



## March 10 · Roundtable Discussions

3:15 – 4:55 pm · Tampa Bay Ballroom Salons 1-5

#	Title	Leader	Company
1	Acceleration of Mall Retailers to Open Air: Who Has Been Successful and Who Is Next	Michael Gold Vasili Lyhnakis	Cullinan Properties Phillips Edison & Company
2	The Next Wave of New Retail in Shopping Centers	Wendy Seher	Federal Realty Investment Trust
3	Anchor Repositioning: Unlocking Redevelopment Opportunity	Scott Auster Daniel Rabazzi	Urban Edge Properties Bob's Discount Furniture
4	The Convergence of AI, Retail and Commercial Real Estate	Mitchell Hernandez Andrew Poncher	Beta Agency, Inc. Renaud Consulting
5	Retail Research Strategies in a Data-Driven World	Lyden Foust Brian Gerney	Spatial.ai Gerney Research Group LLC
6	Where Interest Rates and Cap Rates Are Heading in 2025	Mat Adler Jordan Fried	Newmark Sterling Organization
7	Big-Box Anchor Deals Exposed: A Candid Discussion of Landlord and Tenant Deal Points	Sarah Nelson Matthew Yaniglos	PetSmart LLC ShopOne Centers REIT, Inc.
8	Grocery Trends: How Brick-and-Mortar Grocers Are Competing and Winning	Douglas Munson	RetailStat
9	Renew, Relocate or Close: Factors Influencing Each Alternative	Casey Hartl George Ryan	Ulta Beauty Five Below, Inc.
10	Trends in Health & Beauty Retail	Shannon Letts John Schmall	Ulta Beauty LaserAway
11	All Things Entertainment: Trends in Entertainment Retail	Gerald Divaris	Divaris Real Estate, Inc.
12	CAM Issues in an Inflationary Environment	Jeff DeHaai Larry Sajdak	Five Below, Inc. The Inland Real Estate Group of Companies, Inc.
13	Challenges Facing Brokerage Firms in a Low-Growth Market	Neil Board Stephen Tomasello	Western Retail Advisors Atlantic Retail
14	Arranging Debt and Equity Financing in a Challenging Financing Market	Alan Goodkin Keith Owens	Ackman-Ziff Real Estate Group LLC Alumni Properties & Investments, LLC



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15	Retailers Growing Successfully in Small Markets	Zach Minteer Nate Ohme	Five Below, Inc. Great Clips, Inc.
16	Restaurant and Dining Trends and Challenges	Jeffrey McNeal Gary Wishnow	Fessel International Local Culture Management
17	Negotiating the Tenant Work Letter	Joshua Simon Todd Powers	SimonCRE Michaels Stores, Inc.
18	Activating "Specialty Retail" Centers With Targeted Events	Ben Donsky	Agora Partners
19	International Retailer Expansion	Daniel Goldware	Trademark Property Company
20	Canadian Retail Discussion	Arie Bitton Moshe Batalion	Crombie REIT RioCan Real Estate Investment Trust
21	Crisis Management and Intervention Strategies	Henry Avila, CSM	First Washington Realty
22	Perfecting Open-Air Specialty Centers	Kevin Kessinger Lance Taylor	Trademark Property Company Trademark Property Company
23	Recreating an Icon – The Remake of Miami's CoCowalk	Chris Weilminster	Hg80 Real Estate
24	The State of the Theater Business and the Future of Cinema	Phil Zacheretti	Phoenix Theatres Entertainment, LLC
25	Building Resiliency Into Retail and Shopping Center Design	Angelo Carusi	Cooper Carry, Inc.
26	Bringing Live Music Venues to Retail Centers (From Clubs to Amphitheaters)	Andy Peretz	Peretz Entertainment Law
27	Behind the Bid Sheet: New Institutional and Private Capital Buyers	George Fryer Justin Smith	AEW Capital Management, L.P. Atlantic Retail
28	New & Emerging Retailers Expanding in America	Julie Fox Drew Schaul	Ashkenazy Acquisition Corp. CBRE
29	Buying, Owning and Leasing Shopping Centers in Secondary Markets	Douglas Bercu	Timber Development Corp
30	Deploying Technology for Maximum Input on Real Estate	Lee Schaffler	Basis Industrial



## March 11 · Roundtable Discussions

9:00 – 10:40 am · Tampa Bay Ballroom Salons 1-5

#	Title	Leader	Company
1	Acceleration of Mall Retailers to Open Air: Who Has Been Successful and Who Is Next	Bryan Furze Joe Hodge	WS Development Macy's Inc.
2	The Next Wave of New Retail in Shopping Centers	Wendy Seher	Federal Realty Investment Trust
3	Anchor Repositioning: Unlocking Redevelopment Opportunity	Scott Auster Daniel Rabazzi	Urban Edge Properties Bob's Discount Furniture
4	The Convergence of AI, Retail and Commercial Real Estate	Neil Mandt Anjee Solanki	Colliers
5	Retail Research Strategies in a Data-Driven World	Lyden Foust	Spatial.ai
6	Where Interest Rates and Cap Rates Are Heading in 2025	Brad Nathanson Ed Senenman	Institutional Property Advisors (IPA) Rosen Equities, LLC
7	Big-Box Anchor Deals Exposed: A Candid Discussion of Landlord and Tenant Deal Points	Lance Billingsley Caitrin Huntzinger	Federal Realty Investment Trust Total Wine & More
8	Grocery Trends: How Brick-and-Mortar Grocers Are Competing and Winning	Douglas Munson	RetailStat
9	Renew, Relocate or Close: Factors Influencing Each Alternative	Jillian Elder Jeffrey Morrow	Michaels Stores, Inc. Burlington Stores
10	What Should You Do With Capital? Private Equity vs. Public Perspective on Investment Strategies	Ross Cooper	Kimco Realty Corporation
11	New and Emerging Retailers Expanding In America	Jeremy Zidell	RUE
12	Trends in Health and Beauty Retail	Joshua Rainey John Schmall	[solidcore] LaserAway
13	Attracting and Retaining the Best Talent in a Challenging Environment	David Poline Matthew Ryan	Poline Search Partners Brixmor Property Group
14	Negotiating Lease Renewals From the Tenant's Perspective	Kevin Cohen Jim Reynolds	Dollar Tree/Family Dollar Great Clips, Inc.
15	Outparcel Development, Acquisition and Value Optimization	David Darling Edward Eickhoff	Agree Realty Corporation Agree Realty Corporation



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#	Title	Leader	Company
16	The Pros and Cons of a Conforming Lease	Melissa Rivers Maria Toliopoulos	Goulston & Storrs Ashley Furniture HomeStores
17	Resurgence in High Street Retail	Matt Curtin Todd Norley	Newmark WS Development
18	Challenges (and Opportunities) in Repurposing Dying Regional Malls	Brian Gerney Nick Egelanian	Gerney Research Group LLC SiteWorks Retail
19	Special Concerns In Negotiating Franchise Leases	Chris Weilminster Patrick Willett	Hg80 Real Estate Pace Properties, Inc.
20	Effectively Negotiating Retailer Use Waivers	Karly Kilroy James Lampassi	Kite Realty Group Academy Sports + Outdoors
21	The Evolving Business of Leasing to Quasi-Retail Uses	Terry Gibbons Andre Koleszar	World Market Regency Centers
22	Creating Winning Merchandising by Thinking Like a Retailer	Colin Mathews	Victoria's Secret & Co.
23	Creating Successful Luxury Retail Venues		
24	Making Big-Box Retail Deals	Adam Greenberg Todd Powers	DLC Michaels Stores, Inc.
25	Transforming a Retail Real Estate Portfolio: A Case Study – Washington Prime Group	Christopher Conlon	WPG
26	Budgeting and Managing Construction Costs	Bill Toliopoulos	Laurie & Brennan, LLP
27	When and How to Execute Winning Placemaking Programs in Specialty Retail Centers	Vanessa Mendoza	Federal Realty Investment Trust
28	Navigating Retail Bankruptcies and Creditor Committees	Emilio Amendola Joseph McKeska	A&G Real Estate Partners, LLC A&G Real Estate Partners, LLC
29	Owning, Leasing and Investing in Small-Format Retail Centers	Christine Mastandrea	Whitestone REIT
30	The Emergence of Bookstores as Resilient Anchors in Specialty Retail Centers	Jason Stryker	Barnes & Noble