



Program

Southeast Conference & Deal Making

Georgia World Congress Center
Atlanta, GA | November 13 – 15, 2019
#ICSC



www.icsc.com/2019SE

Southeast Conference & Deal Making

WEDNESDAY, NOVEMBER 13

Registration

12:00 – 5:00 pm

Continuing Education Programming*

12:45 – 5:00 pm

*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

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

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

SkyLounge at the Glenn Hotel
110 Marietta Street NW, Atlanta, GA

Separate registration required.

THURSDAY, NOVEMBER 14

Registration

7:00 am – 6:00 pm

ICSC First-Timers and New Members Orientation and Walking Tour

7:30 – 8:00 am

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

No breakfast service after 8:30 am.

TAKE ADVANTAGE OF ICSC's RETAILER PROGRAM

ICSC Retailer Members are being offered a complimentary table in Retailer Central. This is a wonderful opportunity for retailers to promote their brand and discuss expansion plans with shopping center owners and developers. In addition to staffing a table, with retail employees only, participating retailers must complete a deal sheet that details their space requirements and expansion plans. Retailer Central exhibits must be staffed by retail employees. Third-party representatives are not eligible for a complimentary table. Advance registration required. Visit www.icsc.com/2019SE for more details.

Welcome and Economic Update

8:30 – 8:45 am



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 Group



KC Conway, MAI, CRE

Chief Economist, CCIM
ACRE Alabama Center for Real Estate

Developers Showcase

9:00 – 10:00 am

Be inspired by development projects underway in the Southeast.

MODERATOR



Chris Thomas

Partner
Childress Klein

PANELISTS



Shannon Crowell

Vice President, Development
The CIM Group



Gary Parkes

Principal
Parkes Development Group



Chris Widmayer

Vice President – Investments
Regency Centers

Deal Making & Retailer Central

10:00 am – 5:00 pm

Visit www.icsc.com/2019SE to reserve a Deal Making Booth or Retailer Central Table.

The Future of Restaurants and Entertainment

10:15 – 11:30 am

MODERATOR



Marc Weinberg

Operating Partner
The Shopping Center Group

Lunch Served

11:45 am – 12:15 pm

No lunch service after 12:15 pm.

Keynote Presentation

12:15 – 1:15 pm



Steven P. Dennis

President & Founder
SageBerry Consulting, LLC

Boardrooms

Participate in an interactive discussion about the industry. Choose one session per time slot.

Evolution of Retail

1:30 – 2:15 pm

MODERATOR



Matthew Winn

President
Win Winn Consulting

PANELISTS



Dan Gagne

Regional Director of Leasing
Halpern Enterprises



Dr. Patrick Greco

Regional Developer
The Joint



Mike Kormelink

Director
Franchise Real Estate
Blink Fitness

Southeast Conference & Deal Making

Workforce of the Future – Equity and Inclusion

1:30 – 2:15 pm

MODERATOR



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

PANELISTS



David Birnbrey
President
The Shopping Center Group



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

Atlanta, the Metropolis of the South

2:30 – 3:15 pm

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

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

MODERATOR



Julie Gardner
Principal
Katz & Associates

Member-Hosted Reception

4:30 – 6:00 pm

Relax and unwind with your industry peers after a full day of programming and deal making. Corporate sponsorship opportunities are available! For more information, visit www.icsc.com/2019SE.

FRIDAY, NOVEMBER 15

Registration

7:30 am – 2:00 pm

Breakfast

8:00 – 8:30 am

No breakfast service after 8:30 am.

Women's Networking and Leadership Breakfast

8:00 – 8:45 am

Come for the community, stay for the mimosas and leadership lessons.

Separate registration required. Please contact Catherine O'Hare at cohare@icsc.com for additional information.

Deal Making & Retailer Central

8:00 am – 2:00 pm

Empowering Technologies Changing CRE

9:00 – 9:45 am

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

Property Management – What's New?

10:00 – 10:45 am

MODERATOR



John Crossman
CEO
Crossman & Company

PANELISTS



Joe Goldstein
Senior Vice President
David Garfunkel & Co.



Mike Margiotta
Principal
1045, Inc.



Tosh Wolfe
Senior Vice President
Colliers International

Legal Issues – The Ever-Evolving Lease

11:00 – 11:45 am

PANELISTS



Russell H. Arouh
Partner
Arnall Golden Gregory



John Lansche
Partner
Graybill, Lansche & Vinzani

Boxed Lunch Served

12:30 – 1:30 pm

No lunch service after 1:30 pm.

Conference Adjourns

2:00 pm

Program information current as of September 11, 2019.

Registration, Hotel and Exhibiting Information

Registration Fees*

	Advance	On-Site
Member	\$400	\$500
Non-Member	\$800	\$1,000
Public Official Member	\$95	\$125
Retailer Member	\$0	N/A
Student Member	\$50	N/A

* Go online for registration eligibility.

Deadline

Advance registrations must be received by October 11, 2019.

Hotel Reservations

Omni Atlanta Hotel at CNN Center

Rate: \$210 Cut-Off Date: October 28, 2019

To make a reservation, visit www.icsc.com/2019SE. For assistance, call +1 877 541 9876, or internationally at +1 312 527 7300.

Deal Making Booth Contact

Mayuri Patel
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Email: mpatel@icsc.com

Retailer Central Contact

Megan Hoole
Tel: +1 646 728 3531
Email: mhoole@icsc.com

For more information
visit www.icsc.com/2019SE.

Southeast Conference & Deal Making

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

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Ralph J. Conti, CCIM, CRX, CDP, ICSC Georgia Operations Chair, RaCo Real Estate Advisors, LLC

Lindsey Morris, ICSC Georgia Retail Chair, Arby's Restaurant Group

Whitney Spangler, ICSC Georgia Next Generation Chair, Colliers International

PROGRAM PLANNING COMMITTEE

Leslie Callahan, 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.

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Interested in having a presence at the show?

Sponsorship Contacts

Casey Burwell
Tel: +1 646 728 3536 | Email: cburwell@icsc.com

Amie Leibovitz
Tel: +1 773 360 1179 | Email: aleibovitz@icsc.com

For a full list of opportunities and benefits visit www.icsc.com/2019SE.

ICSC
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