

Thursday, February 16, 2012

■ **Registration**
4:00 – 8:00 pm
Pre-Function Ballroom A

■ **Member Hosted Reception**
6:00 – 8:00 pm
Riverwalk

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Siegfried, Rivera, Lerner DeLaTorre & Sobel, P.A.
The Ferber Company, Inc.
The Sembler Company
The Shopping Center Group
Thorntons

Friday, February 17, 2012

■ **Registration**
7:30 am – 4:00 pm
Pre-Function Ballroom A

■ **Continental Breakfast**
8:00 – 8:30 am
Ballroom C

■ **Welcome, Program Overview and Government Relations Update**
8:30 – 9:00 am
Ballroom C

Speakers

DALE E. SCOTT, SCDP
*ICSC Florida State Director
Sr. Executive Vice President
SIKON Construction
Deerfield Beach, FL*

STEVEN J. STUEBS, P.E., CDP
*2012 ICSC West Florida Idea Exchange
Program Planning Committee Chair
President
AVID Group
Palm Harbor, FL*

KANE MORRIS-WEBSTER
*ICSC Florida Government Relations Chair
Retail and Land Specialist
Colliers International
Orlando, FL*

■ Roundtable Discussions

9:15 – 10:00 am

Ballroom C

1. Brandy McAdams, McAdams Construction - **Vacant Space Conditions-How to Prepare the Space for Leasing**
2. Stuart Makler, Tenants By Mail Inc. - **Tenants by Mail**
3. Tom Szarvas, CLW Retail Services Group - **Outparcels - Alternative Uses / Pricing / Supply**
4. Jim Michalak, Plaza Advisors - **Capital Markets/Investment Sales Trends (West Coast of FL) / REO Arena**
5. Drew Bauman, Energy Services Group of WLS - **TBD**
6. Dale E. Scott, SCDP, SIKON - **What's Happening to Construction Costs?**
7. Kane Morris-Webster, Colliers International - **Government Relations - What Does ICSC Do and How to Get Involved**
8. Steve Althof, Sembler Company - **Property Management and Leasing-cooperation brings results.**
9. Jon Moody, P.E., Thirsty Duck, LLC - **Storm Water Retention-How New Invention Cuts Land Costs By Up to 50%**
10. Paul Rutledge, Casto - **Leasing, Marketing and the Real Estate Game**
11. Cary Anderson, Regency Centers - **A Signed Lease in 30 days-Is It Still Possible?**
12. Rick Seyer, Oakmont Capital - **The Pylon Sign-Dream or Nightmare?**
13. Bob Zegota, CLW Real Estate Services Group - **Current Activity Regarding RE Legislation**
14. Garrett Williams, SRS Realty Partners - **Biggest Challenges in Tenant Representation**
15. Mark Snead, MTS Advisors, Inc. - **Mixed Use and Redevelopment from a Leasing Perspective**
16. Charlie Boscarino, RMC Property Group - **Changes in Leasing Requirements**
17. Paul Bores, Plaza Advisors - **Financial Analytics & Investment Underwriting**
18. Brian Bern, Franklin St Financial - **Lead Sharing Table-Bring your Cards and Recent Deals**
19. Bill Henry, E. William Henry, Phd. AIA - **New ADA Regulations**

■ Retail Report

10:15 – 10:45 am

Ballroom A

Speaker

JUSTIN GREIDER

ICSC Southern Division Next Generation Chair

Vice President – Director of Leasing

Crossman & Company

Orlando, FL

■ General Session:

Florida Retail: Discover The Opportunities

10:45 – 11:30 am

Ballroom A

Join a discussion of Top Retail Real Estate Leaders for National and Local market perspective on hot topics including Capital Markets, Development and Prospective Tenants.

Moderator

JOHN CROSSMAN

President

Crossman & Company

Orlando, FL

Speakers

DAVE CONN

Regional Director, SE Retail Services

CBRE

Tampa, FL

JON LEVY

Managing Partner

Redstone Investments

Tampa, FL

MITCHELL RICE

CEO

RMC Property Group, Inc.

Tampa, FL

ERIC ZIMMERMAN

Managing Director

Eastdil Secured

Atlanta, GA

■ Concurrent Session A:

Retailer Growth Plans for 2012 and Beyond

11:45 am – 12:30 pm

Meeting Rooms 7 – 9

Moderator

JASON SAMRENY

Vice President, Leasing

Kite Realty Group

Boca Raton, FL

Speakers

BRYAN COOK

ICSC Florida Retail Chair

Regional Director of Real Estate

CVS/Pharmacy

Woonsocket, RI

ALEX CZOPEK
Real Estate Manager
Wawa Inc.
Valrico, FL

JAKE HICKTON
Founder/Managing Partner
Burger Monger
Tampa, FL

PETER HOGAN
Regional VP, Director of Real Estate
Cato Fashions
Charlotte, NC

JIM SIMPSON
Vice President
Bealls Department Stores, Inc.
Bradenton, FL

■ **Concurrent Session B:**
The New Definition of Value
11:45 am – 12:30 pm
Meeting Rooms 10 – 12

What does “value” mean in the current real estate environment? How do you determine it, preserve it, protect it and increase it? A panel of experts from diverse disciplines will discuss this critical facet of commercial real estate and provide an insight into their vision and perspective.

Moderator

SETH LAYTON
Vice President Asset Management
The Sembler Company
St. Petersburg, FL

Speakers

ROSS COOPER
Vice President, Asset Management,
Acquisitions & Dispositions
Kimco Realty Corporation
Hollywood, FL

TOM HENKEN
Director of Design
Architecture Plus International
Tampa, FL

DAVE MCNULTY
Vice President Commercial ORE SE Region
Wells Fargo
Jacksonville, FL

JIM MICHALAK
Managing Partner
Plaza Advisors, Inc.
Tampa, FL

■ **Lunch Served**
12:30 – 1:00pm
Ballroom C

■ **General Session**
1:00 – 1:45 pm
Ballroom C

Keynote Speaker

KIERNAN “KC” CONWAY, CRE, MAI , CRE
Executive Managing Director, Real Estate Analytics
Valuation & Advisory Services
Colliers International
Atlanta, GA

A third-generation MAI and Counselor of Real Estate residing in Atlanta, GA. He grew up in Colorado in a developer family and has worked with such companies as Deloitte & Touche, Equitable, the Federal Reserve, Prudential, the former SouthTrust Bank, Wachovia and Wells Fargo. He joined Colliers at the end of 2010 after 5 years with the Federal Reserve and 20 years of private industry experience as an appraiser, underwriter, lender, credit officer and economist. He produces an array of weekly and quarterly market analytics products and reports for Colliers professionals and their clients covering all property types and 180 US markets.

■ **Deal Making**
2:00 – 4:00 pm
Ballroom B

This is your chance to network and conduct business with retailers, brokers, developers, owners, lenders, suppliers and city, municipality and economic development agencies!

■ **Meeting Adjourns**
4:00 pm

Program Planning Committee

STEVEN J. STUEBS, P.E., CDP, ICSC 2012 West Florida Idea Exchange Program Planning Committee Chair, AVID Group

JUSTIN GREIDER, ICSC Southern Division Next Generation Chair, Crossman & Company

DALE E. SCOTT, SCDP, ICSC Florida State Director, SIKON Construction Corp.

KANE MORRIS-WEBSTER, ICSC Florida Government Relations Chair, Colliers International

DEBRA SINKLE-KLOSKY, ICSC Florida Alliance Private Sector Chair, Redevco Corporation

LYNN DEHLINGER, ICSC Florida Alliance Public Sector Chair, City of Holly Hill

ROBERT M. BRESLAU, SCLS, ICSC Florida Operations Chair, Stiles

BRYAN C. COOK, ICSC Florida Retail Chair, CVS/Caremark

KATHERINE RIDGWAY, ICSC Florida Next Generation Chair, CB Richard Ellis Worldwide

CARY ANDERSON, Regency Centers

STANTON ENGLANDER, Insite Real Estate, Inc.

BRITTA ERIKSSON, Leaseconomics

TRACY HARRISON, Crossman & Company

TERESA HOFFMAN, HAI Architects

RYAN JOYCE, Kite Realty Group

SETH LAYTON, The Sembler Company

GEORGE MCBEE, GMM Consulting, LLC

LISA MCCAFFREY, Colliers International

JIM MICHALAK, Plaza Advisors

LONNIE PETERSON, SCDP, Cuhaci & Peterson Architects

JOHN SABOW, Primerica Group One

TED STARKEY, Wells Fargo

TOM SZARVAS, CLW Real Estate Services Group

RJ WALKER, Hawkins Construction

Deal Making Directory

ABC Fine Wine & Spirits

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Aldi

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Table: 3

Bealls Outlet

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Capital Pacific

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Casto Southeast Realty Services, LLC

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Table: 7

Cato Corporation

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Table: 8

Colliers International Tampa Bay

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CVS/Pharmacy

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Table: 10

Dollar General Corporation

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Equity, Inc.

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Firehouse Restaurant Group

3400-8 Kuri Road
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Table: 14

Forness Properties, LLC

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Franklin Street

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Genghis Grill - The Mongolian Stir Fry

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Great Clips

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Little Caesars
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Tailwinds Development, LLC

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Table: 37**Tenants by Mail, Inc.**

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Table: 38**Pinellas County**

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Table: 39**Avison Young**

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Table: 40**The Learning Experience**

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Table: 41**The Wendy's Company**

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Table: 42**This Retail Bus Tour**

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Table: 43**Tijuana Flats Burrito Co.**

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Table: 44**Verizon Wireless Retailer,
Cellular Sales**

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Table: 45**Wawa, Inc.**

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Duke, Brian Pomykacz, Bill Sitiva,
Greg Harvey
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Table: 46**WLS Lighting Systems**

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Bronstad
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