



Directory

Mid-Atlantic Conference & Deal Making

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



Mid-Atlantic Conference & Deal Making

MONDAY, MARCH 4

Registration

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

Breakfast Panel

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

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



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



Richard Lake
Roadside Development, LLC
Washington, DC



Arsh Mirmiran
Caves Valley Partners, LLC
Towson, MD



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
DRICMC Properties
Silver Spring, MD



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

Government Relations Update

1:15 – 1:30 pm | Riverview Ballroom



Michael Garrison
Director, Grassroots
ICSC
Washington, DC

Keynote Presentation

1:30 – 2:30 pm | Riverview Ballroom



Dan Thurmon
Author
Off Balance On Purpose
Atlanta, GA

Mid-Atlantic Conference & Deal Making

General Session

2:45 – 3:45 pm | Woodrow Wilson Ballroom

Family Feud: Developer vs. Retailer

Come see local developers and retailers battle it out as they answer popular responses 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



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



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



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



Paul Weinschenk
President, Retail Development
The Peterson Companies
Fairfax, 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
- MOD Pizza
- Lidl US
- Moge Tee USA
- Pinstack
- Silver
- Xponential Fitness

Member-Hosted Reception

5:00 – 6:30 pm | Riverview Ballroom

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 11, 2019.

Mid-Atlantic Conference & Deal Making

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Potomac Development Group
Quantum Companies
Rappaport

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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

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7-ELEVEN, INC.

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BrightView Landscape Services

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Brixmor Property Group

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Colliers International

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Combined Properties Inc.

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Commercial Settlement Services LLC

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DLC Management Corporation **Booth 622**

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Dochter & Alexander **Retail Advisors** **Booth 525**

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Dollar Tree/Family Dollar **Booth 730**

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Douglas Development **Corporation** **Booth 409**

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Downtown Partnership **of Baltimore, Inc.** **Booth 209**

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Dunkin' Brands Inc. **Booth 530**

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ECS Mid-Atlantic LLC **Booth 825**

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Inspire Brands Inc. (aka Arby's) **Booth 1015**

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WIRRE – Women In Retail Real Estate Booth 213

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WLS Lighting Systems Booth 500

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