



Directory

West Florida Idea Exchange

Tampa Convention Center
Tampa, FL
February 13 – 14, 2019

West Florida Idea Exchange

WEDNESDAY, FEBRUARY 13

Registration

3:30 – 8:00 pm » Pre-Function Ballroom A

Speed Networking

4:30 – 6:00 pm » Ballroom A

Member-Hosted Reception

6:00 – 8:00 pm » Riverwalk Terrace

THURSDAY, FEBRUARY 14

Registration

7:45 am – 4:00 pm

» Pre-Function Ballroom A

Continental Breakfast

8:15 – 8:45 am

» Pre-Function Ballroom B

No breakfast service after 8:30 am.

Welcome and Introduction to the Program

8:45 – 9:00 am » Ballroom B



Livingston Hessam
ICSC 2019 West Florida Idea Exchange Program Planning Committee Chair
Vice President, Capital Markets
Walker & Dunlop
Tampa, FL

Roundtable Discussions

9:15 – 10:15 am » Ballroom B

See details on page 3.

Grocer Update

10:30 – 11:15 am » Ballroom A

MODERATOR



Jeff Williams
Senior Vice President, Development
Konover South
Deerfield Beach, FL

PANELISTS



John Lapointe
Principal
Bohler Engineering
Tampa, FL



Paul Rutledge, CRX, CSM, CLS
Senior Vice President
JLL (representing Lucky's Market)
Bradenton, FL



Mark Thompson
Founder
GroceryAnchored.com
Orlando, FL



John Ziebarth
Principal
Cuhaci & Peterson Architects, Inc.
Orlando, FL

Lunch Served

11:30 am – 12:00 pm » Ballroom B

No lunch service after 12:00 pm.

Retailers' Runway

12:00 – 12:30 pm » Ballroom B



Bill Dolan
Director of Real Estate
BurgerFi International, LLC
North Palm Beach, FL



Richard Feinberg
Vice President, Real Estate
Club Pilates
Costa Mesa, CA



Trey Kessler
CEO
Grain & Berry Café
Seffner, FL



Jayme Kosar
Owner and Founder
Wine Bar Franchise Group
Tampa, FL



Kris McDonald, CCIM, JD
 Director of Real Estate
 Checkers Drive In Restaurant, Inc.
 Memphis, TN

Deal Making

1:00 – 4:00 pm » **Ballroom C**

Regional Overview

12:30 – 1:00 pm » **Ballroom B**



Justin Greider
 Senior Vice President – Retail Lead
 JLL
 Orlando, FL

Conference Adjourns

4:00 pm

Program information current as of February 4, 2019.

Roundtable Discussions | Thursday, February 14 | 9:15 – 10:15 am

Table	Topic	Presenters
1	Adaptive Reuse	Adam Harden , Armature Works
2	Challenges and Opportunities in Single Tenant Net Leases	Patrick Nutt , Calkain Companies
3	Deal Structure: REIT vs. Private Sector	Michael Kinsella , Regency Centers and Ron Wheeler, The Sembler Company
4	Digital Operations for Shopping Centers	Alex Rangel , Ravti
5	How to Deal in Today's Dollar Store Environment	Dean Koutroumanis , Family Dollar
6	Leasing Space using Social Media and Branding	Beth Azor , Azor Advisory Services, Inc.
7	Midtown Updates	Mark Fallon , Jeffrey R. Anderson Real Estate, Inc.
8	More Income: Endcap or In-Cap	Deighton Babis , BDG Architects
9	Navigating the Shopping Center World as a Cannabis Retailer	Josh Leavitt , Green Thumb Industries
10	Opportunities in Opportunity Zones	Nicholas Horner , Foley & Lardner, LLP
11	Outlook on Capital Markets and Shopping Center Investments	Jim Michalak , Plaza Advisors
12	Why the Future of Retail is Mixed-Use	Britney Mroczkowski , BTI Partners

West Florida Idea Exchange

Divisional Volunteer Leadership

Patricia M. Blasi, CRX, CSM, ICSC Southern Division Vice President, Borghese Investments

Trey Morgan, ICSC Southern Division Government Relations Chair, Morgan Property Group

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

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

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

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

Townsend Underhill, CRX, ICSC Southern Division Next Generation Chair, Stirling Properties

State Volunteer Leadership

Eric Rapkin, ICSC Florida State Director, Akerman, LLP

David Walthall, P.E., ICSC Florida Government Relations Committee Chair, Kimley-Horn

Lynn Dehlinger, ICSC Florida P3 Private Chair, Redevelopment Management Associates

David Barilla, ICSC Florida P3 Public Chair, City of Orlando

Katy Welsh, CRRP, CRX, CLS, ICSC Florida Operations Chair, Colliers International

Sharon Bodden, ICSC Florida Retail Chair, Spencer Spirit Holdings, Inc.

Katy Figg, ICSC Florida Next Generation Chair, Colliers International

Program Planning Committee

Livingston Hessam, ICSC 2019 West Florida Idea Exchange Program Planning Committee Chair, Walker & Dunlop

Jeff Dervech, ICSC 2019 West Florida Idea Exchange Program Planning Committee Co-Chair, Dervech Real Estate, Inc.

Caetie Berger, Forge Capital Partners

Marc Elias, Regency Centers

Jon Graber, The Sembler Company

Jon Hellein, Archon Commercial Advisors

Jessica Moreno, The Sembler Company

Spencer Muratides, Alliant Partners

Michaelann Murphy, Armstrong Development Properties, Inc.

Chris Stewart, Pebb Enterprises

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PLATINUM



Forge-Sembler Partners, LLC is a joint venture between Forge Capital Partners and The Sembler Company that invests in retail shopping centers throughout the southeastern USA.

GOLD



R.K.M. Development Corp.



SILVER

Alliant Partners

BDG Architects

Boos Development Group

Exhibitors

ABC Fine Wine and Spirits

Table: 1

8989 South Orange Avenue
Orlando, FL 32824
Phone: +1 407 858 1019
Contact: Chris Quarles

Advanced Drainage Systems

Table: 2

115 North West Crown Point Road
Winter Garden, FL 34787
Phone: +1 813 895 6816
Contact: Ted Bickert

AG Development Group, Inc.

Table: 3

13801 North Dale Mabry Highway
Suite 200
Tampa, FL 33618
Phone: +1 813 265 4500
Contact: Allen Goins

BDG Architects

Table: 4

400 North Ashley Drive
Suite 600
Tampa, FL 33602
Phone: +1 813 323 9233
Contact: Deighton Babis, AIA

Bowman Consulting Group

Table: 5

4450 West Eau Gallie Boulevard
Suite 232
Melbourne, FL 32934
Phone: +1 321 255 5434
Contact: Erik Juliano

Brixmor Property Group

Table: 6

450 Lexington Avenue
Floor 13
New York, NY 10017
Phone: +1 407 903 2905
Contact: Christopher Ralph

BTI Partners/

Westshore Marina District

Table: 7

5218 West Tyson Avenue
Tampa, FL 33611
Phone: +1 305 441 2117
Contact: Britney Mroczkowski

Casto

Table: 8

5391 Lakewood Ranch Boulevard
Suite 100
Sarasota, FL 34240
Phone: +1 941 552 2700
Contact: Kevin Kallstrom

Checkers Drive In Restaurants

Table: 9

4300 West Cypress Street
Suite 600
Tampa, FL 33607
Phone: +1 813 817 4778
Contact: Kristen McDonald

Circle K

Table: 10

12911 North Telecom Parkway
Tampa, FL 33637
Phone: +1 407 415 6009
Contact: Kevin Schmidt

Colliers International

Table: 11

4830 West Kennedy Boulevard
Suite 300
Tampa, FL 33609
Phone: +1 813 221 2290
Contact: Eleanor Barnes

Crossman & Company

Table: 12

3333 South Orange Avenue
Orlando, FL 32806
Phone: +1 407 581 6246
Contact: Gena Filion

Crunch Fitness

Table: 13

2720 Broadway Center Boulevard
Brandon, FL 33510
Phone: +1 727 415 0190
Contact: Geoff Dyer

Driveway Maintenance, Inc.

Table: 14

1901 North 57th Street
Tampa, FL 33619
Phone: +1 941 400 7399
Contact: Leiddy Fernandez

Dunkin' Brands

Table: 15

130 Royall Street
Canton, MA 02021
Phone: +1 248 390 4000
Contact: Mike Rose

Equity Construction Solutions

Table: 16

4107 West Spruce Street
Suite 101
Tampa, FL 33607
Phone: +1 813 579 2000
Contact: Eric Mudge

Equity, LLC

Table: 17

4107 West Spruce Street
Suite 101
Tampa, FL 33607
Phone: +1 813 490 9817
Contact: J. Benjamin McLeish

Firehouse Subs

Table: 18

3110 Creighton Landing Road
Fleming Island, FL 32003
Phone: +1 904 813 8436
Contact: Richard Taylor

Fleetwash Facility Services

Table: 19

9940 Currie-Davis Drive
Tampa, FL 33619
Phone: +1 407 490 8028
Contact: Richard Katat

Great Clips

Table: 20

4400 West 78th Street
Suite 700
Minneapolis, MN 55435
Phone: +1 770 529 7252
Contact: Belinda Avera

GroceryAnchored.com

Table: 21

1040 Woodcock Road, Suite 260
Orlando, FL 32803
Phone: +1 888 662 4929
Contact: Nash Williams

Hair Cuttery

Table: 22

1577 Spring Hill Road
Suite 500
Vienna, VA 22182
Phone: +1 703 269 5374
Contact: David Oremland

Harry E. Robbins

Associates, Inc.

Table: 23

3733 South Tuttle Avenue
Sarasota, FL 34239
Phone: +1 941 924 8346
Contact: Loyd Robbins

HRP Associates, Inc.

Table: 24

4514 Oak Fair Boulevard
Suite 143
Tampa, FL 33610
Phone: +1 813 620 3851
Contact: Kent Ward

Hybridge

Table: 25

119 North 11th Street
Tampa, FL 33602
Phone: +1 813 413 6700
Contact: Justin Boudreau

Insite Real Estate

Table: 26

714 Grand Central Street
Clearwater, FL 33756
Phone: +1 727 580 1177
Contact: Stanton Englander

Jersey Mike's Franchise Systems, Inc.

Table: 27

2251 Landmark Place
Manasquan, NJ 08736
Phone: +1 732 223 4044
Contact: Elizabeth Hutchison

JLL

Table: 28

401 East Jackson Street
Suite 1500
Tampa, FL 33602
Phone: +1 813 261 6716
Contact: Paul Rutledge

Katz & Associates

Table: 29

920 Sylvan Avenue
Suite 220
Englewood Cliffs, NJ 07632
Phone: +1 201 731 8511
Contact: David Eggnetz

LandQwest Commercial

Table: 30

1614 Colonial Boulevard
Suite 101
Fort Myers, FL 33907
Phone: +1 239 275 4922
Contact: Courtney Sakefski

Land Solutions, Inc.

Table: 31

6810 International Center
Boulevard
Fort Meyers, FL 33912
Phone: +1 239 489 4066
Contact: Justin Thibaut

Exhibitors

Landis Evans + Partners Civil Engineering

Table: 32
18115 US Highway 41 North
Suite 600
Lutz, FL 33549
Phone: +1 813 949 7449
Contact: Dallas Evans

Lucky's Market

Table: 33
1200 Roosevelt Road
Suite 150
Glen Ellyn, IL 60137
Phone: +1 630 479 6810
Contact: Rick Lewellyan

McDonalds Corp.

Table: 34
14081 SW 21st Street
Davie, FL 33325
Phone: +1 954 401 4638
Contact: Rey Hernandez

Merritt Realty Corporation

Table: 35
2500 North Tamiami Trail
Nokomis, FL 34275
Phone: +1 941 320 6079
Contact: Terry Purdy

Michael Brady Inc. Architecture

Table: 36
100 Colonial Center Parkway
Suite 230
Lake Mary, FL 32746
Phone: +1 407 585 0330
Contact: Scott Malenock

NaviRetail

Table: 37
5100 Poplar Avenue
Suite 2700
Memphis, TN 38137
Phone: +1 901 654 0790
Contact: Casey Kidd

Paraclete Realty

Table: 38
1940 Duke Street
Suite 200
Alexandria, VA 22314
Phone: +1 301 536 7900
Contact: Charlie Phelps

Park Square Enterprises

Table: 39
5200 Vineland Road
Suite 200
Orlando, FL 32811
Phone: +1 407 527 3040
Contact: Suresh Gupta

PM Silicone

Table: 40
540 Central Court
New Albany, IN 47150
Phone: +1 812 704 8496
Contact: Tricia Schweitzer

Pro-Ject International, Inc.

Table: 41
320 West Kennedy Boulevard
Suite 750
Tampa, FL 33606
Phone: +1 813 380 3343
Contact: John Twomey

RaceTrac Petroleum, Inc.

Table: 42
200 Galleria Parkway
Suite 900
Atlanta, GA 30339
Phone: +1 770 431 7600
Contact: Mark Hudgins

Rave Commercial, LLC

Table: 43
8875 Hidden River Parkway
Suite 300
Tampa, FL 33647
Phone: +1 813 750 7507
Contact: Venkata Ravipati

Retail Site Development

Table: 44
200 South Hoover Boulevard
Tampa, FL 33609
Phone: +1 813 713 7600
Contact: Keith Bennett

RMC Property Group

Table: 45
8902 North Dale Mabry Highway
Suite 200
Tampa, FL 33614
Phone: +1 813 960 8154
Contact: Theresa Frederick

Rose Paving, LLC

Table: 46
5718 East Columbus Drive
Tampa, FL 33619
Phone: +1 813 774 2889
Contacts: Leslie Benner and
Chris Hill

Roses Discount Store

Table: 47
218 South Garnett Street
Henderson, NC 27536
Phone: +1 850 261 4684
Contact: John Fifer

The Sembler Company

Table: 48
5858 Central Avenue
Saint Petersburg, FL 33707
Phone: +1 727 384 6000
Contact: Chelsea Rogers

Shopping Center Group/ Southeast RE Business

Table: 49
3500 Piedmont Road
Suite 415
Atlanta, GA 30305
Phone: +1 404 832 8262
Contact: Scott France

Sinclair

Table: 50
111 South Albany Avenue
Suite 200
Tampa, FL 33606
Phone: +1 407 712 5640
Contact: Maria Ehrlich

Southeast Retail Group

Table: 51
1715 North Westshore Boulevard
Suite 270
Tampa, FL 33607
Phone: +1 813 803 6400
Contact: Jeremy Kral

Sport Clips

Table: 52
110 Briarwood Drive
Georgetown, TX 78628
Phone: +1 972 821 9883
Contact: Jessica Rossy

SRS Real Estate Partners

Table: 53
4010 Boy Scout Boulevard
Suite 355
Tampa, FL 33607
Phone: +1 813 428 8557
Contact: Lindsay Fayer

Stan Johnson Company

Table: 54
180 Madison Avenue
Suite 1500
New York, NY 10016
Phone: +1 646 841 0631
Contact: Joshua Pardue

Starbucks Coffee Company

Table: 55
2987 Clairmont Road
Suite 300
Brookhaven, GA 30329
Phone: +1 404 320 8935
Contact: Emily Cooper

Tailwinds Development, LLC

Table: 56
100 Colonial Center Parkway
Suite 230
Lake Mary, FL 32746
Phone: +1 321 363 4955
Contact: James Gendreau

Thur Retail

Table: 57
1054 31st Street NW
Washington, DC 20007
Phone: +1 202 823 4444
Contact: Shary Thur

Trinity Commercial Group, Inc.

Table: 58
9250 Corkscrew Road
Suite 13
Estero, FL 33928
Phone: +1 239 334 3040
Contact: Dan O'Berski

Vercetti Enterprises

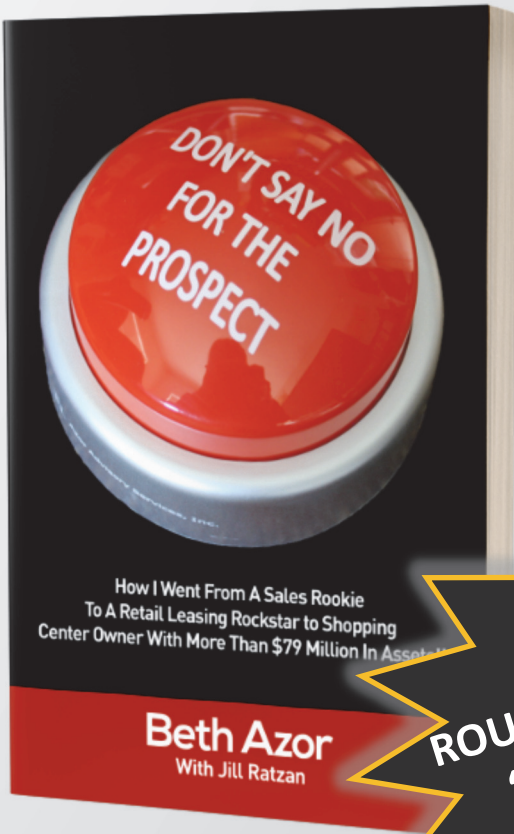
Table: 59
2576 West 84th Street
Miami, FL 33016
Phone: +1 305 517 3772
Contact: Danial Vercetti

WLS Lighting Systems

Table: 60
1919 Windsor Place
Fort Worth, TX 76110
Phone: +1 817 731 0020
Contact: Ken Bronstad

BETH WROTE THE BOOK...

LITERALLY!



**SEE BETH AT
TABLE 6 FOR A
ROUNDTABLE DISCUSSION OF
“LEASING SPACE USING
SOCIAL MEDIA
& BRANDING”!**

“I purchased your new book ‘Don’t Say No For The Prospect’ recently and finished reading it this past weekend. Beth, you put together a great book! I think it is interesting, most of your book covers basic items that someone in our world (leasing) should be doing everyday....but....guess what? WE DON’T! I have been in the business over 30 years and your book is a great reminder for me to JUST DO IT! While reading your book I had a real ah-ha moment....I was not quite sure of the meaning of the title...then...it hit me! Don’t ASSUME anything! Now I cannot get ‘Don’t Say No For The Prospect’ out of my head. Not just thank you, but a VERY BIG THANK YOU for a great book that was a great read and a very big reminder to Don’t Say No For ALL The Prospects in life!”
— Rick Eaglestone, VP Leasing, DCG Development Company

“Beth Azor is a force of nature. She is passionate, professional and leaves no stone unturned in order to get deals done. She has a wonderful knowledge of the market and has a sixth sense of timing to make things happen. She has been a great asset to our company over the years.”
— Milton Cooper, Executive Chairman of the Board, Kimco Realty Corporation

**Order your copy NOW at
www.dontsaynofortheprospect.com**



Beth Azor
www.bethazor.com
Tel: 954-615-0615
beth@azoradvisoryservices.com