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 brands, technology providers and various other industry participants.

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**

- Machine Learning and Artificial Intelligence
- Digitally Native Retailers and Brands
- Value Creation with Experiential Retail
- Contrarian Investments and Capital Allocation
- Demographic Trends and Influencers
- Retail Venture Capital

“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
8:30 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

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

CEO Report
1:00 – 1:30 pm

Tom McGee
President and CEO
ICSC
New York, NY

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, 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
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
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**
Head of US Property Funds
QIC Global Real Estate
El Segundo, CA

Concurrent Sessions
5:00 – 5:45 pm

**A Powered By The Future**
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

**Jeremy Geiger**
CXO at Datawallet
Former Founder and CEO at Retailigence and Foursquare Asia
Managing Director
New York, NY

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

**B Demographic Trends**
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 - Putting Contest and Cocktails
5:45 – 6:45 pm

Dine-Arounds (Optional Event)
7:00 – 9:00 pm
Registration is required and a separate fee applies. For more details, see page 10.

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.

**Steven P. Dennis**
President, SageBerry Consulting
Forbes Contributor
Dallas, TX
General Session
10:15 – 11:00 am

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
Colin Hunter
Co-Founder and CEO
Alton Lane
New York, NY

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

General Session
11:15 am – 12:00 pm

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

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

General Session
3:00 – 3:30 pm

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.

SPEAKERS
Annmarie Brintnall
Principal
Gensler
Los Angeles, CA

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

3:30 – 4:15 pm

**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
TH Real Estate
Charlotte, NC

**PANELISTS**

**Jami Passer**
CIO
EDENS
Washington, DC

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

**Mark C. Toro**
Managing Partner
North American Properties
Atlanta, GA

**Closing Remarks**

5:00 – 5:15 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**

5:15 – 6:15 pm

Program information current as of December 18, 2018.
THANK YOU TO OUR SPONSORS

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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, ShareRRails
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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<td>Member*</td>
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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
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.

### 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)
## SPONSORSHIP INFORMATION

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<td>Branded note pads for all conference attendees</td>
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*Pending production deadline dates.

### Committee Contacts
- **Andrea Drasites**
  - Tel: +1 212 583 5002
  - Email: andrea.drasites@blackstone.com
- **Amy Hall**
  - Tel: +1 815 436 5700
  - Email: amy@catoncommercial.com
- **Sarah Vasquez**
  - Tel: +1 408 568 2666
  - Email: sarah.vasquez@howardhughes.com

### 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.

### 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)
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 freshest 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.

Cooper’s Hawk Winery and Restaurant – $135 (15 minutes from hotel)
Cooper’s Hawk has created a modern, casual dining experience with warm hospitality in an inviting upscale setting. Their culinary team has designed a contemporary American menu infused with flavors from around the world. Each dish is made fresh in their scratch kitchen, incorporating peak-of-season ingredients, served in their private dining room.

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 handmade 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
Company
Address
City State/Province Zip/Postal Code
Telephone Fax
Email

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)