



Nexus Conference

Mandarin Oriental

Miami, FL | January 22 – 23, 2020

#ICSC



www.icsc.com/2020Nexus

WEDNESDAY, JANUARY 22

Registration

8:00 am – 6:00 pm

► Ballroom Foyer (5th Floor)

Property Bus Tour (Optional Event)

8:30 – 11:15 am

Pre-registration was required.

Take in three of Miami's exciting art and retail destinations.

Miami Worldcenter
Wynwood Walls
Miami Design District

Please meet at the front entrance of the Mandarin Oriental at 8:15 am to board the bus. Bus will depart promptly at 8:30 am and return to the hotel at 11:15 am.

Student Networking & Career Development Lunch

11:30 am – 12:30 pm

► Singapore

Learn how to get the most out of attending the Nexus Conference and hear from industry insiders who will give you tips and tricks to launch, grow and sustain your career.

MODERATOR



Michael Cowden
Director, Student Engagement
ICSC

PANELISTS



Maria Pope Toliopoulos
Vice President, Real Estate Strategy
Ulta Beauty



Rob Truett
CEO
JBL Asset Management



Sarah Vasquez
Executive Vice President
Management & Operations
The Howard Hughes Corporation

Networking Lunch

11:30 am – 12:15 pm

No lunch service after 12:15 pm.

► Front Lawn (by the beach)

Welcome & Opening Remarks

12:30 – 12:40 pm

► Salons 2 & 3

SPEAKERS



Kristin Mueller, CRX, CSM
Nexus Conference Program Advisory
Committee Chair
Chief Operating Officer, Property
Management
JLL



Nicholas Pribus
Nexus Conference Program Advisory
Committee Co-Chair

CEO Report: The Retail Renaissance

12:40 – 12:55 pm

► Salons 2 & 3

PRESENTER



Tom McGee
President & CEO
ICSC

Keynote: Ignoring the Tap on Your Shoulder

12:55 – 1:30 pm

► Salons 2 & 3

PRESENTER



Jesse Itzler
Co-Founder, Marquis Jet;
Co-Owner, Atlanta Hawks;
Author, *Living with a SEAL*;
Former Rapper

New Drivers of Brick-and-Mortar Success

1:45 – 2:25 pm

► Salons 2 & 3

Find out which new business models and metrics of retail profitability are driving the development of disruptive retail innovations. Who are these rule breakers, how are they making money, and how are they using underperforming retail space to captivate the new consumer?

MODERATOR



Bart Higgins
Founder
Future Perfect X

PANELISTS



John Carter
CEO
Parker 3D



Gopal Rajegowda
Senior Vice President
Related Companies



Julie Thibault
Founder
Martingale Advisors

Networking Break

2:25 – 2:45 pm

▶ Ballroom Foyer

The Future of Retail and Healthcare

2:45 – 3:15 pm

▶ Salons 2 & 3

Hear how Walgreens and Walmart are leveraging their footprint to address healthcare.

MODERATOR



Joe Brady III
ICSC Trustee
CEO of the Americas
The Instant Group

PANELISTS



Jim O'Connor
SVP, Neighborhood Health Destination
Walgreens



Dr. Thomas Van Gilder
Chief Medical & Analytics Officer
Walmart

What the U.S. Can Learn From China

3:15 – 4:00 pm

▶ Salons 2 & 3

East Asian markets are developing new retail precedents outside of the legacy business models that still dominate Western markets. Find out the key takeaways, and potential pitfalls, that can be learned from the rapid retail evolution in the East.

MODERATOR



Michael Puline
Vice President of National Accounts
ShopCore Properties

PANELIST



Simon Leopold
CFO & Treasurer
Taubman Centers

Assets in The Room

4:00 – 4:45 pm

▶ Singapore, Hong Kong A, Hong Kong B, Kahala, Himalayan, Brickell Key

This small-format, moderator-facilitated session accelerates your conference networking and tunes you into the topics that are on the minds of fellow attendees.

Welcome Reception

5:00 – 6:00 pm

▶ Front Beach (access from the front of Mandarin Oriental)

Networking Dinner (Optional Event)

7:00 – 9:00 pm

Pre-registration was required.

▶ Monty's Sunset

Located poolside and waterfront on the docks of the picturesque Miami Beach Marina, Monty's Sunset is South Beach's premier spot for casual dining, fresh-caught local seafood, a succulent raw bar, live music, open bar and the most stunning sunsets in South Florida. Advance registration was required. Your ICSC badge must be presented for access to the dinner.

Please meet at the front entrance of the Mandarin Oriental at 6:00 pm to board the bus. Bus will depart promptly at 6:15 pm. Bus will pick up at Monty's Sunset at 9:15 pm and return to Mandarin Oriental.

THURSDAY, JANUARY 23

Registration

7:00 am – 6:00 pm

▶ Ballroom Foyer

Wellness Activities (Optional Event)

7:00 am

Pre-registration was required.

▶ Ballroom Foyer

Start your day with a complimentary healthy activity.

Circuit Training

Circuit training is a style of exercise where you rotate through a series of exercises that mixes cardio and strength training targeting different muscle groups with minimal rest in between. This circuit-style workout commands power, strength and agility. Enjoy beautiful views of Biscayne Bay as you maneuver your way through each workout station achieving a full body workout.

Vinyasa Yoga

Enjoy beautiful Miami weather while taking a moment to develop a stronger mind-body connection and grow in strength and flexibility. Vinyasa Flow refers to the flow of smooth and continuous movement by using breath to align the body and mind. The purpose of vinyasa yoga is to keep you moving from one position to another, connecting each pose to an inhale and an exhale.

Guided Run

Get inspired during a guided run through Brickell Key and the Brickell city area. A running coach will guide you through a specially selected route to fulfill your desired length of training. Lengths may vary from short runs to 5k or 10k runs. Routes are subject to change based on weather and local activities.

Please meet in the hotel lobby by 6:50 am.

Breakfast

8:00 – 8:30 am

No breakfast service after 8:30 am.

▶ Ballroom Foyer

How Augmented Reality Will Change Real Estate

8:30 – 9:00 am

▶ Salons 2 & 3

It's much more than Pokémon Go! Learn how AR will drive change in consumer experience and increased value for property owners.

PRESENTER



Neil Mandt
Partner
The Layer Group

A View From the Top: Electoral Politics and Flow on Effects to Retail Economics

9:00 – 9:30 am

▶ Salons 2 & 3

With only 11 days to the Iowa Caucuses, the competing economic agendas of the presidential candidates are more germane than ever. Hear from two economic and retail specialists as they analyze the impacts of the various platforms and the scenarios they would present. Gain key insights on what new policy measures will mean for the broader economy, consumers, and retail in particular.

PANELISTS



Suzanne Mulvee
Senior Vice President, Research & Strategy
GID



Ian Shimmin
Director
Urbis

Is Water the New Oil?

9:30 – 9:45 am

▶ Salons 2 & 3

A look at nature, trends and how water impacts the built world.

PRESENTER



Andrea Erickson-Quiroz
Global Director, Water Security
The Nature Conservancy

The Future of Valuations: Investment Opportunities & Capital Flows

9:45 – 10:20 am

▶ Salons 2 & 3

Find out how retail real estate capital markets participants evaluate new investment opportunities in both the public and private markets and how they identify and exploit market inefficiencies.

MODERATOR



Michael Gorman
Managing Director
BTIG

PANELISTS



John Roche
CEO & CFO
ShopOne



Andrew Schaffler
Managing Director, U.S. Real Estate
Angelo Gordon



Dave Toledano
Managing Director
Mizuho Securities

Networking Break

10:20 – 10:45 am

▶ [Ballroom Foyer](#)

Changing the World

10:45 – 11:30 am

▶ [Salon 2 & 3](#)

Learn how the rise of Chinese millennials will affect your marketplace, workplace, and life, defining opportunities in technology, consumption, and branding.

PRESENTER



Zak Dychtwald
Author, *Young China: How the Restless Generation Will Change Their Country and the World*

Blended Buildings: The Future of Mixed-Use

11:30 am – 12:00 pm

▶ [Salon 2 & 3](#)

Buildings of tomorrow need to seamlessly combine experiences and services specifically tailored to user's needs, which means the design process has to be more human-centered than ever. Join this interactive presentation exploring the transition from mixed-use to blended-use and the macro and micro trends that have led to this shift.

PRESENTERS



David Sheldon
Practice Leader,
Corporate and Commercial
Perkins and Will



Sarah Wicker
Director of Research
CallisonRTKL

Breakout Sessions

12:15 – 12:50 pm

▶ [Singapore](#)

Presidential Term Recap & the 2020 Election

PRESENTER



Senator George S. LeMieux
Chairman of the Board of Directors
Gunster

The Last Mile

▶ [Salon 1](#)

PRESENTER



Curt M. Bimschleger
Managing Director
Deloitte Retail & Consumer Products
Deloitte Consulting LLP

Lunch

1:00 – 2:00 pm

No lunch service after 2:00 pm.

▶ [Front Lawn \(by the beach\)](#)

How to Adapt to the Fast-Paced Digital World

2:10 – 2:40 pm

▶ [Salons 2 & 3](#)

Find out how to leverage the latest technologies to attract business and build stronger connections.

PRESENTER



Debra Jasper, Ph.D.
Founder & CEO
Mindset Digital

Gurus of Grocery

2:40 – 3:20 pm

▶ [Salons 2 & 3](#)

Leading grocery gurus share unique perspectives on the grocery industry, its evolution, and what it means for shopping centers today and in the future.

MODERATOR



Jim Sylvia
President
Readco Sylvia Advisors

PANELISTS



Curt Avallone
Chief Business Officer
Takeoff Technologies



Scott Mushkin
CEO
R5 Capital



Walter Robb
Principal
Stonewall Robb Advisors
Former Co-CEO, Whole Foods Markets

A Conversation with a Contrarian Retail Entrepreneur

3:20 – 3:50 pm

► Salons 2 & 3

Find out how Showfields is trying to create the most interesting store in the world by changing the way brick-and-mortar shoppers and direct-to-consumer brands interact.

SPEAKER



Amir Zwickel
Co-Founder & Chief Real Estate Officer
Showfields

The Future of Cannabis

3:50 – 4:30 pm

► Salons 2 & 3

The cannabis industry is expected to reach \$66 billion by 2025. Hear insiders discuss how to overcome the political risks, regulations and challenges and learn how institutional investors are capitalizing on creating innovative retail experiences around the emerging cannabis opportunity.

MODERATOR



Joseph Nejman
CEO
ShareRails

PROGRAM ADVISORY COMMITTEE

Kristin Mueller, CRX, CSM, Nexus Conference
Program Advisory Committee Chair, JLL

Nicholas Pribuss, Nexus Conference Program
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Andrea Drasites, The Blackstone Group

Shane Garrison, CRX, RPAI

Terry Gibbons, Sprouts Farmers Mkt

Mark Gilbert, Cushman & Wakefield

Amy Jo Hall, CRX, CLS, SLD, Caton Commercial
Real Estate Group

David Jamieson, LEED AP, Kimco Realty Corporation

PANELISTS



Autumn R. Karcey
Founder & CEO
Cultivo, Inc.



Stormy Simon
CEO
High Times



Dan Tausk
Principal
Mid-America Real Estate Group

Family Feud: The Future in Focus

4:30 – 5:00 pm

► Salons 2 & 3

Do you lay awake at night pondering retail's most burning questions? Think you have all of the answers? Find out if you do in ICSC's version of the popular game show.

Closing Reception

5:00 – 6:00 pm

► **Front Beach (access from the front of
Mandarin Oriental)**

Sessions and speakers are subject to change.

Najla Kayyem, Pacific Retail Capital Partners

Kevin Kessinger, ShopCore Properties

Conor Lalor, Eastdil Secured

Gregory Maloney, CRX, CSM, JLL

James Matanky, CRX, CLS, CDP, CSM, CMD, Matanky
Realty Group

Marcie Merriman, EY

James Milam, Federal Realty Investment Trust

Joseph Nejman, ShareRails

Antony Ritch, TFE Hotels

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

Jacob Stein, Boscov's Department Store Inc.

Steven Sumell, Trademark Property Company

Joseph Tichar, Raider Hill Advisors

Maria Pope Toliopoulos, CRX, Ulta Beauty

Rob Truett, JBL Asset Management

Sarah Vasquez, CRX, CSM, The Howard Hughes
Corporation

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North American



Gold



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At JLL, we are passionate about retail. We deliver great experiences for shoppers – from high streets to shopping malls. And, we’re ready to help you achieve your ambitions. As the leading third-party retail service provider, we have access to more than 1,920 centers totaling 161 million square feet under management, for lease and sale. Our more than 245 retail brokerage experts spanning 44 markets in the U.S. and Canada, support 1,585 clients by restructuring or renewing leases and debt, providing disposition or investment strategies and/or evolving retail space to keep pace with the ever-changing consumer. See how we’re helping our clients achieve our ambitions and subscribe to the Where We Buy podcast series for real talk on the trends impacting retail. For more news, videos and research from JLL’s retail team, please visit jll.com.

Silver



Bronze

HS Capital Fund, Inc.
Instant Rethinking Workspace
Professional Security Consultants (PSC)

Resource Energy Systems, LLC
Trademark Property Company



RECON

DISCOVER MORE.

May 17 – 19, 2020 | Las Vegas, NV
Las Vegas Convention Center

RECon 2020 will deliver more
retailers, content and **connections**
more conveniently on the show floor.

Save time! Register by
March 27 to receive
your badge in the mail.

www.icscrecon.com