Southeast Conference & Deal Making

Georgia World Congress Center
Atlanta, GA | November 13 – 15, 2019
#ICSC
WHAT’S NEXT
REDEFINING THE RETAIL EXPERIENCE
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WEDNESDAY, NOVEMBER 13

Registration
12:00 – 5:00 pm
Building A Main Entrance Foyer

Continuing Education Programming*
12:45 – 5:00 pm
Separate registration required.

*Pending approval, Real Estate Continuing Education Credit will be available in the following states: Alabama, Florida, Georgia, New York, North Carolina, South Carolina and Tennessee.

Tools to Understand Your Market
12:45 – 2:45 pm | A312
Understanding people, income and jobs is the key to being able to articulate demand for real estate and the secret to making more money in the commercial real estate business. This session will explain how to identify the demographic and economic factors associated with your local market and understand the relationship to demand that will make you more effective in your practice of commercial real estate.

INSTRUCTOR
Gary Ralston, CCIM, SIOR, CPM, CRE, CLS, CDP, CRX, CRRP, FRICS
Managing Director, Owner
SVN | Saunders Ralston Dantzler
Real Estate

Key Measurements to Determine Lease vs. Own
3:00 – 5:00 pm | A312
Whether you’re an investor, operator or broker, it’s important to approach real estate problems from the perspective of the user/occupant. This session will focus on the key concepts needed to determine if it’s best to lease or buy. Following a brief overview of retail as an asset type, the content will address market rents and vacancies, cap rates, tenant quality, net present value (NPV), cash on cash, and other key measurements needed to analyze occupancy cost, and ultimately decide if it’s best to lease or buy.

INSTRUCTOR
Cynthia Shelton, CCIM, CRE
Senior Managing Director of Investments/Capital Markets
LandQwest Commercial

Kick-Off Reception
4:30 – 6:30 pm
Separate registration required.
SkyLounge at the Glenn Hotel
110 Marietta Street NW

THURSDAY, NOVEMBER 14

Registration
7:00 am – 6:00 pm
Building A Main Entrance Foyer

ICSC First-Timers and New Members Orientation and Walking Tour
7:30 – 8:00 am | A311
ICSC Ambassadors, Volunteer Leaders and Team 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.

Breakfast and Networking
8:00 – 8:30 am | Exhibit Hall A2
No breakfast service after 8:30 am.

Welcome and Economic Update
8:30 – 8:45 am | Exhibit Hall A2

Lacy Beasley
Southeast Conference & Deal Making Program Planning Committee Co-Chair
President
Retail Strategies

Leslie Callahan III
Southeast Conference & Deal Making Program Planning Committee Chair
President
First Colony Financial Corporation

KC Conway, MAI, CRE
Chief Economist, CCIM
ACRE Alabama Center for Real Estate
Southeast Conference & Deal Making

Developers Showcase
9:00 – 10:00 am | A313 – A314
Be inspired by development projects underway in five Southeastern states.

PARTICIPANTS

Shannon Crowell
Vice President, Development
The CIM Group

Gary Parkes
Principal
Parkes Development Group

Chris Thomas
Partner
Childress Klein Properties, Inc.

Nikki Traff
Vice President
Madison Marquette

Chris Widmayer
Vice President, Investments
Regency Centers

Deal Making & Retailer Central
10:00 am – 5:00 pm | Exhibit Hall A1

Lunch Served
11:45 am – 12:15 pm | Exhibit Hall A2
No lunch service after 12:15 pm.

Keynote: From Boring to Remarkable: Reinventing Retail for the Digital Age
12:15 – 1:15 pm | Exhibit Hall A2
Physical retail is not dead—but boring retail is. Without radical change, many retail brands risk becoming irrelevant in an age of digital disruption and shifting consumer behaviors. In this talk, Steve Dennis discusses what’s really going on in the retail world and what’s most important to focus upon, and lays out the eight essential elements of the journey from boring to remarkable.

Steve P. Dennis
President
SageBerry Consulting/Forbes Senior Retail Contributor

Concurrent Boardroom Sessions
1:30 – 3:15 pm
Participate in interactive discussions about the industry. Choose one session per time slot.

Evolution of Retail
1:30 – 2:15 pm | A311
Health & wellness as the new anchor tenant.

MODERATOR

Matthew Winn
President
Win Winn Consulting

PANELISTS

Dan Gagne
Regional Director of Leasing
Halpern Enterprises

Dr. Patrick Greco
Regional Developer
The Joint Chiropractic

Mike Kormelink
Director
Franchise Real Estate
Blink Fitness

The Future of Restaurants and Entertainment
10:15 – 11:00 am | A313 – A314

MODERATOR

Marc Weinberg
Operating Partner
The Shopping Center Group

PANELISTS

Justin Amick
President
Painted Hospitality

Adam Schwegman
Partner, Senior Vice President of Leasing
North American Properties

Adam Williamowsky
Director of Restaurants
Streetsense
Workforce of the Future – Equity and Inclusion
1:30 – 2:15 pm | A312

How leaders of the real estate community are actively addressing this issue.

MODERATOR
Julie L. Melander
Chair of the Board
The Counselors of Real Estate

PANELISTS
David Birnbrey
President
The Shopping Center Group

Amy McConnell
Consultant/Broker
Retail Southeast, LLC

T. Dallas Smith
Principal & CEO
T. Dallas Smith & Co.

Atlanta, the Metropolis of the South
2:30 – 3:15 pm | A311

Explore the revitalization and densification of in-town neighborhoods through innovative design and accessible, adaptable community spaces.

MODERATOR
Aj Robinson
President
Central Atlanta Progress and Atlanta Downtown Improvement District

PANELISTS
Matt Bronfman
CEO
Jamestown, L.P.

David Nelson
Executive Vice President
Carter USA

Mindy Selig
Senior Vice President of Retail Lending
Selig Enterprises

Capital Markets
2:30 – 3:15 pm | A312

Join this interactive discussion on the current debt landscape and get the inside track on the latest deal terms available for today’s transactions.

MODERATOR
Trish M. Blasi, CRX, CSM
ICSC Trustee
President
Borghese Investments

PANELISTS
Paige Collier
Senior Director
Market CRE Division
Synovus

Sam Kupersmith
Principal
Ares Management

Retailer Runway
3:30 – 4:15 pm | A313 – 314

Meet local retailers pitching their expansion plans.

MODERATOR
Julie Gardner
Principal
Katz & Associates

Member-Hosted Reception
4:30 – 6:00 pm | Exhibit Hall A2

Relax and unwind with your industry peers after a full day of programming and deal making.

FRIDAY, NOVEMBER 15

Registration
7:30 am – 2:00 pm
Building A Main Entrance Foyer

Breakfast
8:00 – 8:30 am | Exhibit Hall A1
No breakfast service after 8:30 am.
Women’s Networking and Leadership Breakfast
8:00 – 8:45 am | A315
Separate registration required.

Survival of the Fittest: How to Survive and Thrive in CRE
Join roundtable discussions with leaders in the industry who will explain how they got here and give you tips and tools to get you where you want to be. You’ll also get a friendly reminder on making the commitment to change one thing to meet your personal goals.

DISCUSSION LEADERS
Julie Augustyn, Foundry Commercial
Beth Azor, Axor Advisory Services, Inc.
Monetha Cobb, Franklin Street
Kim Dart, Dart Retail Advisors
Julie Melander, Arena Investors, LP
Lori Schneider, Institutional Property Advisors
Emily Schneller, Katz & Associates

Property Management – What’s New?
10:00 – 10:45 am | A312

MODERATOR
Mike Margiotta
Principal
1045, Inc.

PANELISTS
Joe Goldstein
Senior Vice President
David Garfunkel & Co.

Trina Joseph
Vice President
Coro Realty Advisors

Tosh Wolfe
Senior Vice President
Colliers International

Deal Making & Retailer Central
8:00 am – 2:00 pm | Exhibit Hall A1

Empowering Technologies Changing CRE
9:00 – 9:45 am | A311

MODERATOR
Carol Campbell
Vice President
CCIM Technologies

PANELISTS
Keith Balaniz
Global Business Development – Sector Lead Real Estate
Ersi

Marc Goldberg
Vice President
Alscan, Inc.

Robert Hultslander
Vice President of Sales
DealSumm

Legal Issues – The Ever-Evolving Lease
11:00 – 11:45 am | A311

PANELISTS
Russell H. Arouh
Partner
Arnall Golden Gregory

John Lansche
Partner
Graybill, Lansche & Vinzani

Boxed Lunch Served
12:30 – 1:30 pm | Exhibit Hall A1
No lunch service after 1:30 pm.

Conference Adjourns
2:00 pm

Sessions and speakers are subject to change.
DIVISIONAL VOLUNTEER LEADERSHIP

Kenton McKeehan, ICSC Trustee and Southern Division Vice President, Hines
Trey Morgan, ICSC Southern Division Government Relations Vice-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.
Ryan Rivera, ICSC Southern Division Next Generation, Hartman Simons & Wood, LLP

STATE VOLUNTEER LEADERSHIP

Tony D’Ambrosio, ICSC Georgia State Director, Colliers International
Joseph Fucile, Esq., ICSC Georgia Government Relations Chair, Hartman Simons & Wood, LLP
Richard Dippolito, ICSC Georgia P3 Private Chair, Concordia Properties LLC
Mill Graves, ICSC P3 Public Chair, Electric Cities of Georgia, Inc.
Whitney Spangler, ICSC Georgia Next Generation Chair, Colliers International

PROGRAM PLANNING COMMITTEE

Leslie Callahan III, Southeast Conference & Deal Making Program Planning Committee Chair, First Colony Financial Corporation
Lacy Beasley, Southeast Conference & Deal Making Program Planning Committee Co-Chair, Retail Strategies
Julie Gardner, Katz & Associates
Ryan Holzer, Skyline Seven Real Estate
Andrea Kenney, CRX, CLS, Coro Realty Advisors
Andre Koleszar, Regency Centers
Amy McConnell, The Kroger Co.
John Orr, CCIM, Lee & Associates
Kristi Rooks, thoughtwell.
Lori Schneider, Marcus & Millichap
Chris Thomas, Childress Klein Properties, Inc.
Meet with us to discuss ground-up development, construction, leasing, and acquisition opportunities.

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Reception

Black Creek Group

Massage Chair Provider

FUJIMI
Floor Plan

Level 1 Exhibit Hall

Boxed Lunch Seating

Retailer Central

Entrance
Level 4 Meeting Rooms

Registration

Level 3 Meeting Rooms

Exhibit Hall

General Session

L3 Activation (1)
Exhibitors

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<td>Bobby Kirby</td>
<td>+1 931 607 8770</td>
<td><a href="http://www.investmentpartnersllc.com">www.investmentpartnersllc.com</a></td>
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<td>Jacob and Hefner</td>
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<td>Clay Reichert</td>
<td>+1 404 596 1838</td>
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<td>James Bates Brannan</td>
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<td>Groover, LLP&lt;br&gt;Phone: +1 476 742 4280&lt;br&gt;www.jamesbatesllp.com</td>
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<td>Jay Berry Signs, Inc.</td>
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<td>Booth 1345&lt;br&gt;Contact: Jay Berry&lt;br&gt;Phone: +1 352 223 5745&lt;br&gt;www.jayberrysigns.com</td>
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<td>Jim Wilson and Associates, LLC</td>
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<td>Booth 900&lt;br&gt;Contact: Woody Rush&lt;br&gt;Phone: +1 334 260 2500&lt;br&gt;www.jwamalls.com</td>
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<td>JLL</td>
<td>1311</td>
<td>Booth 1311&lt;br&gt;Contact: Cheri Evans&lt;br&gt;Phone: +1 404 995 2100&lt;br&gt;www.us.jll.com/retail</td>
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<td>The Joint Chiropractic</td>
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<td>Booth 520&lt;br&gt;Contact: Patrick Greco&lt;br&gt;Phone: +1 404 797 6088&lt;br&gt;www.thejoint.com</td>
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<td>Katz &amp; Associates</td>
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<td>Booth 1447&lt;br&gt;Contact: Jacqui Chazen&lt;br&gt;Phone: +1 201 731 8511&lt;br&gt;www.katzassociates.com</td>
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<td>Kieffer</td>
<td>Starlite</td>
<td>Booth 501&lt;br&gt;Contact: Ted Neelands&lt;br&gt;Phone: +1 336 789 0090&lt;br&gt;www.kiefferstarlite.com</td>
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<td>Knight Sign Industries, Inc.</td>
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<td>Lake Guntersville Chamber of Commerce</td>
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<td>Booth 1050&lt;br&gt;Contact: Morri Yancy&lt;br&gt;Phone: +1 256 572 9450&lt;br&gt;www.lakeguntersville.org</td>
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<td>Lavista Associates, Inc.</td>
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<td>Booth 632&lt;br&gt;Contact: Kimberly Steele&lt;br&gt;Phone: +1 770 448 6400&lt;br&gt;www.lavista.com</td>
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<td>Liberty Universal Management</td>
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<td>Booth 815&lt;br&gt;Contact: Jack Liberty&lt;br&gt;Phone: +1 407 426 2300&lt;br&gt;www.libertyum.com</td>
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<td>Booth 1429&lt;br&gt;Contact: Rebecca Odom&lt;br&gt;Phone: +1 770 518 1100&lt;br&gt;www.mimms.org</td>
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<td>Marcus &amp; Millichap</td>
<td>821</td>
<td>Booth 821&lt;br&gt;Meeting Room A408&lt;br&gt;Contact: Donna Nobida&lt;br&gt;Phone: +1 678 808 2700&lt;br&gt;www.marcusmillichap.com</td>
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<td>Matthews Real Estate Investment Services</td>
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<td>Booth 1327&lt;br&gt;Contact: Tiffani Weeda&lt;br&gt;Phone: +1 310 955 1774&lt;br&gt;www.matthews.com</td>
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<td>McClinton and Company, Inc.</td>
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<td>Booth 629&lt;br&gt;Contact: Kathi Little&lt;br&gt;Phone: +1 334 270 9653&lt;br&gt;www.mcclintonco.com</td>
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<td>McMillan Pazdan Smith Architecture</td>
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<td>Booth 525&lt;br&gt;Contact: Debra Petrie&lt;br&gt;Phone: +1 678 251 4602&lt;br&gt;www.mcmillanpazdansmith.com</td>
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<td>Booth 543&lt;br&gt;Contact: Rebecca Cooper&lt;br&gt;Phone: +1 754 220 7171&lt;br&gt;www.morguard.com</td>
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<td>Mountain Mile</td>
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<td>Booth 549&lt;br&gt;Contact: Mary Ellen Kilburn&lt;br&gt;Phone: +1 865 567 8515&lt;br&gt;www.mountainmilepigeonforge.com</td>
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<td>Meeting Room A409&lt;br&gt;Contact: Stephen Pharr&lt;br&gt;Phone: +1 704 561 6204&lt;br&gt;www.mpvre.com</td>
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<td>Booth 1048&lt;br&gt;Contact: Michael Rustenberghe&lt;br&gt;Phone: +1 813 918 4612&lt;br&gt;www.mydroneop.com</td>
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<td>Booth 1207&lt;br&gt;Contact: Jessica Halleck&lt;br&gt;Phone: +1 850 224 2300&lt;br&gt;www.naisoutheast.com</td>
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<td>NAI TALCOR</td>
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<td>NaviRetail</td>
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<td>Booth 741&lt;br&gt;Contact: Casey Kidd&lt;br&gt;Phone: +1 901 654 0790&lt;br&gt;www.naviretail.com</td>
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<td>Net Lease Alliance</td>
<td>940</td>
<td>Booth 940&lt;br&gt;Contact: Ali Duerr&lt;br&gt;Phone: +1 334 247 6145&lt;br&gt;www.netleasealliance.com</td>
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<td>NewLink Management Group</td>
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<td>Booth 1149&lt;br&gt;Contact: Michele Curbelo&lt;br&gt;Phone: +1 804 288 3083&lt;br&gt;www.newlinkmg.com</td>
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<td>NextSite</td>
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<td>Booth 1241&lt;br&gt;Contact: Ashton Cushing&lt;br&gt;Phone: +1 205 443 3483&lt;br&gt;www.nextsite.net</td>
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<td>Norton Commercial Acreage Group</td>
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<td>Booth 643&lt;br&gt;Contact: Patrick Cisco&lt;br&gt;Phone: +1 770 297 4800&lt;br&gt;www.nortoncommercial.com</td>
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<td>Oak Ridge Chamber of Commerce</td>
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<td>Booth 513&lt;br&gt;Contact: Parker Hardy&lt;br&gt;Phone: +1 865 483 1321&lt;br&gt;www.oakridgechamber.org</td>
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<td>1443</td>
<td>Contact: Tori Alexander Phone: +1 704 716 3900 <a href="http://www.pappasproperties.com">www.pappasproperties.com</a></td>
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<td>The Parkes Companies, Inc.</td>
<td>1033</td>
<td>Contact: Rhonda Thomas Phone: +1 615 595 2400 <a href="http://www.parkescompanies.com">www.parkescompanies.com</a></td>
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<td>Peach State Amenities, LLC/Victor</td>
<td>521</td>
<td>Contact: John Wagener Phone: +1 770 578 6500 <a href="http://www.PeachStateAmenities.com">www.PeachStateAmenities.com</a></td>
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<td>Phillips Edison &amp; Company</td>
<td>1027</td>
<td>Contact: Kelly Kerby Phone: +1 513 554 1110 <a href="http://www.phillipisedison.com">www.phillipisedison.com</a></td>
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<td>Pieper O'Brien Herr Architects</td>
<td>616</td>
<td>Contact: Laurie Walters Phone: +1 770 569 1706 <a href="http://www.poharchitects.com">www.poharchitects.com</a></td>
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<td>Placer Labs, Inc.</td>
<td>848</td>
<td>Contact: Rachel Newman Phone: +1 512 598 1850 <a href="http://www.placer.ai">www.placer.ai</a></td>
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<td>Planet Fitness</td>
<td>943</td>
<td>Contact: Christie Routhier Phone: +1 603 319 6723 <a href="http://www.PlanetFitness.com">www.PlanetFitness.com</a></td>
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<td>Point to Point Environmental</td>
<td>512</td>
<td>Contact: Mark Faas Phone: +1 404 640 9674 <a href="http://www.p2environmental.com">www.p2environmental.com</a></td>
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<td>Progressive Materials</td>
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<td>Contact: Tricia Schweitzer Phone: +1 812 704 8496 <a href="http://www.pmsilicone.com">www.pmsilicone.com</a></td>
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<td>Contact: Courtney Dickson Phone: +1 704 365 0820 <a href="http://www.providencegroup.com">www.providencegroup.com</a></td>
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<td>Racetrac Petroleum, Inc.</td>
<td>1200</td>
<td>Contact: Lesleigh Batchelor Phone: +1 770 431 7600 <a href="http://www.racetrac.com">www.racetrac.com</a></td>
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<td>Ramey Kemp &amp; Associates</td>
<td>500</td>
<td>Contact: Justine D’Andrea Phone: +1 919 872 5115 <a href="http://www.rameykemp.com">www.rameykemp.com</a></td>
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<td>RCG Ventures, LLC</td>
<td>915</td>
<td>Contact: Kelsey Boswell Phone: +1 404 816 5454 <a href="http://www.rcgvventures.com">www.rcgvventures.com</a></td>
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<td>RCN Prayer Breakfast (Thursday Only)</td>
<td>A410</td>
<td>Contact: Simonne Poff Phone: +1 615 210 7944 <a href="http://www.highercallministries.org">www.highercallministries.org</a></td>
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<td>RealtyLink, LLC</td>
<td>1005</td>
<td>Contact: Anna Klutz Phone: +1 864 242 4008 <a href="http://www.realtylinkdev.com">www.realtylinkdev.com</a></td>
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<td>Regency Centers</td>
<td>909</td>
<td>Contact: Faith Hershey Phone: +1 904 598 7443 <a href="http://www.regencycenters.com">www.regencycenters.com</a></td>
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<td>Contact: Tricia Law Phone: +1 425 241 4261 <a href="http://www.retailbrokersnetwork.com">www.retailbrokersnetwork.com</a></td>
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<td>The Retail Coach, LLC</td>
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<td>Contact: Nancy Dees Phone: +1 662 844 2155 <a href="http://www.theretailcoach.net">www.theretailcoach.net</a></td>
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<td>Retail Lease Trac, Inc.</td>
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<td>Contact: Rhonda Hayes Phone: +1 877 531 0007 <a href="http://www.rltrac.com">www.rltrac.com</a></td>
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<td>Retail Planning Corporation</td>
<td>705</td>
<td>Contact: Wanda Burden Phone: +1 770 956 8383 <a href="http://www.retailplanningcorp.com">www.retailplanningcorp.com</a></td>
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<td>Retail Specialists &amp; Retail Strategies</td>
<td>729</td>
<td>Contact: Laura Marinos Phone: +1 205 314 0386 <a href="http://www.retailspecialists.com">www.retailspecialists.com</a></td>
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<td>Rivercrest Realty Investors</td>
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<td>Contact: Ann Palko Phone: +1 919 846 4046 <a href="http://www.rivercrestrealty.com">www.rivercrestrealty.com</a></td>
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<td>Robertson Loia Roof, PC</td>
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<td>Selig Enterprises, Inc.</td>
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<td>Contact: Elizabeth Hagin Phone: +1 404 876 5511 <a href="http://www.seligenterprises.com">www.seligenterprises.com</a></td>
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<td>Shane Investment Property Group</td>
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<td>Contact: Douglas Clyburn Phone: +1 770 481 1960 <a href="http://www.shanegroup.net">www.shanegroup.net</a></td>
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<td>Shoe Show, Inc.</td>
<td>1143</td>
<td>Contact: Kirk Krull Phone: +1 704 782 4143 <a href="http://www.shoeshow.com">www.shoeshow.com</a></td>
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<td>Shopping Center Business/Southeast Real Estate Business</td>
<td>841</td>
<td>Contact: Scott France Phone: +1 404 832 8262 <a href="http://www.shoppingcenterbusiness.com">www.shoppingcenterbusiness.com</a></td>
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<td>The Shumacher Group</td>
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<td>Contact: Harold Shumacher Phone: +1 404 240 0040 <a href="http://www.shumacher.com">www.shumacher.com</a></td>
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<td>SiteSeer Technologies</td>
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<td>Contact: Sam Lowder Phone: +1 801 634 8614 <a href="http://www.siteseeer.com">www.siteseeer.com</a></td>
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<td>Contact: Ryan Holzer Phone: +1 404 812 8910 <a href="http://www.skylineseven.com">www.skylineseven.com</a></td>
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