



Directory

# Mid-Atlantic Conference & Deal Making

Gaylord National Resort & Convention Center  
National Harbor, MD | March 4 – 5, 2019  
#ICSC



# WHAT'S NEXT IN RETAIL

*Fueled by ideas, expertise and passion across borders and beyond service lines, Cushman & Wakefield professionals create solutions to prepare retail real estate investors and occupiers for what's next.*

Visit Us at ICSC Mid-Atlantic Conference & Deal Making 2019  
Booth #711

[cushwakeretail.com](http://cushwakeretail.com)



[@cushwakeRETAIL](https://twitter.com/cushwakeRETAIL)



CUSHMAN &  
WAKEFIELD

THALHIMER

ICSC GLOBAL SPONSOR

## MONDAY, MARCH 4

### Registration

8:00 am – 6:30 pm | Prince George's Prefunction

### Breakfast Panels

9:00 – 11:00 am | Magnolia 1

#### Making Your Investment Count

More than 8,700 communities have been identified as Opportunity Zones, representing some of the most distressed and underserved neighborhoods in the United States. Join us for breakfast and a two-part panel discussion to learn how to successfully bring retail to these communities and how opportunity zone funding can help you do so at a profit.

This breakfast is hosted by ICSC Partners in Diversity & Inclusion and the ICSC Office of Global Public Policy.

#### » PANEL 1 – Tapping into Underserved Markets

This panel will focus on gaining access to these markets by:

- Identifying underserved markets and their potential buying power
- Serving these areas while tapping into profitable opportunities
- Developing a team to engage and respond to markets outside of your portfolio

##### MODERATOR



##### Davon Barbour

ICSC Eastern Division Public Sector P3 Chair  
Senior Vice President of Economic Development  
Downtown Partnership of Baltimore, Inc.  
Baltimore, MD

##### PANELIST



##### Rahel Fikre

Store Development Manager,  
Mid-Atlantic  
Starbucks Coffee Company  
Bethesda, MD



##### Anas "Andy" Shallal

Founder & CEO  
Busboys & Poets  
Washington, DC



##### Henry Fonvielle

President  
Rappaport  
McLean, VA



##### Adam Weers

Principal  
Trammell Crow Company  
Washington, DC

#### » PANEL 2 – Is There an Opportunity for Me with Opportunity Zones?

Learn from a wide range of experts how this new market driven incentive has the potential to transform your long-term private capital investment, your project and your community.

##### MODERATOR



##### Phillips Hinch

Vice President, Tax Policy  
ICSC  
Washington, DC

##### PANELISTS



##### Jair Lynch

President & CEO  
Jair Lynch Real Estate Partners  
Washington, DC



##### Loren Ponds

Member  
Miller & Chevalier Chartered  
Washington, DC

# Mid-Atlantic Conference & Deal Making



**Ben Seigel**  
Baltimore Opportunity  
Zones Coordinator  
Baltimore Development Corporation  
Baltimore, MD



**Thomas Skinner**  
Partner  
Redbrick LMD, LLC  
Washington, DC

## Developers' Runway

11:15 am – 12:15 pm | Woodrow Wilson Ballroom

### MODERATOR



**Jay Klug**  
Executive Vice President  
JBG Smith  
Chevy Chase, MD

### PANELISTS



**Craig Friedson**  
Development Manager  
RPAI  
Oak Brook, IL



**Arsh Mirmiran**  
Caves Valley Partners, LLC  
Towson, MD



**Richard Lake**  
Member  
Roadside Development, LLC  
Washington, DC



**Stacy Silber**  
Partner  
Lerch Early & Brewer  
Bethesda, MD

## Lunch Served

12:30 – 1:00 pm | Riverview Ballroom

No lunch service after 1:00 pm.

## Welcome and Introduction

1:00 – 1:15 pm | Riverview Ballroom



**Jennifer DellaRatta Redmond**  
ICSC 2019 Mid-Atlantic Conference  
& Deal Making Program Planning  
Committee Chair  
Owner  
DRIMC Properties  
Silver Spring, MD



**Angela Sweeney, CRRP**  
ICSC Washington, DC/Maryland/  
Northern Virginia State Director  
Vice President, CMO  
The Peterson Companies  
Fairfax, VA

## Keynote Presentation

1:15 – 2:15 pm | Riverview Ballroom



**Dan Thurmon**  
Author  
*Off Balance On Purpose*  
Atlanta, GA

## General Session

2:30 – 3:30 pm | Woodrow Wilson Ballroom

### Family Feud: Developer vs. Retailer

Come see local developers and retailers battle it out as they respond to popular answers to survey questions about the retail industry. See who knows more fun facts as we get to better know the teams and their outlooks on the retail real estate industry.

#### HOST



**Michael Howard**  
Executive Director of Brokerage  
Rappaport  
McLean, VA

#### DEVELOPER CONTESTANTS



**Gordon Ashby**  
Vice President of Leasing,  
Mid-Atlantic Region  
Kimco Realty Corporation  
Lutherville, MD



**Peter Pinkard**  
Managing Partner  
MCB Real Estate, LLC  
Baltimore, MD



**Robyn Marano**  
Senior Manager, Property Marketing  
Regency Centers  
Garnet Valley, PA



**Paul Weinschenk**  
President, Retail Development  
The Peterson Companies  
Fairfax, VA



**Margaret Parker**  
Vice President, Communications  
and Community Outreach  
Comstock Partner  
Reston, VA

#### RETAILER CONTESTANTS



**John Bell**  
Director, Store Development  
Starbucks Coffee Company  
Bethesda, MD



**Christina C. Zipf**  
Real Estate Manager  
Wawa, Inc.  
Wawa, PA



**Gary Kilfeather**  
Construction Manager  
Petroleum Marketing Group  
Woodbridge, VA

## Retailers' Runway

3:45 – 4:45 pm | Woodrow Wilson Ballroom

- AT&T
- Blink Fitness
- Freddy's Frozen Custard and  
Steakburgers
- Great Clips
- Lidl US
- MOD Pizza
- Moge Tee USA
- Pinstack
- Silver
- Xponential Fitness

## Member-Hosted Reception

5:00 – 6:30 pm | Riverview Ballroom

# Mid-Atlantic Conference & Deal Making

## TUESDAY, MARCH 5

### Registration

7:30 am – 4:00 pm | Prince George's Prefunction

### Breakfast

8:30 – 9:30 am | Prince George's Exhibit Hall B-C-D

No breakfast service after 9:30 am.

### Deal Making

8:30 am – 4:00 pm | Prince George's Exhibit Hall B-C-D

### Retailer Central

8:30 am – 4:00 pm | Prince George's Exhibit Hall B-C-D

### Lunch Served

12:00 – 12:30 pm | Prince George's Exhibit Hall B-C-D

No lunch service after 12:30 pm.

### Conference Adjourns

4:00 pm

*Program information current as of February 19, 2019.*



## CRRP Exam Announced

NEW!



### What is the CRRP Credential?

The **Certified Retail Real Estate Professional (CRRP)** credential empowers professionals, whether new or seasoned, to learn and demonstrate a well-rounded competency of the industry.



### How Do I Earn My CRRP?

Applicants must demonstrate a minimum of five years' experience in an approved retail real estate discipline. The CRRP is a 150 multiple-choice question exam focusing on 10 essential content areas.



### Exam Dates

**June 15 – 23, 2019 | October 12 – 20, 2019 | March 7 – 15, 2020**  
400 Testing Centers Worldwide

To apply or learn more, visit [www.icsc.org/certification](http://www.icsc.org/certification).

# THANK YOU TO OUR SPONSORS

## Global



## North American



## Gold



## Silver



## Bronze



Holland & Knight



## Member-Hosted Reception

Bohler Engineering  
Burgess & Niple  
Carrollton Enterprises  
Combined Properties, Inc.  
First Washington Realty, Inc.

Greenberg Gibbons Commercial  
J Donegan Company  
KLN  
Martin Architectural Group  
The Pence Group, Inc.

The Peterson Companies  
Potomac Development Group  
Quantum Companies  
Rappaport



# Bowman

CONSULTING

Local.  
National.  
Retail.



[BowmanConsulting.com](http://BowmanConsulting.com)



## THINKING RETAIL? THINK BUCH

With over 30 years experience in the region, we are known for our high-quality retail projects.

At BUCH, no project is too large, too small, or too complex. Think of the possibilities.



[www.buch.us.com](http://www.buch.us.com)

11292 Buch Way  
Laurel, MD 20723  
301.369.3500





## DIVISIONAL VOLUNTEER LEADERSHIP

**Joseph F. Coradino**, ICSC Trustee and Eastern Division Vice President, PREIT

**Sam Rank**, ICSC Eastern Division Government Relations Committee Chair, JLL

**Morgan Konstaninidis**, ICSC Eastern Division Innovation Chair, Retail Sites, LLC

**Davon Barbour**, ICSC Eastern Division P3 Public Chair, Downtown Partnership of Baltimore, Inc.

**Barry S. Porter**, ICSC Eastern Division P3 Private Chair, CPH, Inc.

**Wayland Benbow**, ICSC Eastern Division Retail Chair, Great Clips, Inc.

**Chris McMahon**, ICSC Eastern Division Next Generation Chair, Summit Realty Partners

## STATE VOLUNTEER LEADERSHIP

**Angela Sweeney**, CRRP, ICSC Washington, DC/Maryland/Northern Virginia State Director, The Peterson Companies

**Chad Shuskey**, ICSC Washington, DC/Maryland/Northern Virginia P3 Public Chair, Washington DC Economic Partnership

**Dennis Perkins**, ICSC Washington DC/Maryland/Northern Virginia P3 Private Chair, Civitas Commercial Real Estate Services

**Deborah Georgetti-Piro**, CRX, CLS, ICSC Washington, DC/Maryland/Northern Virginia Operations Chair, Centennial

**Kelly Ratner**, ICSC Washington, DC/Maryland/Northern Virginia Retail Chair, Ratner Companies

## PROGRAM PLANNING COMMITTEE

**Jennifer DellaRatta Redmond**, ICSC 2019 Mid-Atlantic Conference & Deal Making Program Planning Committee Chair, DRICMC Properties

**Bradley A. Buslik**, ICSC 2019 Mid-Atlantic Conference & Deal Making Program Planning Committee Co-Chair, H & R Retail, Inc.

**Tracy Allen**, ECS

**Alicyn Ames**, Greenberg Gibbons Commercial

**Miriam Brodie**, Kimley-Horn

**Brendan Clark**, Renaud Consulting

**Marilyn Coolidge**, NAI Global

**Rene Daniel**, The Daniel Group, LLC

**Brian Finkelstein**, KLNb

**Jeff Handler**, Asadoorian Retail Solutions

**Sean Harcourt**, H & R Retail, Inc.

**Austin Hersh**, H& R Retail, Inc.

**Michael Howard**, Rappaport

**Ryan Jenness**, Hirschler Fleischer

**John Kauppila**, Kimley-Horn

**Lance Kilby**, Burgess & Niple

**John Henry King**, City of Bowie

**James Mackintosh**, Mackintosh, Inc. Commercial Brokerage

**Robyn Marano**, Regency Centers

**Sebastian Restifo**, H & R Retail, Inc.

**Roger Rodriguez**, Timmons Group

**Neal Sadler**, S.L. Nusbaum Realty Co.

**Alex Shiel**, Rappaport

**Ross Stevens**, Kimley-Horn

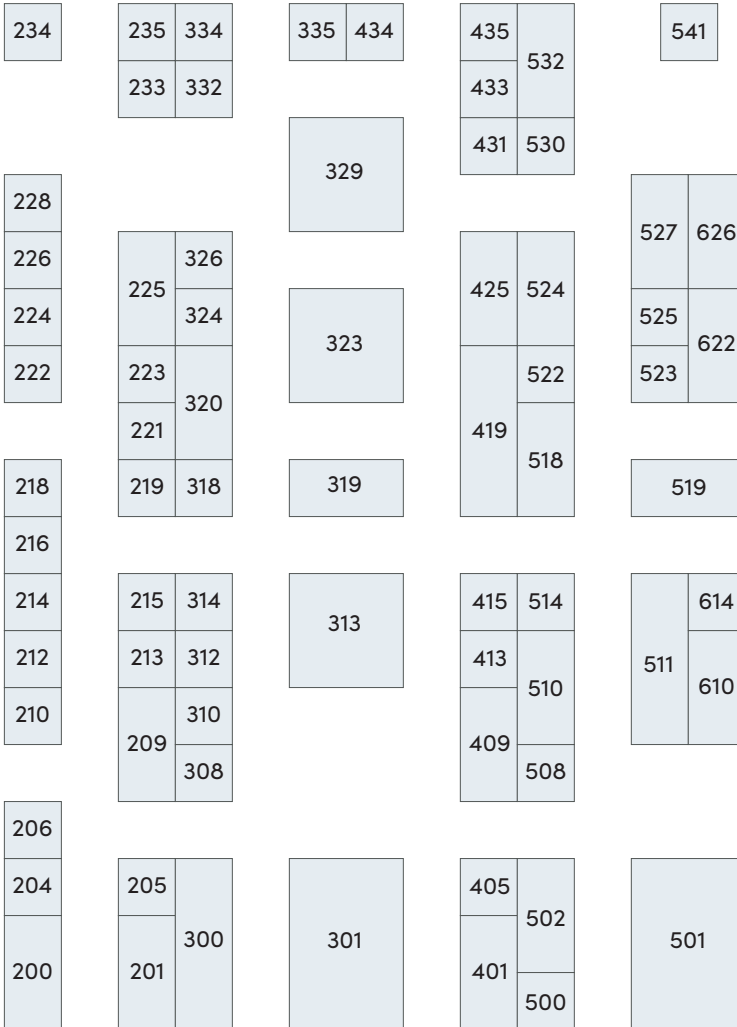
**Ann Tyler**, BCT Architects

# Floor Plan

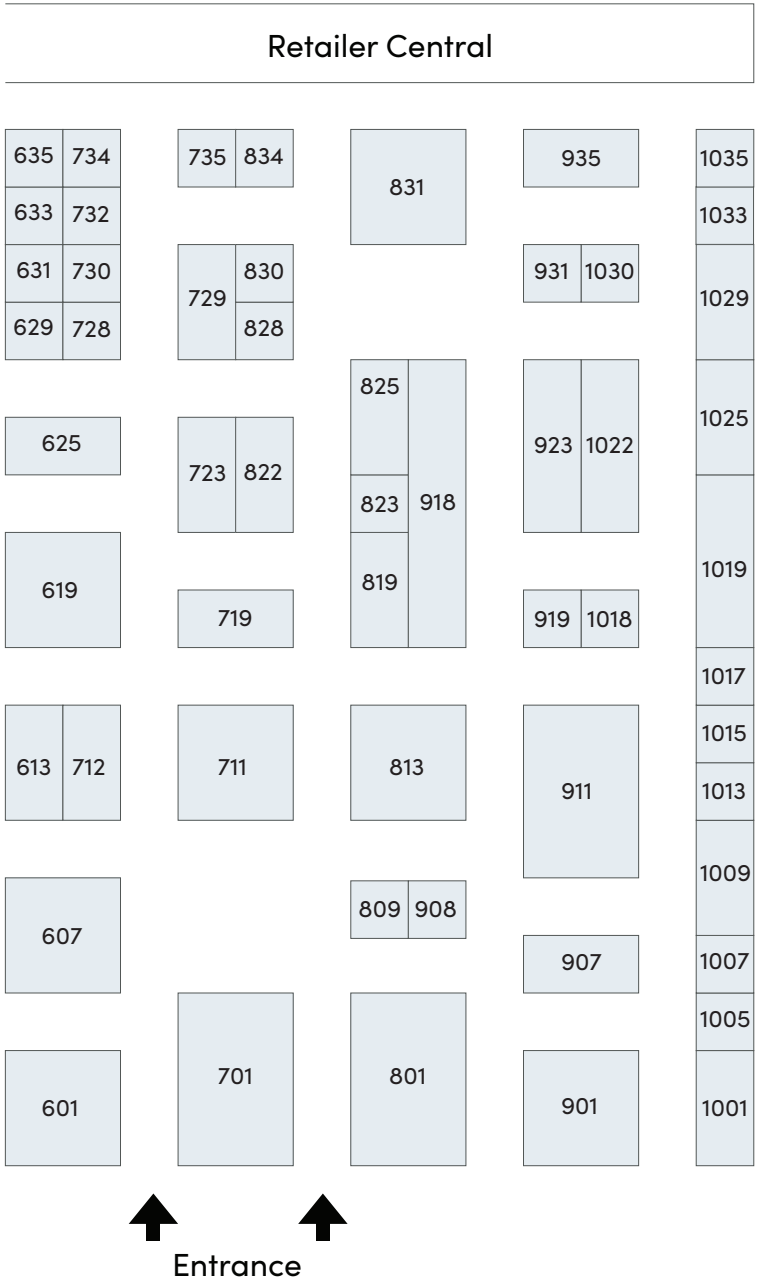
GES Service  
Center

Boxed Lunch Seating

Retailer Central



## Boxed Lunch Seating





**D·R·I**  
**C·M·C**

**Della Ratta, Inc.**  
**Commercial Management Co.**

50 Years of Experience in Commercial Building and Management  
Family Owned and Operated

[www.dricmc.com](http://www.dricmc.com)



**GOOD RETAIL  
STARTS WITH  
A STRONG  
FOUNDATION**

[LDGRetail.com](http://LDGRetail.com)  
877.323.6603

**LDG** Larson Design Group®

ARCHITECTS ENGINEERS SURVEYORS

# Exhibitors

## 7-ELEVEN, INC.

### Booth 1025

Contact: Matt Wilcox  
Phone: +1 240 205 3015  
www.7-11.com

## A.J. Dvoskin & Associates, Inc.

### Booth 919

Contact: Anthony Jeffrey  
Phone: +1 703 273 9320  
www.Dvoskin.com

## Ad Vice, Inc.

### Booth 318

Contact: Genevieve Goodwin  
Phone: +1 804 730 0503  
www.advicestudios.com

## Alexandria Economic Development Partnership, Inc.

### Booth 523

Contact: Teresa Garrison  
Phone: +1 703 739 3820  
www.alexecon.org

## ARCTRUST

### Booth 524

Contact: Margarite Papamarkos  
Phone: +1 973 249 1000  
www.arctrust.com

## Armada Hoffler Properties

### Booth 329

Contact: Brenda Giordano  
Phone: +1 757 366 4000  
www.armadahoffler.com

## BCT Architects

### Booth 723

Contact: MJ Dame  
Phone: +1 410 837 2727  
www.bctarchitects.com

## Bennett Williams Commercial

### Booth 225

Contact: Adam Hagerman  
Phone: +1 717 843 5555  
www.bennettwilliams.com

## Bignell Watkins Hasser Architects

### Booth 514

Contact: Melanie Sipple  
Phone: +1 410 224 2727  
www.bigwaha.com

## BL Companies

### Booth 224

Contact: Jessica Osborne  
Phone: +1 203 630 1406  
www.blcompanies.com

## BrightView Landscape Services

### Booth 1017

Contact: Will Scott  
Phone: +1 410 810 4215  
www.brightview.com

## Brixmor Property Group

### Booth 313

Contact: Nicole Howard  
Phone: +1 646 344 8695  
www.brixmor.com

## Broad Reach Retail Partners, LLC

### Booth 908

Contact: Jana Leech  
Phone: +1 443 225 4808  
www.broadreachretail.com

## Calkain Companies

### Booth 712

Contact: Leigh Cline  
Phone: +1 703 787 4714  
www.calkain.com

## CBRE, Inc.

### Booth 601

Contact: Nicole DeLuca  
Phone: +1 703 821 6900  
www.cbre.com

## Cedar Realty Trust

### Booth 308

Contact: Donna DeLeo  
Phone: +1 516 767 6492  
www.cedarrealtytrust.com

## ci design, inc.

### Booth 935

Contact: Chris Bauer  
Phone: +1 410 384 4244  
www.ci-designinc.com

## City of Bowie

### Booth 923

Contact: John Henry King  
Phone: +1 301 809 3042  
www.cityofbowie.org

## City of College Park

### Booth 918

Contact: Ryan Chelton  
Phone: +1 240 487 3543  
www.collegeparkmd.gov

## City of Greenbelt

### Booth 923

Contact: Charisse Liggins  
Phone: +1 301 474 8000  
www.greenbeltmd.gov

## City of Mount Rainier

### Booth 918

Contact: Ronald Hopkins  
Phone: +1 240 462 3946  
www.mountrainiermd.org

## City of New Carrollton

### Booth 923

Contact: Tim George  
Phone: +1 301 459 6100  
www.newcarrolltonmd.gov

## Coldwell Banker

### Commercial Elite

### Booth 527

Contact: Colby Goetz  
Phone: +1 540 735 2610  
www.cbcelite.com

## Colliers International

### Booth 510

Contact: Shannon Hagen  
Phone: +1 202 534 3000  
www.colliers.com/washingtondc

## Combined Properties, Inc.

### Booth 502

Contact: Linda Dreyer  
Phone: +1 202 293 4500  
www.combined.biz

## Commercial Settlement Services, LLC

### Booth 631

Contact: Terry-Anne Hearn  
Phone: +1 410 653 3400  
www.residentialtitle.com

## Commonwealth

### Commercial Partners, LLC

### Booth 931

Contact: Leah Zeigler  
Phone: +1 804 346 4966  
www.commonwealthcommercial.com

## Curry Architects

### Booth 324

Contact: Kelly Cornell  
Phone: +1 410 321 4602  
www.curryarchitects.com

## Cushman & Wakefield |

### Thalhimer

### Booth 711

Contact: Paula English  
Phone: +1 804 697 3444  
www.thalhimer.com

## CVS/Pharmacy

### Booth 1035

Contact: Debra Leclerc  
Phone: +1 401 770 3877

## Dash In

### Booth 204

Contact: Renee Montgomery  
Phone: +1 301 646 1614  
www.willsgroup.com

## Divaris Real Estate, Inc.

### Booth 626

Contact: Heather Galloway  
Phone: +1 571 620 5148  
www.DIvaris.com



KEEPING IT SIMPLE.  
MAKING IT HAPPEN.



- RETAIL LEASING
- INVESTMENT SALES
- PROPERTY MANAGEMENT
- DEVELOPMENT



Proud Member of:  
**RETAIL**  
BROKERS  
NETWORK

703-404-2346 | 8605 Westwood Center Drive • Suite 410 • Vienna, Virginia 22182 | [renaudconsulting.net](http://renaudconsulting.net)



Creating dynamic partnerships  
through powerful brand experiences



# Exhibitors

## **DLC Management Corporation**

### **Booth 622**

Contact: Brianne Hession  
Phone: +1 914 631 3131  
[www.dlcmgmt.com](http://www.dlcmgmt.com)

## **Dochter & Alexander Retail Advisors**

### **Booth 525**

Contact: David Dochter  
Phone: +1 202 393 7000  
[www.dochalex.com](http://www.dochalex.com)

## **Dollar Tree/Family Dollar**

### **Booth 730**

Contact: Sofia Clark  
Phone: +1 757 321 5522  
[www.dollartree.com](http://www.dollartree.com)

## **Douglas Development Corporation**

### **Booth 409**

Contact: Laurene MacTaggart  
Phone: +1 202 638 6300  
[www.douglasdevelopment.com](http://www.douglasdevelopment.com)

## **Downtown Partnership of Baltimore, Inc.**

### **Booth 209**

Contact: William Dorfman  
Phone: +1 410 244 1030  
[www.godowntownbaltimore.com](http://www.godowntownbaltimore.com)

## **Dunkin' Brands, Inc.**

### **Booth 530**

Contact: Pam Gore  
Phone: +1 781 737 3396  
[www.dunkinbrands.com](http://www.dunkinbrands.com)

## **Eastern Union Funding, LLC**

### **Booth 633**

Contact: Shlomie Milworm  
Phone: +1 732 301 3900  
[www.easternuc.com](http://www.easternuc.com)

## **ECHO Realty**

### **Booth 511**

Contact: Laura Wenger  
Phone: +1 412 968 1660  
[www.echorealty.com](http://www.echorealty.com)

## **ECS Mid-Atlantic, LLC**

### **Booth 825**

Contact: Suzanne Swistak  
Phone: +1 703 471 8400  
[www.ecslimited.com](http://www.ecslimited.com)

## **EDENS**

### **Booth 401**

Contact: Brianne Hession  
Phone: +1 202 902 2600  
[www.edens.com](http://www.edens.com)

## **Encore Construction, Inc.**

### **Booth 413**

Contact: CJ Klakamp  
Phone: +1 410 573 5050  
[www.encoreconstruction.net](http://www.encoreconstruction.net)

## **Excess Space Retail Services, Inc. – A Newmark Grubb Knight**

### **Frank company**

### **Booth 405**

Contact: Jacqui Greenlaw  
Phone: +1 714 594 9800  
[www.ExcessSpace.com](http://www.ExcessSpace.com)

## **Fairfax County Office of Community Revitalization**

### **Booth 830**

Contact: Shanica Duncan  
Phone: +1 703 324 9300  
[www.fcrcv.it.org](http://www.fcrcv.it.org)

## **Federal Realty Investment Trust**

### **Booth 300**

Contact: Stephanie Haren Beeler  
Phone: +1 301 998 8108  
[www.federalrealty.com](http://www.federalrealty.com)

## **Finley Asphalt & Concrete**

### **Booth 214**

Contact: Jennifer Walraven  
Phone: +1 800 889 2309  
[www.finleyasphalt.com](http://www.finleyasphalt.com)

## **First Washington Realty, Inc.**

### **Booth 1018**

Contact: Mary Jane Geraci  
Phone: +1 301 907 7000  
[www.firstwash.com](http://www.firstwash.com)

## **FRB Realty Capital**

### **Booth 1029**

Contact: Joe Biao  
Phone: +1 202 794 4502  
[www.frbrealtycapital.com](http://www.frbrealtycapital.com)

## **Greenberg Gibbons Commercial**

### **Booth 301**

Contact: Alicyn Ames  
Phone: +1 410 559 2500  
[www.GGCommercial.com](http://www.GGCommercial.com)

## **Guy Roofing**

### **Booth 1013**

Contact: Kelli Gosnell  
Phone: +1 800 771 0778  
[www.guyroofing.com](http://www.guyroofing.com)

## **H & R Retail, Inc.**

### **Booth 501**

Contact: Sarah Keating  
Phone: +1 301 656 3030  
[www.hrretail.com](http://www.hrretail.com)

## **Hekemian & Co., Inc.**

### **Booth 809**

Contact: Sandy Kaverick  
Phone: +1 201 487 1500  
[www.hekemian.com](http://www.hekemian.com)

## **inPLACE Design, LLC**

### **Booth 834**

Contact: Dustin Watson  
Phone: +1 410 235 0100  
[www.inplace-design.com](http://www.inplace-design.com)

## **Inspire Brands, Inc.**

### **Booth 1015**

Contact: Jodi Fraser  
Phone: +1 770 329 3971  
[www.inspirebrands.com](http://www.inspirebrands.com)

## **Ivor B. Clark Company**

### **Booth 226**

Contact: Tracy Beer  
Phone: +1 888 257 9133  
[www.ivorbclark.com](http://www.ivorbclark.com)

## **J Donegan Company**

### **Booth 508**

Contact: Fay Les  
Phone: +1 703 956 9775

## **JBG SMITH**

### **Booth 519**

Contact: Samantha Pontius  
Phone: +1 240 333 3600  
[www.jbgsmith.com](http://www.jbgsmith.com)

## **Jersey Mike's Franchise Systems**

### **Booth 732**

Contact: Elizabeth Hutchison  
Phone: +1 732 223 4044  
[www.jerseymikes.com](http://www.jerseymikes.com)

## **JLL**

### **Booth 907**

Contact: Cheri Evans  
Phone: +1 404 995 2100  
[www.jllretail.com](http://www.jllretail.com)

## **JP2 Architects**

### **Booth 210**

Contact: John Hutch  
Phone: +1 410 646 8300  
[www.jp2architects.com](http://www.jp2architects.com)

## **KBE Building Corporation**

### **Booth 314**

Contact: Judith Hock  
Phone: +1 410 910 1028  
[www.kbebuilding.com](http://www.kbebuilding.com)

## **Kimco Realty Corporation**

### **Booth 607**

Contact: Annie Poon  
Phone: +1 516 869 7264  
[www.kimcorealty.com](http://www.kimcorealty.com)

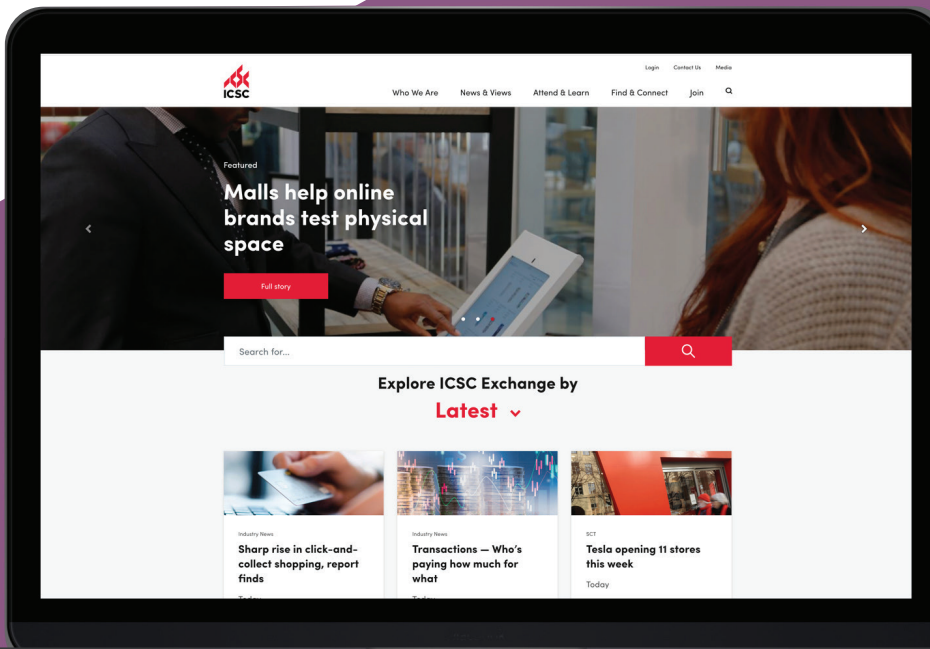


# ICSC Exchange.

Your news and information hub.

The source for breaking industry news, feature stories and thought leadership.

[icsc.org/exchange](https://icsc.org/exchange)





# Exhibitors

**Kinsley Construction, Inc.**  
**Booth 320**  
Contact: Jerry Myers  
Phone: +1 410 453 6682  
[www.kinsleyconstuction.com](http://www.kinsleyconstuction.com)

**Klein Enterprises**  
**Booth 319**  
Contact: Jessica Zinn  
Phone: +1 410 902 0290  
[www.kleinenterprises.com](http://www.kleinenterprises.com)

**KLNB Retail**  
**Booth 911**  
Contact: Tracey Brown  
Phone: +1 202 420 7771  
[www.klnb.com](http://www.klnb.com)

**Kotis Properties, Inc.**  
**Booth 435**  
Contact: Juliana Kohler  
Phone: +1 336 574 2000  
[www.kotis.org](http://www.kotis.org)

**L.F. Jennings, Inc.**  
**Booth 518**  
Contact: Larlyn Jennings  
Phone: +1 703 241 1200  
[www.lfjennings.com](http://www.lfjennings.com)

**The Learning Experience**  
**Booth 828**  
Contact: Nick Vanella  
Phone: +1 561 886 6400  
[www.thelearningexperience.com](http://www.thelearningexperience.com)

**Lewis Real Estate Services**  
**Booth 614**  
Contact: Freddie Archer  
Phone: +1 202 585 1143  
[www.lewisreservices.com](http://www.lewisreservices.com)

**Marcus & Millichap**  
**Booth 323**  
Contact: Jennifer Marvin  
Phone: +1 202 536 3700  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

**Martin Architectural Group**  
**Booth 1005**  
Contact: Drew Romanic  
Phone: +1 215 665 1080  
[www.MartinAIA.com](http://www.MartinAIA.com)

**Maser Consulting P.A.**  
**Booth 822**  
Contact: Jenn Dampman  
Phone: +1 732 383 1950  
[www.maserconsulting.com](http://www.maserconsulting.com)

**MFI Realty**  
**Booth 1001**  
Contact: Shelby Dorich  
Phone: +1 410 308 0700  
[www.mfirealty.com](http://www.mfirealty.com)

**Mid Atlantic Real Estate Journal**  
**Booth 223**  
Contact: Alyson Parker  
Phone: +1 781 740 2900  
[www.marejournal.com](http://www.marejournal.com)

**More Vang**  
**Booth 434**  
Contact: Robb Hoffheins  
Phone: +1 703 751 3611  
[www.printwithbanjo.com](http://www.printwithbanjo.com)

**The Morgan Companies**  
**Booth 222**  
Contact: Sherianne Lee  
Phone: +1 704 909 4500  
[www.themorgancos.com](http://www.themorgancos.com)

**Morgan-Keller Construction**  
**Booth 335**  
Contact: Taylor Davis  
Phone: +1 301 663 0626  
[www.morgankeller.com](http://www.morgankeller.com)

**Mullan Contracting Company**  
**Booth 541**  
Contact: Cheri A. Lucas  
Phone: +1 410 494 9200  
[www.mullancontracting.com](http://www.mullancontracting.com)

**Mushinsky Voelzke Associates/  
MV+A**  
**Booth 415**  
Contact: Samantha Davis  
Phone: +1 202 682 2822  
[www.mva-arch.com](http://www.mva-arch.com)

**NAI Michael**  
**Booth 1019**  
Contact: Mike Dimeglio  
Phone: +1 301 918 2949  
[www.naimichael.com](http://www.naimichael.com)

**Next Realty Mid-Atlantic, LLC**  
**Booth 1022**  
Contact: Kelsey Sandoval  
Phone: +1 703 442 4500  
[www.nextrealtymidatlantic.com](http://www.nextrealtymidatlantic.com)

**NVRetail, Inc.**  
**Booth 215**  
Contact: Patrick Hayden  
Phone: +1 703 448 4300  
[www.NVRetail.com](http://www.NVRetail.com)

**The O'Keefe Group, Inc.**  
**Booth 216**  
Contact: Michael O'Keefe  
Phone: +1 888 US MALLS  
[www.tog.us.com](http://www.tog.us.com)

**Papadopoulos Properties**  
**Booth 823**  
Contact: Thomas Papadopoulos  
Phone: +1 202 466 2200  
[www.papadop.com](http://www.papadop.com)

**Paraclete Realty, LLC**  
**Booth 310**  
Contact: Gina Phelps  
Phone: +1 301 536 7900  
[www.paraclete Realty.com](http://www.paraclete Realty.com)

**Paramount Realty Services, Inc.**  
**Booth 218**  
Contact: Lisa Vassallo  
Phone: +1 732 961 8112  
[www.paramountrealty.com](http://www.paramountrealty.com)

**Peach State Roofing, Inc.**  
**Booth 228**  
Contact: Becky Kelly  
Phone: +1 800 604 9309  
[www.PeachStateInc.com](http://www.PeachStateInc.com)

**Peterson Companies**  
**Booth 801**  
Contact: Dee Singletary  
Phone: +1 703 631 7584  
[www.petersoncos.com](http://www.petersoncos.com)

**Petrie Richardson Ventures**  
**Booth 206**  
Contact: Joe Barilla  
Phone: +1 410 573 3800  
[www.PetrieRichardson.com](http://www.PetrieRichardson.com)

**Placer Labs**  
**Booth 431**  
Contact: Mark Bowman  
Phone: +1 650 477 7905  
[www.placer.ai](http://www.placer.ai)

**Planet Fitness**  
**Booth 425**  
Contact: Christie Routhier  
Phone: +1 603 319 6723

**Potomac Construction Services**  
**Booth 625**  
Contact: Michael Ryan  
Phone: +1 301 760 7141  
[www.pcs-gc.com](http://www.pcs-gc.com)

**Potomac Development Group**  
**Booth 532**  
Contact: Tom Maskey  
Phone: +1 571 299 4970  
[www.potomacdevgrp.com](http://www.potomacdevgrp.com)

**Prince George's County EDC**  
**Booth 918**  
Contact: Heather Tinelli  
Phone: +1 301 583 4617  
[www.pgcedc.com](http://www.pgcedc.com)

**Prince George's Team**  
**Booths 918, 923**  
Contact: John Henry King  
Phone: +1 301 809 3042

# Exhibitors

## Quantum Companies

### Booth 729

Contact: Jackie Sansone  
Phone: +1 301 657 9900  
[www.quantumco.net](http://www.quantumco.net)

## Ranger Land & Minerals

### Booth 326

Contact: Sally Haidet  
Phone: +1 469 310 4970  
[www.rangerminerals.com](http://www.rangerminerals.com)

## Rappaport

### Booth 701

Contact: Larry Spott  
Phone: +1 571 382 1248  
[www.rappaportco.com](http://www.rappaportco.com)

## Ravti

### Booth 1033

Contact: Wade Knall  
Phone: +1 720 352 1187  
[www.Ravti.com](http://www.Ravti.com)

## RD Management, LLC

### Booth 1030

Contact: Lauren Holland  
Phone: +1 212 265 6600  
[www.rdmanagement.com](http://www.rdmanagement.com)

## Regency Centers

### Booth 901

Contact: Jan Hanak  
Phone: +1 904 598 7000  
[www.regencycenters.com](http://www.regencycenters.com)

## Renaud Consulting

### Booth 419

Contact: Henry Renaud  
Phone: +1 571 765 4421  
[www.renaudconsulting.net](http://www.renaudconsulting.net)

## Retail Brokers Network

### Booth 619

Contact: Jackie Sansone  
Phone: +1 240 497 1192  
[www.saxrealty.com](http://www.saxrealty.com)

## Rosenthal Properties, LLC

### Booth 610

Contact: Jane Le  
Phone: +1 703 893 5141  
[www.rosenthalproperties.com](http://www.rosenthalproperties.com)

## Rounds VanDuzer Architects PC

### Booth 1007

Contact: Mark McAfee  
Phone: +1 703 533 3577  
[www.rvarchitects.com](http://www.rvarchitects.com)

## RPAI

### Booth 200

Contact: Tim O'Connell  
Phone: +1 630 634 4200  
[www.RPAI.com](http://www.RPAI.com)

## S.L. Nusbaum Realty Co.

### Booth 635

Contact: Cindy Little  
Phone: +1 757 640 2248  
[www.slnusbaum.com](http://www.slnusbaum.com)

## Saul Centers, Inc.

### Booth 734

Contact: Camdin Jefferson  
Phone: +1 301 986 6300  
[www.saulcenters.com](http://www.saulcenters.com)

## Segall Group Commercial Real Estate

### Booth 831

Contact: Carly Goodman  
Phone: +1 410 753 3000  
[www.segallgroup.com](http://www.segallgroup.com)

## Sheetz, Inc.

### Booth 735

Contact: Gloria King  
Phone: +1 814 941 5110  
[www.sheetz.com](http://www.sheetz.com)

## Shopping Center Business Magazine

### Booth 728

Contact: Scott France  
Phone: +1 408 832 8262  
[www.shoppingcenterbusiness.com](http://www.shoppingcenterbusiness.com)

## SMI Signs

### Booth 212

Contact: Michael Domeier  
Phone: +1 301 468 1132  
[www.smisigns.com](http://www.smisigns.com)

## Southeast Fairfax Development Corporation

### Booth 830

Contact: Edythe Kelleher  
Phone: +1 703 360 5008  
[www.sfdc.org](http://www.sfdc.org)

## Standard Striping, Inc.

### Booth 629

Contact: Sharon McGlaughlin  
Phone: +1 410 867 2942  
[www.standardstriping.com](http://www.standardstriping.com)

## Starbucks Coffee Company

### Booth 719

Contact: Eric Suissa  
Phone: +1 240 762 5777

## Subway Real Estate, Corp.

### Booth 205

Contact: Anamaria Mihuta  
Phone: +1 571 730 0220  
[www.subway.com](http://www.subway.com)

## Thur & Associates

### Booth 819

Contact: Shary Thur  
Phone: +1 202 359 3469  
[www.thurassociates.com](http://www.thurassociates.com)

## Trout Daniel & Associates, LLC

### Booth 312

Contact: Art Putzel  
Phone: +1 410 435 4004  
[www.troutdaniel.com](http://www.troutdaniel.com)

## Urban Edge Properties

### Booth 613

Contact: Eileen Bagnall  
Phone: +1 201 571 3522  
[www.uedge.com](http://www.uedge.com)

## Washington DC Economic Partnership

### Booth 1009

Contact: Chad Shuskey  
Phone: +1 202 661 8670  
[search.wdcep.com](http://search.wdcep.com)

## Wawa, Inc.

### Booth 813

Contact: Dana Corvino  
Phone: +1 484 840 2961  
[www.wawa.com](http://www.wawa.com)

## Weingarten Realty

### Booth 201

Contact: Meagan Froehlich  
Phone: +1 713 866 6000  
[www.weingarten.com](http://www.weingarten.com)

## Wireless Telematics

### Booth 522

Contact: Ciaron Mullaney  
Phone: +1 855 498 5267, ext. 750  
[www.wirelesstelematics.com](http://www.wirelesstelematics.com)

## WIRRE – Women In Retail Real Estate

### Booth 213

Contact: Tiffany Pugh  
Phone: +1 301 915 9464  
[www.wirre.org](http://www.wirre.org)

## WLS Lighting Systems

### Booth 500

Contact: Chantelle Prejean  
Phone: +1 817 840 9331  
[www.wlsighting.com](http://www.wlsighting.com)

*List current as of February 19, 2019.*



**LESS TRADITIONAL.  
MORE INNOVATIVE.**

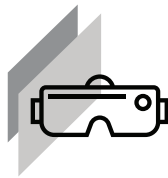
# RECON

May 19 – 22, 2019 | Las Vegas, NV | #ICScrecon  
Las Vegas Convention Center & Westgate Hotel

**Get ready for RECon 2019!**  
Our industry has new momentum, new rules  
and new players – and so does RECon.



**NEW TENANT  
CLASS**  
HEALTH &  
WELLNESS



**RETAIL  
INNOVATORS**  
INNOVATION  
EXCHANGE



**EMERGING  
BRANDS**  
RETAIL  
IN FOCUS

Register before **March 29** to receive your badge by mail.

Visit [www.icscrecon.org](http://www.icscrecon.org)



## Retail Opportunities to make your Mark in Bowie

**Median Household Income over \$116,711**  
**Average Household Income over \$137,827**

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily accessed from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed.

For space available details call:

**Bowie Marketplace,**  
Brian Berman, 301.816.1555

**Bowie Plaza,**  
Lance Marine, 703.905.0331

**Bowie Town Center,**  
Steve Hardy, 614.887.5653

**Collington Plaza,**  
Rob Murphy, 513.338.2789

**Free State Shopping Center,**  
Rich Abruscato, 301.998.8188

**Hilltop Plaza,**  
Michael Leon, 571.382.1205

**Pointer Ridge Plaza,**  
Jim Farrell, 571.382.1229

For more information on ALL of Bowie's Opportunities, contact:

**John Henry King, *Economic Development Director, City of Bowie, Maryland***

15901 Excalibur Road, Bowie, MD 20716

301.809.3042 | fax 301.809.2315 | [jhking@cityofbowie.org](mailto:jhking@cityofbowie.org)