



Directory

# OAC Summit

JW Marriott Nashville | Nashville, TN

February 26 – 28, 2020

#ICSC



[www.icsc.com/2020OA](http://www.icsc.com/2020OA)

## WEDNESDAY, FEBRUARY 26

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11:00 am – 7:30 pm

**Registration** ▶ Symphony Pre-Function North

11:30 am – 12:00 pm

**Lunch Served** ▶ Symphony Pre-Function North

12:15 – 12:25 pm

**Welcome Remarks** ▶ Symphony Ballroom C-F



**Chris Conlon**  
ICSC OAC Co-Chair  
Executive Vice President & COO  
Acadia Realty Trust

12:25 – 1:00 pm

**Open-Air Centers Industry Outlook** ▶ Symphony Ballroom C-F

Hear an important and valuable perspective on current and future trends in the Open-Air Center Industry from ICSC Chairman, Dan Hurwitz.

MODERATOR



**Luke Petherbridge**  
ICSC Trustee  
ICSC OAC Co-Chair  
President & CEO  
ShopCore Properties

SPEAKER



**Daniel B. Hurwitz**  
ICSC Chairman  
Founder & CEO  
Raider Hill Advisors

1:00 – 1:30 pm

**A Local Perspective on Commercial Real Estate** ▶ Symphony Ballroom C-F

A candid conversation about commercial real estate with former United States Senator and Tennessee-based real estate investor, Bob Corker.

MODERATOR



**Mike Makinen**  
ICSC OAC Summit Conference Chair  
Senior Vice President & COO  
SITE Centers Corp.

SPEAKER



**The Honorable Bob Corker**  
Former U.S. Senator  
Tennessee-based Businessman

1:45 – 2:45 pm

**Colorful Beginnings**

Networking is the backbone of the OAC Summit. Colorful Beginnings is a proven catalyst to ensure that you have a circle of contacts right from the start. Whether you are new to the Summit or a seasoned veteran, you are guaranteed to leave with new leads and new friends. And isn't that the point of attending a Summit?

**NOTE:** The room name on the back of your badge will indicate which group discussion you have been invited to join.

## NETWORKING LEADERS

### ► Symphony Ballroom A

**Mike Makinen**, SITE Centers Corp.  
**Lisa Palmer**, Regency Centers

### ► Symphony Ballroom B

**Scott Auster**, Urban Edge Properties  
**Chris Conlon**, Acadia Realty Trust

### ► Griffin Ballroom A

**Luke Petherbridge**, ICSC Trustee, ShopCore Properties  
**Rachel Wein**, WeinPlus

### ► Griffin Ballroom B

**Julie Ingersoll**, CPP Investment Board  
**Ben Schall**, ICSC Trustee, Seritage Growth Properties

### ► Griffin Ballroom C

**Melina Cordero**, CBRE  
**Aaron Tucker**, Tucker Development

### ► Griffin Ballroom F

**Henry Avila**, Donahue Schriber Realty Group  
**Larry Casey**, Donahue Schriber Realty Group

### ► Griffin Ballroom G

**Brian Finnegan**, Brixmor Property Group  
**James Matanky**, CRX, CLS, CDP, CSM, CMD, Matanky Realty Group

### ► Griffin Ballroom H

**Lauren Holden**, Clarion Partners  
**Chris Weilminster**, Urban Edge Properties

2:45 – 3:15 pm

## Networking Break

3:15 – 3:55 pm | 4:05 – 4:45 pm

## Boardroom Discussions

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights. You will have the opportunity to participate in two 40-minute discussions.

### Grocery Business Model Disruption and its Effect on Real Estate

#### ► Symphony Ballroom A

#### DISCUSSION LEADERS



**James Cook**  
Americas Director of Research, Retail  
JLL



**Steve Cogan**  
Senior Vice President, Real Estate, Store Development & Construction  
Albertsons Companies



**Joe McKeska**  
Senior Managing Director  
A&G Real Estate Partners



**Hal Scudder**  
Managing Principal  
Halstead Companies

## Doing Deals via Social Media

► Symphony Ballroom B

DISCUSSION LEADERS



**Beth Azor**

President

Azor Advisory Services



**Chris Ressa**

Executive Vice President & COO

DLC Management Corp.

## Breaking Bad: The Good, Bad and Ugly of Breaking Up Anchor Space

► Griffin Ballroom A

DISCUSSION LEADERS



**Mary Rottler**

Executive Vice President, Leasing & Operations

Seritage Growth Properties



**Mark Walker**

Vice President, Real Estate Director

The TJX Companies

## Target's Huge Bet on New Small Stores and Existing Store Remodels

► Griffin Ballroom F

DISCUSSION LEADERS



**Michael Seaman**

Senior Director, Real Estate

Target Corporation



**James Tucker**

Director of Real Estate

Target Corporation

## A "Sneak Peak" Inside a Retailer's Real Estate Committee

► Griffin Ballroom G

DISCUSSION LEADERS



**John Clarke**

Vice President of Real Estate

Walmart Inc.



**Ted Frumkin**

CDO

Sprouts Farmers Market



**Zach Minter**

Vice President of Real Estate

Five Below Inc.



**Michael J. Shanahan**

Senior Vice President of Real Estate

Burlington Stores

## Exploring Amazon's Strategies and How Retailers are Responding

► Griffin Ballroom H

DISCUSSION LEADER



**Nick Egelanian**

Founder & President

SiteWorks Retail Real Estate Services

5:00 – 6:00 pm

**General Session** ▶ Symphony Ballroom C-F

**Harmonized Retail**

Find out how the marriage of technology and traditional retail have turned a threat into an opportunity.

MODERATOR



**Melina Cordero**

Managing Director, Retail Capital Markets  
CBRE

PANELISTS



**David Hardiman-Evans**

Senior Vice President  
Ocado



**Laurie Mahowald**

ICSC Trustee  
Vice President, Real Estate  
Target Corporation



**Maria Pope Toliopoulos**

Vice President - Real Estate Strategy  
Ulta Beauty

6:00 – 7:30 pm

**Opening Reception** ▶ Pool Deck at Cabana Club, 3rd Floor

9:00 – 11:30 pm

**Taste Of Nashville: Live Music Event**

The Listening Room Cafe

618 4th Avenue South, Nashville, TN

Continue networking as four singer/songwriters perform a variety of well-known songs in an intimate setting exclusive for OAC attendees.

## THURSDAY, FEBRUARY 27

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7:30 am – 7:00 pm

**Registration** ▶ Symphony Pre-Function North

7:30 – 8:00 am

**Breakfast Served** ▶ Griffin Pre-Function North

8:00 – 10:15 am

**Roundtable Discussions** ▶ Griffin Ballroom D&E

You will have the opportunity to participate in three different 45-minute roundtable discussions on key industry topics. *See page 10 for list of roundtable topics.*

10:15 – 10:45 am

**Networking Break**

10:45 – 11:15 am | 11:30 am – 12:00 pm

## Boardroom Discussion

### Real Time With Retailers

Use this opportunity to meet leading retailers and participate in conversations about the current state of the retail real estate industry from their perspective. Please note that the retailers will not address any specific company performance or strategy questions. You will have the opportunity to participate in two 30-minute discussions.

#### Discussion #1 ▶ Symphony Ballroom A&B

##### MODERATOR

**Ryan O'Sullivan**

Vice President, Real Estate & Development  
PetSmart Inc.



##### PANELISTS

**Seth D. Geldzahler**

ICSC Past Trustee  
Vice President of Real Estate  
Bed Bath & Beyond



**Caitrin Huntzinger**

Director, Real Estate  
Total Wine & More



**Mike Kormelink**

Director of Real Estate – Franchise  
Blink Fitness



**George Ryan**

Director of Real Estate  
Five Below Inc.



#### Discussion #2 ▶ Griffin Ballroom A&B

##### MODERATOR

**Davis Bennett**

Vice President, National Accounts  
Brixmor Property Group



##### PANELISTS

**Michael Abramson**

COO  
Xponential Fitness



**John Antunes**

Director of Real Estate  
PetSmart Inc.



**Terry Gibbons**

Vice President of Real Estate  
Sprouts Farmers Market



**Valerie Richardson, CRX, CLS**

ICSC Trustee and Past Chairman  
Vice President of Real Estate  
The Container Store



Discussion #3 ▶ Griffin Ballroom F&G

MODERATOR



**Zach Minter**

Vice President of Real Estate  
Five Below Inc.

PANELISTS



**Bob Douponce**

Senior Vice President  
Altitude Trampoline Park



**Parham Javaheri**

Executive Vice President – Real Estate & Development  
Life Time Fitness



**Josh Goldstein**

Director of Real Estate & Store Development  
Pet Supplies Plus



**Jeffrey A. Morrow**

Senior Director of Real Estate  
Burlington Stores

12:00 – 12:30 pm

**Lunch Served** ▶ Griffin Pre-Function North

12:30 – 1:30 pm

**General Session** ▶ Griffin Ballroom D&E

**Retail Relaunch: A New Wave of Forward Thinkers**

Words used to describe the evolution and transformation of retail include “experiential”, “omni-channel”, “digitally native”, etc. Hear the founders of CAMP, Neighborhood Goods, and Story—three of the dominant voices leading this transformation—as they discuss what drives retail success of the future. Learn about alternative revenue streams, partnerships, sponsorships, memberships, customer acquisition, event hosting and the sale of goods and services.

MODERATOR



**Chris Conlon**

ICSC OAC Co-Chair  
Executive Vice President & COO  
Acadia Realty Trust

PANELISTS



**Matt Alexander**

Co-Founder & CEO  
Neighborhood Goods



**Ben Kaufman**

Founder  
CAMP



**Rachel Schechtman**

Founder  
Story

1:30 – 2:00 pm

**Networking Break**

2:00 – 3:00 pm

### General Session

Reinvention of Open-Air Centers ▶ Symphony Ballroom C-F

This panel of specialists from various sectors will discuss the changing characteristics of mixed-use, open-air centers.

MODERATOR



**Benjamin Schall**

ICSC Trustee

President & CEO

Seritage Growth Properties

PANELISTS



**Jodie McLean**

ICSC Trustee

CEO

EDENS



**Tim Naughton**

Chairman & CEO

AvalonBay Communities, Inc.



**Tom Toomey**

Chairman & CEO

UDR Inc.

3:15 – 4:00 pm | 4:15 – 5:00 pm

### Boardroom Discussions and Workshops

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights. You will have the opportunity to participate in two discussions.

**Geofence Research: Connecting the Dots from Stores to Centers** ▶ Symphony Ballroom A&B

**David Lobaugh**, August Partners

**Kevin Young**, Ulta Beauty Inc.

**Tactics, Strategies and Lessons with Mixed-Use Projects** ▶ Griffin Ballroom A&B

**Ehud Kupperman**, Urban Edge Properties

**Daniel Taub**, DMT|CRE Advisors

**Aaron Tucker**, Tucker Development

**Justin Stewart**, Industrious

**The State of Landlord and Tenant Negotiations** ▶ Griffin Ballroom H

**Brian Finnegan**, Brixmor Property Group

**Seth Geldzahler**, ICSC Past Trustee, Bed Bath & Beyond

**Current Perspectives on Capital Markets** ▶ Griffin Ballroom F&G

**Joe Zidle**, The Blackstone Group Inc.

5:00 – 7:00 pm

**Networking Reception** ▶ Pool Deck at Cabana Club, 3rd Floor

7:00 – 10:00 pm

### Dine-Arounds

Visit some of the hottest restaurants in Nashville. All dine-arounds are within walking distance of the JW Marriott Nashville. Separate registration was required in advance.

#### RESTAURANTS

- The 404 Kitchen: 507 12th Avenue South
- Adele's: 1210 McGavock Street
- Etch: 303 Demonbreun Street
- Merchants: 401 Broadway
- Moto: 1120 McGavock Street



9:00 – 11:00 pm

### Late-Night with ICSC PAC

► The Duke in the Cumberland Bar at the JW Marriott

Join ICSC PAC at “The Duke” for one last networking opportunity to make your next deal and learn about issues being discussed in Washington, DC that could impact your business. Please RSVP to Susan Askew at [saskew@icsc.com](mailto:saskew@icsc.com)

## FRIDAY, FEBRUARY 28

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8:00 – 10:15 am

**Registration** ► Symphony Pre-Function North

8:00 – 9:00 am

**Buffet Breakfast Served** ► Symphony Pre-Function North

9:00 – 10:00 am

**General Session** ► Symphony Ballroom C-F

**Trends In Restaurants and Real Estate**

Hear some of the hottest brands in the industry discuss their growth strategy.

MODERATOR



**Dawn Sweeney**

Former CEO, National Restaurant Association  
Board Member, SITE Centers Corp.

PANELISTS



**Doug Branigan**

CDO  
Habit Burger Grill



**John Namey**

Vice President of Real Estate  
Firehouse Subs



**Kevin Petrisko**

Head of Development  
MOD Pizza

10:15 am

**Closing Remarks** ► Symphony Ballroom C-F



**Chris Conlon**

ICSC OAC Co-Chair  
Executive Vice President & COO  
Acadia Realty Trust



**Mike Makinen**

ICSC OAC Summit Conference Chair  
Senior Vice President & COO  
SITE Centers Corp.



**Luke Petherbridge**

ICSC Trustee  
ICSC OAC Co-Chair  
President & CEO  
ShopCore Properties

## THURSDAY | ROUNDTABLE DISCUSSIONS | 8:00 – 10:15 am

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You will have the opportunity to participate in three different 45-minute roundtable discussions on key industry topics.

### Roundtable 1

#### The Benchmark Gets Benched: LIBOR to SOFR Transition

Readie Callahan, Head of Communications Strategy, Wells Fargo & Company

Melissa Frawley, President – Wealth Management, Wells Fargo & Company

### Roundtable 2

#### Renew, Relocate or Close: Factors Influencing Each Alternative

Chris Day, Senior Vice President, Real Estate & Construction, Bob's Discount Furniture

David Larcher, President, Vestar Capital Partners

### Roundtable 3

#### Beyond the Expected: What it Takes to Refresh the Retail Experience

Rich Kobe, Senior Vice President, Miller Capital Advisory, Inc.

Gar Muse, Principal, Secretary, Treasurer, Cooper Carry

### Roundtable 4

#### Cutting the Deal Time in Half! A Candid Conversation Between Landlord and Retailer

Bob Dake, Executive Vice President, Leasing, ShopOne Centers REIT

George Ryan, Director of Real Estate, Five Below Inc.

### Roundtable 5

#### Co-Working in Retail Environments – Where is it Happening and How Successful is it?

James Cook, Americas Director of Research, Retail, JLL

David Schulman, Vice President, Staples Inc.

### Roundtable 6

#### Developer Economics – Impact of Increasing Costs on Development Feasibility

Ben Hidalgo, Principal, Net Lease Development

### Roundtable 7

#### Demystifying EB-5 Financing: How to Access Capital when Traditional Financing is Tight

Aron Gooblar Vice President, Washington Square Partners

Paul Travis, Managing Partner, Washington Square Partners

### Roundtable 8

#### Keeping your Instruments Tuned in Maximizing Omnichannel Offerings and Bricks & Mortar Networks

Bill Dakai, President & Chief Technology Officer, Trade Area Systems

Steve Kirkby, Senior Analyst, RE Research & Analysis, Staples

### Roundtable 9

#### Finding Top Talent in Today's Tough Market

David Poline, Principal & CEO, Poline Associates

Aaron Zucker, Principal, Zucker Investment Group

### Roundtable 10

#### Geofence Update: Grocery & Grocery-Anchored Centers

David Lobaugh, President, August Partners

### Roundtable 11

#### Outlet Centers: A Historical Perspective and Their Current Impact on Open-Air Centers

Chris Littrell, Senior Director of Global Real Estate, Nike, Inc.

Ronald Simkin, Chief Manager, The Simkin Group

## **Roundtable 12**

### **Negotiating Lease Renewals from a Tenant's Perspective**

Josh Goldstein, Director of Real Estate, Pet Supplies Plus

Bill Horner, Senior Vice President & Chief Real Estate Officer, LA Fitness International LLC

## **Roundtable 13**

### **Outparcel Value Optimization and New Development: The Inside Track to Today's NNN Market**

Gary Chou, Senior Vice President & Senior Director, Matthews Real Estate Investment Services

Peter Foran, Senior Vice President – Portfolio Management & Transactions, IRC Retail Centers

## **Roundtable 14**

### **Breaking Tradition: A New Wave of Retail in Existing Shopping Centers**

Mark Roberts, Executive Vice President of Leasing, WS Development Associates

Chris Santone, Director, Real Estate, Carvana

## **Roundtable 15**

### **Bankruptcies and Restructurings: Case Study of a Successful Restructuring – The Mattress Firm**

Emilio Amendola, Co-President, A&G Realty Partners

Randy Carlin, Chief Real Estate Officer, Mattress Firm Inc.

## **Roundtable 16**

### **Current Challenges Brokerage Firms are Facing**

Clay Mote, Principal, RetailUnion Partners

Lindsey Pankey, Co-Founder & President, Centre-Line Real Estate Services

## **Roundtable 17**

### **Cap Rates & Interest Rates – Up or Down**

Margaret Caldwell, Managing Director, Stan Johnson Company

Edward Senenman, Senior Managing Director Investments & Portfolio Management, Sterling Organization

## **Roundtable 18**

### **From Leasing to Lights Out: 7 Reasons Small Shops Fail and What You Can Do About It**

Angel Cicerone, President, Tenant Mentorship, LLC

## **Roundtable 19**

### **All Things Entertainment: Trends in Entertainment Retail**

Steven L. Aronow, Co-Founder & Managing Director, Integrated Real Estate Services

## **Roundtable 20**

### **Breaking the Anchor Mold: New Ways to Approach Retail Development**

Scott Endow, Business Development Director, Round 1

Mauricio Funes, Senior Vice President, Seritage Growth Properties

## **Roundtable 21**

### **The Dollar Store Industry Sector: Opportunities for, and Challenges to, Maintaining the Momentum of Success**

Robert McGovern, Senior Vice President of Leasing, SITE Centers Corp.

Bruce Walters, CDO, Dollar Tree Stores, Inc.

## **Roundtable 22**

### **JV Equity: Getting In, Getting Along and Getting Out**

David Robinov, Managing Director, Ackman-Ziff Real Estate Group

## **Roundtable 23**

### **Perfecting Open-Air Specialty Centers: How to More Accurately Read Trade Area, Build the Perfect Merchandising Plan and Design the Perfect "Place"**

Nick Egelanian, Founder & President, SiteWorks Retail Real Estate

#### **Roundtable 24**

##### **Cannabis and Retail: What You Need to Know in 2020**

Josh Joseph, Principal & Director of Real Estate, GrassRoots Cannabis  
Daniel Taub, Founder, DMT|CRE Advisors

#### **Roundtable 25**

##### **Grocery Trends: How Brick & Mortar Grocers are Competing and Winning**

Doug Munson, Principal, MTN Retail Advisors

#### **Roundtable 26**

##### **CAM: To Fix or Not to Fix—THAT is the Question**

Debbie Ravel, Principal, DR Lease Consulting LLC

Robert Siebenschuh, Senior Vice President of Property Accounting Operations, SITE Centers Corp.

#### **Roundtable 27**

##### **Adaptive Reuse: Converting Vacant Retail Boxes into Alternate Asset Classes**

Tyler Covington, Principal, Collett Capital

#### **Roundtable 28**

##### **Retailers Growing in Small Markets: What are the Factors that Make it Work?**

Gail Adler, Assistant Vice President, Senior Real Estate Director, The TJX Companies

#### **Roundtable 29**

##### **Learn How Developers Have Raised over \$1 Billion in Equity Capital via Crowdfunding**

Benjamin McFarland, Managing Director, Crowdstreet

Jeffrey Rosenberg, President & CEO, Big V Property Group

## OAC CO-CHAIRS

Christopher M. Conlon, Acadia Realty Trust  
Luke Petherbridge, ICSC Trustee, ShopCore Properties

## OAC SUMMIT CONFERENCE CHAIR

Mike Makinen, SITE Centers Corp.

## OAC SUMMIT CONFERENCE CO-CHAIRS

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Zach Minteer, Five Below, Inc.  
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Henry Avila, Donahue Schriber  
Davis Bennett, Brixmor Property Group  
Steve Cogan, Albertsons Companies  
Melina Cordero, CBRE  
Vincent A. Corno, CRX, ICSC Past Trustee, Starwood Retail Partners  
Brian T. Finnegan, Brixmor Property Group  
Ted Frumkin, Sprouts Farmers Market  
William B. Horner, CRX, ICSC Past Trustee, LA Fitness International LLC  
James E. Matanky, CRX, CLS, CDP, CSM, CMD, Matanky Realty Group  
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Ryan C. O'Sullivan, PetSmart, Inc.  
Lisa Palmer, Regency Centers  
Bernie Schachter, Schacter Real Estate Services  
Benjamin Schall, ICSC Trustee, Seritage Growth Properties  
David Schulman, Staples, Inc.  
Michael J. Shanahan, Burlington Stores, Inc.  
Maria Pope Toliopoulos, ULTA Beauty  
Aaron Tucker, Tucker Development  
James Tucker, Target Corporation  
Mark Walker, The TJX Companies, Inc.

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Daniel M. Taub, DMT CRE Advisors  
Richard H. Tucker, Tucker Development

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Damon J. Hemmerdinger, CRX, CDP, ATCO  
Elise Jaffe, CRX, ICSC Past Trustee, Ascena Retail Group Inc.  
James J. Lampassi, ICSC Past Trustee, Ross  
Rebecca L. Maccardini, CMD, ICSC Past Chairman, RMResources, LLC  
Robert J. Otten, Jr., Lat Purser & Associates, Inc.  
Valerie Richardson, CRX, CLS, ICSC Trustee and Past Chairman, The Container Store  
Schecky Schechner, Barclays  
Steve Weingarten, Weingarten Realty Investors  
Donald P. Wright, ICSC Past Trustee, Property Development Centers

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### North American

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With nearly 2,000 investment sales and financing professionals located throughout the United States and Canada, **Marcus & Millichap** is a leading specialist in commercial real estate investment sales, financing, research and advisory services. Founded in 1971, the firm has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. To learn more, please visit: [www.MarcusMillichap.com](http://www.MarcusMillichap.com).



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### Premier

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**Acadia Realty Trust (NYSE:AKR)** is an equity real estate investment trust focused on delivering long-term, profitable growth via its dual – core and opportunity fund – platforms. Our energized team is accomplishing this goal by building a best-in-class, location-driven core real estate portfolio with meaningful concentrations of assets in the nation's most dynamic urban and street-retail corridors, including those in New York, Los Angeles, San Francisco, Chicago, Washington DC, and Boston. At the same time, we are amplifying this portfolio's solid growth by making highly-profitable opportunistic and value-add investments through our series of discretionary, institutional funds.



**Brixmor** is a real estate investment trust (REIT) that owns and operates a high-quality, national portfolio of open-air shopping centers. Its 400+ retail centers comprise approximately 72 million square feet of prime retail space in established trade areas. The Company strives to own and operate shopping centers that reflect Brixmor's vision "to be the center of the communities we serve" and are home to a diverse mix of thriving national, regional and local retailers. Brixmor is a proud real estate partner to more than 5,000 retailers including The TJX Companies, The Kroger Co., Publix Super Markets, Wal-Mart, Ross Stores and L.A. Fitness.

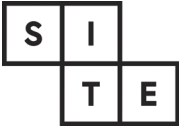


**Eastdil Secured** is the original, premier private real estate investment banking company with the mission to create value for our clients through creative, actionable ideas and flawless execution, and to be the most relevant and trusted advisor in the commercial real estate capital markets. Eastdil Secured has built its expertise into a knowledge franchise that is recognized as the dominant force in commercial real estate and investment banking by institutional investors around the world. Its unrivaled combination of capital markets expertise and in-depth understanding of real estate fundamentals allows the firm to deliver best-in-class advice, ideas and execution for its clients.



**MJM Architects** is proud to be a sponsor of the 2020 ICSC OAC Summit and we welcome all attendees to our home of Nashville, Tennessee. MJM Architects is a market-partner to the retail and development industry. We have 35 years of experience with open-air retail centers and the category leading tenants driving development. We work in all 50 States

and have an extensive portfolio including millions of square feet of green-field development, center rehabilitation and creative re-tenanting for the evolving retail marketplace. Our comprehensive development services include master planning through project commissioning. Our direct relationships with active retailers uniquely position us to assist with tenant approvals.



**SITE Centers** is a premier owner and operator of value-oriented, U.S.-based retail real estate. The company's portfolio consists of open-air shopping centers with strong growth profiles, which are conveniently situated and provide a highly-compelling merchandise mix for retail partners and consumers. SITE Centers actively manages its assets with a

focus on generating sustainable growth and investing in locations at the center of communities. SITE Centers is a self-administered and self-managed REIT operating as a fully integrated real estate company, and is publicly traded on the New York Stock Exchange under the ticker symbol SITC.

## Platinum

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**DONAHUE  
SCHRIBER**

Based in Southern California, **Donahue Schriber** is a recognized leader in the development, management, and leasing of neighborhood, community, and power shopping centers from San Diego, California to Seattle, Washington. With \$3.5 billion in real estate assets the company currently owns and operates 60 shopping centers encompassing 11 million square feet. Donahue Schriber's shopping centers are anchored by national and regional credit tenants including

Target, Albertsons/Safeway, Kroger, Walmart, T.J. Maxx, Lowe's, Kohl's, Home Depot, Ross, CVS/pharmacy, Trader Joe's, and Raley's. Structured as a private REIT, Donahue Schriber remains one of the few, fully integrated retail property companies in the West and in its history the company has been involved in over 32 million square feet of retail properties. Donahue Schriber's shareholders reflect the strong financial base of the company and include JP Morgan Chase Bank Strategic Property Fund and the New York State Teachers' Retirement System.



**Kimco Realty Corp.** (NYSE: KIM) is a real estate investment trust (REIT) headquartered in Jericho, N.Y., that is one of North America's largest publicly traded owners and operators of open-air shopping centers. As of September 30, 2019, the company owned interests in 420 U.S. shopping centers and mixed-use assets comprising 74 million square feet of leasable

space primarily concentrated in the top major metropolitan markets. Publicly traded on the NYSE since 1991, and included in the S&P 500 Index, the company has specialized in shopping center acquisitions, development and management for more than 60 years.



Founded in 1933, **Boyle Investment Company** offers extensive development capabilities, including the development of retail, mixed-use, office, industrial, and residential properties in Memphis, Nashville and Middle Tennessee. Boyle provides premier locations, innovative design, and long-range planning. The company's reputation for quality has stood the test of time and continues to achieve success through its great attention to

detail and customer service driven approach. To learn more about Boyle, please visit [www.boyle.com](http://www.boyle.com) or keep up with us by following our properties IG @berryfarmstn @capitolviewnashville @mcewennorthside.



**Cushman & Wakefield** (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 approximately 51,000 employees in 400 offices and 70 countries. In 2018, the firm had revenue of \$8.2 billion across core services of property,

facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.



**First Washington Realty (FWR)** is a fully integrated, national real estate investment and management firm that specializes in the ownership of convenience, necessity and experience-oriented retail real estate. Headquartered in Bethesda, MD, FWR currently owns 105 shopping centers located in 22 states and the District of Columbia. For more than 35 years, we have

gone beyond the ordinary to drive experience and create thriving communities. Join us where it really matters. Be sure to visit us online at [firstwash.com](http://firstwash.com).



**InvenTrust Properties Corp.** is a retail REIT with a focus on acquiring grocery-anchored open-air centers in key growth markets with favorable demographics. This disciplined acquisition strategy, along with our innovative and collaborative property management approach, ensures the success of both our tenants and business partners and drives

net operating income growth for the Company. InvenTrust became a self-managed REIT in 2014 and a Global Real Estate Sustainability Benchmark ("GRESB") member in 2018. As of September 30, 2019, the company is an owner and manager of 68 retail properties, representing 11.9 million square feet of retail space.



**Mid-America Real Estate Group** is the largest full-service retail real estate organization in the Midwest comprised of five affiliated companies with an exclusive focus on retail real estate. We provide professional expertise in tenant representation, project leasing, asset management, investment shopping center sales and net lease sales. Based in Chicago, our investment team is recognized for delivering the industry's

premier level of shopping center transaction service. That reputation is supported by a transaction volume of over \$11 billion, representing more than 97 million square feet. Mid-America has cultivated strong and enduring partnerships with retailers, landlords, owners and brokers close to home and around the globe proving our unmatched platform and paramount track record.



## NEW MARKET

**New Market Properties**, based in Atlanta, GA, owns and operates a portfolio of grocery-anchored shopping centers located in quality suburban markets from the Virginia side of D.C., through the Mid-Atlantic and across the Sunbelt. These centers are anchored by high volume, market-dominant grocers such as Publix, Kroger, Harris Teeter, Giant, and HEB.

New Market has a fully integrated vertical platform that executes across all segments of the business, including acquisition, asset management, leasing, financial accounting, and portfolio optimization. New Market also develops and redevelops centers for its own account and provides capital to owners and operators in the grocery-anchored sector through joint venture equity and mezzanine debt for new developments, redevelopments and value-add opportunities. New Market has an experienced team of professionals with a passion for retail, who pride themselves on being known for their integrity, solutions-oriented approach, and commitment to making deals work.



## Placer.ai

**Placer.ai** is the world's most advanced foot traffic analytics platform allowing anyone with a stake in the physical world to instantly generate insights into any property for a deeper understanding of the factors that drive success. Placer.ai is the first platform that fully empowers professionals in retail, commercial real estate, hospitality, economic development

and more to truly understand and maximize their offline activities. The platform offers insights into foot traffic analysis, trade areas, customer journeys, and demographics, among other features.

## Regency Centers.

**Regency Centers** (Nasdaq: REG) is the preeminent national owner, operator, and developer of neighborhood shopping centers. Our premier national portfolio totals nearly 60 million square feet with 425 retail properties. Our properties are differentiated by outstanding quality, scope, and management, located in affluent and densely populated trade areas of the

U.S. Our sector-leading portfolio continues to generate impressive same-property NOI growth, and draw successful retailers and shoppers in the nation's most attractive markets. Regency's platform currently spans 22 market offices, giving us an unequalled local presence and deep connection to the communities we serve. Property management, leasing, construction, and investment activities are conducted directly out of these regional offices. Regency's combination of in-process and pipeline projects, plus key merchant and local relationships, creates significant value through the development and redevelopment of high-quality shopping centers. Our track record is impressive with more than \$1 billion in project starts in the last five years alone. Through our capital allocation and funding strategies, we have continued to maintain balance sheet strength. This combination of unequalled strategic advantages has positioned Regency to produce sector-leading total shareholder returns.



**Shopecore Properties** owns and operates over 24 million square feet of retail space across the US. Our assets are concentrated in densely populated markets and are anchored by best-in-class retailers. We currently have significant holdings in California, Florida, Texas, New York and Pennsylvania. ShopCore is owned by funds affiliated with Blackstone Real Estate.