

## 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