



Directory

NEXUS Conference

PGA National Resort and Spa
Palm Beach Gardens, FL
January 23 – 24, 2019 | #ICSC



NEXUS Conference

WEDNESDAY, JANUARY 23

Registration

8:00 am – 6:45 pm | [Grand Ballroom Foyer](#)

Property Tour (Optional Event)

8:30 – 11:45 am

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.

Please meet at the front entrance of PGA at 8:15 am to board the buses. Buses will depart promptly at 8:30 am and return to the hotel at 11:45 am. Pre-registration was required and on site registration will be available on a first-come, first-served basis.

Student Networking Lunch

12:00 – 12:30 pm | [Canterbury B](#)

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 | [Honda Pavilion](#)

No lunch service after 12:30 pm.

Welcome and Opening Remarks

12:45 – 1:00 pm | [PGA Grand Ballroom](#)



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
CEO, Property Management
JLL
Atlanta, GA

CEO Report

1:00 – 1:30 pm | [PGA Grand Ballroom](#)



Tom McGee
President and CEO
ICSC
New York, NY

Keynote Presentation

1:30 – 2:45 pm | PGA Grand Ballroom

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. His talk will be followed by a book signing.



Garry Kasparov
Global Human-Rights Activist, Author
*"Deep Thinking: Where Machine Intelligence
Ends and Human Creativity Begins,"*
and Former World Chess Champion
kasparov.com
New York, NY

Assets in the Room

3:00 – 3:45 pm | Carnoustie, Canterbury A, Muirfield A, Muirfield B,
St. Andrews, Oakmont, PGA Grand Ballroom

These small-format, moderator-facilitated sessions accelerate your conference networking and tunes you into the topics that are on the minds of fellow attendees. A colored sticker on your conference badge indicates 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 | PGA Grand Ballroom

Contrarian Bets: Investing in Retail Real Estate

With retail properties trading in a 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.

MODERATOR



James Milam
Vice President, Finance
Federal Realty Investment Trust
Rockville, MD

PANELISTS



Daniel B. Hurwitz
ICSC Vice Chairman
Founder and CEO
Raider Hill Advisors
New York, NY



Shobi Khan
Chicago, IL



Matthew Strotton
Global Director, Capital,
Global Real Estate
QIC
Brisbane City, Queensland,
Australia

NEXUS Conference

Concurrent Sessions

5:00 – 5:45 pm

A Powered By the Future | PGA Grand Ballroom

AI, VR, AR, Machine Learning, Digital Currency and Voice are speculated to shape the future of retail. Hear from leading innovators, researchers and practitioners leveraging the latest technologies to reduce customer friction and predict behavior and preferences with big data.

MODERATOR



Shannon Andrick
Vice President, Marketing Advancement
Alliance Data
Columbus, OH

PANELISTS



Josias (Joe) N. Dewey
Partner
Holland & Knight, LLP
Miami, FL



David Gull
CEO and Founder
Outer Realm
Marina Del Rey, CA

B Demographic Trends | British Ballroom

The urbanization of America is well documented and a driving force behind investment decisions across all real estate formats. As Millennials shift life stages and begin families, household formation grows. Where are they raising their families? And what are the implications from the emergence of Gen Z? Who are they, how do they operate, what do they value? Hear from a leading expert who will address demographic trends, helping us to understand the impact on retail real estate investment and development decisions.



Michael "Mickey" Howard
Associate Director, Marketing and Strategic Communications
University of Florida | Division of Student Affairs
Gainesville, FL

Welcome Reception – Glow Ball Putting Contest and Cocktails

5:45 – 6:45 pm | [Masters Terrace](#)

During the reception there will be a 9-hole glow ball putting contest. The winner will receive a gift from the Pro Shop.

Dine-Arounds (Optional Event)

7:00 – 9:00 pm

Please meet in the lobby at 6:45 pm to board the buses. Buses will depart promptly at 7:00 pm. Registration was required and a separate fee applies.

THURSDAY, JANUARY 24

Registration

7:30 am – 6:15 pm | [PGA Ballroom Foyer](#)

Continental Breakfast

8:00 – 8:45 am | [PGA Ballroom Foyer](#)

No breakfast service after 8:45 am.

Keynote Presentation

9:00 – 10:00 am | [PGA Grand Ballroom](#)

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, Steven Dennis discusses what's really going on in the retail world and what's most important to focus upon, and lays out the eight essential elements of the journey from boring to remarkable.



Steven P. Dennis
President, SageBerry Consulting
Forbes Contributor
Dallas, TX

General Session

10:15 – 11:00 am | [PGA Grand Ballroom](#)

Where Digital Meets Physical

Digitally-native brands are realizing that physical locations significantly accelerate brand awareness, consumer acquisition and sales. Hear from former pure-play online retailers who are 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.

MODERATOR



Louise Keely
Principal, Economic Advisory
EY
Chicago, IL

PANELISTS



Dirk S. Aulabaugh
Managing Director
Green Street Advisors
Newport Beach, CA



Coco Jones
Vice President,
Showcase Operations
Batch
San Francisco, CA



Philip Rosenzweig
Senior Vice President,
Retail and Wholesale
Casper Sleep
New York, NY

NEXUS Conference

General Session

11:15 am – 12:00 pm | [PGA Grand Ballroom](#)

Integrating Tech into the Retail Experience

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.

MODERATOR



Joseph Nejman
CEO
ShareRails
Jenkintown, PA

PANELISTS



John Dolson
ICSC Trustee
Vice President of Real Estate
Nordstrom, Inc.
Seattle, WA



John (JP) Suarez
ICSC Trustee
Executive Vice President and CA
Walmart
Bentonville, AR



Maria Toliopoulos, CRX
Vice President Portfolio Strategy
ULTA Beauty
Bolingbrook, IL



Rachel Elias Wein
President, WeinPlus
Strategic Advisor
Kroger
Saint Petersburg, FL

Networking Lunch | [British Ballroom](#)

12:15 – 1:00 pm

No lunch service after 1:00 pm.

Industry Update

1:15 – 1:45 pm | [PGA Grand Ballroom](#)



Valerie Richardson, CRX, CLS
ICSC Chairman
Vice President – Real Estate
The Container Store
Coppell, TX

Keynote Presentation

1:45 – 2:45 pm | [PGA Grand Ballroom](#)



Vikram Mansharamani
Lecturer, Harvard University,
Author, *"Boombustology"*
Academic and Advisor

General Session

3:00 – 3:30 pm | [PGA Grand Ballroom](#)

Designing for Experience

This session will explore the evolution of shopping center layouts and store designs in an era of multi-channel engagement between brands and consumers. From immersive and frictionless technologies to captivating designs and unique environments, retailers and developers alike are trying to keep pace with the rapid advancements in technology, demographic trends and consumer behavior. Hear from a panel of experts about the future of design as retailers pursue adaptive and flexible footprints to optimize consumer engagement, brand awareness and profitability.

MODERATOR



Alison Embrey Medina
Editor in Chief/Associate Publisher
design:retail
Alpharetta, GA

PANELISTS



Pano Anthos
Managing Partner
XRC Labs
New York, NY



Annmarie Brintnall
Principal
Gensler
Los Angeles, CA



Melissa Gonzalez
Chief Pop-Up
Architect
The Lionsque
Group
New York, NY

General Session

3:30 – 4:15 pm | [PGA Grand Ballroom](#)

Cool vs. Credit: Creating Value with Experiential Retail

Today's consumers are in search of bespoke experiences rather than ubiquitous products, and successful shopping centers are responding by creating more immersive retail experiences. This panel will explore the role of experiences at retail centers and how decisions and investments around experiential elements impact the bottom line.

MODERATOR



John R. Ragland
Managing Director
Nuveen Real Estate
Charlotte, NC

PANELISTS



Liz Gillespie, CMD
Partner, Vice President
Marketing
North American Properties
Atlanta, GA



Joseph Miller
Principal
Runyon Group
Culver City, CA



Jami Passer
CIO
EDENS
Washington, DC



Eric Smookler
CFO
WS Development Associates, LLC
Chestnut Hill, MA

NEXUS Conference

General Session

4:15 – 5:00 pm | [PGA Grand Ballroom](#)

Venture Capital and Tech Innovation in Retail & Real Estate

A venture capitalist interviews several startups that are innovating at the intersection of retail and real estate. Hear how major brands are adopting new technology solutions to disrupt the way they interact with customers both online and offline, and learn about what new trends are on the horizon for retailers.

MODERATOR



Crystal Huang
Principal
New Enterprise Associates
New York, NY

PANELISTS



Kane Sarhan
Co-Founder and
Creative Director
The Well
New York, NY



Brian Shimmerlik
Co-Founder and CEO
Vengo Labs
New York, NY



Amish Tolia
Co-Founder and
Co-CEO
Leap
Chicago, IL

Closing Remarks

5:00 – 5:15 pm | [PGA Grand Ballroom](#)



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
CEO, Property Management
JLL
Atlanta, GA

Closing Reception

5:15 – 6:15 pm | [Lakeside Lawn](#)

Exclusive ICSC PAC Networking Reception*

Seasons 52 (*Transportation will be provided*)

6:30 – 8:00 pm

Not done networking at NEXUS yet? Join ICSC PAC for one last chance to make a new connection and protect your business interests in Washington, DC. Congressman Ted Deutch will be our special guest to provide an update from Capitol Hill. Learn about ICSC's plans for the 116th Congress and let Congressman Deutch know what issues are having the greatest impact on your business.

Special Guest: Congressman TED DEUTCH (D-FL-22), former ICSC member

*Please contact **Susan Askew** at saskew@icsc.org to RSVP.

Program information current as of January 10, 2019.

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, RPT

John Crossman, CCIM, CRX, Crossman & Co.

Robert Dake, ShopOne

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, Caton Commercial Real Estate Group

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, Nuveen Real Estate

Matthew Ricketts, Wells Fargo Commercial Real Estate

Antony Ritch

Lee Schaffler, CFA, J.P. Morgan Asset Management

Jacob Stein, Boscov's Department Store, Inc.

Steven Sumell, Trademark Property Company

Rob Truett, PEBB Enterprises

Sarah Vasquez, CRX, CSM, The Howard Hughes Corporation

Eric Zimmermann, Eastdil Secured

NEXUS Conference

THANK YOU TO OUR SPONSORS

GLOBAL



NYSE: CWK is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in approximately 400 offices and 70 countries. In 2017, the firm had revenue of

\$6.9 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

GOLD



Eastdil Secured is the premier real estate investment banking company. We have led the pack for more than half a century, building our expertise into a knowledge franchise that is recognized as the dominant force in commercial real estate and investment banking by private investors and institutions alike.

Our unrivaled combination of capital markets know-how and in-depth understanding of real estate fundamentals allows us to deliver on our promises in order to meet the precise needs of our clients. A low-profile powerhouse, Eastdil Secured has long been recognized by industry insiders as the most highly sophisticated real estate investment banking company in the country. We create custom-crafted strategies for our roster of distinguished clients, and augment our mastery of conventional real estate brokerage with the corporate finance and capital markets expertise of an investment bank.



At JLL, we are passionate about Retail, and we're ready to share intelligence to help you achieve your ambitions. To us, retail intelligence is more than just information. It's the combination of three key elements. First, we have reliable data and powerful connections across the globe. As the leading third-party retail

service provider, we have access to more than 1,940 centers totaling 168 million square feet under management, lease, and sale. That's Market Intelligence. And, because we are all people we talk like people, our meetings are conversations and our relationships are collaborations. We have 200 retail brokerage experts spanning 37 markets, supporting 1,480 retail clients. That's People Intelligence. Then natural curiosity kicks in. We move steps ahead of the industry and are constantly seeking inspiration. That's Future Intelligence. Together these work to form Retail Intelligence. The fuel for your Ambitions. For more news, videos and research from JLL's retail team, please visit: www.jllretail.com.



Newmark Knight Frank ("NKF"), operated by Newmark Group, Inc. ("Newmark Group") (NASDAQ: NMRK), is one of the world's leading and most trusted commercial real estate advisory firms, offering a complete suite of services and products for both owners and occupiers. Together with London-based partner

Knight Frank and independently-owned offices, NKF's 16,000 professionals operate from approximately 430 offices on six continents. NKF's investor/owner services and products include investment sales, agency leasing, property management, valuation and advisory, diligence, underwriting, government-sponsored enterprise lending, loan servicing, debt and structured finance and loan sales. Occupier services and products include tenant representation, real estate management technology systems, workplace and occupancy strategy, global corporate services consulting, project management, lease administration and facilities management. For further information, visit www.nkf.com.

SILVER



BRONZE

HFF, L.P.

L&B Realty Advisors, LLP

Professional Security Consultants

QIC Global Real Estate

Resource Energy Systems

RPAI

RPT Realty

ShopCore Properties

Springboard

Wells Fargo Commercial Real Estate



LESS TRADITIONAL.
MORE INNOVATIVE.

RECON

May 19 – 22, 2019 | Las Vegas, NV | #ICSCRECon
Las Vegas Convention Center & Westgate Hotel

EXPLORE emerging and digitally-native brands that are reshaping the industry at Retail in Focus.

INTERACT with cutting-edge technology that is reimagining retail at the Innovation Exchange.

LEARN what today's retail tech innovators and investors see as the future of the industry at over 40 sessions.

Visit www.icscrecon.org for more information.

