliff Realty Advisors, LLC

Rainer Muhlbauer, AIA

Principal, Director of Architecture
BL Companies

Philip Richardson

CEO
Black Opal Property Advisors



CB Labs

Who Lives Above the Podium? ► McArthur Ballroom Salon 3

Mixed-use developments are changing with Multi-family, Active Adult, and Senior Housing developers flocking towards these dynamic spaces. What are developers looking for in mixed-use environments for their residents? Our panelists share what makes these spaces work, and what draws them to projects where retail integration and activation play a key role. **AIA LU Credit – 1.25**

MODERATOR

Bryce Turner

President & CEO
BCT Architects

SPEAKERS

Jeffrey Kayce

Senior Vice President
Managing Director
The Bozzuto Group

Steve Marker

Development Associate
Brightview Senior Living

Development for Non-Development Professionals ► McArthur Ballroom Salon 1

Site selection and acquisition; due diligence; entitlements and governmental regulations; design; permits; construction and project close-out—all far easier said than done. This CB Lab session will focus on the art, science and best practices associated with retail development and will appeal to new and inexperienced participants who wish to learn the basic development principles and vocabulary of successful ground-up and redeveloped retail projects. **AIA LU Credit - 1.25**

SPEAKERS

Gordon "Skip" Greeby, CRX, CDP

ICSC Past Trustee
President
The Greeby Companies

Bruce Pomeroy, CRX, CDP

ICSC Past Trustee
Executive Chairman
Evergreen Devco, Inc.

Opportunity Zones/Social Responsibility ► McArthur Ballroom Salon 2

What is an Opportunity Zone? Congress created the federal Qualified Opportunity Zone (QOZ) program in the 2017 "Tax Cuts and Jobs Act" to encourage economic growth in under-served communities. Economic growth presents opportunities for many including the CenterBuild attendee. Rachel Reilly will provide an informative overview of Opportunity Zones and how this innovative legislation works to create future business opportunities for developers, designers and contractors. **AIA LU Credit - 1.25**

MODERATOR

Pedro Sales

Principal
BCT Architects

SPEAKER

Rachel Reilly

Director of Impact Strategy
Economic Innovation Group

Young Guns vs. Old Goats ► McArthur Ballroom Salon 5/6

Stakeholders in the retail development process often have a bias on how to make a successful retail center. Based on personal experience, demographics and research, the developer, broker, designer and builder all think they know how to reach the consumer. This session exposes those pre-conceived notions in an interactive and competitive game format. This session will put Millennials and Gen Z participants against Gen X and Baby Boomers (and higher) in a test of knowledge of consumers' habits by generation. Generational preferences around the consumer shopping experience will provide the dynamic debate framework on what's important and to whom....and you will have great fun in this highly interactive lab. **AIA LU Credit - 1.25**

SPEAKERS

Anthony Amenta

Principal
Amenta Emma Architects, PC

Pawel Honc

Studio Director
Amenta Emma Architects, PC

The Secret Sauce: Food, Food Halls and Convergence ► McArthur Ballroom Salon 4

In the many faces of "Food Halls", there are infinite nuances to be addressed in design, programming and, operator mix. Kevin Lillis and Kelley Jones of Hospitality Alliance bring their extensive experience and will dive into food hall myths: the DOs and DON'Ts of food hall investments and the 'secret sauce' for success. Equally enticing are Bryan and Caleb Lewis, brothers who created Press Waffle Company with their unique ability to bring Liege waffles to the States. In the CB Lab sharing environment, come learn about their story starting as a food truck vendor and scaling their business into brick-and-mortar by way of food halls. **AIA LU Credit - 1.25**

SPEAKERS	
Kelley Jones Partner Hospitality Alliance	Bryan Lewis Founder & President Press Waffle Co.
Caleb Lewis Co-founder Press Waffle Co.	Kevin Lillis CEO Hospitality Alliance

4:45 – 5:30 pm ► McArthur Ballroom Patio Speed Networking

This friendly gathering is the perfect platform to quickly multiply your business relationships

4:45 – 5:45 pm ► Grand Ballroom North America Design & Development Awards Program

The North America Design & Development Awards Program is a competition that rewards excellence, innovation and creativity in the U.S. and Canada retail real estate industry. Come and celebrate as ICSC recognizes best practices in design and development. Awards will be given to this year's most outstanding retail real estate projects. **See full program on page 34.**

5:30 – 6:30 pm ► Aztec CenterBuild Sponsor Appreciation Reception (Invitation Only)

A special thanks to the CenterBuild sponsors is extended in this invitation-only reception. Attendees include CenterBuild Sponsors, General Session speakers, CenterBuild Advisory Council and Program Advisory Committee members. The new CenterBuild Leaders Under 40 will also be recognized.

5:45 – 7:00 pm ► Citrus Pavilion Networking Reception

Meet, greet and connect. This is your opportunity to reach out to attendees you have yet to meet and revisit current connections in a casual and relaxed environment.

FRIDAY, DECEMBER 6



8:30 – 10:15 am ► Frank Lloyd Wright Foyer
Registration

ME


8:45 – 10:00 am ► Frank Lloyd Wright Ballroom
Main Event III – Panel Debate

Value Proposition for The Creative Economy: The University as the Farm Team to the Industry

With technology and demographic shifts causing rapid change in all segments of the economy, especially retail business models and their impact on the built environment, how do companies adapt by finding and retaining talent? Universities help drive economic growth by fostering technology transfer and as agents of economic and social development. If universities are the farm team to business – are they delivering what business anticipates to need in 2030 and beyond. Is there a disconnect between the parent organization and the farm team? This session will be an open dialogue with university leaders and business where the future of the creative economy and competitive readiness will be explored.

MODERATOR	PANELISTS	
 Mark Stapp Executive Director, MRED/ Fred E. Taylor Professor in Real Estate W.P. Carey School of Business, Arizona State University	 Jeffrey Gunning Senior Vice President CallisonRTKL	 Kristen Parrish Assistant Professor & Graduate Program Chair for Construction Management School of Sustainable Engineering and Built Environment Arizona State University
	 Jason Schupbach School Director & Professional Practice Herberger Institute for Design and the Arts, Arizona State University	 John R. Tschiderer CenterBuild Conference Program Advisory Committee Chair Senior Vice President – Development Federal Realty Investment Trust
	 Adam J. Volanth President & CEO Bohler Engineering	

10:00 – 10:15 am ► Frank Lloyd Wright Ballroom
Closing Remarks

**Bob Minutoli, Jr.**
CenterBuild Conference Program Advisory Committee Vice Chair
Division Vice President
The Whiting-Turner Contracting Co.

10:15 am
Conference Adjourns

PROGRAM ADVISORY COMMITTEE

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PLATINUM



505DESIGN INC. is a collective group of creatives, listeners, collaborators, storytellers and visionaries dedicated to creating the places you remembered. Our passion is translating human insights into design-led outcomes. We have extensive experience in research and storytelling, crafting experiences

through design and brand strategy. We specialize in project visioning, planning, architecture, streetscapes, environmental graphics, interior design and graphic design. 505Design is a privately-owned multidisciplinary design firm with offices located in Boulder, CO, Charlotte, NC, and San Francisco, CA.



AMPLIFIED BY DESIGN delivers holistic strategies for seamless consumer experiences that combine the physical and digital, from immersive brand experiences and exhibits to connected consumer experiences and smart spaces.



C. E. GLEESON CONSTRUCTORS, INC., is a general contractor and construction management firm specializing in commercial, retail, health care, multi-family, industrial building construction. Gleeson Constructors is celebrating 95 years of construction experience and has built over

36,000,000 SF of retail construction. Our company is enriched by three generations of continuous family ownership and operation. Gleeson Constructors has built the trust of our customers by providing superior performance, open and honest business practices and integrity in our relationships. As a result, we take pride in our customer relationships that last decades. In fact, over 70 percent of our projects are brought to us by repeat customers. Customers include: LA Fitness, Whole Foods Market, Kimco Realty, Oppidan, Barnes & Noble and Ciena Healthcare. Gleeson is a client-driven company, providing services throughout the United States. We are licensed in 37 states, with headquarters in Troy, Michigan, and offices in Charlotte, North Carolina, and Austin, Texas. Gleeson Constructors is dedicated to implementing your building vision by taking your project from shovel to key. We offer complete pre-construction, general construction, construction management, and design-build services tailored to the exact needs of your project. Visit us at www.gleesonconstructors.com.



CALLISONRTKL is a global architecture, planning and design practice. Over the last 70

years, we have created some of the world's most memorable and successful environments for developers, retailers, investors, institutions and public entities. Our work has set us apart as the number one retail design firm in the world and a top-five architecture practice across multiple disciplines and sectors. Under the Arcadis umbrella, we continue to expand our sphere of influence and the depth and breadth of our resources. Our team of more than 1,500 professionals around the world is committed to advancing our clients' businesses and enhancing quality of life. Learn more at callisonrtkl.com



CERAMIC TECHNICS LIMITED was created in 1988 as a company dedicated to resourcing distinctive collections of tile and stone for

the architectural and design community throughout North America. Our primary focus is the commercial arena, supplying innovative and responsible materials to retail, hospitality, health-care, corporate and educational venues. Our client list ranges from national retail developers such as Simon Property Group, General Growth, Macerich and CBL Associates, to recognized hoteliers like Marriott, Hyatt, Hilton and Intercontinental and Holiday Inn. We have been privileged to work with such prestigious health-care providers as Emory, The Cleveland Clinic, The Mayo Clinic and The Kennedy Kruger Institute, as well as corporate and educational facilities for Blue Cross/Blue Shield, Merrill Lynch, Home Depot, University of Georgia, Georgia Tech and Duke University. Today our vision has remained consistent by providing technologically advanced porcelain tiles from the Tuscan region of Sassuolo, Italy, to uncovering exotic ancient stones from the banks of the river Nile in Egypt. Our due diligence remains consistent as well, by insuring the materials we supply are not only environmentally sensitive but also commercially appropriate from the standpoint of surface density to an ADA acceptable level of slip resistance. Our ultimate goal is the opportunity to be a valued resource to the architectural and design professional, as well as, their clients.



DWELL DESIGN STUDIO is here to save you from boring design, bad ideas and faulty execution. We're notoriously accurate: producing some of the cleanest documents this side of the galaxy. We're methodically

unconventional: designing clever spaces that aren't outlandish or lacking purpose. And we're solid people: easy to work with, fun to be around and void of pretension. Sound different? Just wait until you work with us.



FIELD PAOLI ARCHITECTS break the mold for shopping and dining experiences. Our award-winning environments are designed to connect people, to make every step, sip or transaction feel a little magical. Working worldwide from our San Francisco office, Field Paoli's creative architects,

planners and designers collaborate with clients to create new models for retail/mixed-use. Clients come back to us again and again because we understand how to balance practicality with creativity and repeatedly deliver commercially successful projects. Our spaces orchestrate your most memorable date nights, family outings and serendipitous run-ins. We create wonder in ordinary places. Visit fieldpaoli.com.



GRAYCOR CONSTRUCTION provides over six decades of excellence to the shopping center, retail and entertainment industry. Clients benefit from our financial stability, a vast network

of resources and a strong commitment to safety. Graycor's Continuous Improvement Process and The Graycor Way ensure our projects are delivered with the highest level of quality and consistency across all markets and geographies. Headquartered in Oakbrook Terrace, IL, Graycor has offices strategically located in Charlotte, NC; Phoenix, AZ; San Jose, CA; Bakersfield, CA; Atlanta, GA and Boston, MA. HFA is a 250+ person multidisciplinary Architecture and Engineering firm known for creating innovative and responsive retail design solutions. With offices in Bentonville, Boston, Fort Worth, and Mexico City, HFA has designed over 20 million square feet of retail development. We specialize in creating active and vibrant retail shopping center environments, mixed-use developments, individual store and prototype design, and tenant roll-out programs. HFA has spent 29 years building long-term quality relationships and crafting a national (licensed in all 50 states) and international presence with personalized client experience. HFA has built a unique structure of integrated A+E teams that provide a high level of service built upon design, quality, amazing client responsiveness, and advanced uses in technology. We love what we do!



HIGHLAND ASSOCIATES founded in 1988, is a multi-disciplined firm specializing in architecture, engineering and interior Design with offices located in Clarks Summit,

Pennsylvania, and New York. Highland Associates offers a comprehensive list of services to satisfy the most difficult projects. Each day, our 170+ design professionals and support staff work as a team to analyze client needs and create practical solutions to meet the functional, aesthetic and financial objective of any project. Concept-driven and problem-solving, Highland Associates is an award-winning design firm, guided by a design process and team approach. Highland Associates has an extensive body of work in various retail segments including department stores, boutique stores, and food and beverage. A brief listing of our retail client base includes Elizabeth Arden, Elie Tahari, Joe Fresh, Ferragamo, BCBG, Herve Leger, Bergdorf Goodman, Godiva, Neiman Marcus, Lord & Taylor, Macy's, Inc., including Macy's and Bloomingdale's stores, and Hudson Bay Company, which owns Saks Fifth Avenue.



HFA is a 250+ person multidisciplinary Architecture and Engineering firm known for creating innovative and responsive retail design solutions. With offices in Bentonville, Boston, Fort Worth, and Mexico City, HFA has

designed over 20 million square feet of retail development. We specialize in creating active and vibrant retail shopping center environments, mixed-use developments, individual store and prototype design, and tenant roll-out programs. HFA has spent 29 years building long-term quality relationships and crafting a national (licensed in all 50 states) and international presence with personalized client experience. HFA has built a unique structure of integrated A+E teams that provide a high level of service built upon design, quality, amazing client responsiveness, and advanced uses in technology. We love what we do!



HOAR CONSTRUCTION is one of the nation's premier retail contractors. We have a passion for building and with over 78 years in the industry and more than 125 million square feet of retail

construction experience, we do it better than anyone else. We know

capital projects require lots of investment – of money, time, and resources. We consider clients our partners, and we collaborate to understand their strategy. We get how investment impacts an organization and we work hard to maximize value. We run every project like a business, meticulously planning safety, quality, constructability, schedule and cost to manage our partners' risk. We use new technologies and lean techniques to benefit our clients and their projects. Our philosophy is simple – operate as a partner, focus on details to manage risk, maximize value, and keep commitments.



When you create a place that connects, your story travels faster than ever before. At

JPRA ARCHITECTS, we draw inspiration from the changing landscape of retail, mixed-use, and experience-focused projects. As partners with our clients, we bring spaces to life through our personalized process and a focus on the future. Our clients count on us to design and detail exceptional buildings, and they know we will deliver outstanding construction documents. As an experienced full-service firm with a 40-year legacy, JPRA provides our clients exceptional support throughout all project phases from planning to design through construction management. We surprise them every time by showing we understand what gives their places a unique and human-driven character. The result: Thriving, engaging, high-impact environments.



MCG ARCHITECTURE, celebrating 90 years in the industry, is a solution-driven practice whose primary objective is to identify and exceed our clients' expectations. Providing a full range of architecture from pre-development through final occupancy, we have developed a broad understanding of the complex criteria involved in

the design of both established and evolving retail destinations. MCG has a nationwide staff of professional architects and planners, diverse office locations and multiple-state licensing providing close proximity to projects and clients throughout the United States. From mixed-use and neighborhood centers to re-developments, and regional centers, tenant improvements, entertainment districts and lifestyle developments, destination tenants and food services facilities – our goal is to provide quality services while designing innovative, exciting projects that meet established client requirements. For more information regarding our office locations, firm contacts, state licensing, specialized services and varied project types, please access our web site at www.mcgarchitecture.com. MG2 excels at interpreting the unique aspirations, characteristics and needs of its clients, and in creating solutions that achieve impactful outcomes. MG2 is a true partner and an advocate for its clients, which leads to shared success. Every day, our design leadership and delivery excellence creates opportunities for clients looking to enter new markets, introduce new formats or simply build their brands and businesses in new ways.



MG2 Guided by our vision to create transformative experiences, MG2 has been delivering award-winning projects for nearly 50 years. Our greatest strength lies in our partnerships with our clients and

our commitment to helping them succeed through full architectural, strategic planning, interior design, brand strategy, and program consulting services. Our expertise centers around Community Environments, Consumer Experiences, and Client Programs, helping

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our clients envision bolder futures and shape the solutions that get them there. Our teams look beyond the obvious to provide insightful, beautiful, and enduring qualities to our solutions. We understand the social, economic, and environmental promise our projects hold to add vitality and diversity to every neighborhood we influence. Our goal is to elevate each project's highest potential and enrich civic life at every scale, fostering meaningful connections and lifelong memories.

NELSON

NELSON WORLDWIDE is an award-winning firm delivering architecture, interior design, graphic design, and brand

strategy services that transform all dimensions of the human experience, providing our clients with strategic and creative solutions that positively impact their lives and the environments where they work, serve, play, and thrive. Our collective network includes more than 1,100 teammates in 25 offices, combining industry experience, service expertise, and geographic reach to deliver projects across the country and around the world. Client partnerships across the NELSON network include: Bank of America, Saks Fifth Avenue, Google, Oracle, Hershey's, Cisco, Kroger, Simon Property Group, Macy's, Westfield, SAP Fieldglass, HILTON, Target, T-Mobile, Dick's Sporting Goods, American Girl, YUM! Brands, and many more. Visit www.nelsonworldwide.com to learn more.



NEW ENGLAND CONSTRUCTION In 1985, David Sluter started a general contracting company. Focused on bringing integrity, commitment and excellence to every project, the company

grew steadily, emphasizing accountability and adaptability. Thirty-four years later, and under the leadership of David's son Matt, integrity remains the foundation of everything we do and forms the basis for each client partnership. NEC is a mid-size CM that provides construction services throughout the Northeast region. New England Construction has a comprehensive staff of engineers, construction specialists, and support personnel—fully dedicated to providing clients with the very best construction experience. Every day we put our core values into action for our clients proving we have large company capabilities with a small company feel. Our core values are Embrace the Family, Do What You Say, Do the Right Thing, Be a "Can-Do" Team Player and Obsess Over Client Success. It is through the development of a strong, committed company culture that we have survived the gamut of economic cycles throughout the course of our firm's history. As is the case with our comprehensive approach to project planning, execution and delivery, the solid and enduring nature of our company is no accident. It's the NEC Advantage "(You Will like our people! We price it right the first time! We get it done on time)!" that earned us the top spot on the list - "2019 Best Places to Work in RI."

NEW ENGLAND DEVELOPMENT

NEW ENGLAND DEVELOPMENT, for nearly forty years, has taken a creative, entrepreneurial approach to real estate development and management—

delivering and sustaining successful projects across a wide range of property types. These projects transform complex challenges into preferred locations, generate long-term value to communities, afford compelling opportunities for local and national businesses,

and offer sought-after experiences to a wide range of consumers. Propelled by a senior management team led by founder and Chairman Stephen R. Karp, Vice Chairman Steven S. Fischman, and President Douglass E. Karp, NED has more than 50 million square feet of retail and commercial space to its credit. New England Development is acclaimed for creating some of the country's most widely recognized and successful regional centers—as well as multifaceted developments that combine retail, residential, hotel, and office uses. Today, NED's robust, national portfolio includes retail centers, outlet centers, street-front retail, airport retail, office / mixed-use developments, a master-planned community, hotels and restaurants, marinas, and golf courses.



PEPPER CONSTRUCTION

partners with clients of all types, bringing their ideas to life through the built world. At Pepper, we believe that every project is a

place – an integral part of the community, often a catalyst for change and always full of potential. The impact these structures have on the people who live, work and play in them reaches far beyond construction, often strengthening the connection between communities and providing a place for every aspect of life. This enduring perspective has led our team of craftsmen and thought leaders in shaping nearly a century of growth – from restoring iconic treasures to creating unique experiences in state-of-the-art destinations. With fourth-generation leadership in place, Pepper serves national clients with comprehensive teams in Chicago, Cincinnati, Columbus, Indianapolis and Milwaukee across a range of markets such as retail, healthcare, education, manufacturing and light industrial, environmental remediation, data centers, entertainment, hospitality and interiors among others. Pepper, recognized as ENR's Top Midwest Contractor in 2019, leads the industry in virtual technologies, lean and high performance construction. Among the firm's recent and current projects are Starbucks Reserve® Roastery in Chicago, IL; The 1060 Project at Wrigley Field in Chicago, IL; The Corners of Brookfield in Brookfield, WI; Circle Center Mall in Indianapolis, IN; Aster Hall at 900 North Michigan Avenue in Chicago, IL; and IKEA projects in Ohio, Indiana and Wisconsin.

rdc.

RDC is an award-winning, full-service architectural firm. With over 40 years of experience, RDC is dedicated to making everyday places extraordinary and celebrating the retail realm as one of the focal points of human interaction.

Our seasoned staff and longevity in the industry informs our approach, bringing seasoned thought leadership to drive retail trends. We comprehensively look at retail, creating places that speak to landlord, tenant and consumers, ultimately developing places where people want to interact and shop. As a full-service architecture practice, we have experience in conceptual design, entitlement, site planning, and all stages of construction documentation and construction administration. Our practice encompasses many different scales, from small store planning to large master plans, and everything in-between.



RYCON CONSTRUCTION, INC. is a premier preconstruction, general contracting and construction management firm with offices in

Pittsburgh, Atlanta, Cleveland, Ft. Lauderdale, and Philadelphia. An ENR Top 400 Contractor, Rycon specializes in new construction, renovations and design-build projects for owners of commercial, industrial, institutional, multi-unit residential and governmental buildings. Rycon's stellar reputation for quality service is built on a solid history of successful projects completed on time and on budget and an unwavering business philosophy that puts customer satisfaction first. The results are return customers and impressive company growth. The company has executed more than \$4 billion of work and currently Rycon's revenue is around \$550 million.

Taubman

TAUBMAN CENTERS, INC., was founded in 1950 by real estate pioneer A. Alfred Taubman. Trained as an architect, Alfred

used design to break down barriers between consumers and merchandise, what he termed "threshold resistance." Alfred believed that shopping should be an experience, not merely a transaction. His innovation and forward-looking retail philosophy remain an integral part of the company's DNA and have become the standard for many shopping centers around the world. Today, Taubman is an S&P MidCap 400 Real Estate Investment Trust engaged in the ownership, management and/or leasing of 26 regional, super-regional and outlet shopping centers in the U.S. and Asia. Taubman's U.S.-owned properties are the most productive in the publicly held U.S. regional mall industry.



**TAYLOR BROS.
CONSTRUCTION CO., INC.**

TAYLOR BROS. CONSTRUCTION CO. INC., established in 1933, this year Taylor Bros. Construction celebrates 86 years in business! Taylor Bros. provides

a wide array of services which include: Construction Management, General Contracting and Self-Perform Work including General Trades and Fixture Installation. Our mission is to provide our customers a positive collaborative experience and always exceed their expectations. Taylor Bros. Construction Co., Inc. is a Corporate Plus Member of the National Minority Supplier Development Council (NMSDC) and a Minority Business Enterprise (MBE). Over the past decade Taylor Bros. has expanded the Retail Division and is currently a National Contractor that effectively executes new store construction and remodels/fixtures of over three million SF per year. For additional information about our services please visit our website at www.tbcci.com.



THE WHITING – TURNER CONTRACTING COMPANY provides construction

management, general contracting and design/build services for ground up and renovation retail projects including open-air centers, big box, anchor stores, lifestyle

centers, mixed-use centers, power centers, retail fit outs, restaurants, and entertainment components nationwide. Founded in 1909 and backed by more than 50 years of industry experience, Whiting-Turner has the expertise to successfully deliver any retail or entertainment endeavor, large and small. With close to 4,000 employees based across the country in our 32 offices, Whiting-Turner provides high-quality construction services aimed at exceeding expectations and delighting the customer from the first contact to final close out. www.whiting-turner.com

tvdsdesign

TVDESIGN, With over Fifty years of innovation and impact. tvsdesign is an award-winning architecture

and design firm headquartered in Atlanta, GA. Since 1968, tvsdesign has delivered unforgettable and collaborative client experiences worldwide. From seeing the full potential in a project, to finding smart solutions to complex design challenges, tvsdesign's process enables its team to enrich lives, empower communities and imagine more for clients. For more than 35 years, tvsdesign has been a leader in the shopping and entertainment industry, setting trends and transforming the shopping experience.



TILTON PACIFIC CONSTRUCTION, INC., (TPC)

is a large general building contractor based in Rocklin, CA, since 1989 with a second office in San Jose, CA. We perform projects throughout the Western states, including California, Nevada, Oregon, Idaho, Utah and Washington.

TPC excels in complex commercial retail construction, site development and grocery,

including new ground-up shopping centers, expansions and second-generation projects. Our approach is simple: We are client driven and seek to develop long-term, lasting relationships! This means providing superior service first by understanding our client's needs, then making sure that we exceed on client expectations. We accomplish this with highly skilled and professional personnel, cutting-edge construction technology, creative ideas and an emphasis on communication and safety. We deliver high-quality projects for a competitive price, on time and within budget. The result is that our many repeat clients keep coming back to TPC. With over 30 years' experience and a bonding capacity up to \$150 million, TPC consistently completes over \$100 million in construction annually. We welcome the opportunity to apply TPC's reputation for "excellence in commercial construction" to your next project.



VCC CONSTRUCTION, since 1987 has consistently served its clients and built a legacy as the #1 retail contractor in the country. Over the decades they have expanded to include 9 offices across the country. Through these years of growth,

VCC has maintained a debt-free, financially conservative philosophy. This approach has kept VCC financially strong, ensuring that they will be there whenever their clients need them. Each and every project team is assembled specifically to suit the client's needs and product type. They are also committed to implementing new technology in the office and in the field. The VCC team is committed building their client's vision smarter, better and more efficiently.



VESTAR, as one of the leading privately held real estate companies in the United States, Phoenix, AZ based, Vestar, acquires, develops and manages shopping and entertainment destinations that are rooted in quality and community. Since its inception in 1989, Vestar has earned a reputation for being at the forefront of trends in development, leasing, management, operations and marketing. Vestar's

current portfolio of retail properties totals over 30 million square feet throughout the Western states.

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WDS CONSTRUCTION, INC., is a national general contractor and construction company based in Wisconsin whose commitment, dedication and years of construction knowledge have given them a wide

variety of market experience. WDS is licensed to build in 48 states and serves the commercial, retail, food, industrial and institutional markets. Started in 2005 by Ben Westra, a fourth-generation contractor, WDS Construction is built on the guiding principles of integrity, quality and customer service.



WOODS CONSTRUCTION INC. is a service-oriented general contractor specializing in retail construction. We have more than 67 years' experience in new construction, renovation and expansion of existing facilities, and fixture installation. We

are licensed and staffed to work anywhere in the U.S. Our turnkey services range from installation of owner-supplied fixtures to complete building expansions and renovations. Our experienced field and office associates understand the critical scheduling and communication requirements of working in an "open for business" retail environment. All Woods Construction associates have the training and expertise to maintain an environment free from hazards, which helps ensure a work site that is safe for all workers, other contractors, site visitors and the general public. We take pride in our progressive and proactive safety culture, and it shows in all facets of our work.

GOLD

ARROWSTREET

ARROWSTREET INC. is Boston-based architecture and design firm that strives to

enhance the quality of the built environment. From complex urban, mixed-use projects to retail, schools, multi-family housing and sustainability, we are progressive, collaborative and fresh in our approach. We apply new technology to our interdisciplinary practice and have embraced virtual and augmented reality to enhance our design practice and client engagement. The firm's honors include awards from across the United States and abroad for leading-edge planning techniques, innovation in sustainability, and design excellence. Our clients include developers, retailers, corporations, life science, academic institutions, public agencies, and various branches of government.



ATWELL, LLC, is a national consulting, engineering, and construction services firm with offices throughout the country

that deliver a broad range of strategic and creative solutions to clients within the real estate and land development industry. Atwell provides comprehensive turnkey services including land planning, landscape architecture, engineering, land surveying, environmental compliance and permitting, and project and program management. With multiple offices throughout the United States and over 700 team members, Atwell has successfully completed the design, permitting, and construction management for thousands of commercial projects, ranging from large- and small-format retail centers to mixed-use developments. Atwell passionately advocates

for its clients with an unmatched drive for better, faster and safer project completions and our success is rooted in our exceptional people, industry diversification, broad range of services and our entrepreneurial, customer-focused spirit.



BAYLEY CONSTRUCTION was founded in 1963 by Robert E. Bayley in Seattle, Washington, with branch offices in Lake

Forest, California and Scottsdale, Arizona. Bayley Construction has earned a well-deserved reputation for excellence in retail construction while serving a diversity of clients on a wide variety of commercial, industrial and institutional projects. Focused on clients and projects up and down the West Coast, Bayley Construction has enjoyed tremendous success in the retail construction marketplace. Recognized both locally and nationally, Bayley Construction earns perennial ranking among Engineering News and Record Top Retail Contractors and Top 400 General Contractors nationally. At Bayley Construction, our mission is client service, which is built upon the personal integrity and dedication of our employees at all levels of the organization to deliver a successful project to our clients.



BENOY We are Benoy, a global family of design specialists committed to delivering world-class solutions for the built environment.

Balancing creative vision with commercial viability, we work with clients to create iconic destinations that enrich people's lives, strengthen communities, enhance nature, and deliver lasting economic value. We specialise principally in master planning, exterior and interior design, using what we call 'creative commerciality' to solve problems and unlock potential. Our aim is to be at the cutting-edge of everything we do and to be profitable and sustainable for all our stakeholders. Unconstrained by sectoral parameters, building formats, head office agendas or egos, we focus on agile, flexible, and experiential design. Design that is tailored to the needs of the people who live in, work in, and use the destinations we create. We partner with our clients, sharing their ambitions, frustrations and success - helping create a lasting legacy through the built environment. We help our clients make profitable real estate decisions and deliver exceptional results. With 25 locations from New England to Texas, Bohler Engineering integrates multiple disciplines of civil engineering to simplify the development process and provide our clients the information they need to make smart decisions. Our core service offerings include site civil engineering, land surveying, land planning and landscape architecture.



BOHLER ENGINEERING, we go above and beyond what is typically expected from a consultant. We take the time to understand our clients'

business and are known for our ability to consistently deliver the highest quality product and services in the industry. Overall, our philosophy is simple: we partner with our clients, listen to their needs and use our technical expertise to go above and beyond to accomplish their development goals. With an emphasis on quality and efficiency, we deliver results, while ensuring a fun and collaborative process for our clients and team.



BUCH CONSTRUCTION is a premier general contractor in the Mid-Atlantic and Northeast with extensive expertise in retail construction. Whether

it's interior build-outs or new base building, renovations and additions or repositioning and re-demising malls and big-box stores, no project is too big, too small, or too complex. We excel at helping our clients maintain "business as usual" by operating in occupied spaces, accommodating foot traffic, and working during off hours. Our customers appreciate the excellence of our work and our ability to swiftly adapt to changes in scope and schedules. Retail clients include Target, Nordstrom, Wells Fargo, Towson Town Center, Potomac Mills, Bloomingdale's, Macy's and Westfield. Buch is a woman-owned family business with a strong commitment to building relationships that last.



CBRE|SKYE GROUP is CBRE's Retail Project Management Division for the Americas. Our staff of over 100 Retail Project Managers open more than

1,000 stores each year. Our past and current landlord/investor clients include Simon, Westfield, Howard Hughes, Ivanhoe Cambridge, Steiner & Associates, Forest City and many others. Our past and current Retailer/Occupier clients include retailers Eataly, Smokey Bones, Barneys New York, Showcase and as well as multi market Program Management clients such as Target, Macy's, Peloton, Sprint, New York & Co., and many others. Skye Group, founded by Brad Sanders in 2000, merged with CBRE in December of 2016 to add this new Line of Business to CBRE's rapidly expanding Global Retail Platform. Practice leaders within CBRE|Skye Group are specialists in Luxury Retail, Outlet Retail, Food & Beverage, Airport Retail, Development/Redevelopment, Tenant Coordination and Program Management.



CDI CONTRACTORS specializes in commercial construction projects for the retail market and offers comprehensive preconstruction and construction services that consistently result in delivery of projects on schedule and on budget – often returning cost savings to owners. Learn more about CDI's capabilities and signature projects at cdi-contractors.com.



CODE CONSULTANTS, INC., (CCI) is an internationally recognized engineering and consulting firm. Founded in 1973, CCI is an industry leader, providing a diverse range of crucial fire protection, life safety, accessibility consultation and fire sprinkler, fire alarm, and low

voltage/information & communications technology (ICT) design services to the built environment. We believe that CCI offers the most comprehensive, individualized services, provided by the industry's most conscientious and experienced professionals. As a single-source consultant for your fire protection, life safety, accessibility and low voltage/ICT needs, CCI offers comprehensive services and

expertise. Our corporate headquarters, located in St. Louis and our regional offices located in Los Angeles and New York, conveniently serve clients located throughout the world. Our clients believe that our centralized service approach offers many benefits, including allowing us to maintain a consistent level of professional quality, technology and expertise that translates into reliable client service. In addition, our centralized locations offer the opportunity for participative management from CCI's principals and administrative personnel all of whom share and demonstrate a vested interest in ensuring each client's satisfaction.



COOPER CARRY

COOPER CARRY'S Retail Studio knows retail architecture is bigger than the box. More than transactional, we see our work as cultural, community-minded, civic and deeply

personal, as we design places that more than ever have become an experiential thread in our everyday lives. From rethinking and reenergizing the monolithic malls and dreary strips of the past, to designing the street-level spectacle of new mixed-use and main street developments, we view retail architecture as the glue that connects us as consumers and as individuals with experiences and energy, movement and magic, creativity and commerce, in new, ever-changing ways. Let us bring our change-inspired, road-tested team of architects, interior designers, landscape architects, planners and graphic designers to your next project.



CR architecture + design, At CR, we combine decades of experience with speed and agility to help bring iconic retail brands to life. For over 25 years, we've influenced the design of thousands of retail projects across the U.S. and

Canada. Along the way, we've developed decades-long relationships with leading retail brands, including Kroger and Walgreens. As we've grown, we've prioritized our ability to remain nimble and responsive and continue to provide both speed and high-quality results. From specialty to department stores and everything in between, we're committed to challenging conventional solutions and seek to create shopping experiences that energize brands and thrill customers.



CSHQA offers fully integrated design including architecture, interior, environmental and experiential design landscape architecture, planning, visioning services and VR applications. We design commercial, retail, mixed-use, and

hospitality projects for clients in all 50 states. Our design studios are passionate about sustainable, energy efficient design and creating inviting, healthy and enduring spaces. We emphasize a collaborative, user-centric design process to create environments that attract and delight, extend the owner's vision and brand into physical space, and deliver superior technical performance.



CUSHING TERRELL ARCHITECTS ENGINEERS was founded in 1938 by architects Ralph Cushing and Everett Terrell. Ralph and Everett acted on the belief that integrating architecture, engineering, and

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design opened the doors for deepened relationships and enhanced creativity: a belief that formed the beginning of our design practice and still defines us today. Driven by empathy, our team works together to design systems and spaces that help people live their best lives, achieve their visions, and enjoy healthy, sustainable built environments. After all, our mission is to invent a better way of living. For more information about Cushing Terrell and our mission to forever improve, visit cushingterrell.com.



DMA manages commercial real estate projects to achieve top performance for owners and investors. We're predictable—in a good way. Our project teams deliver predictable outcomes that help our clients achieve the exceptional. We've built a reputation for meeting or beating cost and quality goals. Every project receives personal attention at DMA. We cater to clients who expect a high level of service, and we care about their satisfaction. Being former owners ourselves, we understand the importance of creating trust on all sides. We lead designers, builders and other experts toward an integrated vision. We bring deep experience, collaborative skill and financial discipline to the process. Our services have supported the successful openings of large-scale, mixed-use developments and singular venues. We work wherever our clients need us, with an enthusiasm that shows in our results.



For nearly four decades, **E & S** has provided innovative engineering consultation and progressive construction management services to our clients across many markets for New Construction, Renovations, and Expansions. E & S specializes in: HVAC Systems, Electrical Systems, Building Automation Systems, Hydronic Piping, Plumbing Systems, Green Sustainable Solutions and Central Plants.

E & S' services include condition assessment, energy consulting, peer review, value engineering, capital planning, turn-key project management, and more. E & S is committed to creating value for our clients by providing responsive, cost effective, and trusted solutions with an emphasis on innovation and quality. Ultimately, we enjoy what we do and strive to build and nurture long-lasting relationships with our most valued asset, our customer.



EDC was founded in 1990 with the objective of providing high-quality, client-focused construction management services. Shortly thereafter, EDC was awarded the ongoing development and construction management of a premiere office and research park in southwestern Virginia that now houses over 1 million square feet in more than 25 buildings.

Our work there continues today. That early project award, which launched dozens of structures, proves that our company mantra "Build Well" extends far beyond anything we physically construct. Perhaps more importantly, it underscores our commitment to building long-term relationships. Without fostering solid partnerships with our loyal clientele, we would not have earned nearly 30 years of shared successes. Much of our work is repeat business, more than 60% of which is negotiated – a testament to our clients' trust in our ability. Our team members are valued second only to our clients. We are more than 60 people strong, and over 25 employees have ownership stakes in the firm. Our company shareholders include

leadership, project managers, superintendents, estimators, and administrative personnel. Pride of ownership drives our desire to focus on our clients' needs. EDC has grown to become one of the most respected construction companies in the country, and our geographic reach now covers the entire United States. From our start with office and R&D projects, our portfolio today showcases our diversity of expertise in retail development and redevelopment, grocery, theaters, recreation/wellness, self-storage, mixed use, higher education, senior living, and multi-family. Nationally, we are consistently ranked as a Top 20 construction firm, and we have put in place over 25 million square feet with an annual project value well in excess of \$100 million. Whether your next project means people will be able to live, work, play, or shop, let EDC show you how we can build well – with you.



FEDERAL REALTY INVESTMENT TRUST is a recognized leader in the ownership, operation and redevelopment of high-quality retail based properties located

primarily in major coastal markets from Washington, D.C. to Boston as well as San Francisco and Los Angeles. Founded in 1962, Federal Realty's mission is to deliver long term, sustainable growth through investing in densely populated, affluent communities where retail demand exceeds supply. Its expertise includes creating urban, mixed-use neighborhoods like Santana Row in San Jose, California, Pike & Rose in North Bethesda, Maryland and Assembly Row in Somerville, Massachusetts. These unique and vibrant environments that combine shopping, dining, living and working provide a destination experience valued by their respective communities. Federal Realty's 105 properties include approximately 3,000 tenants, in approximately 24 million square feet, and over 2,600 residential units. Federal Realty has increased its quarterly dividends to its shareholders for 51 consecutive years, the longest record in the REIT industry. Federal Realty is an S&P 500 index member and its shares are traded on the NYSE under the symbol FRT. For additional information about Federal Realty and its properties, visit www.FederalRealty.com.



GH+A DESIGN STUDIO, since 1985, has evolved into one of North America's leading retail design firms with an expansive portfolio that has garnered the attention of the international design community. From our Canadian and

American concept-driven studios, we create dynamic shopping environments including stores, food destinations, shopping centers, and commercial mixed-use properties. Behind all the spaces we create is a carefully considered strategy that yields outstanding results for retailers and developers alike.



KBE BUILDING CORPORATION since 1959 has been building the places and spaces where people shop, live, work, play, learn, eat, and more throughout the Northeast

and MidAtlantic U.S. Today, KBE's retail portfolio encompasses hundreds of retail stores, hotels, and entertainment venues totaling more than 36 million sf with a construction value of over 3.3 billion dollars! We have also constructed senior living communities (\$1 billion), higher education and K-12 facilities (\$2.6 billion), along with corporate, military, healthcare, and other project types. KBE Building Corporation is one of the KBE Companies, which also includes New Valley Construction, LLC, working with clients in the Western US, and KBE-NY, LLC working with clients in metropolitan NY and NJ. Through this affiliation of full-service construction firms and our staff of 200+ construction professionals, we are able to serve clients throughout the U.S.



KIMLEY-HORN has a passion for bringing new life into existing retail centers and has done more retail work than any other civil engineering firm in the country—ranked #1 in 2019

by Engineering News-Record. We know what it takes to successfully deliver services required for an expansion and remodel of a retail development. With a long history of successful retail projects, Kimley-Horn will efficiently assist and provide the right design solutions. As a national, full-service engineering consulting firm with more than 4,000 employees in 90-plus offices, Kimley-Horn solves complex design and planning issues for private and public-sector clients across the country, and we provide comprehensive engineering services, including land development, transportation and traffic engineering, master planning, structures, roadway design, sustainability, environmental, water/wastewater, aviation, complete streets, renewable energy, and infrastructure improvements. Founded in 1967, our long history of successful projects—efficiently managed from inception through facility dedication—is your assurance that Kimley-Horn will provide the right design solutions and be your partner throughout the development process.



KLH ENGINEERS, PSC, is a nationally ranked mechanical, electrical, plumbing and technology engineering firm. KLH leverages BIM and in-house technologies to deliver

innovative and value-driven solutions for its retail clients. As one of the most experienced retail MEP studios in the United States, KLH is accustomed to working on projects that range from highly complex flagship projects to high-volume roll-out accounts. The firm's work with national retailers includes prototype development, pre-leasing building surveys, feasibility studies, energy modeling, engineering design services, field services and commissioning for renovations and new construction. Through innovation and technology, KLH is providing a high level of service and quality while accelerating the speed to market. KLH is licensed in all 50 states, the District of Columbia and Puerto Rico. Learn more at www.klhengrs.com.



Founded in 1991, **KTGY ARCHITECTURE + PLANNING** is a leading international full-service firm dedicated to home and the mix of uses that create community. KTGY produces imaginative, experiential and dynamic retail destinations where people come to shop, live and interact. Whether a destination lifestyle center or stand-alone boutique, KTGY listens and then works collaboratively with stakeholders to provide superior solutions of immediate and

lasting value. Resulting in expert client counsel and design achievement from entitlement feasibility to grand opening. Our retail clients benefit from a full spectrum of design and planning services that drive traffic and boost sales. KTGY's solutions respect and define corporate brands and contribute to the character of every community. KTGY's architects and planners combine big picture opportunities, leading-edge sustainable practices and impeccable design standards to create memorable destinations of enduring value. KTGY serves clients worldwide from offices located in Chicago, Denver, Irvine, Los Angeles, Oakland, Pune and Tysons. Call 888.456.KTGY or visit www.ktgy.com.



MITSUBISHI ELECTRIC US, INC., Elevator and Escalator Division headquartered in Cypress, California, sells, installs, modernizes and services elevators and escalators. The division is recognized as an industry leader in

product quality, reliability, and preventive maintenance programs. "Quality in Motion™" is inherent in the division's best-in-class products and people. Mitsubishi Electric Elevators & Escalators' products differentiate themselves through the smooth ride, leading edge technology and unmatched reliability. The commitment continues over the life of the product through the division's intensive service program that maximizes uptime of vertical transportation. Mitsubishi Electric Elevators & Escalators has offices in California, Washington, Nevada, Hawaii, Texas, Illinois, Florida, Boston and the Washington, DC, area. Additional information is available at www.MitsubishiElevator.com. Mitsubishi Electric Elevators is also on LinkedIn, Facebook, Instagram and Twitter.



PREIT (NYSE: PEI) is a publicly traded real estate investment trust that owns and manages quality properties in compelling markets. PREIT's robust portfolio of carefully curated retail and

lifestyle offerings mixed with destination dining and entertainment experiences are located primarily in the densely populated eastern U.S. with concentrations in the mid-Atlantic's top MSAs. Since 2012, the Company has driven a transformation guided by an emphasis on portfolio quality and balance sheet strength driven by disciplined capital expenditures. Additional information is available at www.preit.com.



R&O CONSTRUCTION

R&O CONSTRUCTION founded 39 years ago, is an ENR "Top 300" national contractor. Our team focuses on client satisfaction and works to develop long-lasting relationships based on quality, commitment, value and results. We build long term relationships, not one-time projects, and we are proud to be able to say that our first client 39 years ago, is still a client, today. **FAST FACTS:** Bonding capacities: \$180,000,000 single project and \$300,000,000 aggregate, .79 EMR rating, 170 full time employees; 89 have tenure of 10 years or more, LEED AP & GA staff and 20+ LEED projects. **WHAT DOES IT MEAN TO BE BIG ENOUGH?** Being Big Enough means that we care as much about the small job as we do about the large one. It means that even as our company grows, we have a commitment to being accessible to our clients. It means that each of our employees matter and are not just a number. It means that when a large and complex project comes out

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that we feel is a good fit for our company, that we can win it. It means that everyone matters in every position and at every level. It means that we are still small enough to stay focused on the importance of the client and be consistent in our approach, while big enough to take care of the needs on any project in the areas we work.



SACHSE CONSTRUCTION is a premier national commercial construction firm recognized as one of the most trusted and

respected construction partners in North America. Founded in 1991 and headquartered in Detroit, Sachse Construction has built millions of square feet in new construction and renovations spanning the retail, food service, commercial, multifamily, and institutional sectors. Sachse Construction has managed the tenant coordination and landlord work of malls such as Beverly Center in Beverly Hills, California, International Market Place in Honolulu, Hawaii, and Downtown Commons, in Sacramento, California, and tenant coordination work at the Mall at Green Hills in Nashville, Tennessee. Sachse Construction is also the general contractor for several retail clients including Warby Parker, Amazon Books, Williams-Sonoma, Inc., Lacoste, Tory Burch, and Jimmy Choo. Sachse Construction also has a program management division, who has coordinated over five million square feet of concurrent reconstruction work at malls affected by Hurricane Maria. Sachse Construction's signature asset is its unmatched reputation of integrity, quality, and reliability. The company has earned that reputation over the last 28 years building projects, building relationships, and building trust with clients, architects, and trade partners.



SCHNACKEL ENGINEERS, INC. is a Mechanical, Electrical, Plumbing, Fire Protection and Information Technology consulting firm licensed

throughout the U.S., Canada, Puerto Rico and Guam. With offices in New York, Omaha, Los Angeles, Seattle and Honolulu, Schnackel Engineers is an industry leader in providing efficient, innovative and cost effective MEP/FP/IT services to the retail, shopping center and mixed-use development market sectors. Schnackel has designed millions of square feet of commercial and retail property on over 20,000 projects to date. Schnackel Engineers has developed a revolutionary new tool for the MEP industry called AEA Integration. AEA Integration is a proprietary new design process involving the use of sophisticated Artificial Intelligence software applied to MEP engineering. AEA Integration significantly reduces the time and construction costs associated with MEP distribution systems. AEA produces more accurate drawings, in less time, with inherently more sustainable results, than is possible with conventional human designed systems. AEA Integration represents a paradigm shift in the way that MEP systems can be optimized for today's fast paced, capital conscious construction environment.



SERITAGE GROWTH PROPERTIES is a publicly traded, self-administered and self-managed REIT with 198 wholly owned properties and 27 joint

venture properties totaling approximately 35.6 million square feet of space across 46 states and Puerto Rico. The Company was formed to unlock the underlying real estate value of a high-quality retail portfolio it acquired from Sears Holdings in July 2015. Pursuant to a master lease, the Company has the right to recapture certain space

from the successor to Sears Holdings for re-tenanting or redevelopment purposes. The Company's mission is to create and own revitalized shopping, dining, entertainment and mixed-use destinations that provide enriched experiences for consumers and local communities and create long-term value for our shareholders.



VHB, for 40 years, has partnered with leading developers and retailers to create some of the most successful and exciting retail venues in the country. From regional malls to lifestyle centers to mixed-use "live, work and play"

environments, we work with our clients to transform their centers into vibrant destinations while unlocking the value of a real estate asset. At VHB, we understand that our clients' highest priority is getting doors open for business. They rely on our team to navigate today's dynamic, fast-paced real estate market and regulatory arena. We are more than just great engineers. As a local team, we understand the full gamut of a project and we work to maximize the development program, secure permits, address traffic and access issues, and develop community spaces that add value and create a great retail and entertainment experience. To learn more, contact Joe Kolb, Retail Practice Leader, at jkolb@vhb.com.



WLS LIGHTING SYSTEMS,

established in 1969, began as a family owned and operated steel pole manufacturer. In 1993, Dean Pritchard officially rebranded the

company as a full-service commercial lighting systems manufacturer and designer. Over 20 years and 6,500 shopping centers later, WLS is still family owned and growing every day. WLS Lighting Systems has been in the lighting industry for over 50 years and continues to be a leader in lighting. WLS works directly with owners, retailers, architects, consultants, contractors, and other strategic partners. WLS strives to be on the cutting edge of design and technology developing products like netLiNK, a revolutionary wireless control system. WLS is helping to lead our industry's desire to be more energy efficient with products like netLiNK wireless controls, LED lighting solutions, lighting automation, and provide affordable retrofit financing programs. As WLS and the lighting industry continue to develop new affordable energy efficient technologies, WLS Lighting Systems will continue to be a leader and crucial source for your lighting design and budgeting needs.



WOOLPERT is the fastest growing architecture, engineering and geospatial (AEG) firm in the country, delivering value to clients in all 50 states and around the world by strategically blending

innovative design and engineering excellence with leading-edge technology and geospatial applications. With a dynamic research and development department, Woolpert works with inventive business partners such as Google and Esri; operates a fleet of planes, sensors and unmanned aircraft systems (UAS); and continually pushes industry boundaries by working with advanced water technologies, asset management, building information

modeling (BIM) and sustainable design. The firm, which is 95th among ENR's Top 500 Design Firms, supports a mission to help its clients progress and become more progressive. For over 100 years and with 28 offices across the U.S., Woolpert serves federal, state and local governments; private and public companies and universities; energy and transportation departments; and the U.S. Armed Forces. For more information, visit woolpert.com or call 937-531-1258.



SILVER



HOBBS + BLACK
ARCHITECTS



GOLF

PLATINUM



GRAY is a nationally ranked construction, architecture and engineering firm providing design-build services to customers in our core markets of retail, commercial, industrial and distribution. We are a family and employee-owned business with more than five decades of surpassing the expectations of our retail customers while improving the communities in which we work. Gray has constructed over 40 million square feet of retail facilities across the country and consistently ranks as one of the Top Retail Contractors in the United States. For more information about Gray and our services, please visit www.gray.com.



HOAR CONSTRUCTION is one of the nation's premier retail contractors. We have a passion for building and with over 78 years in the industry and more than 125 million square feet of retail construction experience, we do it better than anyone else. We know capital projects require lots of investment – of money, time, and resources. We consider clients our partners, and we collaborate to understand their strategy. We get how investment impacts an organization and we work hard to maximize value. We run every project like a business, meticulously planning safety, quality, constructability, schedule and cost to manage our partners' risk. We use new technologies and lean techniques to benefit our clients and their projects. Our philosophy is simple – operate as a partner, focus on details to manage risk, maximize value, and keep commitments.



RETAIL CONSTRUCTION SERVICES, INC. (RCS) is a nationally recognized general contractor and construction manager claiming history to over 35,000 completed projects throughout all 50 States, Canada (exception of Quebec), Puerto Rico, and the US Virgin Islands. Since our founding in 1984, RCS has specialized in retail construction and has gradually developed an expertise operating in industries such as golf clubhouses, financial institutions, healthcare, and other commercial environments. Among the teams of vendors and suppliers our clients work with, we understand the seriousness of our role in turning their vision into a reality – going beyond the bricks and mortar to create environments where people choose to work, shop and live. Your vision is to create a destination. Our end destination is to create your vision. When sharing this truth, we build with innovation, passion, and a demand to impress.

GOLD



Established in 1978, **CSI Construction** is a general contractor providing general contracting, construction management and design-build services. With four office locations across the west, we specialize in constructing retail, grocery, multifamily, hospitality, senior housing, theater, office, recreation, medical and industrial facilities. Over the last 40 years, we have constructed nearly 50 million square feet of projects in over 20 states. We are proud that nearly 90% of our business comes from repeat clients.



We started as a retail consulting group in 1992. Clearly, our clients required more, and in 1995 construction became an important part of our business. **HDG** has the unique ability to adapt to the specialized needs of each client and deliver a project from concept to completion. HDG has evolved into three departments: Architecture, Interior Design and Construction. As we look to the future, our success continues to come from partnerships with our client and our ability to be absolutely candid. This is a serious process, but it can be fun. We keep a perfect balance between the two.



Founded in 1972 by **ERNIE LOBERG** and now led by his son, John, the family name has a reputation for building excellence. Our team is committed to building relationships with our clients and partners, building careers for our employees, and building a foundation for lasting impact in the communities that we serve. For over 45 years, we've strengthened our professional network and honed our craft as builders. We partner with construction, real estate, finance, and legal professionals who share our values of loyalty, honesty, and hard work. These values harvest lasting relationships that enable our company to operate in 24 states across the nation. With hundreds of square feet built per year, we specialize in ground-up, renovation, repair, and tenant build-out projects.

The North America Design & Development Awards honor and recognize the premier design and development trends of retail projects, new developments, renovation and expansion projects, and retail store design within the United States and Canada. The winners will be announced during the North America Design & Development Awards presentation, which will take place in the **Grand Ballroom** on Thursday, December 5, at 4:45 pm.

RENOVATIONS/EXPANSIONS

Retail Projects under 150,000 square feet of total retail space

Los Angeles International Airport (LAX) Terminal 1 Los Angeles, California

Total Retail Space: 24,000 sq. ft.
Number of Retail Stores: 23

Development Company: Unibail-Rodamco-Westfield Airports, LLC (URW Airports)
Owner: Los Angeles World Airports
Design Architect: PGAL (base-building architect); URW (commercial fit-out)
Production/Executive Architect: Corgan



Retail projects between 150,001 and 500,000 square feet of total retail space

The Block Northway Pittsburgh, Pennsylvania

Total Retail Space: 354,400 sq. ft.
Number of Retail Stores: 40

Development Company/Owner: LRC Realty
Architects: CUPKOVIC Architecture



Retail Projects over 500,000 square feet of total retail space

Eastridge Center San Jose, California

Total Retail Space: 1,372,545 sq. ft.
Number of Retail Stores: 109

Development Company/Owner: Pacific Retail Capital Partners
Architects: Gensler



King of Prussia King of Prussia, Pennsylvania

Total Retail Space: 2,524,445 sq. ft.
Number of Retail Stores: 328

Development Company/Owner: Simon
Design Architects: CallisonRTKL
Production/Executive Architects: CallisonRTKL/MAI (McGillin Architecture Inc.)



Rosedale Center Roseville, Minnesota

Total Retail Space: 1,242,238 sq. ft.
Number of Retail Stores: 100

Development Company: JLL
Owner: PPF RTL Rosedale Shopping Center LLC
Architects: CallisonRTKL



Westfield Century City Century City, California

Total Retail Space: 1,369,160 sq. ft.
Number of Retail Stores: 223

Development Company/Owner: URW
Design Architects: URW Design / Kelly Wearstler
Production/Executive Architects: Gensler



Mixed-Use Projects

ONE60 ELGIN | Tour Bell Tower Ottawa, Ontario, Canada

Total Retail Space: 43,594 sq. ft.
Number of Retail Stores: 24

Development Company/Owner: H&R REIT
Architects: Petroff Partnership Architects



NEW DEVELOPMENTS

Retail projects between 150,001 and
500,000 square feet of total retail space

The Market at Springwoods Village Spring, Texas

Total Retail Space: 167,199 sq. ft.
Number of Retail Stores: 28

Development Company/Owner: Regency Centers
Design Architects: Boucher Design Group
Production/Executive Architects: Gensler



Outlet Collection Winnipeg Winnipeg, Manitoba, Canada

Total Retail Space: 406,000 sq. ft.
Number of Retail Stores: 98

Development Company: Ivanhoé Cambridge
Owner: Ivanhoé Cambridge, Forster Harvard
Development Corporation
Design Architects: 505Design, Inc.
Production/Executive Architects: Stantec Architecture Ltd



Mixed-Use Projects

The Battery Atlanta Atlanta, Georgia

Total Retail Space: 500,000 sq. ft.
Number of Retail Stores: 40

Development Company: Braves Development
Company, LLC
Owner: Atlanta Braves
Architects: NELSON Worldwide



Lincoln Square Philadelphia, Pennsylvania

Total Retail Space: 101,226 sq. ft.
Number of Retail Stores: 9

Development Company/Owner: Kimco Realty
Architects: BLT Architects



The Summit at Fritz Farm Lexington, Kentucky

Total Retail Space: 290,493 sq. ft.
Number of Retail Stores: 64

Development Company: Bayer Properties
Owner: Sarofim Realty Advisors, Bayer Properties
Architects: Shook Kelley, Inc. and CMH Architects



Pinecrest Orange Village, Ohio

Total Retail Space: 370,000 sq. ft.
Number of Retail Stores: 67

Development Company/Owner: Pinecrest Project Partners, LLC
Design Architects: CallisonRTKL, RDL Architects (Design – Pinstripes building), Myers + Associates Architects (Design – AC Hotel)
Production/Executive Architects: CallisonRTKL, RDL Architects (AOR – Pinstripes building)



RETAIL STORE DESIGN

Kiosks and Carts

She Village Seaport District Boston, Massachusetts

Type of Merchandise: General Merchandise
Company: Varies by WS Development
Architects: nArchitects
Designers: WS Development
General Contractors: NRB & JMA



The Shops at Clearfork Fort Worth, Texas

Total Retail Space: 473,769 sq. ft.
Number of Retail Stores: 66

Development Company/Owner: Cassco Development Co./Simon
Architects: Nelsen Partners, Inc.



Restaurants

Angeline's Restaurant and Merchant & Trade Rooftop Bar Kimpton Tryon Park Hotel Charlotte, North Carolina

Type of Merchandise: Restaurant
Company: Kimpton Hotels Brand, A Division of IHG
Architects: Cooper Carry
Designers: The Johnson Studio at Cooper Carry
General Contractors: Balfour Beatty Construction



Dandelion Chocolate Factory San Francisco, California

Type of Merchandise: Restaurant
Company: Dandelion Chocolate
Architects/Designers: Gensler
General Contractors: Terra Nova Industries



Del Frisco's Double Eagle Steakhouse Olive & McKinney Building Dallas, Texas

Type of Merchandise: Restaurant
Company: McKinney & Olive
Architects/Designers: The Johnson Studio at Cooper Carry
General Contractors: RCC Associates, Inc.



South City Kitchen Avalon Avalon Alpharetta, Georgia

Type of Merchandise: Restaurant
Company: North American Properties (NAP)/
 Fifth Group Restaurants
Architects/Designers: The Johnson Studio at Cooper Carry
General Contractors: Brasfield & Gorrie



Vino Volo Dulles International Airport Dulles, Virginia

Type of Merchandise: Restaurant
Company: Vino Volo
Architects/Designers: Field Paoli Architects
General Contractors: Teel Construction



Stores less than 1,000 sq. ft. in area

Health One Medical and Wellness Centre Toronto, Ontario, Canada

Type of Merchandise: General Merchandise
Company: Health One
Architects: Mehboob Bangash Architects
Designers: GH+A design studios



MeUndies Westfield Century City Century City, California

Type of Merchandise: Apparel
Company: MeUndies
Architects/Designers: Gensler
General Contractors: Alain Hirsch Construction Corporation



Stores between 2,501 and 5,000 sq. ft. in area

Common Citizen Flint, Michigan

Type of Merchandise: General Merchandise
Company: MPM Companies
Architects: Design Team+
Designers: GH+A design studios
General Contractors: Common Citizen & Common C Properties



Stores between 5,001 and 10,000 sq. ft. in area

Hershey's Chocolate World Times Square New York City, New York

Type of Merchandise: General Merchandise
Company: Hershey's
Architects/Designers: NELSON Worldwide
General Contractors: Schimenti Construction Company



Stores in excess of 10,001 sq. ft. in area

American Girl Rockefeller Plaza New York City, New York

Type of Merchandise: Toys/Hobby
Company: American Girl
Architects: NELSON Worldwide
General Contractors: Englewood Construction, Inc.



Bergdorf Goodman - Ground Floor Renovation New York City, New York

Type of Merchandise: Apparel
Company: Bergdorf Goodman
General Contractors: Shawmut Design and Construction



The Container Next Generation Store Lincoln Park Shopping Center Dallas, Texas

Type of Merchandise: Furniture and Furnishing
Company: The Container Store
Architects/Designers: NELSON Worldwide
General Contractors: Graycor Construction Company, Inc.



Hudson's Bay Brossard Champlain Mall Brossard, Québec, Canada

Type of Merchandise: General Merchandise
Company: Hudson's Bay Company
Architects: Sikorski Labelle Architects
Designers: GH+A Design Studios
General Contractors: Axxys Construction Group



Nordstrom NYC Men's Store New York City, New York

Type of Merchandise: Apparel

Company: Nordstrom

Architects/Designers: Nordstrom Store Design, in collaboration with: James Carpenter Design Associates (Architectural Designer); CallisonRTKL (Architect of Record, Interior Designer)

General Contractors: Steadfast Development



Nordstrom Westfield Century City Century City, California

Type of Merchandise: Apparel

Company: Nordstrom

Architects/Designers: Nordstrom Store Design in collaboration with CallisonRTKL

General Contractors: Pacific National Group



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