



Directory

Tennessee/Kentucky Idea Exchange

Music City Convention Center
Nashville, TN

July 22 – 23, 2019

www.icsc.org/2019TK

Tennessee/Kentucky Idea Exchange

MONDAY, JULY 22

Registration

8:00 am – 2:00 pm

» Music City Center – Room 104 Pre-Function – Level 1

4:30 – 8:00 pm

» L.A. Jackson at the Thompson Hotel – 12th Floor

Continental Breakfast

8:30 – 9:00 am » Room 106 Pre-Function – Level 1

Continuing Education and P3 Program*

9:00 am – 12:00 pm » Room 106 – Level 1

*CE Real Estate Credits

- 3.0 hours of Tennessee CE Real Estate Credits – Pending Approval
- This course no longer qualifies for CE Real Estate Credits in the state of Kentucky

*CLE Credits

- 3.0 hours of Tennessee CLE Credits – Approved
- 3.0 hours of Kentucky CLE Credits – Pending Approval

Real Estate Tax Update

9:00 – 10:00 am

SPEAKERS

Frank Lucas, CPA
Senior Tax Manager
RSM US, LLP

Parr Thompson
Senior Tax Manager
RSM US, LLP

Introduction to Opportunity Zones in Kentucky and Tennessee

10:00 – 11:00 am

SPEAKERS

Tony Grappone
Partner
Novogradac

Robert Guth
Senior Tax Attorney
Bass Berry & Sims PLC

Case Study Public/Private Partnerships

11:00 am – 12:00 pm

Kentucky Case Study

City Center, formerly known as CentrePointe, is a residential, commercial, and retail project in Downtown Lexington, Kentucky that has

undergone multiple design changes, and is in the final stages of construction. The plan consists of a 12-story office tower incorporating premium luxury condominiums in its top three floors, two hotels, retail spaces and an underground parking garage. The parking garage was completed in 2017.

Tennessee Case Study

Public/Private Partnerships are the New Normal of Retail Development. The Commons is a 108,000 square foot shopping center in Dyersburg, TN that would not have happened without a public incentive. The \$15 million project received \$3 million of tax increment financing (TIF) public incentive. The economic impact of the project will create a positive tax return for the City of Dyersburg, TN while improving the quality of life for the citizens and adding 100+ jobs. Hear from the key players instrumental in structuring the partnership that will serve as a catalyst retail development for the City.

MODERATOR

Cynthia Stewart

Vice President, Community Development
ICSC

PANELISTS

Brandon Buchanan

TN Private Sector
Owner
Buchanan Realty Group

Kyle Galloway

KY Private Sector
Attorney
Duncan Galloway Egan Greenwald, PLLC

Lee Greer, Jr.

KY Private Sector
Developer & Operator
Greer Companies

John Holden

TN Public Sector
Mayor
City of Dyersburg, TN

Jay Moneyhun

TN Private Sector
Partner
Bass Berry & Sims PLC

Optional Event | Topgolf

12:00 – 2:00 pm

500 Cowan Street
Nashville, TN

Separate advance registration required.

Optional Event | Next Generation Hard Hat Tour and Reception

3:30 – 5:30 pm

Downtown Nashville is experiencing rapid economic growth and development. Tour OliverMcMillan's Fifth + Broadway development, a \$430M mixed-use project that includes 378,000 GSF of retail. The tour includes views from the residential tower that overlooks Broadway and gives amazing views to the retail and office components of the project. Afterwards, enjoy a networking reception at the Renaissance Hotel.

Separate advance registration required.

Renaissance Hotel

Classical Room Pre-Function
611 Commerce Street
Nashville, TN

Member-Hosted Reception

6:00 – 8:00 pm

L.A. Jackson at the Thompson Hotel - 12th Floor
401 11th Avenue South
Nashville, TN

TUESDAY, JULY 23

Registration

7:30 am – 4:30 pm » Room 104 Pre-Function
– Level 1

Continental Breakfast

8:00 – 8:30 am » Room 104 Pre-Function – Level 1

No breakfast service after 8:30 am.

Welcome and Introduction to the Program

9:00 – 9:15 am » Room 104 – Level 1

Justin Schad, CCIM

Tennessee/Kentucky Idea Exchange
Program Planning Committee Chair
Principal Broker/TN
TRIO Commercial Property Group, LLC

Government Relations Update

9:15 – 9:30 am » Room 104 – Level 1

Justin Sterling

Tennessee Government Relations
Committee Chair
Senior Real Estate Advisor
NAI Koella | RM Moore

Roundtable Discussions

9:30 – 10:15 am » Room 104 – Level 1

Join expert-led discussions to find out more about the topics that interest you.

1. Lead Generation Through Building a Personal Brand

Led by: Justin Sterling, NAI Koella | RM Moore

2. Mixed-Use: Creating A Vibrant Mix For the Long Term

Led by: Grant Kinnett, Boyle Investment Co.

3. Tenant Representation – Best Practices

Led by: Rob Foss, Avison Young

4. Food Halls/Entertainment/Creative Uses

Led by: Sam Heide, Crawford Square Real Estate Advisors, LLC

5. Public/Private Partnerships: How They Work, Public Sector Perspective

Led by: Parker Hardy, Oak Ridge Chamber of Commerce

6. Public/Private Partnerships: How They Work, Private Sector Perspective

Led by: Adam Branscomb, Fairmount Properties

7. The Future of Brokerage, a Millennial Perspective

Led by: Theresa Carnes, TRIO Commercial Property Group, LLC

8. Big Data – Mobile Tracking and New Ways to ID Your Audience

Led by: Shea Laffere, Sport Clips & Gregg Katz, The Shopping Center Group

9. Opportunity Zones 101

Led by: Lamont Price, TN Department of Economic and Community Development

Tennessee/Kentucky Idea Exchange

Meet the Retailers

10:30 – 11:15 am » Room 104 – Level 1

Retailers will share their site requirements and regional expansion plans in this not-to-be-missed session.

General Session I | State of the Market Update

11:30 – 11:45 am » Room 106 – Level 1

An economic outlook on the local and regional retail real estate market.

SPEAKER

Janet Miller, CECD, FM

CEO & Market Leader | Partner | Nashville
Colliers International

General Session II | Urban/Mixed-Use Development and Tenant Panel

11:45 am – 12:30 pm » Room 106 – Level 1

With the popularity of core growth on the rise, more developers are turning to mixed-use projects, bringing together a combination of residential, office or hotel, along with ground floor retail. This panel will discuss the retail impact of these type of projects from a mixed-use developers perspective.

MODERATOR

Mary Beyer Lell

Principal
Crawford Square Real Estate Advisors

PANELISTS

Charles Carlisle

CEO
Bristol Development Group

Ben Collins

Senior Managing Director
Crescent Partners

Todd S. Friedenberg, CCIM

President/Principal
Q10|Vista Commercial Mortgage Group, LLC

Aaron P. Schneider

Project Analyst
Brookfield Properties Development

Lunch Served

12:30 – 1:00 pm » Room 104 – Level 1

No lunch service after 1:00 pm.

Keynote Presentation

1:00 – 1:30 pm » Room 104 – Level 1

Matt Bodnar, named a “Forbes 30 Under 30” and partner in multiple “Inc. Fastest Growing Companies,” is a deal maker and strategy expert who has scaled businesses across multiple industries. Bodnar is Chairman of Fresh Technology, Co-founder & Managing Partner of Fresh Capital, and Managing Partner of Fresh Holdings. He is also the Creator and Host of The Science of Success Podcast with more than 3 million downloads. Bodnar previously worked as a consultant in China and spent several years at Goldman Sachs.



Matt Bodnar

Co-founder & Managing Partner
Fresh Capital Group

Deal Making

1:30 – 4:30 pm » Room 103 – Level 1

Meeting Adjourns

4:30 pm

Program information current as of July 17, 2019.

Divisional Volunteer Leadership

Kenton McKeehan, ICSC Southern Division Vice President, Hines

Trey Morgan, ICSC Southern Division Government Relations Chair, The Morgan Companies

Steve Althoff, ICSC Southern Division Innovations Chair, Four M Development

Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie

John Wiles, Esq., ICSC Southern Division P3 Private Chair, Wiles & Wiles, LLP

Bridgid O'Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.

Ryan Rivera, ICSC Southern Division Next Generation Chair, Hartman Simons & Wood LLP

State Volunteer Leadership

Dan Pellissier, ICSC Kentucky State Director, Jack in the Box

Rob Foss, ICSC Tennessee State Director, Avison Young

Justin Baker, ICSC Kentucky Government Relations Chair, TRIO Commercial Property Group, LLC

Justin Sterling, ICSC Tennessee Government Relations Committee Chair, NAI Koella | RM Moore

John Fischer, ICSC Kentucky P3 Private Chair, Fischer's Real Estate Brokerage

Rebecca Matheny, ICSC Kentucky P3 Public Chair, Louisville Downtown Partnership Development Corp.

Parker Hardy, ICSC Tennessee P3 Public Chair, Oak Ridge Chamber of Commerce

Casey Smallwood, ICSC Kentucky Next Generation Chair, Hogan Real Estate

Elam Freeman, ICSC Tennessee Next Generation Co-Chair, Baker Storey McDonald Properties

Alexander McDonald, ICSC Tennessee Next Generation Co-Chair, Berkeley Capital Advisors

Program Planning Committee

Justin Schad, CCIM, ICSC Tennessee/Kentucky Idea Exchange Program Planning Committee Chair, TRIO Commercial Property Group, LLC

Casey Smallwood, ICSC Kentucky/Tennessee Idea Exchange Program Planning Committee Co-Chair, ICSC Kentucky Next Generation Chair, Hogan Real Estate

Jamie Adams, CCIM, LEED AP, NAI Isaac

Roy Andrews, Gresham Smith and Partners

J.L. Cannady, CCIM, NAI Isaac

David Crabtree, Jr., Brookside Properties, Inc.

Brent Dolen, Cushman & Wakefield, Inc.

Timothy Dougherty, Form G Commercial Advisors

Miller Fitts, The Shopping Center Group

Tiffany Fitzpatrick, The Capital Corporation

Elam Freeman, Baker Storey McDonald Properties

Kyle Galloway, Duncan Galloway Egan Greenwald, PLLC

Susan Gorney, Gorney Realty Co.

Hunter Harrison, CHM, LLC

Gordon Hoagland, Greer Companies

Woodford Hoagland, Hoagland Commercial Realtors

Ronda Hogan, Kaden Companies

Clay Hunt, CBRE

Spencer Hunt, Avison Young

Joshua McBride, Kabat Real Estate Solutions

Alexander McDonald, Berkeley Capital Advisors, LLC

Christopher Miller, Bridgestone Retail Operations, LLC

Rebecca Norton, TRIO Commercial Property Group, LLC

Fraser Schaufele, Mainland Companies

Gary R. Shanks, Jr., The Shopping Center Group

Michael Stewart, Bass, Berry & Sims PLC

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MarketStreet Enterprises

NAI Nashville
Next Realty, LLC
Parkes Development Group, LLC
Retail Strategies, LLC
Stevens Group Commercial Real Estate
TSCG
Turner & Associates Realty, Inc.

Exhibitors

Aerial Innovations Southeast

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Shoe Show, SHOE DEPT, SHOE DEPT. ENCORE, Burlington Stores, SHOE SHOW MEGA

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Retail Lease Trac

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The Tower Shops at The Mountain Mile

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List current as of July 17, 2019.



Florida Conference & Deal Making

Orange County Convention Center
Orlando, FL | August 25 – 27, 2019



Conference Highlights

- Keynote Speaker **Vernice Armour**, the First African American Female Combat Pilot who has a “Zero to Breakthrough Mentality” to ensure success in business and life.
- Learn about industry trends and **market outlook** during **Industry Spotlights** at our **Pop-Up Theater**
- Collaborate with peers during **SIGs covering all aspects of the retail real estate community**
- Take advantage of **networking opportunities** to find out what projects are on the horizon
- Don't miss out on the opportunity to connect with the **leading retailers of Retailer Central**