



Preliminary 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

12:30 – 5:00 pm

Continuing Education Programming*

1:00 – 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. Content will focus on market and user-decision analyses and separate registration and fees are required. More details to come soon!

THURSDAY, NOVEMBER 14

Registration

7:00 am – 5:30 pm

ICSC First-Timers Orientation

7:30 – 8:00 am

ICSC Team Members, ICSC Ambassadors and ICSC Volunteer 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

8:00 – 8:30 am

No breakfast service after 8:30 am.

Welcome & Introduction to the Program

8:30 – 8:45 am

Developers Showcase

9:00 – 10:00 am

Restaurant & Entertainment Panel

10:15 – 11:30 am

Deal Making & Retailer Central

10:00 am – 5:00 pm

Visit www.icsc.com/2019SE to reserve a Deal Making Booth or refer to the included Deal Making Booth Information sheet.

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

Session I

1:30 – 2:15 pm

Session II

2:15 – 3:00 pm

Retailer Runway

3:00 – 4:00 pm

Member-Hosted Reception

4:00 – 5:30 pm

Corporate sponsorship opportunities are available! For more information, please visit www.icsc.com/2019SE or refer to the included form.

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.

FRIDAY, NOVEMBER 15

Registration

7:30 am – 2:00 pm

Breakfast

8:00 – 8:30 am

No breakfast service after 8:30 am.

Deal Making & Retailer Central

8:00 am – 2:00 pm

Empowering Technology Changing CRE

9:00 – 9:45 am

Boardrooms

Session I

10:00 – 10:45 am

Session II

11:00 – 11:45 am

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 July 19, 2019.

Southeast Conference & Deal Making

DIVISIONAL VOLUNTEER LEADERSHIP

Kenton McKeehan, ICSC 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.

Ralph J. Conti, CCIM, CRX, CDP, ICSC Georgia Operations Chair, Ra Co 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

Les 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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