

## 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