



Directory

OAC Summit

Fairmont Austin | Austin, TX
February 27 – March 1, 2019
#ICSC



WEDNESDAY | FEBRUARY 27

Registration

11:00 am – 7:30 pm >> Manchester E Foyer

Welcome Remarks

12:45 – 1:00 pm >> Manchester C - D



Scott Carr, CRX, CSM, CLS
ICSC Trustee and Central Division Vice President
ICSC OAC Co-Chair
CEO
IRC Retail Centers
Oak Brook, IL



Brian T. Finnegan
ICSC 2019 OAC Summit Conference Chair
Executive Vice President, Leasing
Brixmor Property Group
New York, NY



Daniel M. Taub
ICSC OAC Co-Chair
New York, NY

Welcome to Austin from Mayor Steve Adler

1:00 – 2:00 pm >> Manchester C - D

Hear from the mayor of our host city, one of the fastest growing in the U.S., on how Austin has embraced technology in urban planning as well as his views on how retail development is changing in this market.



The Honorable Steve Adler
Mayor, City of Austin
Austin, TX

Colorful Beginnings

2:15 – 3:30 pm

Networking is the backbone of the OAC Summit and this session, one of the Summit's most popular, is a proven catalyst to ensure that you have a circle of contacts right from the start. Whether you are new to the Summit or a seasoned veteran, you are guaranteed to leave with new leads and new friends. And isn't that the point of attending a Summit?

NOTE: The room name on the back of your badge will indicate which group discussion you have been invited to join.

FACILITATORS

>> Manchester E

Andrea Drasites, The Blackstone Group L.P.

Kyle Matthews, Matthews Real Estate Investment Services

>> Manchester F

Alison Lies, Gazit Horizons, Inc.

Mike Makinen, SITE Centers Corp.

>> Manchester G

Larry Rose, The Michelis Rose Group, LLC

Lori Schneider, Marcus & Millichap

>> Indigo

Mike Cohn, Berkley Development
Mary Rottler, Seritage Growth Properties

>> Violet

Terri Cox, Matanky Realty Group
Nick Egelanian, SiteWorks Retail Real Estate Services

Real Time with Retailers

3:45 – 4:45 pm

Use this opportunity to meet leading retailers and participate in conversations about the current state of the retail real estate industry from their perspective. Please note that the retailers will not address any specific company performance or strategy questions.

SESSION 1

>> Manchester E

FACILITATOR
Josh Levy, Waterstone Properties Group, Inc.

PANELISTS
John Antunes, PetSmart Inc. | **Phil Armstrong**, Total Wine & More
Terry Gibbons, Sprouts Farmers Market | **Jim Reynolds**, Great Clips
Robert Sek, Total Men's Primary Care

SESSION 2

>> Manchester F

FACILITATOR
James Savard, Metro Commercial Real Estate, Inc.

PANELISTS
Randy Carlin, Mattress Firm Inc. | **Christina Froehling**, Xponential Fitness, LLC
James J. Lampassi, ICSC Trustee, Barnes & Noble, Inc.
Laurie Mahowald, ICSC Trustee, Target Corporation

SESSION 3

>> Manchester G

FACILITATOR
Josh Simon, Simon CRE

PANELISTS
Joseph Brady, Walgreen Co. | **Gerardo Flores**, Jersey Mike's Subs
Josh Goldstein, Pet Supplies Plus | **Keith King**, Planet Fitness | **Chris Santone**, Carvana Co.

SESSION 4

>> Lantana

FACILITATOR
Matt Ryan, Brixmor Property Group

PANELISTS
Doug Epstein, Modell's Sporting Goods
William B. Horner, CRX, ICSC Trustee, LA Fitness International LLC | **David Schulman**, Staples, Inc.
Michael J. Shanahan, Burlington Stores, Inc.

SESSION 5

>> Iris

FACILITATOR
Mike Conway, Phillips Edison & Company

PANELISTS
Nate Collins, The Kroger Co. | **Chris Day**, Bob's Discount Furniture
Jeff Fink, Shoe Carnival, Inc. | **Zach Minter**, Five Below, Inc.

Keynote | Open Air Trends: Disruptors and E-Commerce

5:00 – 6:00 pm >> Manchester C - D

Kara Swisher is the executive editor of Recode and a contributing writer for *The New York Times*. Known for her unique perspective on the technology industry, Kara has her finger on the pulse of innovation and disruption. Kara joins us to discuss how the retail industry is being impacted by tech changes and challenges and what that means for the retail real estate industry.



Kara Swisher

Executive Editor, Recode
Host, Recode Podcast
Co-Executive Producer, Code Conference

Welcome Reception

6:00 – 7:30 pm >> Palm Court

THURSDAY | FEBRUARY 28

Registration

7:00 am – 7:00 pm >> Manchester Foyer

Networking Breakfast

7:30 – 8:00 am >> Manchester Foyer

Roundtable Discussions

8:00 – 10:15 am >> Manchester A - B

Roundtables are consistently rated as one of the Summit's most valuable sessions. You will have the opportunity to participate in three different roundtable discussions. Each session will be 45 minutes. *See page 10 for the list of roundtable topics.*

Networking Break

10:15 – 10:45 am

Waymo – A Presentation on Autonomous Vehicles

10:45 am – 12:00 pm >> Manchester C - D

It is widely expected that our industry will change dramatically with the introduction of self-driving vehicles. Join the conversation with Paige Fitzgerald, Head of Strategic Partnerships and Business Development for Waymo on the introduction of the technology, and how it will change the world.



Paige Fitzgerald

Head of Strategic Partnerships and Business Development
Waymo
San Francisco, CA

Lunch Served

12:00 – 12:30 pm >> Manchester A - B

Industry Insights

12:15 – 12:45 pm >> Manchester A - B

Tom McGee, ICSC President and CEO, discusses current opportunities for the public and private sectors of the retail real estate industry with ICSC's Chairman Valerie Richardson.



Tom McGee
President and CEO
ICSC
New York, NY



Valerie Richardson, CRX, CLS
ICSC Chairman
Vice President, Real Estate
The Container Store
Coppell, TX

Lunchtime Retailer Leadership Panel

12:45 – 1:45 pm >> Manchester A - B

Hear from the leaders of a diverse mix of open-air retailers as they discuss how their businesses are thriving in the current retail environment, how they are adapting to the changing consumer and what they see on the horizon for retail in the near future.

MODERATOR



Ross Cooper
President and CIO
Kimco Realty Corporation
New York, NY

PANELISTS



Joel Anderson
President and CEO
Five Below, Inc.
Philadelphia, PA



Tom Kingsbury
President, CEO and Chairman
Burlington Stores, Inc.
Burlington, NJ



Vibhu Norby
Founder and CEO
B8ta
San Francisco, CA

Networking Break

1:45 – 2:00 pm

Jason & Scot Live

2:00 – 3:00 pm >> Manchester C - D

Jason Goldberg and Scot Wingo are the hosts of The Jason & Scot Show, a weekly podcast about the e-commerce industry featuring interviews with industry leaders, deep dives into key topics and timely news. Jason and Scot will be joining us for a point-counterpoint discussion on e-commerce and the retail real estate industry.



Jason Goldberg
Senior Vice President of Commerce
SapientRazorfish
Chicago, IL



Scot Wingo
Founder and Executive Chairman
Channel Advisor
Raleigh-Durham, NC

BOARDROOM DISCUSSIONS

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights. You will have the opportunity to participate in two discussions.

Cannabis and Retail Real Estate

3:15 – 4:00 pm

4:15 – 5:00 pm

»» Manchester E

How have cannabis dispensaries been able to normalize cannabis in a retail space by changing the in-store experience and consumer perception? How are institutional investors capitalizing on the potential they see in creating new venues to put dedicated capital to work in all things cannabis? Learn from the dominant retailer MedMen and a leading hedge fund CB1 dedicated to investing in the cannabis space.

FACILITATORS

Ryder Jeanes

Vice President

CB1 Capital Management

Austin, TX

Kellen O'Keefe

Senior Vice President, Business Development

MedMen

Los Angeles, CA

What is the Future of Mixed-Use?

3:15 – 4:00 pm

4:15 – 5:00 pm

»» Manchester F

Hear perspectives from a cross-functional set of leaders on the integration of retail, health and wellness, co-working and multi-family in mixed-use environments

MODERATOR

Benjamin W. Schall

President and CEO

Seritage Growth Properties

New York, NY

FACILITATORS

Hilary Spann

Managing Director, Head of Americas, Real Estate Investments

Canada Pension Plan Investment Board (CPPIB)

New York, NY

Justin Stewart

President and Co-Founder

Industrious

New York, NY

Jeff Weinhaus

President and CDO

Equinox Holdings, Inc.

New York, NY

Demographic Shifts Ahead and Implications for Retail Real Estate

3:15 – 4:00 pm

4:15 – 5:00 pm

»» Manchester G

Highlighting findings from the research behind the book *Big Shifts Ahead: Demographic Clarity for Businesses*, author and demographer Chris Porter will share an insightful framework that makes demographic trends easier to understand, quantify and anticipate. He will address how these trends have shaped societal behavior and translate the implications for the retail real estate industry. His analysis of demographics will give business leaders a better perspective and competitive advantage when reacting to unanticipated events that shift prevailing trends.

FACILITATOR

Chris Porter

Chief Demographer and co-author of *Big Shifts Ahead: Demographic Clarity for Businesses*
Irvine, CA

Transactions: A Broker, a Seller and a Buyer Walk into a Room...

3:15 – 4:00 pm

4:15 – 5:00 pm

»» Indigo

You come up with the punchline. Participate in this interactive conversation on the current state of the transactions market. Three active participants share real-time insights on the market to address where we are in the current cycle. What are seller's expectations vs. buyer's expectations? What is the impact of capital markets and the availability of debt and equity? How are prices trending across different asset classes? Find out what it takes to get a deal done in today's volatile retail real estate market.

FACILITATORS

Mark Gilbert

Executive Managing Director
Cushman & Wakefield
Miami, FL

Daniel J. Holland

President and CEO
Epic Real Estate Partners
Austin, TX

Mark Horgan

Executive Vice President and CIO
Brixmor Property Group
New York, NY

The Opportunity in Opportunity Zones

3:15 – 4:00 pm

4:15 – 5:00 pm

» Iris

The Opportunity Zone program was created by the 2017 tax reform law to encourage long-term investment in economically distressed areas. Hear from industry experts as we explore the potential of this new program.

FACILITATORS

John Chang

Senior Vice President, National Director Research Services
Marcus & Millichap Real Estate Investment Services
Phoenix, AZ

Gar Herring, CRX, CDP

ICSC Past Trustee
Senior Vice President, National Retail Development Services
JLL
Dallas, TX

Phillips Hinch

Vice President, Tax Policy
ICSC
Washington, DC

Here Come the New Players: A Retail Revolution Is Picking Up Steam

3:15 – 4:00 pm

4:15 – 5:00 pm

» Lantana

“Digitally native brands. Direct to consumer. The built world. Young brands.”
All these new terms are connected to a significant revolution in retail where former e-commerce companies are testing traditional bricks and mortar expansion. Deal making with these new entrepreneurs follows all new metrics. The conventional metrics of rent to sales are shifting. It’s now as much about customer engagement, customer acquisition and data collection.

FACILITATORS

Terry Brown

Managing Partner
Asana Partners
Charlotte, NC

Dan Wenhold

Principal
Fifth Wall Ventures
Venice, CA

Networking Reception

5:00 – 7:00 pm » Manchester Foyer

Optional Event: Dine-Arounds **SOLD OUT**

7:00 – 10:00 pm

Malverde | Olive & June | Lamberts | Trulucks

Advance registration was required. Buses will depart from the Fairmont Hotel lobby at 7:00 pm.

FRIDAY | MARCH 1

Registration

8:00 – 10:30 am >> Manchester Foyer

Networking Breakfast

8:00 – 9:00 am >> Manchester Foyer

Changing Tides – New Approaches to Research and Technology in a Shifting Demographic Landscape

9:00 – 10:15 am >> Manchester A - B

Join us for a panel of experts discussing the changing demographic landscape and the effect on the shopping center industry. Hear how current and future trends will impact the way we need to adapt our businesses.

MODERATOR



Deborah Weinswig
CEO and Founder
Coresight Research
New York, NY

PANELISTS



Stuart Aitken
Senior Vice President, Alternative Business
The Kroger Co.
Cincinnati, OH



David L. Huntoon
President
Intalytics
Ann Arbor, MI



Rachel Elias Wein
Founder and President
WeinPlus
Saint Petersburg, FL

Closing Remarks

10:15 – 10:30 am >> Manchester A - B



Scott Carr, CRX, CSM, CLS
ICSC Trustee and Central Division Vice President
ICSC OAC Co-Chair
CEO
IRC Retail Centers
Oak Brook, IL



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ICSC 2019 OAC Summit Conference Chair
Executive Vice President, Leasing
Brixmor Property Group
New York, NY



Daniel M. Taub
ICSC OAC Co-Chair
New York, NY

ROUNDTABLES

Roundtable 1

Technology and Disruption: What Happens After the Click and How We Are All Impacted

Steven Goldberg, Bed Bath & Beyond Inc. | Sonya Hene, Kitson & Partners

Roundtable 2

Geofencing Technology – The New Standard in Retail Research, Marketing and More

David Lobaugh, August Partners

Roundtable 3

Renew, Relocate or Close: Factors Influencing Each Alternative

Chris Day, Bob's Discount Furniture

Roundtable 4

Beyond the Expected: What It Takes to Refresh The Retail Experience

Rich Kobe, Miller Capital Advisory, Inc. | Gar Muse, Cooper Carry

Roundtable 5

Cutting the Deal Time in Half! A Candid Conversation Between Landlord and Retailer

Davis Bennett, Great Clips | Bob Dake, ShopOne Centers REIT, Inc.

Roundtable 6

Grocery Business Model Disruption and Its Impact on Real Estate

Joe McKeska, Elkhorn Real Estate Partners | Jim Sylvia, READCO Sylvia Advisors

Roundtable 7

Challenges and Opportunities as a Private Developer in 2019

Ben Hidalgo, Net Lease Development

Roundtable 8

Using Crowdfunding to Raise Equity Capital for Open Air Centers: One Company's Experience

Danny Lovell, The Rainier Companies | Glen Rich, CrowdStreet

Roundtable 9

Making Decisions at the Speed of Disruption: Retail Real Estate Data Trends, Technology and You

Greg Rutan, Trade Area Systems

Roundtable 10

It's Not All About the Benjamins – Getting Inside the Head of Your Next Millennial Hire

David Poline, Poline Associates | Ron Wheeler, The Sembler Company

Roundtable 11

Gazing into the Crystal Ball of Parking: Trends and Strategies That Allow More Development by Lowering Demand and Offering Meaningful Amenities

William Schwartz, Nelson\Nygaard Consulting Associates, Inc.

Lauren Mattern, Nelson\Nygaard Consulting Associates, Inc.

Roundtable 12

Moving Away from Email Prospecting in a Digital Era

Beth Azor, Azor Advisory Services, Inc. | Chris Ressa, DLC Management Corp.

Roundtable 13

Breaking Bad: The Good, Bad and Ugly of Breaking up Anchor Space

Vasili Lyhnakis, Phillips Edison & Company | Gerry Wright, RPAI

Roundtable 14

Negotiating Lease Renewals from a Tenant's Perspective

William B. Horner, CRX, ICSC Trustee, LA Fitness International LLC

Scott Milnamow, Raymour & Flanigan

Roundtable 15

Outparcel Value Optimization and New Development: The Inside Track to Today's NNN Market

Gary Chou, Matthews Real Estate Investment Services | Pete Foran, IRC Retail Centers

Roundtable 16

Cinemas and Theaters – Evolution Beyond Plush Recline Seating and Food. What’s Working and Not Working and What’s Coming Next?

Tim Reed, Alamo Draffhouse Cinema

Roundtable 17

Breaking Tradition: The New Wave of Retail in Existing Shopping Centers

Chris Santone, Carvana Co.

Roundtable 18

Bankruptcies and Restructuring’s the New Normal – What to Do and How to Respond When Approached. A Landlord’s and Retailer’s View

Emilio Amendola, A&G Realty Partners

Roundtable 19

Retail Reconsidered: New Concepts and Reinvention of Existing Ones

Clay Mote, Venture Commercial | Lindsey Pankey, Centre-Line Real Estate Services

Roundtable 20

Cap Rates and Interest Rates – Up or Down

Margaret Caldwell, JLL | Edward Senenman, Sterling Organization

Roundtable 21

Are Food Halls a Magic Elixir for Retail Owners?

Rob Gerbitz, Hendricks Commercial Properties, LLC

Larry Evinger, Hendricks Commercial Properties, LLC

Roundtable 22

Turning Small Shops into High Performance Machines: Independently-Owned Retail and Restaurants are Becoming More Important to the Overall Health and Success of Our Shopping Centers. What Can You Do from the Leasing/Ownership Side to Encourage Their Success and Sustainability?

Angel Cicerone, Tenant Mentorship

Roundtable 23

Target’s Huge Bet on New Small Stores and Existing Store Remodels... How’s It Going?

Mike Seaman, Target Corporation | James Tucker, Target Corporation

Roundtable 24

Breaking the Anchor Mold: New Ways to Approach Retail Development

Mauricio Funes, Seritage Growth Properties | Patrick Quinn, iPic Entertainment

Roundtable 25

“A Sneak Peak” Inside a Retailer’s Real Estate Committee

Ted Frumkin, Sprouts Farmers Market | Michael J. Shanahan, Burlington Stores, Inc.

Roundtable 26

Raising Equity in a Fluctuating Interest Rate Environment

David Robinov, Ackman-Ziff Real Estate Group LLC

Roundtable 27

Billions Being Poured into Retail Distribution and Logistics – Where is It Going and What Does It All Mean?

David Vernon, Alliance Bernstein Holding L.P.

Roundtable 28

What’s Cooking with Amazon’s Acquisition of Whole Foods – Another Look One Year Later

Nick Egelanian, SiteWorks Retail Real Estate Services

OAC CO-CHAIRS

Scott Carr, CRX, CSM, CLS, ICSC Trustee, IRC Retail Centers
Daniel M. Taub

OAC SUMMIT CONFERENCE CHAIR

Brian T. Finnegan, Brixmor Property Group

OAC SUMMIT CONFERENCE CO-CHAIRS

Mike Makinen, SITE Centers Corp.
Ryan C. O'Sullivan, PetSmart, Inc.
Rachel Elias Wein, WeinPlus

COMMITTEE MEMBERS

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Davis Bennett, Great Clips Inc
Lawrence P. Casey, Donahue Schriber
Steve Cogan, Albertsons Companies
Christopher M. Conlon, Acadia Realty Trust
Ross Cooper, Kimco Realty Corporation
Vincent A. Corno, CRX, ICSC Trustee, Starwood Retail Partners
George L. Drummey, The TJX Companies, Inc.
Theodore Frumkin, II, Sprouts Farmers Market
Mark Gibson, ICSC Trustee, HFF, Inc.
William B. Horner, CRX, ICSC Trustee, LA Fitness International LLC
Laurie Mahowald, ICSC Trustee, Target Corporation
James E. Matanky, CRX, CLS, CDP, CSM, CMD, Matanky Realty Group
Zach Minter, Five Below, Inc.
Joel Murphy, ICSC Past Trustee, New Market Properties LLC
Michael Oliverio, Acadia Realty Trust
Lisa Palmer, Regency Centers
Luke J. Petherbridge, ICSC Trustee, ShopCore Properties
Bernie Schachter
Benjamin W. Schall, Seritage Growth Properties
David Schulman, Staples, Inc.
Michael J. Shanahan, Burlington Stores, Inc.

EX OFFICIO

Kenneth F. Bernstein, ICSC Past Chairman, Acadia Realty Trust
Patricia M. Blasi, CRX, CSM, ICSC Trustee, Borghese Investments
Paul W. Fredo, ICSC Past Trustee, Parnell Real Estate Advisors
Brad M. Hutensky, ICSC Trustee and Past Chairman, Hutensky Capital Partners
Martin A. Mayer, ICSC Past Trustee, Stirling Properties
Richard H. Tucker, Tucker Development

EMERITUS

Thomas A. Caputo, SITE Centers Corp.
Thomas J. Connolly, ICSC Past Trustee, Blackbird Real Estate Advisors
George S. Demuth, Hutensky Capital Partners
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Reza Etedali, REZA Investment Group
Anthony Fuller, The Barnabas Team
Seth D. Geldzahler, ICSC Past Trustee, Bed Bath & Beyond Inc.
Bernard J. Haddigan, Haddigan Capital
Damon J. Hemmerdinger, CRX, CDP, ATCO
Elise Jaffe, CRX, ICSC Past Trustee, Ascena Retail Group Inc.
James J. Lampassi, ICSC Trustee, Barnes & Noble, Inc.
Rebecca L. Maccardini, CMD, ICSC Past Chairman, RMResources, LLC
Robert J. Otten, Jr., Lat Purser & Associates, Inc.
Valerie Richardson, CRX, CLS, ICSC Chairman, The Container Store
Steve Rouman, Restoration Hardware
Schecky Schechner, Barclays
Steve Weingarten, Weingarten Realty Investors
Donald P. Wright, ICSC Past Trustee, Property Development Centers

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GLOBAL



Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in

approximately 400 offices and 70 countries. In 2017, the firm had revenue of \$6.9 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

NORTH AMERICAN



With over 1,800 investment professionals located throughout the United States and Canada, **Marcus & Millichap** (NYSE: MMI) is a leading specialist in commercial real estate investment sales, financing, research and advisory services. Founded in 1971, the firm closed 8,979 transactions in 2017 with a value of approximately \$42.2 billion. Marcus & Millichap has been a pioneer in the real estate investment

industry and has established a reputation for maximizing value for its clients while fostering long-term relationships built on integrity, trust and service. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. Marcus & Millichap also offers clients access to the most competitive real estate financing through Marcus & Millichap Capital Corporation (MMCC), which maintains relationships with the industry's leading national, regional and local lenders.

PREMIER



Acadia Realty Trust is an equity real estate investment trust focused on delivering long-term, profitable growth via its dual – core and fund– operating platforms and its disciplined, location-driven investment strategy. Acadia Realty Trust is

accomplishing this goal by building best-in-class core real estate portfolio with meaningful concentrations of assets in the nation's most dynamic urban and street-retail corridors; making profitable opportunistic and value-add investments through its series of discretionary, institutional funds; and maintaining a strong balance sheet.



Brixmor Property Group, a real estate investment trust (REIT), is a leading owner and operator of high-quality, open-air shopping centers. The Company's more than 445 retail centers comprise 82 million square feet in established trade areas across the nation and are supported by a diverse mix of

highly productive non-discretionary and value-oriented retailers, as well as consumer-oriented service providers. Brixmor is committed to maximizing the value of its portfolio by prioritizing investments, cultivating relationships and capitalizing on embedded growth opportunities through driving rents, increasing occupancy and pursuing value-enhancing reinvestment opportunities. Headquartered in New York City, Brixmor is a partner to more than 5,000 best-in-class national, regional and local tenants and is one of the largest landlords to The TJX Companies and The Kroger Company.



Formed in 1991, **DLC Management Corp.** has established itself as one of the premier owner/operators of shopping centers in the U.S. Our portfolio includes millions of square feet of attractive retail space and continues to expand as we complete additional acquisitions. DLC takes a long-term approach to managing shopping centers and seeks to create and deliver extraordinary value by fostering strategic relationships with our retailers, communities, partners and investors.



Based in Southern California, **Donahue Schriber** is a recognized leader in the development, management, and leasing of neighborhood, community, and power shopping centers from San Diego, California to Seattle, Washington. With \$3 billion in real estate assets the company currently owns and operates 61 shopping centers totaling 11 million square feet. Donahue Schriber's shopping centers are anchored by national and regional credit tenants including Target, Ralphs (Kroger), Albertsons/Safeway, and CVS/pharmacy. Structured as a private REIT, Donahue Schriber remains one of the few, fully integrated retail property companies in the West and in its history the company has been involved in over 32 million square feet of retail properties. Donahue Schriber's shareholders reflect the strong financial base of the company and include JP Morgan Chase Bank Strategic Property Fund and the New York State Teachers' Retirement System.



Eastdil Secured is the premier real estate investment banking company. We have led the pack for more than half a century, building our expertise into a knowledge franchise that is recognized as the dominant force in commercial real estate and investment banking by private investors and institutions alike. Our unrivaled combination of capital markets know-how and in-depth understanding of real estate fundamentals allows us to deliver on our promises in order to meet the precise needs of our clients. A low-profile powerhouse, Eastdil Secured has long been recognized by industry insiders as the most highly sophisticated real estate investment banking company in the country. We create custom-crafted strategies for our roster of distinguished clients and augment our mastery of conventional real estate brokerage with the corporate finance and capital markets expertise of an investment bank. Our culture is one of our best assets and allows us to set the industry standard for knowledge, value creation and truly outstanding client service. Our legendary passion for excellence is based on our core tenets of leadership, teamwork and innovation. We have used the salary-and-bonus structure of Wall Street and financial firms ever since our founding in 1967, fostering an environment of teamwork instead of the competitiveness of a commission-based system. Our clients benefit from our coordinated and responsive culture, which emphasizes the collective formation and deployment of the knowledge, experience and relationships that we need to maximize opportunities.

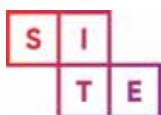


Focused on retail. Centered on value. **IRC Retail Centers** specializes in operating high-quality; open-air shopping centers located in population dense, high-income trade areas that are attractive to retailers. Our tenants are market-leading grocers, value-oriented national and regional retailers, and vibrant local merchants providing everyday goods and services. With \$3.9 billion in total assets under management comprising 19.6 million square feet of leasable space in the Central and Southeastern United States, we can help retailers quickly establish, grow, and improve their market position across multiple IRC markets. Our team of experienced, dedicated professionals is guided by our "C.O.R.E." mission – that is to "Create Outstanding Relationships and Experiences" with our tenants, shoppers, investors, joint venture partners, co-workers, and the communities in which we operate IRC Retail Centers, previously known as Inland Real Estate Corporation, was formed in 1994 and acquired by funds managed by DRA Advisors, LLC, in March of 2016.



Newmark Knight Frank (“NKF”), operated by Newmark Group, Inc. (“Newmark Group”) (NASDAQ: NMRK), is one of the world’s leading and most trusted commercial real estate advisory firms, offering a complete suite of services and products for both

owners and occupiers. Together with London-based partner Knight Frank and independently-owned offices, NKF’s 16,000 professionals operate from approximately 430 offices on six continents. NKF’s investor/owner services and products include investment sales, agency leasing, property management, valuation and advisory, diligence, underwriting, government-sponsored enterprise lending, loan servicing, debt and structured finance and loan sales. Occupier services and products include tenant representation, real estate management technology systems, workplace and occupancy strategy, global corporate services consulting, project management, lease administration and facilities management. For further information, visit www.ngkf.com.



SITE Centers is a premier owner and operator of value-oriented, U.S.-based retail real estate. The company’s portfolio consists of open-air shopping centers with strong growth profiles, which are conveniently situated and provide a highly-compelling merchandise mix for retail partners and consumers. SITE

Centers actively manages its assets with a focus on generating sustainable growth and investing in locations at the center of communities. SITE Centers is a self-administered and self-managed REIT operating as a fully integrated real estate company and is publicly traded on the New York Stock Exchange under the ticker symbol SITC.



ShopCore Properties owns and operates over 24 million square feet of retail space across the US. Assets are concentrated in densely populated markets and are anchored by best-in-class retailers. ShopCore has significant holdings in California, Florida, Texas, New York and Pennsylvania.

PLATINUM



EDENS is a retail real estate owner, operator and developer of a nationally leading portfolio of 125 places. Our purpose is to enrich community through human engagement. We know that

when people come together, they feel a part of something bigger than themselves and prosperity follows— economically, socially, culturally and soulfully. EDENS has 250 employees across offices in key markets including Washington, DC, Boston, Dallas, Columbia, Atlanta, Miami, Charlotte, Houston and Denver. For additional information about the company and its retail real estate portfolio, visit www.edens.com or follow @WeAreEDENS.



Kimco Realty Corp. (NYSE: KIM) is a real estate investment trust (REIT) headquartered in New Hyde Park, N.Y., that is one of North America’s largest publicly traded owners and operators of open-air shopping centers. As of June 30, 2018, the company

owned interests in 460 U.S. shopping centers comprising 79 million square feet of leasable space primarily concentrated in the top major metropolitan markets. Publicly traded on the NYSE since 1991, and included in the S&P 500 Index, the company has specialized in shopping center acquisitions, development and management for 60 years.

NEW MARKET

New Market Properties, based in Atlanta, GA, owns and operates a portfolio of grocery-anchored shopping centers located in quality suburban markets from the Virginia side of D.C., through the Mid-Atlantic and across the Sunbelt. These centers are anchored by high volume, market-dominant grocers such as Publix, Kroger, Harris Teeter, Tom Thumb, and HEB. New Market has a fully integrated vertical platform that executes across all segments of the business, including acquisition, asset management, leasing, financial accounting, and portfolio optimization. New Market also develops and redevelops centers for its own account and provides capital to owners and operators in the grocery-anchored sector through joint venture equity and mezzanine debt for new developments, redevelopments and value-add opportunities. New Market has an experienced team of professionals with a passion for retail, who pride themselves on being known for their integrity, solutions-oriented approach, and commitment to making deals work.



Since its founding in March 1996, **Tucker Development** ("Tucker") has earned a reputation as a leading investor, developer and manager of shopping centers and mixed-use properties in key Midwest and East Coast barrier-to-entry markets. Developing and redeveloping Institutional quality projects is Tucker's mission and the passion of its Founder and CEO, Richard H. Tucker, a real estate professional with more than 35 years of experience. Tucker, as a vertically integrated investor/operator and Fund Manager, utilizes the expertise of Mr. Tucker, who has developed and/or acquired over nine million square feet valued in excess of \$1 billion. Tucker has a property and development portfolio in Illinois and New Jersey. Current properties are primarily mixed-use redevelopment and developments (retail, residential and office) in barrier to entry urban and densely populated suburban markets.



VCC Construction is a full-service general contractor with expertise in building mixed-use, retail, multi-family, theater, hospitality, office and industrial projects. VCC consistently ranks in ENR's Top 100 contractors and is the largest retail contractor in the country. Licensed in all 50 states and with 9 domestic offices, VCC is committed to excellent client service and building relationships that last for generations. We continuously raise the bar in the industry by innovating in technology and safety processes. Through communication and collaboration, VCC brings a unique value add approach to every construction project. Our commitment to clients and the communities that we build together is second to none.

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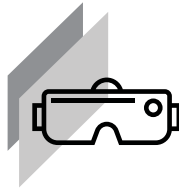
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