

## 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 Drafthouse 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