



Michigan Idea Exchange & P3 Program

Cobo Center
Detroit, MI
July 17 – 18, 2019
www.icsc.org/2019MI

Michigan Idea Exchange & P3 Program

WEDNESDAY, JULY 17

Member-Hosted Reception

5:30 – 7:00 pm

Registration opens at 5:00 pm.



Central Kitchen + Bar
660 Woodward Avenue
Detroit, MI 48226

THURSDAY, JULY 18

Registration

7:00 am – 5:30 pm » 140 A Foyer

Continental Breakfast

7:30 – 8:00 am » River Atrium

Welcome and Introduction to the Program

8:00 – 8:30 am » 140 A-G



Alex Bieri
Michigan Idea Exchange and P3 Program
Planning Committee Co-Chair
ICSC Michigan Next Generation Chair
Leasing Representative
Stokas Bieri Real Estate



Cindy Ciura, CRX, CMD
Michigan Idea Exchange and P3 Program
Planning Committee Co-Chair
Principal
CC Consulting

Roundtables » 140 A-G

8:30 – 9:30 am

Participants will be able to attend three 20-minute roundtable discussions.

A Look Inside a Retailer's REC

Led by: Josh Goldstein, Pet Supplies Plus

Blending & Extending

Led by: Tom Litzler, Schostak Brothers and Co., Inc.

Commercial Lending Climate

Led by: Kevin Kovachevich, District Capital

Detroit – Beyond Woodward Ave

Led by: Mark Denson, Detroit Economic Growth Corporation

Environmental Challenges for Buying, Developing & Financing
Led by: Rick Welsh, ASTI Environmental

Marijuana is Here to Stay

Led by: Barton Morris, The Law Offices of Barton Morris

Negotiating LOI's

Led by: Aaron Bass, Honigman LLP

Restaurant Trends

Led by: Matthew Swantko, Landmark Commercial Real Estate

Retail Investment Sales – Maximizing Value During Lease Negotiation

Led by: Dave Hesano, CBRE

Retail Site Selection

Led by: Dennis Miller, MKiezi Investments

Keynote Presentation

9:45 – 10:30 am 140 A-G

About Detroit Regional Partnership

The Detroit Regional Partnership is an economic development nonprofit serving Southeast Michigan's 11-county region. Founded in 2019 by a group of business and philanthropic CEOs, the organization is laser focused on marketing the region to out-of-state and international companies to attract investments and jobs.



Barry I. Matherly, CEcD, FM, HLM
President & CEO
Detroit Regional Partnership

P3 Session: Opportunity Zones – Welcome to the Land of OZ

10:45 – 11:45 am » 142 A-C

Refreshed Regulations may give Opportunity Zones new life...

The OZ Program received a considerable boost with new regulations and implementation by providing clarity needed by investors and those who want to support businesses. Join us to find out what is real!

MODERATOR



Andrew E. Meisner
Oakland County
Oakland County Treasurer

PANELISTS



Valerie Grunduski, CPA
Senior Associate, Tax
Plante Moran



Gary Heidel
MSHDA
CEO



Kurt Siebenaller
Baker Tilly
Partner



Jim Townsend
Butzel Long
Partner



Tom Wackerman
ASTI Environmental
President

Lunch Served » 140 A-G

11:45 am – 12:15 pm

No lunch service after 12:15 pm.

Keynote Presentation

12:15 – 1:15 pm » 140 A-G

A special video message from Ben Carson



Benjamin S. Carson, Sr., M.D.
U.S. Secretary of Housing
& Urban Development

Why Detroit?



Larry Alexander, FASAE
President & CEO
Detroit Metro Convention & Visitors Bureau



Tino Breithaupt
Senior Vice President, National
& Global Business Development
Michigan Economic Development Corporation

New Project Report

1:30 – 2:15 pm » 142 A-C

Come and listen to our expert panel of developers and learn more about Bedrock's exciting City Modern project and their retail leasing opportunities in Detroit, an update from Schostak on the progress of Woodward Corners by Beaumont, Harbor Bay's mixed-use project Center City District in East Lansing, and how PREIT has positioned Grand Rapids – Woodland Mall for success well into the future.



Chase Duffey
Leasing Associate
Bedrock Real Estate Services



Thomas W. Litzler
COO & Executive Vice President
Schostak Brothers & Company

Meghan O'Connor
Director of Leasing
PREIT



Steve Willobee
Vice President of Government Affairs & Public Relations
Harbor Bay Real Estate Advisors

New Retailers Coming to Michigan

2:15 – 3:30 pm » 142 A-C

Join us for the Retailer Runway event. This exciting program will feature and highlight new and expanding retailers to and in Michigan. Experts in various categories will be discussing why they chose Michigan, company philosophies, expansion plans, competition, and real estate.

Entertainment

Category Presenter: Howard Samuels, Samuels and Company, Inc.
Featured Retailer: Chad Montgomery, Andretti Indoor Karting & Games

Warehouse Clubs

Category Presenter & Featured Retailer: Jim Stokas, Stokas Bieri – BJ's Wholesale Club

Fitness

Category Presenter: Michelle Shafir, Robert B. Aikens and Associates, LLC
Featured Retailer: Bryan Myers, Solidcore

Fast Casual Food

Category Presenter: Earl Clements, Colliers International
Featured Retailer: Dan Farrell, Clean Juice

Dining

Category Presenter: Dennis Miller, MKeizi Investments
Featured Retailer: Jason Ruiz, CapitalSpring – Buddy's Pizza

Deal Making

3:30 – 5:30 pm » River Atrium

Meeting Adjourns

5:30 pm

Program information current as of July 15, 2019.

Divisional Volunteer Leadership

Luke Petherbridge, ICSC Central Division Vice President, ShopCore Properties
Edward Eickhoff, CRX, CLS, ICSC Central Division Government Relations Committee Chair, Imperium Group, LLC
Heather Rowe, ICSC Central Division P3 Public Divisional Chair, Village of Libertyville
Warren Terrace, ICSC Central Division P3 Private Divisional Chair, First Commercial Realty & Development Co., Inc.
Donna Pugh, ICSC Central Division Operations Chair, Foley & Lardner LLP
Jim Pye, ICSC Central Division Retail Chair, Famous Footwear
Dustin Marks, ICSC Central Division Next Generation Chair, Anchor Associates
Erin Pogge, CCIM, ICSC Central Division Innovation Chair, Noddle Companies
Cynthia Kratchman, ICSC Central Division Ambassador Chair, Mid-America Real Estate Corp.

State Volunteer Leadership

Matthew Berke, ICSC Michigan State Director, Keystone Commercial Real Estate, LLC
Alfredo Casab, Esq., ICSC Michigan Government Relations Committee Chair, Dawda, Mann, Mulcahy & Sadler, PLC
Vernon Gustafsson, ICSC Michigan P3 Public Chair, City of Pontiac
Doug Brown, ICSC Michigan P3 Private Chair, ASTI Environmental
Michelle Shafir, ICSC Michigan Retail Chair, Robert B. Aikens and Associates, LLC
Corbin Yaldoo, ICSC Michigan Next Generation Chair, Mid-America Real Estate Corp.

Program Planning Committee

Alex Bieri, Michigan Idea Exchange & P3 Program Planning Committee Co-Chair, Stokas Bieri Real Estate
Cindy Ciura, Michigan Idea Exchange & P3 Program Planning Committee Co-Chair, CC Consulting
Kevin Berke, Keystone Commercial Real Estate, LLC
Adam Goodman, Mid-America Real Estate Corp.
Dave Hesano, CBRE
Kate Lazarski, Bedrock
Paul Magy, Clark Hill PLC
Dennis Miller, MKIEZI Investments
Greg Newman, Keystone Commercial Real Estate, LLC
Chris Prins, Colliers International
Cole Rathbun, The Hinman Company
Jonathan Schey, Taubman Centers
Tony Schmitt, Mid-America Real Estate Corp.
Jeffrey Schostak, Schostak Brothers and Co., Inc.
Eric Unatin, Mid-America Real Estate Corp.

Thank You to Our Sponsors



CLARK HILL



HONIGMAN

HYLANT



KEYNOTE SPONSOR



Exhibitors

Agree Realty Corporation**Table 1**

Phone: +1 248 737 4190

Contact: Andrew Bell, Jessica Cingel

Armada Real Estate Services**Table 2**

Phone: +1 248 855 1221

Contact: Steve Goren

BIGGBY COFFEE**Table 3**

Phone: +1 517 899 9501

Contact: Abby Bartshe

Brixmor Property Group**Table 4**

Phone: +1 407 903 2905

Contact: Kristen Moore

CBRE**Table 5**

Phone: +1 248 353 5400

Contact: Scott Young

Center Management, Inc.**Table 6**

Phone: +1 248 540 9999

Contact: Thomas Guastell

City of Troy**Table 7**

Phone: +1 248 524 3314

Contact: Glenn Lapin

EDA of St. Clair County**Table 8**

Phone: +1 810 982 9511

Contact: Stacy Elliott

First Commercial Realty & Development Co., Inc.**Table 9**

Phone: +1 248 352 5000

Contact: Warren Terrace

Fishbeck, Thompson, Carr & Huber, Inc. (FTCH)**Table 10**

Phone: +1 800 456 3824

Contact: Jason Vander Kodde, PE

Friedman Real Estate**Table 11**

Phone: +1 248 324 2000

Contact: Erica Kessler

Imperium Property Group**Table 12**

Phone: +1 248 688 9080

Contact: Jeff Lautenbach

**Keystone Commercial
Real Estate****Table 13**

Phone: +1 248 356 8000

Contact: Matt Berke

KJ Commercial**Table 14**

Phone: +1 248 851 8900

Contact: Kevin Jappaya

KP Sullivan Builders Inc.**Table 15**

Phone: +1 317 984 7764

Contact: Shawn Johnson

Landmark Commercial Real Estate**Table 16**

Phone: +1 248 488 2620

Contact: Bruce Simon, Michael Lippitt,
Matthew Swantk

Landmark Investment Sales**Table 17**

Phone: +1 248 488 2620

Contact: Kevin Baker, Daniel Kukes, Louis Ciotti

Menard, Inc.**Table 18**

Phone: +1 715 876 2532

Contact: Alex Bushey

Mid-America Real Estate – Michigan, Inc.**Table 19**

Phone: +1 248 855 6800

Contact: Tony Schmitt

PM Environmental**Table 20**

Phone: +1 248 336 9988

Contact: Mike Kulka

PorterSIPS**Table 21**

Phone: +1 616 437 5649

Contact: Joel Szukhent

Progressive Materials**Table 22**

Phone: +1 812 944 7803

Contact: Tony Knoebel

Schostak Brothers & Company**Table 23**

Phone: +1 248 357 6224

Contact: Monica Zmijewski

Shelby Township**Table 24**

Phone: +1 586 726 7243

Contact: Julijana Misich

**Shopping Center Business/
Heartland Real Estate Business****Table 25**

Phone: +1 404 832 8262

Contact: Barbara Scherer

Signature Associates**Table 26**

Phone: +1 248 948 9000

Contact: Bruce Baja

Spirit Halloween**Table 27**

Phone: +1 609 645 5698

Contact: Tina Charnitsky

Strategic Property Services, LLC**Table 28**

Phone: +1 248 312 7200

Contact: Tom Snyder

Thomas Duke Company**Table 29**

Phone: +1 248 476 3700

Contact: Eric Szerlag

Applied Environmental**Table 30**

Phone: 1+ 734 975 1970

Contact: Jason Vertrees

City of Southfield**Table 31**

Phone: 1+ 248 796 4161

Contact: Rochelle Freeman

CMP Real Estate Group**Table 32**

Phone: 1+ 248 538 2000

Contact: Chris Jonna

Gerdorn Realty & Investment**Table 33**

Phone: 1+ 248 242 6766

Contact: Vicki Gutowski

Lormax Stern Development Company**Table 34**

Phone: 1+ 248 737 7110

Contact: Andrew Luckoff

Stokas Bieri Real Estate**Table 35**

Phone: +1 313 962 2800

Contact: James Bieri

List current as of July 12, 2019.