



Directory

# Western Conference & Deal Making

Los Angeles Convention Center

Los Angeles, CA | September 16 – 18, 2019

#ICSC





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Newark, CA

# Western Conference & Deal Making

## MONDAY, SEPTEMBER 16

### Optional Event

#### Downtown L.A. Retail Tour

2:00 – 5:00 pm

Discover what's new and exciting in Downtown L.A. retail on this guided bus tour, courtesy of Downtown Center Business Improvement District. Tour will depart from the L.A. Convention Center and return to L.A. LIVE for the Opening Reception.

Points of interest will include:

- Arts District
- Little Tokyo
- Grand Central Market
- Broadway
- 7th Street
- FIGat7th
- The Bloc
- South Park
- L.A. LIVE

Seating is limited and advance registration is required.

### Opening Reception at

#### The Terrace at L.A. LIVE

5:00 – 7:00 pm

Located on the fifth floor of the Grammy Museum, The Terrace at L.A. LIVE is a modern, outdoor mezzanine with phenomenal views of downtown Los Angeles and the Hollywood sign. Don't miss this opportunity to network with fellow attendees and receive a tour of the museum. The Terrace entrance is located on Figueroa St., between Shaquille's and the Grammy Museum.

## TUESDAY, SEPTEMBER 17

### Registration

7:30 am – 6:00 pm » South Hall Lobby

### Women's Networking and

#### Leadership Breakfast

8:00 – 9:00 am » Room 306 – 3rd Level

Come for the community, and stay for the mimosas and leadership lessons. Join your fellow female colleagues for an inspirational networking breakfast with Drybar founder Alli Webb. She'll share how she built the company, offer insight

gained from a successful career as an entrepreneur, share wisdom on navigating any industry as a female leader and take your questions about retail.



**Alli Webb**

Founder & CEO  
Drybar

### First-Timers, New Members and Students Orientation and Exhibit Floor Walking Tour

8:00 – 8:30 am » Room 308 – 3rd Level

Whether you are a new ICSC member or this is your first time at the conference, we can help to make the most of your experience. You will receive an overview of ICSC programs and services and learn how to best utilize ICSC's many career-advancing resources.

#### MODERATORS



**Gordon A. Keig**

Principal  
Pennant Development Company



**Chuck Shaw**

COO  
Fite Development Company

### Professional Development Workshop

8:30 – 9:00 am » Room 308 – 3rd Level

#### How to Earn ICSC's New Certification, the CRRP

Find out how earning ICSC's Certified Retail Real Estate Professional (CRRP) designation will help you increase your industry profile and knowledge, and how to best prep for the exam.

#### SPEAKERS



**Anna Dolby Zaich, CRRP, CDP**  
Member, CRRP Admissions & Governing Committee  
Director of Development  
LA Fitness



**Jon Zaich, CRRP, CRX, CDP**  
Member, CRRP Admissions & Governing Committee  
Senior Vice President of Development  
LA Fitness

### Continental Breakfast

9:00 – 10:00 am » South Hall J

No breakfast service after 10:00 am.



# WHAT'S NEXT

REDEFINING  
THE RETAIL  
EXPERIENCE

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# Western Conference & Deal Making

**TUESDAY, SEPTEMBER 17** *Continued*

## Deal Making and Retailer Central

9:00 am – 5:00 pm » South Halls G-J

### Professional Development Workshop

9:00 – 9:45 am » Room 308 – 3rd Level

#### How to Negotiate Successful Leases

Learn the ins and outs of successful negotiating techniques during this interactive workshop.



**Derrick Moore**  
Senior Vice President  
CBRE

### Professional Development Workshop

10:00 – 10:45 am » Room 308 – 3rd Level

#### #TagUs: How to Develop Social Media Content

Learn the best ways to build your social media following and your industry reach.



**Heath McCue, CMD**  
Regional Director of Marketing  
Vestar

### Professional Development Workshop

11:00 – 11:45 am » Room 308 – 3rd Level

#### How to Master Property Management

Learn techniques to better manage daily and long-term operations.



**Ken Gillett, CSM**  
Senior Vice President, Operations  
Irvine Company Retail Properties

## Lunch and Keynote Presentation

12:00 – 1:30 pm » Main Stage – South Hall K

Lunch will be served from 12:00 – 12:30 pm, and is otherwise available for purchase at Food Truck Park (Hall H) and in Hall J.

### Case Study: LA Stadium and Entertainment District at Hollywood Park

Find out all about one of the largest stadium and mixed-use projects in the U.S. right now. The 298-acre LA Stadium and Entertainment District at Hollywood Park (LASED) will be home to the NFL's Rams and Chargers, Super Bowl LVI in 2022, and the Opening and Closing Ceremonies of the

2028 Olympics. The district will feature more than 1.5 million square feet of retail and office space, 2,500 residences, a hotel, and more than 20 acres of parks.

#### MODERATOR



**Tom McGee**  
President & CEO  
ICSC

#### PANELISTS



**Jason Gannon**  
Managing Director  
LA Stadium and Entertainment District  
at Hollywood Park



**Will Heidel**  
Development & Leasing  
Wilson Meany



**David Jurenka**  
Senior Vice President Digital Media &  
Business Operations  
NFL Media



**Andrew Turf**  
Senior Vice President  
CBRE

## The Co-Working Craze

2:30 – 3:00 pm » Main Stage – South Hall K

Co-working space is expected to grow by 20 percent per year at retail properties through 2023 and it's no longer just for startups. Hear from companies that are making co-working spaces work for their tenants.

#### MODERATOR



**Leslie Fox**  
Senior Vice President, Membership &  
Strategy  
ICSC

#### PANELISTS



**Danielle Hill**  
COO  
The Riveter



**Dori Howard**  
Co-CEO  
The Jane Club

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# Western Conference & Deal Making

**TUESDAY, SEPTEMBER 17** *Continued*

## Experiential Retail

**3:00 – 3:30 pm » Main Stage – South Hall K**

Best-in-class retailers explain how they are designing physical spaces in bold, innovative ways to create memorable brand experiences for consumers and seamlessly complement digital efforts.

**MODERATOR**



**Kyle Kavanaugh**  
President  
Main & Main, Inc.

**PANELISTS**



**Allison Samek**  
CEO  
Fred Segal



**Tony Sekora**  
Director of Real Estate Development  
Nordstrom

## Economic Outlook

**3:30 – 4:00 pm » Main Stage – South Hall K**

Find out what key economic indicators predict for the U.S. and California economies as well as the retail, construction and commercial real estate industries; plus the likelihood of a recession and the effect of tariffs on the retail real estate industry.



**Jerry Nickelsburg**  
Director & Senior Economist  
UCLA Anderson Forecast  
Anderson School of Management  
Adjunct Professor of Economics  
UCLA

## California Split Roll Tax Ballot Initiative

**4:00 – 4:30 pm » Main Stage – South Hall K**

Hear everything you need to know about the 2020 ballot initiative to revise Prop 13 and reassess commercial properties to current market value.

**MODERATOR**



**Herb Tyson**  
Vice President, State Government  
Relations, GPP  
ICSC

**PANELISTS**



**Matthew Klink**  
Partner  
California Partners



**Martha Miller**  
CEO  
Platinum Advisors



**Alan Sneider**  
Associate  
Primestor Development, Inc.

## Game On: The Billion Dollar Esports Industry

**4:30 – 5:00 pm » Main Stage – South Hall K**

The explosive growth of esports is being fueled by multiple major industry trends: social networks being built and maintained online, video streaming increasing, gaming going mainstream, and more experiential retail going in to mixed-use spaces. We'll take a look at the opportunity and what's next.



**Jon M. Bukosky**  
CEO  
Player OMEGA, Inc.



**John Fazio**  
CEO  
N3rd Street Gamers



**Han Park**  
Founder & CEO, Prize Payments  
Former President, ESL America



**Irene Scholl-Tatevosyan**  
Attorney  
Nixon Peabody

## Speed Networking for Students and Emerging Industry Professionals

**4:30 – 5:30 pm » South Hall J – Meal Function Area**

Students and emerging industry professionals are invited to meet with ICSC Ambassadors, a distinguished group of experienced industry leaders, to chat about career development opportunities in commercial real estate.

Participants will have the opportunity to rotate among three tables and network in a small group setting.

## Member-Hosted Reception

**5:00 – 6:30 pm » Food Truck Park – Hall H**

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



2ND & PCH  
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# Western Conference & Deal Making

## WEDNESDAY, SEPTEMBER 18

### Registration

8:30 am – 1:00 pm » South Hall Lobby

### Continental Breakfast

9:00 – 10:00 am » South Hall J

No breakfast service after 10:00 am.

### Retailer Runway

9:00 – 10:00 am » Main Stage – South Hall K

Meet retailers offering detailed information about their store needs and exclusive pitches on their expansion plans.

#### MODERATOR

**Michael Burton**

Urban Strategies Group  
Flocke & Avoyer CRE

- Arby's
- Blink Fitness
- Capriotti's Sandwich Shop
- Great Clips
- Jersey Mike's
- Little Caesars
- Phenix Salon Suites
- Primrose Schools
- Tacos El Gavilan
- Tommy's Express Car Wash

### Deal Making and Retailer Central

9:00 am – 1:00 pm » South Halls G-J

### Cheers to Retail! Mimosa and Bloody Mary Bar

10:00 – 10:15 am » Main Stage – South Hall K

Take a quick break to grab a drink before we start our three retail sessions of the day: quick hits of industry insights directly from brands worthy of a toast.

### Health & Wellness – New Kids on the Block

10:15 – 10:45 am » Main Stage – South Hall K

Gain insights from the new cohort of wellness brands and concepts on how they're taking advantage of L.A.'s retail real estate resources to meet the increasing consumer demand in this category.

#### MODERATOR

**Jennifer Wight**

Director, Leasing  
Irvine Company Retail Properties

#### PANELISTS



**Felicia Alexander**  
Co-Founder & Co-Owner  
BoxUnion



**Brittany Driscoll**  
Co-Founder & CEO  
Squeeze



**Jenn Worley**  
Co-Founder & Chief Creative Officer  
FaceHaus

### Food & Beverage Trends

10:45 – 11:15 am » Main Stage – South Hall K

Find out how trends in ghost kitchens, food halls, and new products and formats are coming to life in the Southern California market.

#### MODERATOR

**Michael Dubin**

President  
Dubin & Associates, Inc.

#### PANELISTS



**Robbye Kirkpatrick**  
Executive Vice President,  
National Field Development  
Kitchen United



**Mike Simms**  
Owner & Founder  
Simms Restaurants



**Rachael Zanetos**  
Director, Retail Leasing  
Brookfield Property Partners

### Cannabis: A New Retail High

11:15 – 11:45 am » Main Stage – South Hall K

California was the first state to legalize medical marijuana in 1996, and 20 years later recreational use was legalized. As markets for cannabis and CBD continue to rapidly expand nationwide, benefit from lessons learned by this early mover.

#### MODERATOR

**Sierra Schaller**

Director of Programming, Retail  
ICSC

#### PANELISTS



**Carrie Babij**  
President  
Desert Insurance Solutions

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# Western Conference & Deal Making

**WEDNESDAY, SEPTEMBER 18** *Continued*



**Chelsea Mandel**  
Vice President  
STREAM Capital Partners, LLC



**Brian Mitchell**  
CEO & Co-Founder  
Shryne Group

## Conference Adjourns

1:00 pm

## Optional Event

### Private Hardhat Tour: Los Angeles Stadium and Entertainment District at Hollywood Park

2:00 – 5:00 pm

LA Stadium and Entertainment District at Hollywood Park (LASED) is an expansive sports and entertainment destination being built in Inglewood, CA, by Los Angeles Rams Owner/Chairman E. Stanley Kroenke. This 298-acre mixed-use development will feature retail, commercial office space, a hotel, residential units and outdoor park spaces. This tour will give you an exclusive look at phase one.

Closed-toe shoes are required and a waiver will need to be signed upon arrival. Tour will depart from the LA Convention Center and return to hotels. Seating is limited and advance registration is required.

*Program information current as of September 16, 2019.*



## **DIVISIONAL VOLUNTEER LEADERSHIP**

**William Horner**, CRX, ICSC Western Division Vice President, LA Fitness

**Gregory Valladao**, ICSC Western Division Government Relations Committee Chair,  
SRS Real Estate Partners

**Alesha Shemwell**, ICSC Western Division Innovations Chair, Bellevue Square Managers, Inc.

**Kirsten Hall**, ICSC Western Division P3 Public Divisional Chair, City of Peoria

**Christine Firstenberg**, ICSC Western Division P3 Private Divisional Chair, Metrovation

**Jim Reynolds**, ICSC Western Division Retail Chair, Great Clips, Inc.

**Mitchell Hernandez**, ICSC Western Division Next Generation Chair, Beta Retail, Inc.

## **STATE VOLUNTEER LEADERSHIP**

**Scott Burns**, ICSC Southern California State Director, JLL

**Ryan Manougian**, ICSC Oregon State Director, CenterCal Properties, LLC

**Matthew Nelson**, CCIM, CLS, ICSC Nevada State Director, J.A. Kennedy Real Estate Company

**Mcoman Read**, ICSC Northern California State Director, Read Investments

**Kim Ryder**, ICSC Arizona/New Mexico State Director, Goodwill of Central and Northern Arizona

**Jason Schmidt**, ICSC Colorado/Wyoming State Director, HFF, L.P.

**Sandip Soli, Esq.**, ICSC Alaska/Washington State Director, Real Property Law Group, PLLC

**Kelli Wilinski**, ICSC Hawaii State Director, CBRE

**Joshua Woodbury**, ICSC Idaho/Montana/Utah State Director, Woodbury Corporation

## **PROGRAM PLANNING COMMITTEE**

**Scott Burns**, Western Conference & Deal Making Committee Chair, JLL

**Eric Li**, Western Conference & Deal Making Committee Co-Chair, Brixton Capital, LLC

**Michael Burton**, Flocke & Avoyer

**Joan Frei**, Joan Frei Enterprises

**Jennifer Ott**, ROI Commercial Real Estate

**Alesha Shemwell**, Bellevue Square Managers, Inc.

**Randee Stratton**, Newmark Knight Frank

**Justin Weiss**, Kennedy Wilson

# FOR LEASE

## Southern California

- West Los Angeles
- Hollywood
- Pasadena
- Panorama City
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- San Fernando
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- Norwalk
- Compton
- South Gate
- Lakewood
- Hawthorne

- West Covina
- Covina
- La Puente
- Baldwin Park
- Pomona
- Ontario
- Rialto
- Colton
- San Bernardino
- Riverside
- Corona



## ACQUISITION CRITERIA

- 1) **SINGLE TENANT (OR DOUBLE)**
  - Short lease expiration OK
- 2) **GROUND LEASE (FEE OR LEASEHOLD)**
- 3) **SHOPPING CENTERS (RETAIL OR AUTOBUILDING)**
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# Western Conference & Deal Making

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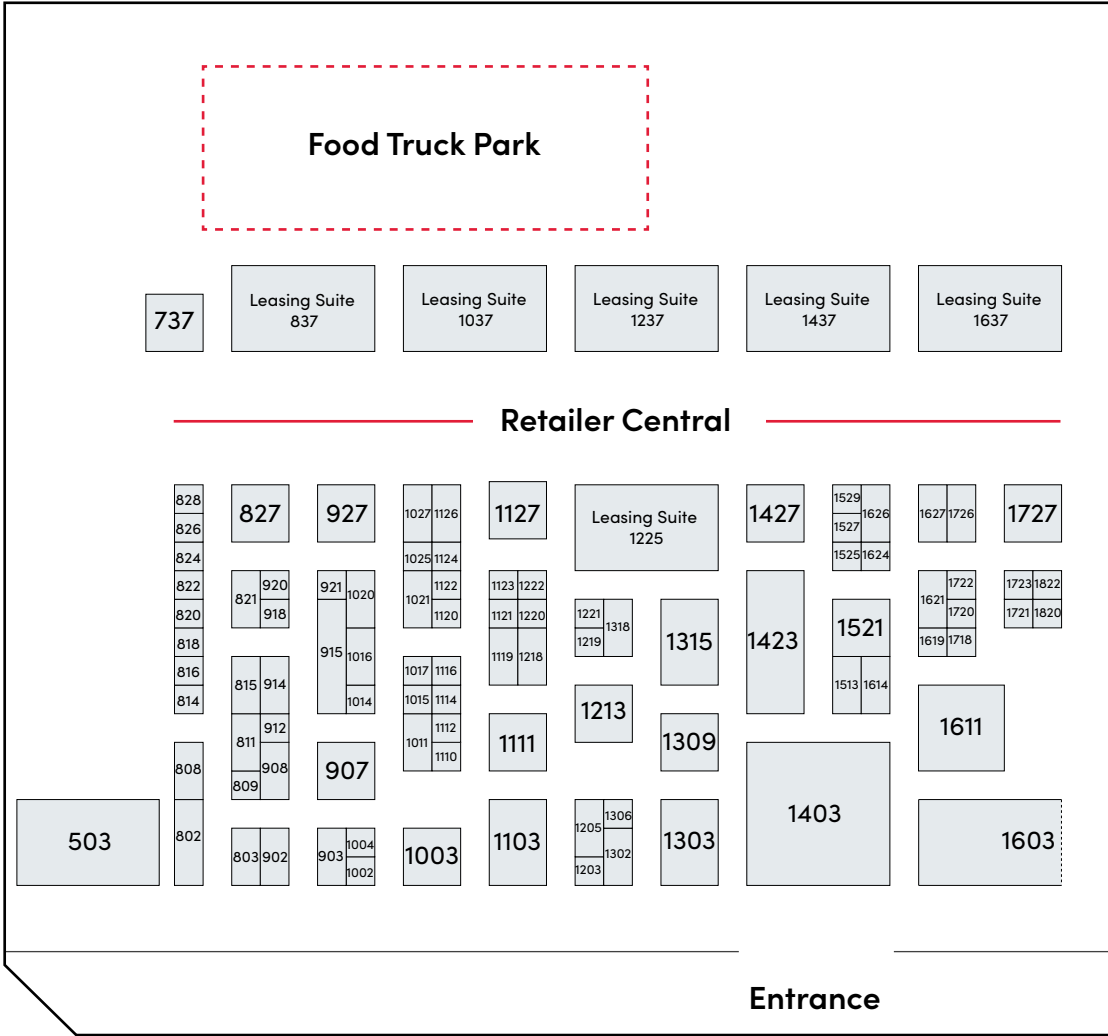
### Silver

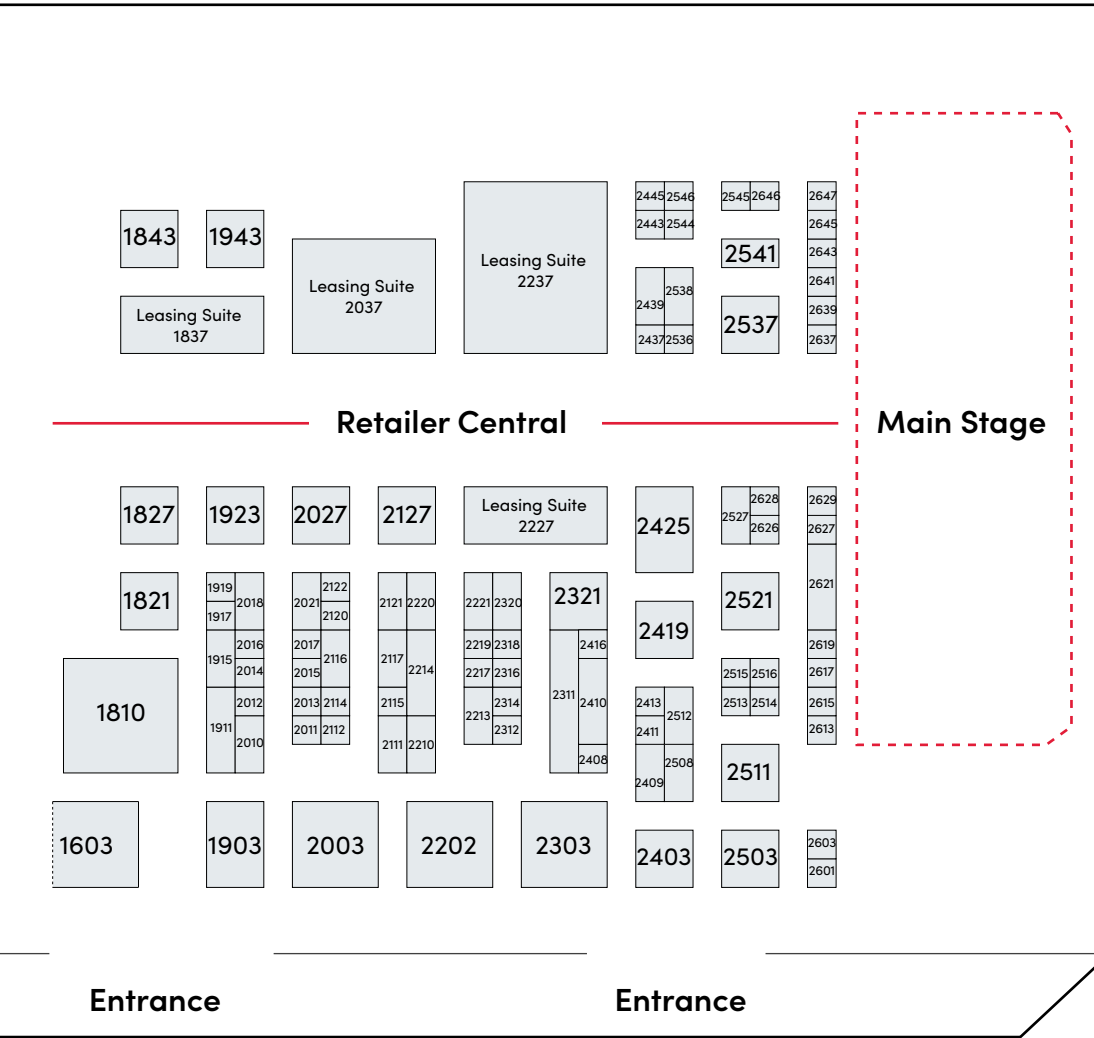


### Member-Hosted Reception

- JLL
- LA Fitness
- Red Mountain Group
- Royal Oak Property Services

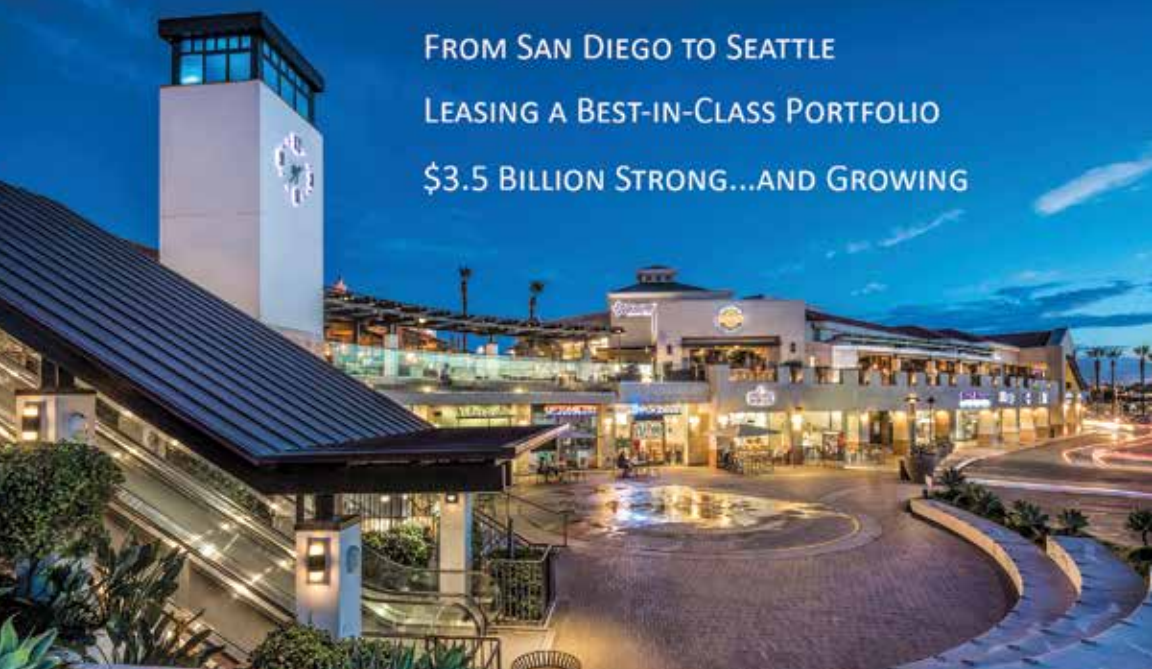








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# Exhibitors

## 2-D As-Built Floor Plans

### Booth: 1917

Contact: Stephen Cramer  
Phone: +1 206 713 8044  
[www.2dfloorplans.com](http://www.2dfloorplans.com)

## 99 Cents Only Stores

### Booth: 1011

Contact: Nikki Montoya  
Phone: +1 323 881 1297  
[www.99only.com](http://www.99only.com)

## A&G Realty Partners, LLC

### Booth: 1219

Contact: Ana Aispuro  
Phone: +1 818 216 9622

## A10 Capital, LLC

### Booth: 1306

Contact: Camille Moreno  
Phone: +1 208 577 5071  
[www.a10capital.com](http://www.a10capital.com)

## ACRE So Cal

### Booth: 1722

Contact: Allison Stephenson  
Phone: +1 949 553 1117

## ADA Compliance Consultants, Inc.

### Booth: 2318

Contact: Jeff Lowe  
Phone: +1 916 817 1670  
[www.ada-pros.com](http://www.ada-pros.com)

## AD/S

### Booth: 2613

Contact: Jeff DeBough  
Phone: +1 702 860 9528

## Affinity Painting Company

### Booth: 1621

Contact: Albert Abad  
Phone: +1 626 966 6600  
[www.affinity-painting.com](http://www.affinity-painting.com)

## Alliant Insurance Services

### Booth: 2115

Contact: Bryant Eaton  
Phone: +1 949 274 6826

## Alpha Video Surveillance

### Booth: 2410

Contact: Daniel Martinez  
Phone: +1 702 990 1454

## APOC

### Booth: 2419

Contact: Cathy Pohl  
Phone: +1 562 423 6471  
[www.apoc.com](http://www.apoc.com)

## Architects Orange

### Booth: 2112

Contact: Katherine Watson  
Phone: +1 714 639 9860  
[www.architectsorange.com](http://www.architectsorange.com)

## Arcules

### Booth: 808

Contact: Yvette Castro  
Phone: +1 949 419 5822  
[www.arcules.com](http://www.arcules.com)

## Argent Retail Advisors

### Booth: 2503

Contact: Michelle Mejia  
Phone: +1 949 306 5591  
[www.argentcre.com](http://www.argentcre.com)

## Arizona Cities

### Booth: 2621

Contact: Kirsten Hall  
Phone: +1 623 773 5210

## Arizona Partners

### Booth: 1822

Contact: Natalia Babits  
Phone: +1 480 368 0111  
[www.azpre.com](http://www.azpre.com)

## Armstrong Development Properties, Inc.

### Booth: 908

Contact: Nicole Zion  
Phone: +1 724 256 8899  
[www.armstrongdev.com](http://www.armstrongdev.com)

## Athena Property Management

### Booth: 927

Contact: Jessica Gomez  
Phone: +1 949 398 8750  
[www.athena-pm.com](http://www.athena-pm.com)

## Atlantic Retail

### Booth: 2111

Contact: Laura Ponce  
Phone: +1 424 262 7103  
[www.atlanticretail.com](http://www.atlanticretail.com)

## AUTOParkit

### Booth: 1923

Contact: Tracy Sink  
Phone: +1 818 989 1282  
[www.autoparkit.com](http://www.autoparkit.com)

## Bayley Construction

### Booth: 2013

Contact: Ella Sandquist  
Phone: +1 206 422 2263

## BANKCARD USA

### Booth: 2617

Contact: Margaux Jimenez  
Phone: +1 805 551 0382  
[www.bankcardusa.com](http://www.bankcardusa.com)

## Bel Vino Winery

### Booth: 2314

Contact: Mike Janko  
Phone: +1 801 597 3700  
[www.BelVinoWinery.com](http://www.BelVinoWinery.com)

## Beta

### Booth: 2117

Contact: Richard Rizika  
Phone: +1 310 430 7790  
[www.BetaAgency.com](http://www.BetaAgency.com)

## BH Properties

### Booth: 1222

Contact: Katherine Viado  
Phone: +1 310 820 8888  
[www.bhproperties.com](http://www.bhproperties.com)

## Bomel Construction Co., Inc.

### Booth: 2012

Contact: Erin Mayo  
Phone: +1 714 322 1618  
[www.bomelconstruction.com](http://www.bomelconstruction.com)

## Boos Development Group Inc.

### Booth: 1943

Contact: Debra Giovanis  
Phone: +1 727 669 2900  
[www.boosdevelopment.com](http://www.boosdevelopment.com)

## Brixmor Property Group

### Booth: 2403

Contact: Matt Berger  
Phone: +1 646 344 8646  
[www.brixmor.com](http://www.brixmor.com)

## Brower Group

### Booth: 2217

Contact: Jenn Quader  
Phone: +1 949 955 7940  
[www.brower-group.com](http://www.brower-group.com)

## CAM Property Services

### Booth: 902

Contact: Heather Bcomes  
Phone: +1 800 576 3050  
[www.CAMServices.com](http://www.CAMServices.com)

## Capital Pacific

### Booth: 1119

Contact: Elizabeth Gibson  
Phone: +1 415 274 7395  
[www.capitalpacific.com](http://www.capitalpacific.com)

## CBRE

### Leasing Suite 2237

Contact: Julie Radford  
Phone: +1 619 696 8308  
[www.cbre.com](http://www.cbre.com)

## CCIM Technologies

### Booth: 2615

Contact: Carol Campbell  
Phone: +1 312 544 8390  
[www.stdb.com](http://www.stdb.com)

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Major Metro Markets within the Continental U.S.

## visit us

ICSC Western Conference  
September 16-18, 2019  
South Exhibit Hall, Booth 1225  
Los Angeles, CA



## contact us

For Appointments:  
Denise Long  
310-665-9642

# Exhibitors

## **Centennial**

### **Booth: 2521**

Contact: Kristin Baisch  
Phone: +1 972 888 8027  
[www.centennialrec.com](http://www.centennialrec.com)

## **Centers Business Management**

### **Booth: 1127**

Contact: Ryan Anys  
Phone: +1 310 575 1517

## **ChainLinks Retail Advisors, Inc.**

### **Booth: 1603**

Contact: Jamie Standard  
Phone: +1 770 955 2434  
[www.chainlinks.com](http://www.chainlinks.com)

## **Charles Company**

### **Booth: 1205**

Contact: Carissa Abrenilla  
Phone: +1 310 270 9240  
[www.charles-company.com](http://www.charles-company.com)

## **Chase Commercial Term Lending**

### **Booth: 1915**

Contact: Stephen Bird  
Phone: +1 714 504 6393  
[www.commercial.jpmmcmanchase.com/pages/commercial-banking/services/ctl-commercial-mortgage-lending](http://www.commercial.jpmmcmanchase.com/pages/commercial-banking/services/ctl-commercial-mortgage-lending)

## **Chicago Title**

### **Booth: 2439**

Contact: Darah Dreyer  
Phone: +1 949 724 3105

## **Chipotle**

### **Booth: 1116**

Contact: James Beus  
Phone: +1 323 803 3357  
[www.Chipotle.com](http://www.Chipotle.com)

## **Choice Hotels International**

### **Booth: 2014**

Contact: Jessica Weber  
Phone: +1 301 628 4371  
[www.choicehotelsdevelopment.com](http://www.choicehotelsdevelopment.com)

## **CIM Group**

### **Booth: 907**

Contact: Natalie Wong  
Phone: +1 323 556 9686  
[www.cimgroup.com](http://www.cimgroup.com)

## **City of Bullhead City**

### **Booth: 2512**

Contact: Sheila Betts  
Phone: +1 928 763 0122  
[www.bullheadcity.com](http://www.bullheadcity.com)

## **City of Chino**

### **Booth: 2527**

Contact: Chris Kennedy  
Phone: +1 909 334 3335  
[www.cityofchino.com](http://www.cityofchino.com)

## **City of Corona**

### **Booth: 2443**

Contact: Ryan Cortez  
Phone: +1 951 737 2082  
[www.coronaca.gov](http://www.coronaca.gov)

## **City of Fontana**

### **Booth: 737**

Contact: Jerry Edgett  
Phone: +1 909 350 6741  
[www.fontana.com](http://www.fontana.com)

## **City of Fountain Valley**

### **Booth: 2320**

Contact: Maggie Le  
Phone: +1 714 794 7219  
[www.experiencefv.com](http://www.experiencefv.com)

## **City of La Habra**

### **Booth: 2411**

Contact: Susan Louie  
Phone: +1 562 383 4111  
[www.lahabracal.gov](http://www.lahabracal.gov)

## **City of McFarland**

### **Booth: 827**

Contact: Claudia Ceja  
Phone: +1 661 792 3091

## **City of Menifee**

### **Booth: 1027**

Contact: Kayla Charters  
Phone: +1 951 723 3712  
[www.cityofmenifee.us](http://www.cityofmenifee.us)

## **City of Montclair**

### **Booth: 803**

Contact: Thailin Martin  
Phone: +1 909 625 9417  
[www.cityofmontclair.com/#home](http://www.cityofmontclair.com/#home)

## **City of Moreno Valley**

### **Booth: 2538**

Contact: Mike Lee  
Phone: +1 951 413 3460  
[www.morenovalleybusiness.com](http://www.morenovalleybusiness.com)

## **City of Ontario**

### **Booth: 815**

Contact: Tanya Spiegel  
Phone: +1 909 395 2081  
[www.ontarioca.gov](http://www.ontarioca.gov)

## **City of Perris**

### **Booth: 811**

Contact: Michele Ogawa  
Phone: +1 951 943 6100  
[www.cityofperris.com](http://www.cityofperris.com)

## **City of Rialto**

### **Booth: 2214**

Contact: John Dutrey  
Phone: +1 909 820 8014  
[www.yourrialto.gov](http://www.yourrialto.gov)

## **City of San Luis**

### **Booth: 2627**

Contact: Dania Castillo  
Phone: +1 928 341 8584  
[www.cityofsanluis.com](http://www.cityofsanluis.com)

## **City of Santa Ana**

### **Booth: 1020**

Contact: Marc Morley  
Phone: +1 714 647 6588  
[www.santa-ana.com](http://www.santa-ana.com)

## **City of Signal Hill**

### **Booth: 2120**

Contact: Elise McCaleb  
Phone: +1 562 989 7379  
[www.cityofsignalhill.com](http://www.cityofsignalhill.com)

## **City of Taft**

### **Booth: 816**

Contact: Michelle Kincaid  
Phone: +1 661 763 1222  
[www.cityoftaft.com](http://www.cityoftaft.com)

## **The Clover Company**

### **Booth: 1726**

Contact: Patrick Gilhooly  
Phone: +1 310 815 8611  
[www.clovercompany.com](http://www.clovercompany.com)

## **Coast2Coast Survey Corp.**

### **Booth: 2641**

Contact: Tim West  
Phone: +1 423 710 4714  
[www.coast2coast.net](http://www.coast2coast.net)

## **Coldwell Banker Commercial Affiliates, Inc.**

### **Booth: 2003**

Contact: Matthew Kornfeind  
Phone: +1 908 285 5191  
[www.cbcworldwide.com](http://www.cbcworldwide.com)

## **Colliers International**

### **Leasing Suite 1637**

Contact: Michelle Santone  
Phone: +1 213 532 3222  
[www.colliers.com/us/retail](http://www.colliers.com/us/retail)

## **Combined Properties, Inc.**

### **Booth: 1112**

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Phone: +1 202 736 2813  
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Contact: Sam Bogdanovich  
Phone: +1 559 650 1308  
[www.retailassociates.com](http://www.retailassociates.com)

## **Continental Laundry Development**

### **Booth: 1723**

Contact: Tod Sorensen  
Phone: +1 920 216 3918  
[www.continentalgirbau.com](http://www.continentalgirbau.com)

## **Coreland Companies**

### **Booth: 1126**

Contact: Vicky Hammond  
Phone: +1 714 573 7780  
[www.coreland.com](http://www.coreland.com)

## **Cushman & Wakefield**

### **Booth: 1423**

Contact: Jamie Schmitz  
Phone: +1 312 871 5048

## **De Rito Partners, Inc.**

### **Booth: 2425**

Contact: Beth Hood  
Phone: +1 480 834 8500  
[www.derito.com](http://www.derito.com)

## **Deacon Construction, LLC**

### **Booth: 2629**

Contact: Katina Baarslag  
Phone: +1 206 552 4866  
[www.deacon.com](http://www.deacon.com)

## **Defease With Ease/Commercial**

### **Defeasance LLC**

### **Booth: 2136**

Contact: Mark Kurowski  
Phone: +1 704 248 2600  
[www.defeasewithease.com](http://www.defeasewithease.com)

## **Development Management**

### **Group, Inc.**

### **Booth: 2121**

Contact: Michael Bracken  
Phone: +1 760 272 9136  
[www.dmgeconomics.com](http://www.dmgeconomics.com)

## **Dollar Tree/Family Dollar**

### **Booth: 2210**

Contact: Dawn Horne  
Phone: +1 757 698 7803  
[www.dollartree.com](http://www.dollartree.com)

## **Donahue Schriber**

### **Leasing Suite 2227**

Contact: Doreen Woods  
Phone: +1 714 966 6437  
[www.donahueschriber.com](http://www.donahueschriber.com)

## **Downtown Center BID**

### **Booth: 2545**

Contact: Elan Shore  
Phone: +1 213 416 7522  
[www.downtownLA.com](http://www.downtownLA.com)

## **Dunkin' Brands, Inc.**

### **Booth: 1114**

Contact: Jenna Tavares  
Phone: +1 781 737 5127  
[www.dunkinfranchising.com](http://www.dunkinfranchising.com)

## **EDGE Realty Partners**

### **Booth: 1221**

Contact: Paul Bartlett  
Phone: +1 949 678 4507  
[www.edge-re.com](http://www.edge-re.com)

## **Epsteen & Associates**

### **Booth: 1513**

Contact: Susan Baird  
Phone: +1 310 451 8171  
[www.epsteen.com](http://www.epsteen.com)

## **eSite Analytics**

### **Booth: 2643**

Contact: Alex Guh  
Phone: +1 843 881 7203

## **Essel Environmental Consulting**

### **Booth: 2515**

Contact: Thomas Miller  
Phone: +1 415 767 6375  
[www.esseltek.com](http://www.esseltek.com)

## **Evergreen Devco**

### **Booth: 2537**

Contact: Tracie Davis  
Phone: +1 602 808 8600  
[www.evgre.com](http://www.evgre.com)

## **The Festival Companies**

### **Leasing Suite 1225**

Contact: Yolanda Monclova  
Phone: +1 310 665 9612  
[www.festivalcos.com](http://www.festivalcos.com)

## **Firehouse Subs**

### **Booth: 1529**

Contact: Lauren Reynolds  
Phone: +1 904 606 5248  
[www.FirehouseSubs.com](http://www.FirehouseSubs.com)

## **First Washington Realty, Inc.**

### **Booth: 912**

Contact: Mary Jane Geraci  
Phone: +1 301 961 1872  
[www.firstwash.com](http://www.firstwash.com)

## **Flocke & Avoyer Commercial Real Estate**

### **Leasing Suite 837**

Contact: Corinne Mauro  
Phone: +1 619 280 2600  
[www.flockeavoyer.com](http://www.flockeavoyer.com)

## **Fresno County EDC**

### **Booth: 2114**

Contact: Amanda Bosland  
Phone: +1 559 476 2500  
[www.fresnoedc.com](http://www.fresnoedc.com)

## **Fulcrum Construction, Inc.**

### **Booth: 1220**

Contact: Sylvia Gallardo  
Phone: +1 310 301 1953  
[www.fulcrumconstruction.com](http://www.fulcrumconstruction.com)

## **Gallelli Real Estate**

### **Booth: 915**

Contact: Carolyn Aufranc  
Phone: +1 916 801 0108  
[www.gallellire.com](http://www.gallellire.com)

## **Gecome Smith Partners**

### **Booth: 2619**

Contact: Dana Light  
Phone: +1 310 867 2932  
[www.gspartners.com](http://www.gspartners.com)

## **Golden Corral Corporation**

### **Booth: 1121**

Contact: Glen Kinkade  
Phone: +1 919 624 4120  
[www.goldencorral.net](http://www.goldencorral.net)

## **Goodwill of Central and Northern Arizona**

### **Booth: 826**

Contact: Lauren Nisenbaum  
Phone: +1 602 535 4074  
[www.goodwillaz.com](http://www.goodwillaz.com)

## **Grant & Lewis**

### **Booth: 2637**

Contact: Jordan Lewis  
Phone: +1 661 303 4034

## **Great Clips, Inc.**

### **Booth: 2011**

Contact: Tricia Delgallego  
Phone: +1 619 246 8578  
[www.greatclips.com](http://www.greatclips.com)

## **Hanley Investment Group Real Estate Advisors**

### **Booth: 2127**

Contact: Tracey Zimmerman  
Phone: +1 949 293 2686  
[www.hanleyinvestment.com](http://www.hanleyinvestment.com)

## **HARBRO Emergency Services & Restoration**

### **Booth: 2628**

Contact: Steve Robertson  
Phone: +1 661 400 9686  
[www.harbro.com](http://www.harbro.com)



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[www.hawkinscompanies.com](http://www.hawkinscompanies.com)

## **HdL Companies**

### **Booth: 2020**

Contact: Tristian Robinson  
Phone: +1 714 879 5000  
[www.hdlcompanies.com](http://www.hdlcompanies.com)

## **Highland Commercial Roofing**

### **Booth: 2219**

Contact: Janet Miller  
Phone: +1 949 887 9694  
[www.highlandcommercialroof.com](http://www.highlandcommercialroof.com)

## **Highland Partners Corp.**

### **Booth: 2027**

Contact: Katie DiCarlo  
Phone: +1 310 989 9717  
[www.highlandpartnerscorp.com](http://www.highlandpartnerscorp.com)

## **ID Plans**

### **Booth: 2010**

Contact: Brooks Ashcraft  
Phone: +1 813 657 2545  
[www.idplans.com](http://www.idplans.com)

## **illi Commercial Real Estate**

### **Booth: 1727**

Contact: Todd Nathanson  
Phone: +1 818 501 2212  
[www.illicre.com](http://www.illicre.com)

## **In-N-Out Burger**

### **Booth: 1624**

Contact: Lori Brazzill  
Phone: +1 626 813 7363  
[www.in-n-out.com](http://www.in-n-out.com)

## **Indie Signs**

### **Booth: 820**

Contact: Jose Villanueva  
Phone: +1 623 302 4545  
[www.indiesignage.com](http://www.indiesignage.com)

## **Inspire Brands, Inc.**

### **Booth: 1002**

Contact: Michael Dee  
Phone: +1 214 668 6776  
[www.inspirebrands.com](http://www.inspirebrands.com)

## **InvenTrust Properties Corp.**

### **Booth: 1302**

Contact: Lisa Alexander  
Phone: +1 630 570 0700  
[www.InvenTrustProperties.com](http://www.InvenTrustProperties.com)

## **Irvine Company**

### **Booth: 503**

Contact: Shawnee Chisam  
Phone: +1 714 904 2094  
[www.irvineco.com](http://www.irvineco.com)

## **JAG Building Group**

### **Booth: 820**

Contact: Gerry Pelissier  
Phone: +1 508 681 9804  
[www.JAGbuilding.com](http://www.JAGbuilding.com)

## **Jersey Mike's Franchise Systems**

### **Booth: 1525**

Contact: Meghan Byrnes  
Phone: +1 732 223 4044  
[www.jerseymikes.com](http://www.jerseymikes.com)

## **JLL**

### **Leasing Suite 2037**

Contact: Cheri Evans  
Phone: +1 404 966 0182  
[www.jllretail.com](http://www.jllretail.com)

## **Jones Real Estate**

### **Booth: 1721**

Contact: Greg Jones  
Phone: +1 714 267 1207  
[www.jonesre.net](http://www.jonesre.net)

## **Kennedy Wilson**

### **Booth: 2541**

Contact: Anna Tran  
Phone: +1 310 887 6242  
[www.kennedywilson.com](http://www.kennedywilson.com)

## **Kids Empire**

### **Booth: 2646**

Contact: Haim Elbaz  
Phone: +1 424 527 1039

## **Kimco Realty Corporation**

### **Booth: 1103**

Contact: Diane Agostinello  
Phone: +1 516 869 7241  
[www.kimcorealty.com](http://www.kimcorealty.com)

## **Kimley-Horn**

### **Booth: 802**

Contact: Kelsey Neipris  
Phone: +1 714 786 6283  
[www.kimley-horn.com](http://www.kimley-horn.com)

## **Kosmont Companies**

### **Booth: 1014**

Contact: Brian Moncrief  
Phone: +1 424 297 1070  
[www.kosmont.com](http://www.kosmont.com)

## **LBG Real Estate Companies, LLC**

### **Booth: 2508**

Contact: Chris Han  
Phone: +1 310 235 0444  
[www.lbgfunds.com](http://www.lbgfunds.com)

## **Lee & Associates**

### **Booth: 1521**

Contact: Michele Rubin  
Phone: +1 818 812 1208  
[www.lee-associates.com](http://www.lee-associates.com)

## **Leibsohn & Company**

### **Booth: 2311**

Contact: Ron Waldbaum  
Phone: +1 425 455 1777  
[www.leibsohn.com](http://www.leibsohn.com)

## **Lewis Retail Centers**

### **Leasing Suite 1437**

Contact: Wayne Williams  
Phone: +1 909 946 7585  
[www.LewisRetailCenters.com](http://www.LewisRetailCenters.com)

## **Locate Central California**

### **Booth: 920**

Contact: Karin Ford  
Phone: +1 559 592 1349  
[www.sequoiavalley.com](http://www.sequoiavalley.com)

## **Logic Commercial Real Estate**

### **Booth: 2116**

Contact: Danielle Steele  
Phone: +1 702 888 3500  
[www.logicCRE.com](http://www.logicCRE.com)

## **Los Angeles County Development Authority**

### **Booth: 824**

Contact: Davon Barbour  
Phone: +1 626 586 1790  
[www.lacda.com](http://www.lacda.com)

## **Lundin Development Co.**

### **Booth: 1120**

Contact: Flavia Frattali  
Phone: +1 562 592 6005  
[www.luko.com](http://www.luko.com)

## **Main & Main, Inc.**

### **Booth: 1427**

Contact: Lori Smith  
Phone: +1 949 226 9047  
[www.mainandmaininc.com](http://www.mainandmaininc.com)

## **Marcus & Millichap**

### **Leasing Suite 1837**

Contact: Donna Nobida  
Phone: +1 925 953 1838  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

## **Marriott International, Inc.**

### **Booth: 921**

Contact: Christie Patterson  
Phone: +1 301 380 6066  
[www.marriottdevelopment.com](http://www.marriottdevelopment.com)

## **Matthews Real Estate Investment Services**

### **Booth: 1111**

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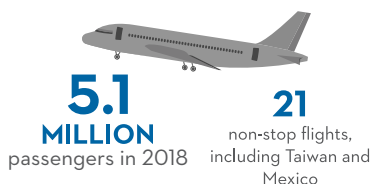
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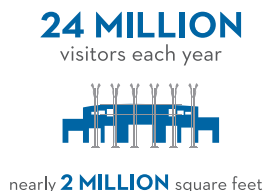
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[www.mcgarchitecture.com](http://www.mcgarchitecture.com)

## **Meridian Pacific, Ltd.**

### **Booth: 2122**

Contact: Debbie Jirasek  
Phone: +1 415 789 5530  
[www.meridianpacificltd.com](http://www.meridianpacificltd.com)

## **myCOI**

### **Booth: 2645**

Contact: Kaye Rodibaugh  
Phone: +1 317 983 1267  
[www.mycoitracking.com](http://www.mycoitracking.com)

## **Nadel Architects**

### **Booth: 1626**

Contact: Deidra Acquah  
Phone: +1 310 622 8524  
[www.nadelarc.com](http://www.nadelarc.com)

## **NAI Capital**

### **Booth: 1303**

Contact: Dennis Pontillano  
Phone: +1 818 905 2400  
[www.naicapital.com](http://www.naicapital.com)

## **National Coatings Corporation**

### **Booth: 1017**

Contact: Missy DeLaTorre  
Phone: +1 805 435 2726

## **National Engineering & Consulting, Inc.**

### **Booth: 818**

Contact: Kelly Stringham  
Phone: +1 949 716 9990  
[www.nationaleng.com](http://www.nationaleng.com)

## **National Sign & Marketing Corporation**

### **Booth: 1016**

Contact: Steven Rosenbloom  
Phone: +1 909 591 4742  
[www.nsmc.com](http://www.nsmc.com)

## **NaviRetail**

### **Booth: 1004**

Contact: Casey Kidd  
Phone: +1 901 654 0790  
[www.naviretail.com](http://www.naviretail.com)

## **Newmark Knight Frank**

### **Booth: 1810**

Contact: Donna Ficarra  
Phone: +1 610 226 5302  
[www.ngkf.com](http://www.ngkf.com)

## **Omnia Pacific Construction**

### **Booth: 1122**

Contact: Heather Bcomes  
Phone: +1 800 974 4515  
[www.OmniaPacific.com](http://www.OmniaPacific.com)

## **Panda Restaurant Group, Inc.**

### **Booth: 1527**

Contact: Grace Kang  
Phone: +1 213 718 9426  
[www.PandaExpress.com](http://www.PandaExpress.com)

## **Parkview Financial**

### **Booth: 2626**

Contact: Fabio Baum  
Phone: +1 310 996 8999  
[www.parkviewloan.com](http://www.parkviewloan.com)

## **Pegnato Roof**

### **Intelligence Network**

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Contact: Maryella Pegnato  
Phone: +1 310 592 1550  
[www.pegnato.com](http://www.pegnato.com)

## **Phillips Edison & Company**

### **Booth: 1003**

Contact: Kelly Kerby  
Phone: +1 513 618 4453  
[www.phillipsedison.com](http://www.phillipsedison.com)

## **Placer Labs, Inc.**

### **Booth: 2213**

Contact: Rachel Newman  
Phone: +1 650 477 7905  
[www.placer.ai](http://www.placer.ai)

## **Planet Fitness**

### **Booth: 1123**

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Phone: +1 603 319 6723  
[www.planetfitness.com](http://www.planetfitness.com)

## **Primestor Development**

### **Booth: 2321**

Contact: Shajira Hope  
Phone: +1 213 223 5539

## **Progressive Real Estate Partners**

### **Booth: 2220**

Contact: Gigi Rosiles  
Phone: +1 909 230 4500  
[www.progressiverep.com](http://www.progressiverep.com)

## **PSRS**

### **Booth: 1110**

Contact: Jose Gonzalez  
Phone: +1 310 471 1844  
[www.psrs.com](http://www.psrs.com)

## **Quick Quack Car Wash**

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Phone: +1 916 742 6283  
[www.DontDriveDirty.com](http://www.DontDriveDirty.com)

## **Radius Commercial Real Estate & Investments**

### **Booth: 821**

Contact: Brian Johnson  
Phone: +1 805 879 9631  
[www.radiusgroup.com](http://www.radiusgroup.com)

## **Realty Resources, Inc.**

### **Booth: 2116**

Contact: Rachel Krupnick  
Phone: +1 757 490 7822  
[www.realtyresources.com](http://www.realtyresources.com)

## **RED Development**

### **Booth: 1213**

Contact: Christine Martin  
Phone: +1 480 624 5532  
[www.reddevelopment.com](http://www.reddevelopment.com)

## **Red Mountain Retail Group, Inc.**

### **Booth: 1911**

Contact: Susan Rounds  
Phone: +1 714 460 1581  
[www.redmountaingroupinc.com](http://www.redmountaingroupinc.com)

## **Regency Centers**

### **Booth: 1903**

Contact: Faith Hershey  
Phone: +1 904 598 7466  
[www.regencycenters.com](http://www.regencycenters.com)

## **Reliable Properties**

### **Booth: 1821**

Contact: Bonnie McKinney  
Phone: +1 323 653 3777  
[www.reliableproperties.com](http://www.reliableproperties.com)

## **Retail Brokers Network**

### **Booth: 2311**

Contact: Tricia Law  
Phone: +1 425 241 4261  
[www.retailbrokersnetwork.com](http://www.retailbrokersnetwork.com)

## **The Retail Coach**

### **Booth: 822**

Contact: Austin Farmer  
Phone: +1 817 845 4220  
[www.theretailcoach.net](http://www.theretailcoach.net)

## **Retail Lease Trac, Inc**

### **Booth: 2409**

Contact: Rhonda Hayes  
Phone: +1 877 531 0007  
[www.rltrac.com](http://www.rltrac.com)

## **Retail Opportunity Investments Corp.**

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# Exhibitors

## **REZA Investment Group**

### **Booth: 2021**

Contact: Reza Etedal  
Phone: +1 949 271 1165  
[www.rezacompanies.com](http://www.rezacompanies.com)

## **Rincon Consultants**

### **Booth: 1015**

Contact: Scott English  
Phone: +1 805 644 4455  
[www.rinconconsultants.com](http://www.rinconconsultants.com)

## **Riverside County EDA**

### **Booth: 1318**

Contact: Bob Wright  
Phone: +1 760 408 7488

## **RKAA Architects, Inc.**

### **Booth: 1203**

Contact: Neil Feaser  
Phone: +1 602 955 3900  
[www.rkaa.com](http://www.rkaa.com)

## **Rosano Partners**

### **Booth: 2511**

Contact: Michelle Ingolfsson  
Phone: +1 213 784 2375  
[www.rosanopartners.com](http://www.rosanopartners.com)

## **San Pedro Sign Company**

### **Booth: 2413**

Contact: Kevin McConnell  
Phone: +1 714 875 1385  
[www.spesco.com](http://www.spesco.com)

## **Seritage Growth Properties**

### **Booth: 1843**

Contact: Nellie Grande  
Phone: +1 212 355 7800  
[www.seritage.com](http://www.seritage.com)

## **Shea Properties**

### **Booth: 1827**

Contact: Erin Snider  
Phone: +1 858 526 6650

## **ShopCore**

### **Booth: 1315**

Contact: Kristen Cormier  
Phone: +1 858 798 1438  
[www.ShopCore.com](http://www.ShopCore.com)

## **ShopOne Centers REIT**

### **Booth: 2514**

Contact: Kurt Pollex  
Phone: +1 567 209 2309  
[www.ShopOne.com](http://www.ShopOne.com)

## **Shopping Center Business/ Western Re Bus/Calif Centers**

### **Booth: 809**

Contact: Scott France  
Phone: +1 404 229 7004  
[www.Shoppingcenterbusiness.com](http://www.Shoppingcenterbusiness.com)

## **Simon**

### **Booth: 1403**

Phone: +1 317 636 1600  
[www.simon.com](http://www.simon.com)

## **SITE Centers Corp.**

### **Booth: 2303**

Phone: +1 646 868 4744  
[www.sitecenters.com](http://www.sitecenters.com)

## **Site Source Retail Broker Network**

### **Booth: 2018**

Contact: Ali Duerr  
Phone: +1 415 420 9817  
[www.sitesource.com](http://www.sitesource.com)

## **Sonnys The Car Wash Factory**

### **Booth: 2513**

Contact: Kevin Collette  
Phone: +1 561 718 3981  
[www.sonnysdirect.com](http://www.sonnysdirect.com)

## **Sperry Commercial Global Affiliates**

### **Booth: 914**

Contact: Tangelique Wilcox  
Phone: +1 949 705 5062  
[www.sperrycga.com](http://www.sperrycga.com)

## **SRS Real Estate Partners**

### **Booth: Leasing Suite 1037**

Contact: Julie Schreiber  
Phone: +1 214 561 8860  
[www.srsre.com](http://www.srsre.com)

## **St. Nick's Christmas Lighting & Décor**

### **Booth: 2408**

Contact: Frankie Morales  
Phone: +1 310 270 8124  
[www.st-nicks.com](http://www.st-nicks.com)

## **Starbucks Coffee Company**

### **Booth: 1614**

Contact: Sharay Chang  
Phone: +1 714 885 3981  
[www.starbucks.com](http://www.starbucks.com)

## **STIR Architecture**

### **Booth: 2437**

Contact: Leslie Young  
Phone: +1 213 225 1900  
[www.stirarchitecture.com](http://www.stirarchitecture.com)

## **Streetscapes Inc.**

### **Booth: 2312**

Contact: James Shaffer  
Phone: +1 303 398 7040  
[www.streetscapes.biz](http://www.streetscapes.biz)

## **Sunrise Mortgage & Investment Company**

### **Booth: 814**

Contact: Kamron Aghevli  
Phone: +1 626 585 2750  
[www.sunrisemortgage.com](http://www.sunrisemortgage.com)

## **The TerraCotta Group**

### **Booth: 2603**

Contact: Katie Boyle  
Phone: +1 424 269 3800  
[www.terracottagroup.com](http://www.terracottagroup.com)

## **Thomas English Retail Real Estate**

### **Booth: 1619**

Contact: Lori Robinson  
Phone: +1 317 490 1381  
[www.thomasenglish.com](http://www.thomasenglish.com)

## **Tilton Pacific Construction, Inc.**

### **Booth: 828**

Contact: Robert Schroeder  
Phone: +1 916 275 9907  
[www.tiltonpacific.com](http://www.tiltonpacific.com)

## **TNT Fireworks**

### **Booth: 1017**

Contact: Sharon Dronberger  
Phone: +1 916 387 2626

## **Town of Apple Valley**

### **Booth: 2516**

Contact: Orlando Acevedo  
Phone: +1 760 240 7915  
[www.applevalley.com/select](http://www.applevalley.com/select)

## **TRC Environmental Corp.**

### **Booth: 1124**

Contact: Ron Landolt  
Phone: +1 503 407 0734

## **Unibail-Rodamco-Westfield**

### **Booth: Meeting Room 304A**

Contact: Susan Haynes  
Phone: +1 310 478 4456  
[www.urw.com](http://www.urw.com)

## **United Paving Co.**

### **Booth: 903**

Contact: Tracie Moran  
Phone: +1 714 768 5520  
[www.united-paving.com](http://www.united-paving.com)

## **Universal Site Services, Inc.**

### **Booth: 2416**

Contact: Shilo McGrew  
Phone: +1 213 215 4867  
[www.universalsiteservices.com](http://www.universalsiteservices.com)



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## Exhibitors

**USC Ross Minority  
Program in Real Estate  
Booth: 2544**

Contact: Mary Peralta  
Phone: +1 213 821 1031  
[www.lusk.usc.edu/ross](http://www.lusk.usc.edu/ross)

**VEREIT, Inc.  
Booth: 1309**

Contact: Heather Varney  
Phone: +1 602 778 6331  
[www.VEREIT.com](http://www.VEREIT.com)

**VMI architecture, Inc.  
Booth: 2639**

Contact: Allison Venton  
Phone: +1 415 451 2500  
[www.vmiarchitecture.com](http://www.vmiarchitecture.com)

**Ware Malcomb  
Booth: 918**

Contact: Jill Burns  
Phone: +1 949 788 4029  
[www.waremalcomb.com](http://www.waremalcomb.com)

**The Was Group  
Booth: 2445**

Contact: Jeffrey Was  
Phone: +1 862 203 4352

**Waterstone Defeasance, LLC  
Booth: 1718**

Contact: Connie Rodriguez  
Phone: +1 704 576 8320

**Weingarten Realty  
Booth: 2202**

Contact: Meagan Froehlich  
Phone: +1 713 880 6129  
[www.weingarten.com](http://www.weingarten.com)

**West Bay Capital, LLC  
Booth: 2601**

Contact: Kevin Prince  
Phone: +1 310 231 1270

**Western Retail Advisors  
Booth: Leasing Suite 1237**

Contact: Anna Marie Fernandez  
Phone: +1 949 955 0391  
[www.w-retail.com](http://www.w-retail.com)

**Westland Real Estate Group  
Booth: 1218**

Contact: Sylvia Eigenmann  
Phone: +1 310 639 7130  
[www.westlandreg.com](http://www.westlandreg.com)

**Whitestone REIT  
Booth: 2536**

Contact: Chris Gerardo  
Phone: +1 480 397 1904  
[www.whitstonereit.com](http://www.whitstonereit.com)

**Wireless Telematics  
Booth: 1919**

Contact: Gregory Kimmel  
Phone: +1 855 498 5267  
[www.wirelesstelematics.com](http://www.wirelesstelematics.com)

**WLS Lighting Systems  
Booth: 1820**

Contact: Chantelle Prejean  
Phone: +1 817 840 9331  
[www.wslighting.com](http://www.wslighting.com)

**The Woodmont Company  
Booth: 2221**

Contact: Rebecca Galuppo  
Phone: +1 817 377 7721  
[www.woodmont.com](http://www.woodmont.com)

**X Team Retail Advisors  
Booth: 1611**

Contact: Jennifer Timothy  
Phone: +1 602 682 8145

*List current as of August 27, 2019.*



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An aerial photograph of San Diego, California, showing the city skyline, the harbor with numerous boats, and a large green park area. The sky is blue with some clouds.

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