



Directory

Carolinas Conference & Deal Making

Charlotte Convention Center | Charlotte, NC

March 11 – 12, 2019

#ICSC





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Carolinas Conference & Deal Making

MONDAY, MARCH 11

Topgolf Tournament

1:00 – 3:00 pm

Topgolf Charlotte

8024 Savoy Corporate Drive
Charlotte, NC

Philanthropic Volunteer Opportunity

1:00 – 3:00 pm

Second Harvest Food Bank

500-B Spratt Street
Charlotte, NC

Registration | Richardson Ballroom

Pre-Function

4:00 – 8:30 pm

Member-Hosted Reception |

NASCAR Hall of Fame

6:30 – 8:30 pm

TUESDAY, MARCH 12

Registration | Richardson Ballroom

Pre-Function

7:30 am – 5:00 pm

First-Timers, New Member and Student Orientation | Room 217 C – D

8:00 – 8:30 am

ICSC Team Members, ICSC Ambassadors and ICSC Volunteer Leaders will be on-hand to tell you how to make the most of your Conference experience. Join us for a tour of the exhibit floor to get your bearings.

Continental Breakfast | Richardson

Ballroom

8:30 – 9:00 am

Welcome and Program Overview |

Richardson Ballroom

9:00 – 9:15 am



Julie Gardner

ICSC North Carolina/South Carolina
State Director
Principal
Katz & Associates
Charlotte, NC

Urban Retail: A Perspective on Infill Real Estate Development | Room 217 A – B

9:30 – 10:15 am

MODERATOR



John Maheras

Partner
Essex Richards, P.A.
Charlotte, NC

PANELISTS



Shelbi Bodner

Director of Leasing
Paces Properties
Atlanta, GA



Robert Hughes

President
Hughes Development Corporation
Greenville, SC



Brian Purcell

Managing Director
Asana Partners
Charlotte, NC



Frank Scibelli

CEO
FS Food Group
Charlotte, NC

Carolinas Conference & Deal Making

Capital Markets Snapshot | Room 217 A – B

10:30 – 11:15 am

MODERATOR



Hal Kempson
Executive Vice President
JLL
Charlotte, NC

PANELISTS



Ryan Doyle
Director of Loan Origination
New York Life Insurance Company
Atlanta, GA



Trey Morgan
ICSC Southern Division Government
Relations Chair
CEO
The Morgan Companies
Charlotte, NC



Anthony Swainey
Charlotte Metro Market President
Bank OZK
Charlotte, NC

Roundtables | Room 217 C – D

10:30 – 11:15 am

1. Fashion Forward: Retailing in the Apparel Industry

Brit Turner, Fit Atelier

2. Top 5 Pitfalls in Retail Leases

Alex Munoz, The Shopping Center Group

3. Food & Beverage, Entertainment as The New Retail Anchors – Creating the Optimal Merchandising Plan

Bruce Koniver, Koniver Stern Group

4. E-Commerce vs. Brick-and-Mortar and Digitally Native Brands

Julie Augustyn, Foundry Commercial

5. A Peek Inside a Retailer's Real Estate Committee

Kent Gonnerman, Rack Room Shoes, Inc.

6. Social Media as a Leasing Tool – Building the Brand of "YOU"

Beth Azor, Azor Advisory Services

7. The Tenant Representation Process

Chuck Evans, The Trilogy Group

8. Adaptive Reuse – Repurposing Industrial & Big-Box Space with Alternative Uses

Katie Grissom, Asana Partners

9. The Sophisticated Landlord Gets a Makeover – Creativity and Flexibility from the Modern Landlord

Jason Burk, CCIM, Whitney Commercial

10. "The Land is Your Land"...Not Anymore – An Eminent Domain Survival Guide

Joan Davis, Atkins, Angell & Davis, P.A.

Lunch Served | Richardson Ballroom

11:30 am – 12:00 pm

No lunch service after 12:00 pm.

Keynote Presentation | Richardson Ballroom

12:00 – 12:30 pm

INTRODUCTION



Darrell Palasciano

ICSC 2019 Carolinas Conference
& Deal Making Program Planning
Committee Chair
Broker
The Shopping Center Group
Charlotte, NC

KEYNOTE



Barbara E. Kahn

Author, *"The Shopping Revolution"*
Patty and Jay H. Baker Professor of
Marketing
The Wharton School,
University of Pennsylvania
Philadelphia, PA

Deal Making and Retailer Central | Hall C

12:30 – 5:00 pm

Meeting Adjourns

5:00 pm

Program information current as of March 8, 2019.

DIVISIONAL LEADERSHIP

Patricia M. Blasi, CRX, CSM, ICSC Trustee and Southern Division Vice President, Borghese Investments

Trey Morgan, ICSC Southern Division Government Relations Chair, Morgan Property Group

Steve Althoff, ICSC Southern Division Innovation Chair, The Sembler Company

John J. Wiles, Esq., ICSC Southern Division P3 Private Chair, Wiles & Wiles, LLP

Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie

Bridgid O'Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.

Townsend Underhill, CRX, ICSC Southern Division Next Generation Chair, Stirling Properties

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Jimmy Penman, ICSC North Carolina/South Carolina Government Relations Committee Co-Chair, Lat Purser & Associates, Inc.

Scottie Smith, ICSC North Carolina P3 Private Chair, Colliers International

Bill King, ICSC North Carolina P3 Public Chair, Downtown Raleigh Alliance

Ryan Coleman, ICSC South Carolina P3 Public Chair, City of Columbia South Carolina

Margot Bizon, ICSC North Carolina/South Carolina Operations Chair, Katz & Associates

Kyle Krull, ICSC North Carolina/South Carolina Retail Chair, Dollar Tree/Family Dollar

Stanford T. Garnett, IV, ICSC North Carolina/South Carolina Next Generation Chair, Collett

PROGRAM PLANNING COMMITTEE

Darrell Palasciano, ICSC 2019 Carolinas Conference & Deal Making Program Planning Committee Chair, The Shopping Center Group

Josh Beaver, The Nichols Company, Inc.

Kent Gonnerman, Rack Room Shoes, Inc.

Katie Grissom, Asana Partners

Jay Hagerman, The Providence Group of the Carolinas, LLC

Hal Kempson, JLL

John Maheras, Essex Richards, P.A.

Melissa McDonald, The Providence Group of the Carolinas, LLC

John Orr, Lee and Associates

Diana Searight, The Chambers Group

Diana Teitsma, Divaris Real Estate, Inc.

Tommy Trimble, Foundry Commercial



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- Jim Ezell, Executive VP, Retail Planning Corporation

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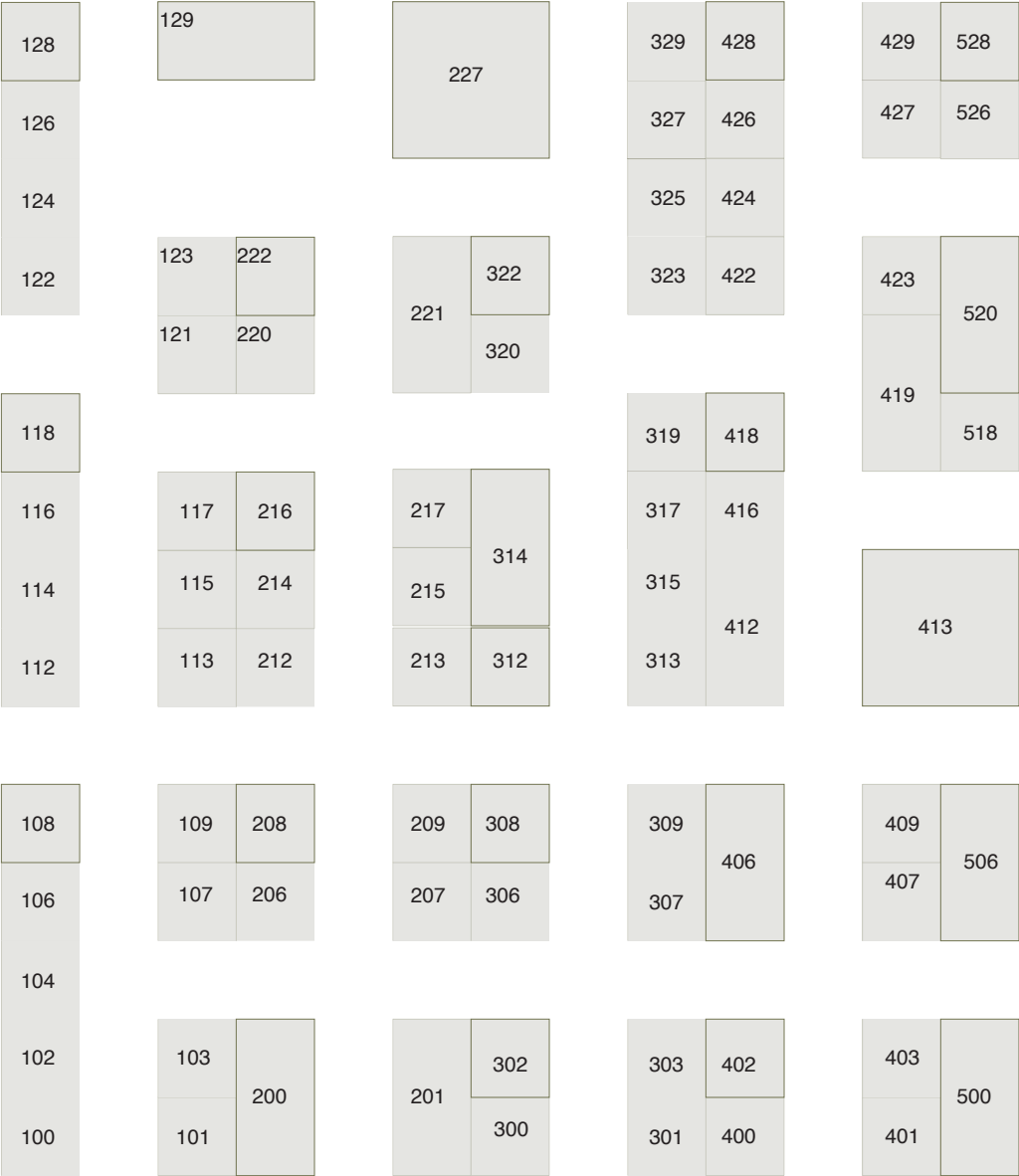
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Exhibitor Floor Plan

RETAILER

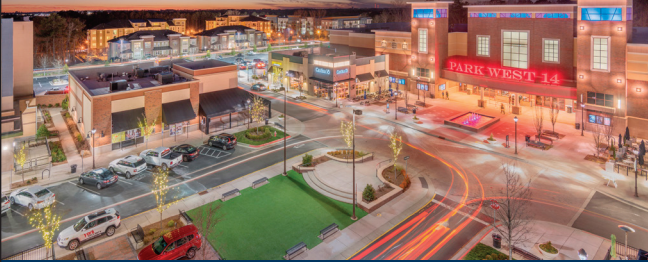


ENTRANCE

CENTRAL

529	628	629	729	827
525	626			825
	624	623	723	823
			822	821
521	620			819
519	618	619	818	
		718		815
515	614	617	713	
513	612	716	814	811
		613	812	
		712		809
507	606	607	709	
		706	808	805
			707	
			806	
501		601	701	801

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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.



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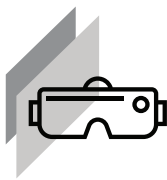
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