



Directory

Monterey Conference & Deal Making

Monterey Conference Center
Monterey, CA | March 7 – 8, 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 Monterey Conference & Deal Making 2019
Booth #200

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Monterey Conference & Deal Making

WEDNESDAY MARCH 6

Optional Event: Golf Tournament

12:00 – 4:30 pm

Carmel Valley Ranch

Separate Registration required.

THURSDAY MARCH 7

Registration | Serra Lobby

7:30 am – 6:00 pm

ICSC First-Timers, New Member and Student Orientation | Bonsai I Room

8:15 – 9:15 am

Whether you are a new ICSC member or this is your first meeting, we can help to make the most out of your experience. We will also provide new members and students a quick overview of ICSC programs and services and tell you how best to utilize ICSC's many career-advancing resources.

MODERATORS



Chuck Shaw

COO

Fite Development Company
Sacramento, CA



Douglas Wiele

Founding Partner

Foothill Partners
El Dorado Hills, CA

Continental Breakfast | De Anza Foyer

8:15 – 9:15 am

No breakfast service after 9:15 am.

Deal Making | Serra Ballroom

9:00 am – 4:00 pm

Retailer Central | Serra Ballroom

9:00 am – 4:00 pm

Welcome and Introduction to the Program | De Anza Ballroom

9:15 – 9:30 am



Dean Isaacs

ICSC 2019 Monterey Conference & Deal Making Program Planning Committee Co-Chair
Principal
Peninsula Development Advisors
Foster City, CA



Stephen Stwora-Hail

ICSC 2019 Monterey Conference & Deal Making Program Planning Committee Co-Chair
Partner
Cohen Durrett Attorneys at Law
Sacramento, CA

Re-Lease, Re-Use or Re-Develop?

| De Anza Ballroom

9:30 – 10:30 am

As consumer habits change, shopping centers have to change with them. Our panel of experts will discuss what retail landlords and developers are doing to reinvent their centers to keep shoppers coming. Find out what's working and what trends to look for in the near future.

MODERATOR



Patrick McGaughey

Director of Investments
Paragon Commercial Group
Palo Alto, CA

PANELISTS



David S. Goldman

Managing Partner
LGB Real Estate Companies, LLC
Los Angeles, CA



Terrence Grindall

Assistant City Manager
City of Newark
Newark, CA



Reed Moulds

Managing Director
Sand Hill Property Company
Palo Alto, CA

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Blair Polachek
Senior Vice President, Leasing
Seritage Growth Properties
Phoenix, AZ

The Evolution of Retailing | De Anza Ballroom

10:45 – 11:45 am

Technology and retail are now working together to enhance the customer experience. From cashier-less tech speeding up the transaction process to analyzing site selection criteria for better locations, retailers are trying to make shopping easier and more efficient. Join us to hear from those creating and implementing the tech as we explore these new times.

MODERATOR



Jeff Badstubner
Senior Vice President, Retail Market
Lead
JLL
San Francisco, CA

PANELIST



Mike Fogarty
Founder & CEO
Choice Market
Denver, CO



Joe Lee
CEO
Locate AI
San Francisco, CA



Laura Sagues
Senior Vice President
CBRE
San Francisco, CA

Exhibitor Boxed Lunch | Serra Ballroom

12:00 – 12:45 pm

Lunch Served | Steinbeck Ballroom

12:00 – 12:45 pm

No lunch service after 12:45 pm.

ICSC Update | Steinbeck Ballroom

12:45 – 1:00 pm

GOVERNMENT RELATIONS UPDATE



Matthew Hargrove
Senior Vice President of
Governmental Affairs
California Business Properties
Association
Sacramento, CA

INDUSTRY TRENDS



Leslie Fox
Senior Vice President, Membership &
Strategy
ICSC
New York, NY

Keynote Presentation | Steinbeck Ballroom

1:00 – 2:00 pm

Generation Nation 2019: Making Sense of a Shifting World

To remain fresh and relevant, retailers need to re-frame how they think about and connect with consumers of all ages and better understand each generation's inherent values and attitudes. Sharing insights from "Generation Nation 2019," this session will provide generational insight and a revealing look at what's on the minds of Gen Z, Millennials, Generation X and Boomers.



Michael Wood
Partner
747 Insights, LLC
Chicago, IL

Special Industry Groups (SIGs)

Choose from three SIGs

2:15 – 3:00 pm

Legal | Portola Room

Rethinking Center CC&Rs and Entitlements

As the retail industry evolves, the laws governing shopping centers are also evolving, causing attorneys to have to rethink how they approach shopping center deals. Come hear how legal developments are impacting the way shopping centers are "papered up," from deal points, to CC&Rs, to entitlements.

FACILITATORS



Michael Di Geronimo
Attorney, Shareholder
Miller Starr Regalia
Walnut Creek, CA



Miriam Montesinos
Of Counsel
Pelosi Law Group
San Francisco, CA



Stephen Stwora-Hail
ICSC 2019 Monterey Conference &
Deal Making Conference Program
Planning Committee Co-Chair
Partner
Cohen Durrett Attorneys at Law
Sacramento, CA

Property Management | Bonsai I Room
Property Management in a Changing World

Retail continues to evolve as does the world of property management. Join our fast-paced discussion on the importance of developing new talent, technology in the workplace, interdisciplinary collaboration and more. Bring your thoughts, questions and ideas as well.

FACILITATORS



Bill Andrews, CSM
Vice President Asset Management
Inter-Cal Real Estate Corp.
Sacramento, CA



Elizabeth Ringbom, CRX, CSM
Senior Vice President
JLL
Mill Valley, CA

P3 | Bonsai II Room

How the Evolution of Retail is Playing Out in Emerging California Markets

While new retail concepts and prototypes are often tested first in urban environments, the changing nature of retail is also impacting project development and tenant decisions in suburban communities and areas of growth outside the urban core. Hear about case studies from the developer, tenant and public sector perspective.

FACILITATORS



Christina Briggs
ICSC Northern California P3
Public Chair
Deputy Director of Economic
Development
City of Fremont
Fremont, CA



Joseph Harberg
Director of Real Estate
Studio Movie Grill
Dallas, TX



John Love
Vice President
Shapell Properties
Los Angeles, LA



Alison Warner
ICSC Northern California
P3 Private Chair
Senior Manager, Investments
Regency Centers
Walnut Creek, CA

Member-Hosted Reception

4:30 – 6:00 pm



Exciting New Venue:

The Barns at Cooper Molera

502 Munras Avenue, Monterey, CA 93940

A newly completed project of Foothill Partners and Deacon Construction. Read their history at coopermolera.org

Less than half a mile from the Monterey Conference Center, straight up Alvarado Street.

Monterey Conference & Deal Making

FRIDAY **MARCH 8**

Registration | Serra Lobby

8:00 am – 12:00 pm

**Continental Breakfast in
the Exhibit Hall** | Serra Ballroom

8:00 – 9:00 am

No breakfast service after 9:00 am.

Deal Making | Serra Ballroom

8:00 am – 12:00 pm

Retailer Central | Serra Ballroom

8:00 am – 12:00 pm

Retailers' Runway | Steinbeck Ballroom

9:00 – 10:30 am

MODERATOR



Stephen LaBonge

Regional Director of Real Estate
CVS Health
Woonsocket, RI

Featuring presentations from:

Arby's
Dairy Queen
Footlocker
Golden Corral
Great Clips
Grocery Outlet
Quick Quack
SONIC
Sport Clips, Inc.
Wendy's
and more!

Conference Adjourns

12:00 pm

Program information current as of February 14, 2019.



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Christine Firstenberg, ICSC Western Division P3 Private Chair, Metrovation

Alesha Shemwell, ICSC Western Division Innovation Chair, Bellevue Square Managers, Inc.

Jim Reynolds, ICSC Western Division Retail Chair, Great Clips, Inc.

Mitchell Hernandez, ICSC Western Division Next Generation Chair, Beta Retail, Inc.

STATE VOLUNTEER LEADERSHIP

Morgan Read, ICSC Northern California State Director, Read Investments

Robert Cord, ICSC Northern California Government Relations Chair, Advisors Commercial Real Estate

Alison Warner, ICSC Northern California P3 Private Chair, Regency Centers

Christina Briggs, ICSC Northern California P3 Public Chair, City of Fremont

Amber Wright, ICSC Northern California Operations Co-Chair, Retail Opportunity Investments Corp.

Chad Eisenbud, ICSC Northern California Operations Co-Chair, Madison Marquette

Della Chow, ICSC Northern California Retail Chair, Foot Locker

Josh Shumsky, ICSC Northern California Next Generation Chair, Newmark Knight Frank

PROGRAM PLANNING COMMITTEE

Stephen Stwora-Hail, ICSC 2019 Monterey Conference & Deal Making Program Planning Committee Co-Chair, Cohen Durrett Attorneys at Law

Dean Isaacs, ICSC 2019 Monterey Conference & Deal Making Program Planning Committee Co-Chair, Peninsula Development Advisors

Kristin Anderson, Eric F. Anderson, Inc.

Bill Andrews, Inter-Cal Real Estate Corp.

Jeff Badstubner, JLL

Carmelita Botelho, Grocery Outlet, Inc.

Tracy Chiao, Newmark Knight Frank

James Chung, Cushman & Wakefield, Inc.

Paul Cunha, Deacon Construction, LLC

Michael Di Geronimo, Miller Starr Regalia

Dixie Divine, Prime Commercial, Inc.

Christine Firstenberg, Metrovation

Ronald Gerber, City of Vallejo

David Greensfelder, Greensfelder Commercial Real Estate, LLC

Stephen LaBonge, CVS Health

Jeffrey Leon, HLA Ventures

Ken Lowney, Lowney Architecture

Patrick McGaughey, Paragon Commercial Group

Miriam Montesinos, Pelosi Law Group

Elizabeth Ringbom, CRX, CSM, JLL

Tim Seiler, John Cumbelich & Associates

Chuck Shaw, Fite Development Company

Scott Singer, Ring Hunter Holland & Schenone, LLP

Douglas Wiele, Foothill Partners

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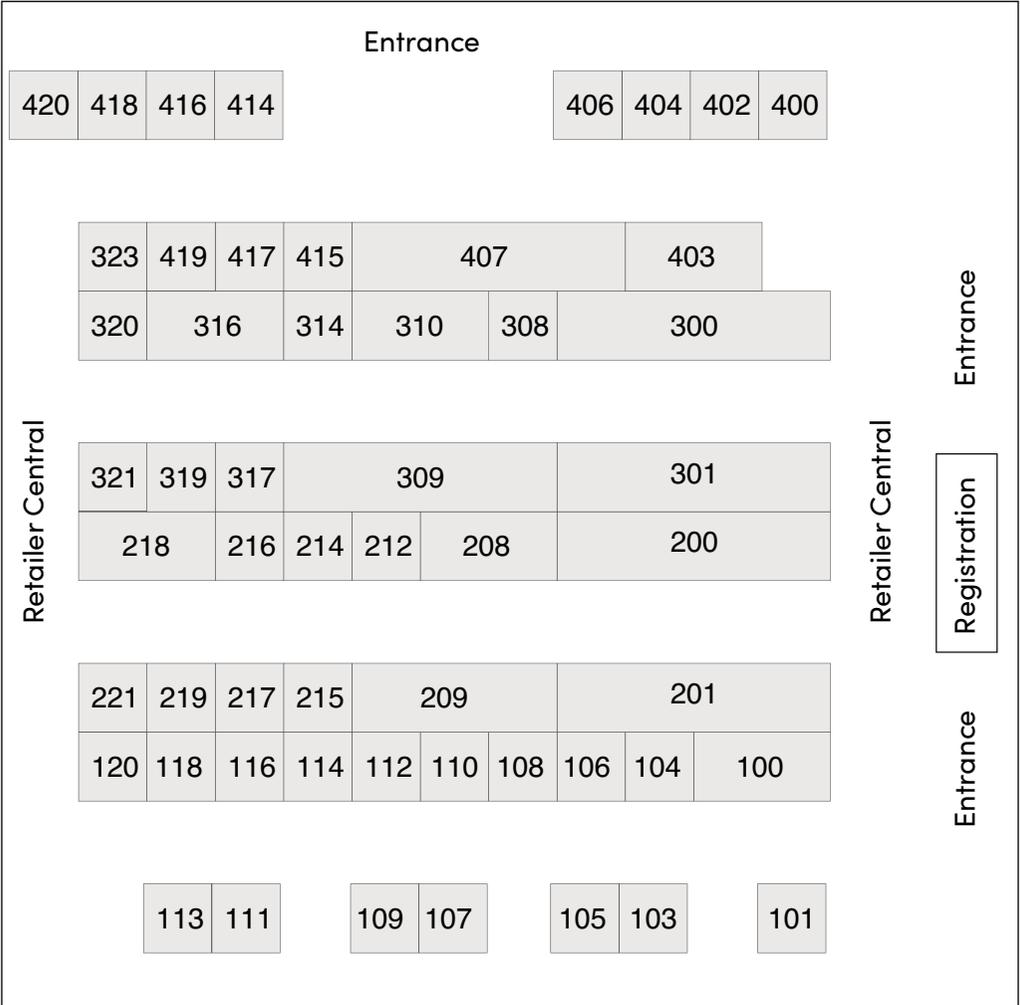
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Exhibitors

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Contact: Tyler Walker
Phone: +1 707 935 3700
www.acventures.com

ADA Compliance Consultants

Booth: 420

Contact: Chris Taylor
Phone: +1 916 983 3816
www.ada-pros.com

Allied Universal Security Services

Booth: 110

Contact: Erik Homan
Phone: +1 831 682 3335
www.aus.com

Armstrong Development Properties

Booth: 419

Contact: Beth Hannisick
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www.armstrongdev.com

Borelli Investment Company

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Brixmor Property Group

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Capital Pacific

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CBRE

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City of Merced

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City of Union City

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City of Visalia

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City Wide Property Services

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Coldwell Banker Commercial-

Northern California

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Colliers International

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CoStar Group

Booth: 214

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www.costar.com

Crosspoint Realty Services

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Cushman & Wakefield, Inc.

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Gilroy Economic Development Corporation

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Hawkins Companies

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Highland Commercial Roofing

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JB Bostick Company

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JLL

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Contact: Cheri Evans
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John Cumbelich & Associates

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www.cumbelich.com

JP Morgan Chase Bank

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Kimco Realty Corporation

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www.kimcorealty.com

LBG Real Estate Companies, LLC

Booth: 218

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www.LBGFunds.com



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Western Conference & Deal Making

Los Angeles Convention Center | Los Angeles, CA
September 16 – 18, 2019



Exhibitors

Lockehouse Retail Group, Inc.

Booth: 407

Contact: Lavender Jewell
Phone: +1 650 692 3400
www.lockehouse.com

Lowney Architecture

Booth: 109

Contact: Corissa Bryson
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Meacham/Oppenheimer, Inc.

Booth: 415

Contact: Michael Messinger
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Meridian Pacific Ltd.

Booth: 101

Contact: Debbie Jirasek
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www.meridianpacificltd.com

Motionloft

Booth: 217

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www.Motionloft.com

Newmark Knight Frank

Booth: 300

Contact: Cindy Lin
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Northstate Commercial Partners

Booth: 108

Contact: Ken Miller
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Phillips Edison & Company

Booth: 103

Contact: Kelly Kerby
Phone: +1 513 554 1110
www.phillipsedison.com

Placer Labs

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www.placer.ai

Prime Commercial, Inc.

Booth: 111

Contact: Dixie Divine
Phone: +1 408 879 4000
www.primecommercialinc.com

Quick Quack Car Wash

Booth: 106

Contact: Tina Martin
Phone: +1 888 772 2792
www.DontDriveDirty.com

Regency Centers

Booth: 402

Contact: Kurstin Montero
Phone: +1 925 279 1894
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Retail Investment Group, LLC

Booth: 323

Contact: Steven Davis
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Rincon Consultants, Inc.

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www.rinconconsultants.com

Shopping Center Business/ California Centers

Booth: 112

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SRS Real Estate Partners

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TNT Fireworks

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Universal Site Services

Booth: 219

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VMI architecture, Inc.

Booth: 320

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Weingarten Realty Investors

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Willow Glen Insurance

Agency-Monterey

Booth: 105

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willowgleninsurancemonterey.com

WLS Lighting Systems

Booth: 404

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www.wslighting.com



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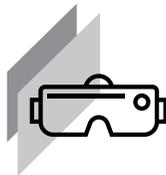
RECON

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DEACON



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Deacon was honored to work with the National Historic Trust, Foothill Partners and Architectural Resource Group, Inc. to restore the Cooper Molera Adobe property to its original look and feel. Three new structures were also constructed to integrate cohesively into the property.

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TO OUR LATEST COMPLETED PROJECT

The Cooper-Molera Adobe Historic Site
Munras Avenue at Alvarado Street, downtown Monterey

////////////////// WATCH FOR THESE ADDITIONAL UPCOMING PROJECTS //////////////////

- El Cuartel Nuevo, Munras at Webster, downtown Monterey (shops and loft apartments)**
- Reno Public Market - the redevelopment of Shoppers Square Mall, Midtown Reno**
- The Truckee Railyard's Central Pacific Yard, downtown Truckee**
- Rio Ranch Marketplace, Mouth of the Carmel Valley**

