

Navy Pier | Chicago, IL October 16 – 17, 2019 #ICSC



# WHAT'S NEXT

REDEFINING THE RETAIL EXPERIENCE

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Join Our Specialty F&B Expert and Program Presenter Phil Colicchio for Small Bites: New Restaurant Concepts Thursday, October 17th | 9:15am







#### **WEDNESDAY, OCTOBER 16**

#### Registration

7:30 am – 6:30 pm » Exhibit Hall

#### **Breakfast and Networking**

8:30 - 9:00 am

» Exhibit Hall Show Floor

#### **Chicagoland Retail Connection**

9:00 - 10:00 am

» Exhibit Hall Session Theater

Hear directly from retailers pitching their expansion plans in the Midwest. Pick-up the informational packet for the list of participants.

#### **Deal Making and Retailer Central**

10:00 am - 5:00 pm

» Exhibit Hall Show Floor

#### **Professional Development Workshop**

10:15 - 11:15 am

» Exhibit Hall Session Theater

#### How to Craft Restaurant Deals

Learn the fundamentals of food operations and key restaurant deal components.

#### INSTRUCTOR



Joe Grody
Executive Vice President

Cornerstone Commercial Real Estate

#### Professional Development Workshop\*

11:15 am - 12:15 pm

» Exhibit Hall Session Theater

### Strategies for Emerging Mixed-Use Developments CM | 1

Examine the challenges and opportunities in redeveloping existing retail properties into mixed-use developments.

#### INSTRUCTOR



Sarah Wicker Kimes Principal, Retail Strategy Perkins & Will



**David Sheldon** Associate Principal Perkins & Will

#### Lunch Served

12:00 - 1:00 pm

» Exhibit Hall Show Floor

No lunch service after 1:00 pm.

#### Keynote

1:00 - 1:45 pm

» Exhibit Hall Session Theater

#### A Chef's Take: What Landlords and Brokers Should Know

Straight from the chef's mouth, learn what factors impact a restaurateur like Fabio Viviani's thinking when it comes to location, lease terms and more.

#### SPEAKER



Fabio Viviani Celebrity Chef & Hospitality Developer Fabio Viviani Hospitality Restaurant Group

## Inside the Growth of Chicago's Industrial Sector\* CM 1.5

2:30 - 3:00 pm

» Exhibit Hall Session Theater

With eCommerce changing the way we purchase and consume goods, demand for industrial property, specifically distribution space, has never been greater in Chicago. Chris Zubel, who leads the industrial team for CBRE, will offer a look at the future of this category and the opportunities within it.

#### **SPEAKER**



Chris Zubel Senior Managing Director Investor Leader, Chicago CBRE



\*AICP members can earn Certification Maintenance (CM) credits for this activity. When CM credits are available, they are noted at the end of an activity description. More information about AICP's CM program can be found at www.planning.org/cm.

WEDNESDAY, OCTOBER 16 Continued

How Brokers Can Leverage
Public-Private Partnerships\* CM 1.5

3:00 - 3:30 pm

» Exhibit Hall Session Theater

A panel of top regional economic development leaders speak to hot-button P3 issues of 2019, as well as answer the most frequently asked questions they get from the broker community.

#### **MODERATOR**



Peggy Blanchard Economic Development Consultant GovTempsUSA

#### **SPEAKERS**



Trevor Dick
Director of Development
Strategy & Facilitation
City of Aurora



Matt Frank
ICSC Illinois P3 Public Co-Chair
Director of Economic Development
Village of Schaumburg



Christine Jeffries President Naperville Development Partnership

#### The Co-Living Concept

3:30 - 4:00 pm

» Exhibit Hall Session Theater

While co-working has already taken off, its sister approach, co-living, is still gaining ground. Connect with the companies that are bringing co-living, along with all its triumphs, challenges, and of course, retail opportunities, to the Midwest.

#### MODERATOR



Andy Ahitow Co-Founder City Pads, LLC

#### **SPEAKERS**



Sandy Albert
Senior Real Estate Director
Common



Chris Bledsoe Co-Founder & CEO Ollie

#### Member-Hosted Reception

5:00 - 6:30 pm

» Lakeview Terrace

Relax and unwind with your peers after a full day of programming and deal making. Enjoy a taste of Chicago's most beloved dishes (think pizzas, hot dogs and rainbow cones) curated by James Beard Award-winning food writer, Steve Dolinsky, who will also be on-hand to sign copies of his latest book, *Pizza City, USA: 101 Reasons Why Chicago is America's Greatest Pizza Town*.

#### **ICSC PAC Networking Reception**

6:30 - 8:00 pm

Join ICSC PAC, connect with colleagues and enjoy the view of Lake Michigan, the city skyline and the John Hancock building.

#### The Mid-America Club

200 East Randolph Drive, 80th Floor, Chicago

Pre-registration and contribution required to attend.

#### THURSDAY, OCTOBER 17

#### Registration

7:30 am - 12:30 pm

» Exhibit Hall

#### **Breakfast**

8:00 - 8:30 am

» Exhibit Hall Show Floor

#### Keynote

8:30 - 9:15 am

» Exhibit Hall Session Theater

#### Inside Boka Restaurant Group

To kick off our day of F&B-focused programming, Boka Restaurant Group co-founder, Rob Katz, and members of his team will take you inside their restaurant strategy from location to design and beyond.

#### MODERATOR



Chandra Ram Editor Plate Magazine

#### **SPEAKERS**



Karen Herold Principal Studio K Creative



**Rob Katz** Co-Founder Boka Restaurant Group



Giuseppe Tentori Chef & Partner GT Prime and GT Fish & Oyster

Deal Making 9:00 am – 12:30 pm » Exhibit Hall Show Floor

Small Bites: New Restaurant Concepts 9:15 – 10:00 am

#### » Exhibit Hall Session Theater

Meet up-and-coming restaurateurs minipitching their new dining concepts and strategic growth plans.

HOSTED BY



Philip Colicchio
Executive Managing Director
Colicchio Consulting, a Division of
Cushman & Wakefield



Steve Dolinsky Food Reporter ABC 7 – Chicago

FEATURED RESTAURATEURS



**Craig Bell** Founder Big Hatt BBQ



**Taylor Bischof**Founder
Brekkie and Bake Shop



Jared Leonard Founder Stone Soup Collective



Nicole Nassif CEO Imee's Kitchen



Kevin Sbraga Founder Sonny & Sons

#### From Automation to Ghost Kitchens, Understanding the Trends Reshaping F&B

10:00 - 10:45 am

#### » Exhibit Hall Session Theater

With new technologies and evolving consumer behavior, the way restaurants make food is changing. How does that impact what they look for, and look like, in brick-and-mortar? Hear from leaders behind innovative concepts.

#### MODERATOR



Steve Dolinsky Food Reporter ABC 7 – Chicago

#### **SPEAKERS**



**Taeyun Kim** Head of Development Wow Bao



Mike LaVitola Co-Founder & CEO Foxtrot Ventures



Meredith Sandland COO Kitchen United

### The Case for Local Grocery Stores and How to Save Them

10:45 - 11:30 am

#### » Exhibit Hall Session Theater

Food in America is increasingly channeled through a handful of companies (think Amazon, WalMart and FreshDirect), but there's a lot to lose if traditional neighborhood supermarkets go under. In this session, learn about one architect's and one retailer's experiment to save local aroceries, including right here in Illinois.

(This session is based on Joe Fassler's feature in The New Food Economy titled "The Man Who's Going to Save Your Local Grocery Store." Read it online at www.newfoodeconomy.org)

#### MODERATOR



Joe Fassler Deputy Editor The New Food Economy

#### **SPEAKERS**



Kevin Kelley, AIA Co-Founder & Principal Shook Kelley



Rich Niemann, Jr. President & CEO Niemann Foods

THURSDAY, OCTOBER 17 Continued

# How Experience Fuels These Restaurants' Growth

11:30 am - 12:15 pm

» Exhibit Hall Session Theater

These fast-growing restaurant concepts are each known for their unique offering and experience, from a membership-based wine club to a social gaming atmosphere. Learn how a focus on hospitality and connection has fueled each brand's success and their ambitions for the future.

#### **SPEAKERS**



Will Donaldson Founder & CEO Politan Row



Tim McEnery Founder & CEO Cooper's Hawk



Robert Thompson Founder & CEO Punch Bowl Social

#### Chicago Retail Tour

12:30 - 4:00 pm

» Buses will depart and return to Navy Pier – East Entrance 2, Lobby 3

Transportation and lunch will be provided for this insider's tour of two of Chicago's most compelling retail destinations. Stops along the tour include:

Addison & Clark: Located directly across from Wrigley Field, this 150,000-square foot retail, dining and entertainment destination by Bucksbaum Properties features anchor tenants like Lucky Strike Social, UFC Gym and a one-of-a-kind Harley-Davidson experiential showroom.

Lincoln Common: Developed by Hines and McCaffery, this mixed-use property features more than 100,000-square feet of world-class retail, dining and fitness experiences, along with luxury apartments, office space, senior living and more.

Pre-registration is required.

Program information current as of October 7, 2019. Session times and speakers are subject to change.



SUNDAY May 17 - TUESDAY May 19, 2020

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Warren Terrace, ICSC Central Division P3 Private Chair, First Commercial Realty & Development Co., Inc.

Jim Pye, ICSC Central Division Retail Chair, Famous Footwear

Dustin Marks, ICSC Central Division Next Generation Chair, Anchor Associates

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Peggy Hart, ICSC Illinois Retail Chair, Chipotle

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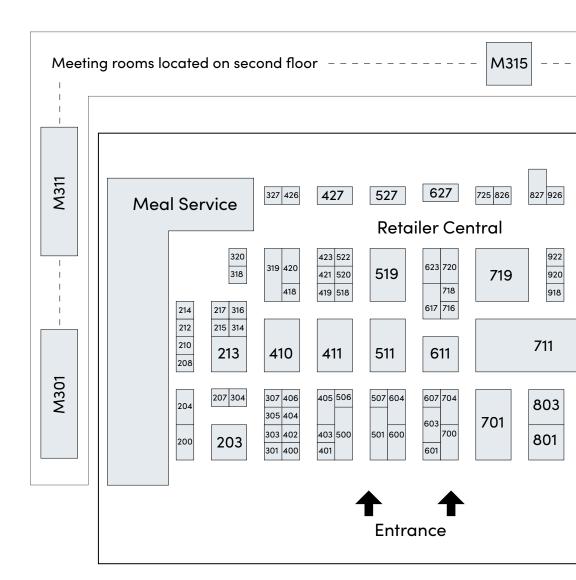


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ECHO RETAIL THANK THANK ON DEPRESENTATION





M318 1027 1126 1127 1226 1227 1326 1329 1426 1427 1526 927 1026 **Retailer Central** Session Theater 1121 1222 923 1022 1023 1122 1421 1520 1221 | 1320 1321 1422 1020 1021 1120 1220 1419 919 1018 1119 1218 1318 1116 1415 1516 1217 | 1316 1317 1416 1315 | 1412 1514 1413 1011 1511 1111 1211 Registration 1411 1510 1311 1410 1007 1106 1305 1406 1407 1508 907 1107 1206 1205 1004 905 1405 1506 1507 1002 1303 1400 1502 1001 1101 1201 1300 1401 1500 901 1000 1301 **Entrance** 

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Village of Lake Zurich

Booth 316

Contact: Roy Witherow Phone: +1 847 540 1758 www.lakezurich.ora

**Village of Lemont** 

Booth 1226 Contact: Jason Berry Phone: +1 630 257 1590 www.lemont.il.us

Village of Lincolnwood

Booth 1020

Contact: Steve McNellis Phone: +1 847 745 4710 www.lincolnwoodil.ora

Village of Machesney Park

Booth 421

Contact: James Richter II Phone: +1 818 877 5432 www.machesneypark.org

Village of Maywood

Booth 1419

Contact: Angela Smith Phone: +1 708 450 6351 www.maywood-il.org

Village of New Lenox

Booth 716

Contact: Nancy Dye Phone: +1 815 462 6416 www.newlenox.net

Village of Niles

Booth 1002 Contact: Rich Wlodarski Phone: +1 847 588 8074 www.vniles.com/economic

Village of Orland Park

Booth 1502

Contact: Janice Bodinet Phone: +1 708 403 5300 www.orlandpark.org

Village of Oswego

Booth 207

Contact: Iulie Hoffman Phone: +1 630 551 2344 www.oswegoil.org

Village of Romeoville

Booth 1305

Contact: Kathleen Beckmann Phone: +1 815 886 7200 www.romeoville.org

Village of Round Lake

Booth 1021

Contact: Katie Parkhurst Phone: +1 847 546 5400 www.eroundlake.com

Village of Schaumburg

Booth 1516

Contact: Matt Frank Phone: +1 847 923 3853

www.villageofschaumburg.com

**Volta Charging** 

Booth 403

Contact: Dawn Zancan Phone: +1 312 799 1977 www.voltacharging.com

Waterstone Defeasance, LLC

Booth 1022

Contact: Connie Rodriguez Phone: +1 704 926 6501

www.waterstonedefeasance.com

West Suburban Chamber of Commerce and Industry

Booth 307

Contact: Suzi Wirtz Phone: +1 708 205 4005 www.wscci.ora

**Wireless Telematics** 

Booth 1220

Contact: Gregory Kimmel Phone: +1 855 498 5267 Ext. 1 www.wirelesstelematics.com

**WLS Lighting Systems** 

Booth 1007

Contact: Chantelle Prejean Phone: +1 817 731 0020 www.wlsliahtina.com

List current as of October 2, 2019.

#### Retailer Central

5.11 Tactical

Contact: Aaron Browning Phone: +1 949 677 7913

7-Eleven, Inc.

Contact: Daniel Aykroyd Phone: +1 972 828 0711

Altitude Trampoline Park Contact: Joseph Williams Phone: +1 949 698 1520

**ATST** 

Retailer Central Contact: Lvdia Ford Phone: +1 214 202 6386

Bass Pro Shops Contact: Lindsey Frith Phone: +1 513 942 1112 www.basspro.com

Big Blue Swim School Contact: Michael Chin Phone: +1 847 868 9168

**Big Hatt Gourmet** Contact: Craig Bell

Brekkie and Bake Shop Contact: Taylor Bischof Phone: +1 845 475 4472

**Burlington Stores** 

Contact: Stephanie Dunham Phone: +1 609 387 7800

Cash Store/Cottonwood Financial

Contact: Lex Politz

Phone: +1 972 753 0822 Ext. 1043 www.cashstore.com/real-estate

Circle K Stores, Inc. Contact: Tony Saarlata Phone: +1 815 762 4861

**Dollar General** Contact: Jill Jenkins Phone: +1 615 855 4000

**Dunham's Sports** Contact: Michael Stozicki Phone: +1 248 530 6719 www.dunhamssports.com

Contact: Ed O'Rourke Phone: +1 781 737 3000 www.dunkinbrands.com

Family Video Contact: Sam Stilp Phone: +1 847 904 9013 First Watch, The Daytime Café Contact: Matthew Livingston Phone: +1 407 575 7942

**Focus Brands** 

Contact: Matthew Mehring Phone: +1 615 477 8725 www.focusbrands.com

Grabowski's Pizza

Contact: Elizabeth Woessner

Great Clips, Inc.

Contact: Christie Hansen Phone: +1 952 746 6531

**The Goddard Schools** Contact: Brendan Lynch Phone: +1 215 606 7091

**Hair Cuttery** 

Contact: Rich Barbour Phone: +1 847 277 9397

Hamra Enterprises -Panera Bread, Wendy's Contact: Ben Kaplan Phone: +1 617 418 9039

Heartland Dental, LLC Contact: Carol Narens-Pahl Phone: +1 217 540 5100

www.heartland.com/submitleases

Imee's Kitchen

Contact: Nicole Nassif Phone: +1 773 619 3434 www.imeeskitchen.com

The Joint Chiropractic Contact: Eric Simon Phone: +1 858 945 8848 www.theioint.com

Little Caesar Enterprises, Inc. Contact: Vickie Harbowy Phone: +1 313 471 6000

McDonald's Corporation Contact: Lori Adler Phone: +1 317 445 3460

Menard, Inc.

Contact: Jaymon Hajos Phone: +1 715 876 2157

Office Depot

Contact: Gregg DeBartolo Phone: +1 561 438 8085

**Orangetheory Fitness** Contact: Ben Lilla Phone: +1 954 551 3298 **Pacific Dental Services** Contact: Jordan Clark Phone: +1 469 299 4033 www.pacificdentalservices.com

**Planet Fitness** Contact: Nick Young Phone: +1 618 520 0940

**Regis Corporation** Contact: Shanda Guy Phone: +1 952 918 4705

Sears, Roebuck & Co. and Kmart

Contact: Scott Nierman Phone: +1 847 286 2500

Sonny & Sons

Contact: Kevin Sbraga

**Speedway LLC** 

Contact: Robert Schroedter Phone: +1 630 360 1964

Speed Queen

Contact: Peter Stathakos Phone: +1 917 626 9176

Spirit Halloween

Contact: Elly Stonis Phone: +1 815 735 7376 www.SpiritHalloween.com

Sport Clips, Inc. Contact: Joel Reichman Phone: +1 617 510 6419 www.SportClips.com

The UPS Store, Inc. Contact: Alyssa Kehrig

Phone: +1 858 455 8800

www.theupsstorefranchise.com/ real-estate-opportunities

**Velvet Taco** 

Contact: Allyn Taylor Phone: +1 214 683 5332

**WoodSpring Suites** Contact: Frank Forcier Phone: +1 612 910 1475

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