NEXUS Conference
PGA National Resort and Spa
Palm Beach Gardens, FL
January 23 – 24, 2019 | #ICSC
**NEXUS CONFERENCE** is ICSC’s high-level forum for discussion and debate about trends impacting the retail real estate industry. Taking place at the PGA National Resort and Spa in Palm Beach Gardens, FL on January 23 – 24, 2019, this event brings together c-suite executives and senior-level decision makers from publicly traded real estate companies, institutional investors, private developers and landlords, retailers, and various industry service providers.

Retail is evolving at a rapid pace and NEXUS is the place to exchange ideas and share insight about our dynamic industry, while engaging in powerful networking with your peers.

**REASONS TO ATTEND**

**LEARN** about important trends driving the industry

**CONNECT** with senior-level experts

**GAIN** valuable insight for better decision making

**NETWORK** with industry thought leaders

**TOPICS INCLUDE**

- Growth of Clicks to Bricks
- Demographic Trends Impacting the Industry
- Factors Driving Investment Decisions
- Emerging Retail Trends
- Integration of the Retail, Digital and Mobile Experiences

“As we are living through this constant state of change within the retail real estate industry, it’s imperative that we focus not only on the present state, but develop a progressive outlook toward the future. The NEXUS platform provides a forum in which the future is analyzed and debated with industry leaders creating thought provoking sessions that challenge the status quo.”

David Jamieson
Executive Vice President, COO
Kimco Realty Corp.
WEDNESDAY, JANUARY 23

Registration
8:00 am – 6:30 pm

Property Tour and Student Session
9:00 am – 12:00 pm
The Royal Poinciana Plaza and Grandview Public Market
Join fellow conference goers for a tour of exciting local retail projects. The Royal Poinciana Plaza is a revival of a classic 1950s shopping center, designed by iconic architect John L. Volk. The property now features top quality restaurants, hosts seasonal activities and offers a tenant mix that appeals to medium and high-end clients, creating a premium shopping environment. Participants will also visit Grandview Public Market, South Florida’s first food hall. This conversion of a mid-century warehouse building holds an eclectic collection of eateries and specialty shops, featuring local chefs and shopkeepers.

Near the end of the tour, NEXUS Committee members will hold a student-only session to offer advice and mentorship for those pursuing a career in the shopping center industry.

Networking Lunch
12:00 – 12:30 pm
No lunch service after 12:30 pm.

Welcome and Opening Remarks
12:45 – 1:00 pm

Keynote Presentation
1:30 – 2:45 pm
The Bright Future of Our Lives with Intelligent Machines
Garry Kasparov gained international recognition for his 20-year reign as the world’s #1 chess player. His famous matches against the IBM super-computer Deep Blue in 1996–97 were key to bringing artificial intelligence, and chess, into the mainstream. As one of the first prominent Soviets to call for democratic and market reforms, Kasparov has continued to lead the Russian pro-democracy movement. Kasparov will share his insights on machine learning, AI, strategy, politics and achieving peak mental performance.

Garry Kasparov
Global Human-Rights Activist, Business Speaker and Author, and Former World Chess Champion
kasparov.com
New York, NY

Assets in the Room
3:00 – 3:45 pm
This small-format, facilitated session will accelerate your conference networking and tune you into the topics that are on the minds of fellow attendees. A colored sticker on your conference badge will indicate which small-group discussion to attend. You’ll introduce yourself, discuss the opening keynote session, and address what you look forward to exploring during the conference.

General Session
4:00 – 4:45 pm
Clicks to Bricks: Online Finds Growth Offline
Digitally-native brands are realizing that physical locations significantly accelerate brand awareness, consumer acquisition, and sales. Hear from retailers that began online and are now facilitating their corporate growth with brick-and-mortar locations, as they discuss the advantages of establishing a physical presence, what they look for in a space, and the challenges they face as they expand.

CEO Report
1:00 – 1:30 pm

Tom McGee
President and CEO
ICSC
New York, NY
Concurrent Sessions
5:00 – 5:45 pm

A Powered by Data
AI, VR, AR, machine learning, and voice are shaping the future of retail. Hear from leading innovators, researchers, and practitioners who are leveraging the latest technologies to reduce customer friction and predict behavior and preferences with big data.

B Demographic Trends
The urbanization of America is a driving force behind investment decisions across all real estate formats. As millennials begin families, household formation grows, and transportation options make cities more accessible, will the suburbs once again draw city-dwellers away from urban cores? Hear from leading experts who will address demographic trends impacting retail real estate investment and development decisions.

Welcome Reception - Putting Contest and Cocktails
5:45 – 6:45 pm

Dine-Arounds
7:00 – 9:00 pm

THURSDAY, JANUARY 24

Registration
7:30 am – 6:00 pm

Continental Breakfast
8:00 – 8:45 am
No breakfast service after 8:45 am.

Keynote Presentation
9:00 – 10:00 am
From Boring to Remarkable: Reinventing Retail for The Digital Age
Physical retail is not dead—but boring retail is. Without radical change many retail brands risk becoming irrelevant in an age of digital disruption and shifting consumer behaviors. In this talk, Steve Dennis discusses what’s really going on in the retail world and what’s most important to focus upon, and lays out the 8 essential elements of the journey from boring to remarkable.

General Session
10:15 – 11:00 am
Contrarian Bets: Investing in Retail Real Estate
With retail properties trading in an historically wide pricing band, public market investors are constantly searching for price discovery in the private markets. Are mall and shopping center stocks cheap relative to their underlying assets, or are private market values buoyed by reduced transactional volumes? Hear from leading experts with real-time market insights and predictions.

General Session
11:00 am – 12:00 pm
The Omni-channel Customer: Blending Online and Offline for Today’s Shopper
As the lines of distinction between physical and digital shopping blur, historically pure-play offline retailers are working to create a seamless experience for their customers online and offline by leveraging technology and their existing store fleet. Hear from experts leading the way in integrating the retail, digital and mobile experience.

Networking Lunch
12:15 – 1:00 pm
No lunch service after 1:00 pm.

Industry Update
1:15 – 1:45 pm
Valerie Richardson, CRX, CLS
ICSC Chairman
Vice President - Real Estate
The Container Store
Coppell, TX

Keynote Presentation
1:45 – 2:45 pm

Steven P. Dennis
President, SageBerry Consulting
Forbes Contributor
Dallas, TX
General Session
3:00 – 3:45 pm
Cool vs. Credit: ROI Implications for Experimental Retail
Today’s consumers are in search for bespoke experiences rather than ubiquitous products, and successful shopping centers are responding by creating more immersive retail experiences at their properties. This panel will explore the role of experiences at retail centers and how decisions and investments around experiential elements impact the bottom line.

General Session
4:00 – 4:45 pm
Retail Venture Capitalists, Incubators, and Accelerators
Get inside the minds of venture capitalists who are in search of brands and ideas positioned to benefit from the next major cultural shift. Hear from early stage investors regarding lessons learned from recent investments and what they see on the horizon as the next major disruptors of traditional retail models.

Closing Remarks
4:45 – 5:00 pm
Joseph Tichar
ICSC 2019 NEXUS Conference Program Planning Committee Chair
President and COO
Raider Hill Advisors
New York, NY

Kristin Mueller, CRX, CSM
ICSC 2019 NEXUS Conference Program Planning Committee Co-Chair
Chief Operating Officer, Property Management
JLL
Atlanta, GA

Closing Reception
5:00 – 6:00 pm

Program information current as of September 18, 2018.
PROGRAM PLANNING COMMITTEE

Joseph Tichar, ICSC 2019 NEXUS Conference Program Planning Committee Chair, Raider Hill Advisors
Kristin Mueller, CRX, CSM, ICSC 2019 NEXUS Conference Program Planning Committee Co-Chair, JLL
Matt Allen, AmCap, Inc.
Brad Bailey, CBRE
Jennifer Boss, Heitman LLC
Margaret Caldwell, JLL
Catherine Clark, RAMCO
John Crossman, CCIM, CRX, Crossman & Co.
Robert Dake, Brixmor Property Group
Andrea Drasites, The Blackstone Group
Shane Garrison, CRX, RPAI
John L. Gerdes, CRX, CLS, CSM, L&B Realty Advisors, LLP
Amy Jo Hall, CRX, CLS, SLD
David Jamieson, LEED AP, Kimco Realty Corporation
Najla Kayyem, Pacific Retail Capital Partners
James Matanky, CRX, CLS, CDP, CSM, CMD, Matanky Realty Group
Michael E. McCarty, CRX, CLS, Simon
Marcie Merriman, EY
James Milam, Federal Realty Investment Trust
Joseph Nejman, ShareRails
Luke Petherbridge, ShopCore Properties
Nicholas Pribuss, QIC
John Ragland, TH Real Estate
Matthew Ricketts, Wells Fargo Commercial Real Estate
Antony Ritch, OneMarket
Lee Schaffler, CFA, J.P. Morgan Asset Management
Jacob Stein, Boscovs Department Store, Inc.
Steven Sumell, Trademark Property Company
Rob Truett, PEBB Enterprises
Sarah Vasquez, CRX, CSM, The Howard Hughes Corporation
Eric Zimmermann, Eastdil Secured
REGISTRATION FORM

How to Register
Fax: +1 732 694 1800
Online: www.icsc.org/2019NEXUS
Mail: ICSC
P.O. Box 419822
Boston, MA 02241-9822

Registration Fees

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<th>Advance Deadline 1/16/19</th>
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*Must be an ICSC member or affiliate member—visit www.icsc.org/membership or call +1 646 728 3800 to join.
**On-site student registration is not available—advance registration is required.
***Third-party retail representatives are not eligible.

Deadline
Early Bird registrations must be received by November 23, 2018.
Advance registrations must be received by January 16, 2019.

Hotel Reservations
A block of rooms has been reserved at:
PGA National Resort and Spa
400 Avenue of the Champions
Palm Beach Gardens, FL 33418
Rate: $299
Cut-Off Date: Monday, December 31, 2018
To make a reservation, visit www.icsc.org/2019NEXUS. For assistance, call +1 877 541 9876, or internationally at +1 312 527 7300.

Continuing Education Credit
ICSC-Certified professionals earn 1.0 credit (A3) towards CRRP certification renewal.

Cancellations
All cancellations are subject to a $100 cancellation fee. No refunds will be given for cancellations received after January 11, 2019.

Special Needs
Anyone desiring an auxiliary aid for this meeting should notify Ester Vivona at +1 646 728 3647 no later than December 21, 2018.

Terms, Conditions and Rules
This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Please Check One: Member □ Non-Member □ Student Member □ Retailer Member □ Retailer Non-Member

Name
Title

Company

Address

City
State/Province
Zip/Postal Code

Telephone
Fax

Email
Your Membership I.D. # (2019NEX)

REQUIRED FOR NON-U.S. APPLICANTS: Date of Birth
Country of Citizenship

☐ Please check here if any of the above information has recently changed.

Method of Payment (No cash accepted in advance or on site.)
☐ Check made payable to ICSC enclosed for $ _______
☐ MasterCard ☐ Visa ☐ AMEX ☐ Discover $ _______

Name (as it appears on credit card)

Signature

Credit Card Number (include all digits)
Expiration Date (month/year)
NEXUS Conference
PGA National Resort and Spa | Palm Beach Gardens, FL
January 23 – 24, 2019 | #ICSC

SPONSORSHIP INFORMATION

Please Check One:
Platinum $15,000 Gold $10,000 Silver $5,000 Bronze $3,000
- Reception Sponsor
- Branded note pads for all conference attendees
- Dine-Around Sponsor
- Keynote Speaker Sponsor
- Company logo and hyperlink on event page
- Company logo with hyperlink on conference emails
- Company logo on pre-printed materials
- Company logo on event signage
- Company name on event signage
- Company logo on “Thank You” page in the event directory
- Company name on “Thank You” page in the event directory
- Company logo and 150 word company profile in event directory
- Company logo to loop during select functions
- Company name to loop during select functions
- Sponsor ribbons for all registered company attendees
- Recognition from the podium
- Three complimentary conference registrations
- Two complimentary conference registrations
- One complimentary conference registration

*Pending production deadline dates.

Committee Contacts
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Return Completed Form and Payment to
Nexus Conference Sponsorship
P.O. Box 419822
Boston, MA 02241-9822

ICSC Contact
Rita Malek
Tel: +1 646 728 3539
Email: rmalek@icsc.org

Deadline
Sponsorship must be received by Tuesday, December 4, 2018 to be recognized at the conference.

Reminders
Payment, either by credit card or check payable to ICSC, must accompany the Sponsorship Form.
Email your company logo (.jpeg and .eps format) to Esther Boyce: eboyce@icsc.org.

Terms, Conditions and Rules
This sponsorship application is subject to the Terms and Conditions for ICSC Sponsorship Opportunities available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Please Check One: □ Platinum □ Gold □ Silver □ Bronze

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Complimentary Registration Name (s)

Company

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

Email

Your Membership I.D. # (2019NEX-S)

REQUIRED FOR NON-U.S. APPLICANTS:

Date of Birth

Country of Citizenship

☐ Please check here if any of the above information has recently changed.

Method of Payment

☐ Check made payable to ICSC enclosed for $ _______  ☐ MasterCard  ☐ Visa  ☐ AMEX  ☐ Discover $ _______

Name (as it appears on credit card)

Signature

Credit Card Number (include all digits)

Expiration Date (month/year)
PGA National Resort and Spa | Palm Beach Gardens, FL
January 23 – 24, 2019 | #ICSC

DINE-AROUND FORM

How to Register
Fax: +1 732 694 1800
Online: www.icsc.org/2019NEXUS
Mail: ICSC
P.O. Box 419822
Boston, MA 02241-9822

When: Wednesday, January 23, 2019 | 7:00 – 9:00 pm

Fees: Prices are per person and include a three or four-course prix-fixe meal, two (2) beverages, tax/gratuity and transportation. Space is limited and will be confirmed on a first-come, first-served basis. Registration must be received by Friday, January 4, 2019. No refunds can be issued after this date.

Terms, Conditions and Rules: This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Café Chardonnay – $180 (10 minutes from hotel)
Café Chardonnay has been known as one of Palm Beach County’s most exquisite restaurants since its opening in 1986 by owners Frank and Gigi Eucalitto. They offer the finest total dining experience featuring a casual, yet elegant atmosphere, award-winning American cuisine and the finest wines available in South Florida.

The Capital Grille – $240 (15 minutes from hotel)
Enjoy nationally renowned steaks - dry aged and hand-cut on premises by the restaurant’s own butchers - the freshest of seafood, creative sides, and irresistible desserts prepared on-site every day. All accompanied by an acclaimed wine list, carefully curated by The Capital Grille’s Sommelier. A memorable evening of fine dining awaits at The Capital Grille.

Carmine’s La Trattoria – $135 (15 minutes from hotel)
Carmine’s La Trattoria is the place to dine if you are looking for authentic Italian cuisine. They have an extensive menu featuring Italian favorites, seafood, prime meats and flat breads.

Carmine’s Ocean Grill & Sushi Bar – $140 (15 minutes from hotel)
Known for their immense selection of menu items tailored to accommodate the tastes of any palate, Ocean Grill & Sushi Bar is not your ordinary sushi and seafood grill. You can relish in some of the finest in fresh seafood, sushi, steaks and pastas. One of the unique aspects of Ocean Grill is the robata grilling, a rustic form of Japanese grilling that taps into the ancient custom of cooking in a charcoal-fired hearth.

Limoncello – $195 (15 minutes from hotel)
If you’re in the mood for spaghetti and meatballs, Limoncello serves up an Italian experience in the heart of North Palm Beach. The owners, Mario, Victor and Robert honed their craft in New York with their restaurants Pappagallo and Capriccio. Limoncello serves the finest veal, freshest fish and homemade pastas in a comfortable family run atmosphere.

Vic & Angelo’s – $155 (10 minutes from hotel)
Vic & Angelo’s menu items are inspired by their desire to transform the American approach to fine, Italian dining into a memorable experience that pays homage to the authentic culinary traditions of Italy. They have traveled the world looking for the greatest dishes and finest ingredients to offer their customers; endeavoring to bring them the best Italian in Florida.

PLEASE LIST YOUR CHOICES IN PREFERENCE ORDER. YOU WILL RECEIVE AN EMAIL CONFIRMATION OF PLACEMENT AND RECEIPT OF AMOUNT CHARGED.

1. ______________________________________ 2. ______________________________________ 3. ______________________________________

Name 
Title

Company

Address

City 
State/Province 
Zip/Postal Code

Telephone 
Fax

Email 
Your Membership I.D. # (2019NEX)

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