

ideaexchange®



directory

ICSC West Florida

Grand Hyatt Tampa Bay

Tampa, FL

February 25 – 26, 2010



ICSC 2010 West Florida

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Program Directory

thursday
February 25

● ICSC Golf Tournament

12:00 noon – 5:00 pm
Westchase Golf Course
11602 Westchase Golf Drive
Tampa, FL



● Registration

12:00 noon – 7:00 pm
Tower Pool Windows

● Member-Sponsored Opening Reception

6:30 – 8:30 pm
Audobon Ballroom

Opening Reception Sponsored By:

Silver Sponsor



Bronze Sponsors



friday
February 26

● Registration

7:00 am – 6:00 pm
Tower Pool Windows

● Continental Breakfast

8:00 – 9:00 am
Audobon Pavillion

● Welcome and Opening Remarks

8:45 – 9:00 am
Audobon Ballroom ABC



GARY RALSTON, SCLS, CCIM, CRE
ICSC 2010 West Florida Idea Exchange
Program Planning Committee Co-Chair
Florida Retail Development LLC
Maitland, FL



DALE SCOTT, CDP
ICSC 2010 West Florida Idea Exchange
Program Planning Committee Co-Chair
SIKON Construction Corp.
Deerfield Beach, FL

● Roundtable Discussion

9:00 – 10:00 am
Audobon Ballroom ABC

Discussion Topics (See chart below for more details):

- Distressed Assets: What You Should Know When Buying Distressed Assets and Loans
- The CMBS Market: Where Are We Now and Where Are We Going?
- How to Qualify Mom and Pop Tenants
- Asset Management in the New Reality
- Shopping Center Sales: Where Are the Deals and What's the Pricing?
- Legal Strategies for Tenant Retention
- How to Effectively Contest Your Property Taxes
- Closing the Deal; Getting to "Yes" Despite the Economy
- How to Sell Your Asset in Today's Economy
- Getting More Involved in Your Industry Organizations – How and Why?
- Regulatory Changes that will Effect Development
- Technology Tools for Leasing
- Finding Tenants Where None Exist
- Designing new or retrofitting Shopping Centers that work in today's economy
- Social Networking in the Market Place
- Increased cash flow: combining stimulus bill provisions with accelerated depreciation
- Retail Lease Negotiations: Hot Buttons and How to Deal with Them in the Current Economic Environment

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- **Retail Report**
10:00 – 10:15 am
Audobon Ballroom ABC

SPEAKER



JUSTIN M. GREIDER
*ICSC Florida Next Generation Chair
Crossman and Compay
Tampa, FL*

- **General Session**
10:15 am – 11:15 noon
Audobon Ballroom ABC

Dealing With the Credit Crisis Panel Discussion

Noted commercial finance experts discuss the current commercial real estate credit situation and provide insights on what to expect as we move forward in 2010.

MODERATOR



LEE E. ARNOLD, JR. CCIM, CRE
*Chairman of the Board & CEO
Colliers Arnold Commercial Real Estate Services
Clearwater, FL*

PANELISTS



K.C. CONWAY, MAI, CRE
*Senior Real Estate Specialist, Supervision and Regulation
Federal Reserve Bank of Atlanta
Atlanta, GA*

GARY DINKA

*Director - Mortgage Production
MetLife Real Estate Investments
Tampa, FL*

TED STARKEY

*Office Manager
Wells Fargo Real Estate Banking Group
Tampa, FL*

- **Networking Break**
11:15 – 11:30 am
Audobon Foyer

- **Concurrent Sessions**
11:30 am – 12:15 pm

A: Retailers—The Active Players for 2010 **Audobon Ballroom DEF**

Regardless of how 2009 played out on the sales front, retailers and the commercial real estate industry are expecting a more robust 2010. Join us to meet active retailers in the bay area and the state of Florida. Our panel of retailers will tell us where they need to be located, the sites that work for them, and let us in on their expansion plans for 2010!

MODERATORS

STANTON ENGLANDER
*Insite Real Estate, Inc.
St. Petersburg, FL*

AMY BERRIOS-ORTIZ
*The Shopping Center Group
Tampa, FL*

RETAILERS:

ROB COPELAND
*Director of Real Estate, East
Harbor Freight
Lake Mary, FL*

LAURA FOSTER
*Real Estate Manager - Florida
Advance Auto Parts
Winter Garden, FL*

KEVIN GROMOSAIK
*Real Estate Manager, Southern FL
Dollar General
Boca Raton, FL*

DEAN J. KOUTROUMANIS
*Real Estate Manager
Family Dollar
Charlotte, NC*

NATE MINNIS
*Real Estate Manager
Jimmy John's Gourmet Sandwiches
Champaign, IL*

BOB SAMPSON
*Regional Director Real Estate
CVS Caremark Realty Co.
Largo, FL*

KRIS SAAM MCDONALD
*Regional VP Real Estate
JPMorgan Chase | Retail Real Estate
Tampa, FL*

B: Social Media in the Real (Estate) World **Audobon Ballroom BC**

An in-depth look at how social media sites and apps are being used to gain exposure and ultimately get deals done. The panelists will discuss some of the latest trends in Facebook, Twitter, Flickr, and real estate specific sites including eadsCommunity.com. Tips and best practices will be offered to help all skill levels. Whether you have no idea what this panel is about, or if you've already tweeted about the expert panelist lineup, this is sure to be a beneficial and enjoyable session.

PANELISTS:



ANDREW GREGORY
*President
eMedia concepts*

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KEVIN HOURIGAN
President and CEO
Bayshore Solutions



HUE CHEN
Founder
Leadscommunity.com

C: Get Up to Speed: Investing in Transit Oriented Development Audobon Ballroom A



The Alliance Program is a special ICSC initiative that provides forums for the public and private sectors to network, share ideas, discuss industry issues and explore retail development opportunities.

This interactive panel will address the benefits of development surrounding transit, including issues such as economic impact on a business, funding assistance for development projects surrounding transit, designing successful projects related to transit and more. A question and answer session will follow the panel discussion.

MODERATOR



DAVID B. SINGER
Holland & Knight LLP
Tampa, FL

PANELISTS



WILLIAM OWEN
Founder
Real Estate Research Consultants, Inc.



ED D'AVI
Managing Director, Southeast Regional Office
Alliance Project Advisors



MARTIN BLACK
Kimley-Horn and Associates, Inc.
Sarasota, FL

- Luncheon & Outlook
for Retail Real Estate
12:15 – 1:45 pm
Audobon Pavillion

- Keynote Address
1:45 – 2:15 pm
Audobon Pavillion

What Makes Today's Retail Customer Tick?

Understanding the consumer is the key to understanding the needs of retail tenants.



SPEAKER
C. BRITT BEEMER
Chairman
America's Research Group Ltd.
Charleston, SC

Britt Beemer is America's foremost expert on consumers. Recognized nationally as a premier marketing strategist, Britt Beemer has gained wide acclaim for his work on how, when and why consumers select their products and services. His client list represents America's top retailers, leading brands and smaller entrepreneurial companies which need marketing direction and long term strategic planning.

- Meet the Retailer/Deal Making
Tabletop Exhibit
2:30 – 4:30 pm
Audobon Ballroom ABC

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
4:30 pm

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Program Planning Committee

GARY RALSTON, SCLS, CCIM, CRE, ICSC 2010 West Florida Idea Exchange Program Planning Committee Chair, Florida Retail Development LLC

SETH B. LAYTON, ICSC 2011 West Florida Idea Exchange Program Planning Committee Chair, The Sembler Company

DALE SCOTT, CDP, ICSC Florida State Director, SIKON Construction Corp

OSCAR R. RIVERA, Esq., ICSC Florida Government Relations Committee Chair, Siegfried, Rivera, Lerner DeLaTorre and Sobel, P.A.

DREW NEWSOM, ICSC Florida Alliance Private Sector Co-Chair, Black Acre Group

NEIL FRITZ, ICSC Florida Alliance Public Sector Co-Chair, City of Hollywood, CRA

LINDA CARRICK-WARFIELD, SCLS, SCMD, SCSM, ICSC Florida State Operations Chair

DANIEL DEPACE, ICSC Florida Retail Chair, Office Depot

JUSTIN GREIDER, ICSC Florida Next Generation Chair, Crossman and Company

KEN ADAMS, 3rd Works, LLC

CARY ANDERSON, Regency Centers

LEE ARNOLD, Colliers Arnold

AMY BERRIOS-ORTIZ, The Shopping Center Group

CHARLIE BOSCARINO, Century Retail

STEVE COHN, CFA, Bank of America

PAUL DESCHAMPS, CB Richard Ellis

STANTON ENGLANDER, Insite Real Estate Inc.

STACEY GILHAM, Madison Marquette

DALE HAFELE, North American Properties

REBECCA HALLUM, The Shopping Center Group

SUE HASKEL, Haskel Realty Group, Inc.

RYAN JOYCE, Kite Realty Group

GEORGE MCBEE, Tailwinds Development, LLC

PAUL RUTLEDGE, SCLS, SCSM, Casto Southeast

BOB SAMPSON, CVS/Caremark

TED STARKEY, Wachovia – Wells Fargo

STEVEN STUEBS, AVID Group



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Roundtable Schedule

Table #	Moderator	Company	Topic
1	Paul Deschamps	CBRE	Distressed Assets: What you Should Know When Buying Distressed Assets and Loans
2	Chris Haynes	B of A	The CMBS Market: Where are we now and Where are we going?
3	Ryan Joyce	Kite Realty	How to Qualify Mom and Pop Tenants
4	Seth Layton	The Sembler Company	Asset Management in the New Reality
5	Brad Peterson	HFF	Shopping Center Sales: where are deals and what's the pricing?
6	David Singer	Holland and Knight	Legal Strategies for Tenant Retention
7	John Heatley	Marvin Poer and Company	How to Effectively Contest Your Property Taxes
8	Steve Althoff	The Sembler Company	Closing the Deal; Getting to "Yes" despite the economy
9	Jim Michalak	Plaza Advisors	How to sell your asset in today's market
10	Dale Scott	SIKON	Getting More Involved In Your Industry Organizations - How & Why
11	Steve Steubs	AVID Engineering	Regulatory changes that will effect development
12	Gary Ralston	FL Retail Development	Technology Tools for Leasing
13	John Crossman	Crossman and Company	Finding Tenants where none exist
14	Lonnie Peterson	Cuhaci and Peterson	Designing new or retrofitting Shopping Centers that work in today's economy
15	Andrew Gregory	eMedia Concepts	Social networking in the market place
16	Robert Campbell	Cost Segregation Services	Increased cash flow: combining stimulus bill provisions with accelerated depreciation
17	Tirso Carreja	Fowler White Boggs	Retail Lease Negotiations: Hot Buttons and How to Deal with Them in the Current Economic Environment

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Speaker Biographies

● **LEE E. ARNOLD, Jr.** CCIM, CRE is the Founder, Chairman of the Board and CEO of the Arnold Companies consortium of private companies including: Colliers Arnold, LA. Financial, and Clearwater Bay Associates. Collectively, these companies provide commercial and investment brokerage, property management, valuation, development, and capital market services. www.colliersarnold.com. Mr. Arnold's thirty-five years of real estate experience have centered around his specialization in large, one-of-a-kind marketing assignments with an emphasis on problem properties. Mr. Arnold's development and investment activities have been conducted under various partnerships and corporations. Development projects have ranged from a 2,300 acre Development of Regional Impact (DRI) in New Tampa to five star mobile home parks, office buildings, shopping centers, self storage facilities, free standing retail developments, multi-family projects, and industrial/office parks. Mr. Arnold actively establishes and manages numerous joint ventures including syndications in real estate, technology, and banking. Mr. Arnold is an active first round investor in a variety of investment sectors. Mr. Arnold is a Founding Director of American Momentum Bank representing the largest financial institutional capitalization in Florida's history, exceeding \$100 million. www.amomentumbank.com. Mr. Arnold is a Principal and Director of: Bayshore Solutions, an award winning interactive web marketing firm. www.bayshoreresolutions.com. Fairwarning a software security company. www.fairwarningaudit.com. Colliers International: Colliers Arnold is the Florida Partner of Colliers International with 281 offices in 65 countries. Mr. Arnold served on the Colliers International Board from 1997 to 2007, he has also served as Chair of Colliers International Strategic Planning, Information Technology, and was the Southeastern Regional Founding Director. www.colliers.com. Affiliations: Member - Board of Trustees for University of South Florida, a Research One Institution. Mr. Arnold currently serves as Chair of Academic and Campus Environment work group, Chair of Strategic Planning, and member of the Executive/Audit/Finance Committee. www.usf.edu. Resident Member - The Florida Council of 100, a gubernatorial appointment. Mr. Arnold also served as Chair of 100 Water Task Force, Member of the Governor's Task Force on Hurricane Recovery, and on Governor Bush's Insurance Reform Committee. Past Chair/Positions: Tampa Bay Partnership, Tampa Bay Partnership Pinellas, Clearwater Chamber of Commerce, Clearwater Rotary, Tampa Bay Commercial Brokers, Realtors National Marketing Institute Public Affairs.

● **C. BRITT BEEMER** is Chairman of America's Research Group, Ltd. (ARG). Britt Beemer holds a BA from Northwest Missouri State University and has a MA from Indiana State University. He worked for Congressman Bill Scherle (R-IA) from 1966-1974. After his work with Congressman Scherle, he was a senior research analyst for the Heritage Foundation. He then began to manage and conduct fourteen senatorial campaigns, which included exacting research and demanding strategic planning. In 1979, Beemer founded America's Research Group, a full-service consumer behavior research and strategic marketing firm. Recognized nationally as a premier marketing strategist, Britt Beemer has gained wide acclaim for his work on how, when and why consumers select their products and services. His client list represents America's top retailers, leading brands and smaller entrepreneurial companies which need marketing direction and long term strategic planning. Beemer has spoken on numerous programs for major industry and trade groups and continues to lecture in seminars and workshops. America's Research Group conducts annual client conferences designed to update clients on emerging consumer trends. His knowledge of consumer preferences increases monthly as ARG conducts thousands of new interviews. His work has been cited in the media including *The Wall Street Journal*, *The New York Times*, *Investor's Business Daily*, *CNN*, *Fox News*, *Fox Business News*, and many others. He is the author of *Predatory Marketing*, a book on strategic marketing. His second book, *It Takes A Prophet To Make A Profit*, is about emerging trends of the millennium. *The Customer Rules*, out September, 2008, details how customer focused businesses win. Britt Beemer's expertise covers each phase of survey research including questionnaire design, sample construction, and data analysis, but especially interpretation. He serves as the senior director of research at America's Research Group, where he personally reviews all research and prepares and presents each strategic marketing plan.

● **MARTIN P. BLACK** (Marty) - With more than 26 years of public and private sector experience, Mr. Black's expertise is in local, state and federal governmental affairs, community development, comprehensive and urban planning, municipal finance, strategic planning and visioning, facilitation and leadership training, redevelopment, land use dispute resolution, environmental and ethics compliance, and privatization of governmental services. Nationally certified as an expert in land use planning and public administration, Mr. Black has provided expert testimony on a variety of planning and zoning cases. Private sector experience includes entitlement and advocacy representation on complex residential and commercial development in the southeast. Mr.

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Black is currently registered with the World Bank's Carbon Finance Unit to serve as an advisor on sustainable community practices and climate change. Mr. Black currently serves as an advisor to the State Recreational Trails Program, as alternate to the Florida Greenways and Trails Council, as a board member for Venice Area Beautification, Inc., served on the University of South Florida Institute for Public Policy and Leadership Board of Advisors, was named one of the five finalists for Florida city manager of the year in 2006 and 2007, serves on the Habitat for Humanity South Sarasota County Board of Directors, and received the 2007 American Society of Public Administrator's Picot B. Floyd Award for Public Service Leadership. He serves local Boy Scout groups as a merit badge counselor, assistant scout master and is a member of scouting's honor society, the Order of the Arrow.

● **HUE CHEN** graduated from University of Florida and started in the industry in the year 2000 doing 3rd partying leasing with Terranova Corp in Miami, FL. In 2004 Hue accepted a position with Woolbright Development overseeing leasing in Miami-Dade. In late 2008 in the trough of the recession, he started a Lead Sharing group with 25 of his friends in the industry. After successfully sharing hundreds of leasing and getting tremendous interest from other brokers to join the program Hue started www.LeadsCommunity.com which was designed to be able to facilitate lead sharing throughout the country as well as offer the industry a "Wikipedia-esque" tool to find any information they were looking for.

● **KIERNAN CONWAY**, MAI, CRE – "KC" – is CRE Risk Specialty Officer to the NY FRB, and CRE Subject Matter Expert to the Atlanta FRB. KC joined the Federal Reserve System in 2005 following 20 years of private sector experience. On November 1, 2005, he joined the Atlanta FRB as their CRE Subject Matter Expert; and in October 2009 he was added to the NY FRB credit risk team as the CRE Risk Specialty Officer. He has 25-years real estate industry experience that spans appraisal, lending, equity investment, litigation-support, portfolio management and bank regulatory compliance. In 2007, KC was the recipient of the Appraisal Institute's *Presidential Recognition Award* for his "outstanding professional accomplishments within the valuation profession;" and in 2009 he was the recipient of a "Key Player" award for supporting the Atlanta FRB's Department of Supervision & Regulation. In June of 2007, KC, was invited to provide Chairman Bernanke and the Board of Governors with a special real estate and state-of- housing briefing. Since joining the Atlanta FRB in 2005, KC has developed several real estate analytic tools for examiners, including *R-REMS* (residential real estate market spotlights on 80 MSAs across the US), *C-REMS* (commercial real estate market spotlights for income producing properties like apartments and shopping

centers on 120 MSAs across the US), a quarterly *Cap Rate Update* (details Cap Rate trends and information for CRE across the US and by region and MSA), and a *Public Home Builder Spotlight*. He commenced his career in real estate as an appraiser. After earning his MAI designation in 1989 as a fee appraiser for Cushman & Wakefield and the former Equitable Real Estate, he pursued workout, portfolio management and investment experience with such companies as Deloitte & Touche, Wells Fargo Bank and Prudential. In 1997, KC joined SouthTrust as their Director of Underwriting to start a commercial real estate conduit. In 1999, SouthTrust promoted KC to Sr. VP and National Director of Real Estate Market Analysis in which he developed a proprietary system to monitor, risk rate and manage a \$10+ billion real estate portfolio spread across 28 states in the Mid-Atlantic, Southeast & Southwest US. In 2005, he joined the Atlanta Federal Reserve System, and in March 2009 he was awarded the prestigious CRE (Counselor of Real Estate) designation.

● **EDWARD S. D'AVI**, AIA, NCARB is responsible for the Southeast Region's growth and development of Alliance Project Advisors (APA). Recently, he has been consulting for Agility Logistics involving Dining Facilities for the U. S. Government (\$300 MM) in Kuwait, POV Storage Facilities (125 MM), a self-sustaining camp for 10,000 people (\$X0 MM) in Pakistan, a remote Construction Camp in Alberta, CA for 2,000 people, The Children Life Project (TCLP), and Disney Food and Beverage Supply Chain Program for CONUS. Alliance provides professional services on construction and other consulting projects. APA's services include; proposals and new business development, project and program management, staff augmentation, financial analysis, entitlement review and advisement, value engineering, contractor and architect selection, vendor coordination, FF&E management, move management, expert testimony, construction administration, and other client advisory services. Assignment durations usually run between a month to five (5) years. Mr. d'Avi has a Master of Building Construction (in Construction Management with Honors) and a Bachelor of Architecture (5-year with High Honors) degree from the University of Florida. Mr. d'Avi is a Registered Architect in Florida. He is also registered with the National Council of Architectural Registration Boards (NCARB) and holds an ASHE – Healthcare Construction Certificate. He had served on the Board for the Florida Association of the American Institute of Architects (FA/AIA) several times since 1982. Mr. d'Avi has been honored as a member of the Gargoyle Honor Society at the University of Florida, Tau Sigma Delta National Honor Society, and has appeared in Who's Who in Interior Design and Who's Who in the South and Southwest. Mr. d'Avi is active in Leadership Orlando, the Central Florida Planning Group, homeless Ministries and many other community activities.

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● **STANTON ENGLANDER** is President and Founder of Insite Real Estate, Inc. Stanton R. Englander has been in the commercial real estate business for over 25 years with most of those years specializing in retail real estate. Englander has designed and implemented numerous successful retail expansions throughout Florida's West Coast including those for Starbucks Coffee Company, Alltel Communications and Washington Mutual. Englander has been credited with opening over 85 Starbucks and 65 Washington Mutual locations. He was awarded the distinction by Starbucks of broker of the year in 2004 and 2005. Widely recognized for his knowledge of the Tampa Market, Englander is often called upon for site acquisition and leasing of shopping center projects throughout the region. Prior to founding Insite Real Estate, Inc., Englander served as Director of Real Estate for Divaris Real Estate. As Director, Englander supervised the leasing and redevelopment of over 1 million square feet of existing retail space in addition, to creating a tenant representation program. As director of leasing for Paragon Group/Insignia-ESG, he supervised the leasing of over 3 million s.f. of retail throughout the southeast. Currently Englander is a long standing member of International Council of Shopping Centers, the Clearwater and Tampa Chamber of Commerce, and the Advisory Board of the Downtown Clearwater Partnership.

● **LAURA FOSTER** joined Advance Auto Parts in January 2010 as Real Estate Manager responsible for Florida. She is tasked with new store growth along with store portfolio management. Advance Auto Parts growth strategy in Florida is to open approximately 10 new stores a year. Over the last 18 years, Ms. Foster was the Real Estate Manager with 7-Eleven, Inc. where her duties included site selection, site planning, negotiation for new store growth, property management, business conversion franchising and eminent domain. Ms. Foster has an MBA degree from Central Michigan University and a BS degree from the University of Maryland.

● **ANDREW GREGORY's** 19 year career in digital media began at the beginning of the digital media explosion. At the age of 22 he was a partner of a small advertising agency, Gregory & Wahl, Ltd. The very intense beginnings as the production manager helped mold his knowledge of media production from the ground up. His path has led him through all aspects of the digital media boom. His love for the ever changing environment of digital workflow processes has led him to the rich media/video publishing movement. Mr. Gregory started eMedia Concepts after leading the digital media services sales/development team providing an entire suite of video publishing (IPTV, Social Networking, Video On Demand) solutions at Onstream Media. His perspective on

the convergence of media over the years has afforded him the opportunity work with all levels of international organizations. Those include: Discovery Education, AOL, PBS, Rodale Publishing, Glaxo SmithKlien, First Union (Wachovia), Ryder Transportation, Lyrick Studios (Barney), Tyson Foods, Scripps Howard (HGTV), The Weather Channel, PBS, Verizon, JC Penney, Sea World, Sam's Club, Stars & Stripes, Impremedia, Bonnier Corporation, Sun Microsystems and Cisco.

● **KEVIN HOURIGAN** - An adept entrepreneur starting with a technology background building custom-computers, servers, networking and online retailing enterprises in the 1990s, Kevin Hourigan has led his web design and web development firm through the brink of the dot-com meltdown in early 2000's to today's high-energy, high-performance digital marketing agency known today as Bayshore Solutions. By continually applying lessons and successes in Website Design, Web Development, Search Engine Optimization, Social Media and Interactive- Marketing to the business dynamics and opportunities of today, Kevin has piloted Bayshore Solutions to earn an impressive roster of victorious clients whose own companies have grown significantly through their online initiatives. Complimenting Bayshore Solutions and their customers growth, Kevin and the team at Bayshore Solutions have earned significant national acclaim including: 28 Web Design and Marketing Effectiveness Awards in 2009, The 2008 US Chamber of Commerce's Southeast Regional Business of the Year, B2B Magazine's Top 20 US Interactive Agency list for 5 years, Advertising Age Magazine's only Florida firm named an Top Interactive Agency for the last 7 years in a row, and INC 5000 Firm three years in a row. A sought-after technology and marketing advisor to organizations, Kevin Hourigan has shared case-stories and interactive growth strategies for businesses at a variety of conferences from the Tampa Bay Business Journal's Power Breakfast to the US Chamber of Commerce's Small Business Summit in Washington D.C.

● **KRIS MCDONALD** is Regional Vice President, JP Morgan Chase, West and Central Florida & Georgia. Kris joined the Bank in August, 2009 as the Market Director of Real Estate for the Tampa Area and was promoted in December, 2009 to Regional Vice President handling all of West and Central Florida and the Georgia Markets. Prior to joining the Bank, Kris spent 9 years with Walgreens - the earlier 2 of those years as a Senior Real Estate Attorney and the remaining 7 of those years as a real estate manager in various markets including Georgia, South Carolina and the 5 New York Boroughs. Kris has a law degree from DePaul College of Law and is a Certified Commercial Investment Manager.

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● **WILLIAM H. OWEN** is Founder of Real Estate Research Consultants in Orlando, Florida. He came to Orlando in 1980 to prepare the City's first Growth Management Plan. He helped develop the first tax-increment financing plan for public improvements to Downtown Orlando, including streetscape, parking garages, Orlando Centroplex, and the LYNX Inter-Modal transit center. Mr. Owen has undertaken market studies, redevelopment planning strategies, public financing plans, and creative marketing efforts for some of Florida's most dynamic mixed-use projects and downtown areas. Mr. Owen's bold approach to real estate consulting has led to innovative programs for stimulating downtown residential development, as well as strategies for maximizing the real estate assets of the Greater Orlando Aviation Authority. Mr. Owen counseled the City of Orlando regarding redevelopment and marketing of the Orlando Naval Training Center property, which has now been transformed into the award-winning community of Baldwin Park. RERC is well regarded for its services to local government, including CRA planning, tax increment financing, defining special assessment district methodologies, preparing utility rate studies, special purpose bond underwriting, structuring public-private partnerships, and analyzing fiscal and economic impacts associated with major capital projects, land use amendments, and annexations. Mr. Owen and RERC have become synonymous with creativity, credibility, honesty, and integrity in the Florida real estate planning community. Mr. Owen has been a licensed real estate broker and a designated Counselor of Real Estate (CRE) since 1988. He graduated from Leadership Florida Class 7 in 1989. He attended Georgia Tech and Emory University Business School.

● **DALE E. SCOTT**, CDP, has over 40 years of experience in construction and real estate. As Sr. Executive Vice President of SIKON Construction Corporation his responsibilities include directing the company's Pre-Construction Service Department and Business Development. Educated in Business Administration at Kansas University, Mr. Scott is active in many industry organizations including ICSC, ULI, NAIOP, AGC and ABC. He served as Chairman of ISCS/MRA's Joint Task Force on the International Building and Fire Codes, which was successful in having industry favorable language written into the code. Dale is a past chairman of the CenterBuild Conference, which is ICSC's annual conference for the design and construction segment of retail development and currently serves on the CenterBuild Advisory Council. Mr. Scott has received the CenterBuild MVP for his service to that industry organization. He was the 2000 Chairman of ICSC's Florida Conference and currently serves on that conference planning committee. This annual conference is the third largest real estate conference in the world. He was also the Chairman of the planning committee for the 2007 West Florida Idea Exchange. Along with being a past co-

chair of the Central Florida Planning Committee he also serves on the Central Florida ICSC Alliance Committee and is an active participant in ICSC's Government Relations efforts. He has been appointed as the ICSC Florida State Director for 2009/2010. Dale is an active member of the Governing Committee which is charged with developing ICSC's Professional Designation, CDP (Certified Development, Design and Construction Professional). Mr. Scott is a recipient of ICSC's Trustees Distinguished Services Award. In the fifty plus year history of the 75,000 member international organization, this honor has only been presented eighty times. He is a 2004 inductee into the Retail Construction Hall of Fame, and is listed as an Honored Member of the Continental Who's Who in Commercial Real Estate. Mr. Scott has published numerous articles and speaks frequently at many industry conferences. He also served on the NACORE Institute faculty and has been a guest lecturer at the university level along with being a contributor to the annual Florida Regional Overview Report.

● **DAVID B. SINGER** is a member of the Real Estate Group and focuses his practice on land use and zoning issues. He assists clients in navigating the complexities of securing the necessary government approvals for their projects at the federal, state, and local levels. Mr. Singer counsels clients in the health care, energy, transportation, residential and retail industries. By undertaking an analysis of his clients' present situation, needs, and objectives, he helps develop and implement strategies to pursue efficient and effective public approvals. Mr. Singer acts as an advisor from the very beginning of the development stage of a project, helping clients avoid potential hurdles during the course of the approval process. Mr. Singer's recent projects include:

- Assisting a multi-national energy corporation in obtaining rezoning approval, variances from local zoning laws, conditional use permit approvals, and state environmental permits for the construction of a waste-to-energy facility.
- Assisting a multi-state health care system in obtaining rezoning approval for a community hospital, including coordinating a team of consultants, engineers, and planners.
- Assisting a power company in resolving a dispute regarding the siting and routing of high-powered transmission lines.
- Assisting a residential development group in amending a comprehensive plan and siting a new multi-residential community, including coordinating a team of planners and engineers.
- Working with an international mining company to assist with the siting and permitting of a new quarry.

Mr. Singer works with corporations across the country to ensure compliance with local regulations and customs, and coordinates project teams that give projects their best chance at success. He undertakes representation of corporations in front of local, state, and federal bodies, and works with clients to ensure compliance with applicable laws and regulations.

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Table-Top Deal Making Directory

#	Company	Contact Name	Telephone	Fax	Address
1	7- Eleven Inc.	RoseAnn Hammock	+1 727 446 0711 x111	+1 727 441 4942	1727 Drew Street Clearwater, FL 33755
2	ABC Fine Wine + Spirits	Chris Quarles	+1 407 851 0000 x2514	+1 407.857.0469	PO Box 593688 Orlando, FL 32859
3	Ad Vice Inc.	Daniel Aiken	+1 804 730 0503	+1 804 746 5200	6400 Mechanicsville Turnpike Mechanicsville, VA 23111
4	Advance Auto Parts	Laura Foster	+1 407 754 7016		14213 Hampshire Bay Circle Winter Garden, FL 34787
5	Aerial Photography Anywhere!	Russ Otto	+1 440 724 1214		5623 B N. Greenway Ct, Cleveland, OH, 44143
6	Aldi	Terri Kamanaroff	+1 863 353 4919 x1115	+1 863 353 4939	2651 State Road 17 South Haines City, FL 33844
7	Beall's Department Stores	Britta Eriksson	+1 941 744 4638	+1 941 747 9435	1806 38th Avenue East Bradenton, FL 34208
8	Boos Development Group, Inc.	Robert D. Boos	+1 727 669 2900	+1 727 669 2915	2651 McCormick Drive Clearwater, FL 33759
9	Burger King	Alan Corwith	+1 863 638 4900	+1 863 368 4704	1380 N. Crooked Lake Drive Babson Park, FL 33827
10	Campbell Real Estate	Colin Campbell, Jr., CSM	+1 813 661 0500	+1 813 661 0504	2608 Sablewood Drive Valrico, FL 33596
11	Capital Pacific	John Andreini	+ 1 415 274 2715	+1 274 2710	255 California St., Suite 400 San Francisco, CA, 94111
12	Cato Fashions / It's Fashion Metro	Peter Hogan	+1 704 551 7687	+1 704 551 7594	P.O. Box 34216 Charlotte, NC 28234
13	Colliers Arnold	Elizabeth Cross	+1 727 204 8771	+1 813 224 9403	4350 W. Cypress St., Ste #300 Tampa, FL 33607
14	CVS Caremark	Karen Fagnant	+1 (401) 770-5521	+1 401 770-2106	1 CVS Drive Woonsocket, RI 02895
15	Dunkin Donuts	Michael Morin	+1 407 808 6244	+1 781 737 4773	1213 Saint Albans Hoop Henshrow, FL 32746
16	Duro-Last Roofing, Inc.	Lacy Bauer	+1 800 248 0280	+1 800 432 9331	525 Morley Saginaw, MI 48601
17	EarthBalance	Christine Borowski	+1 941 426 7878	+1 941 426 8778	2579 N. Toledo Blade Blvd. North Port, FL 34289

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#	Company	Contact Name	Telephone	Fax	Address
18	Equity One Inc.	Diana Albarran	+1 305 947 1664 x265	+1 305 947 1734	1600 NE Miami Gardens Drive N. Miami Beach, FL 33179
19	Family Dollar Stores	Sharon Furlong	+704.814.3267	+1 704 844 1570	13810 Springer Lane Tampa, FL 33625
20	Firehouse Subs	Richard Taylor	+1 904 913 8436	+1 727 836 9772	1538 El Pardo Drive Trinity, FL 34655
21	First Watch Restaurants	Michael Pacini	+1 941 377 9708		3876 Royal Hammock Blvd. Sarasota, FL 34240
22	Florida Retail Partners Inc.	Sandia Wasserman	+1 813 251 3333	+1 813 251 3334	2202 S. MacDill Avenue Tampa, FL 33629
23	Great Clips, Inc.	Douglas Pemberton	+1 803 396 2761	+1 803 396 2762	1112 W. Arrowlake Ct. Fort Mill, SC 29707
24	Gulf Coast Commercial	Scott Dobbins	+1 727 823 1605	+1 727 897 9579	2552 22nd Avenue North St. Petersburg, FL 33713
25	Hays Companies of Florida	David McBride	+1 954 759 2901	+1 954 475 2120	1000 S. Pine Island Road, Suite 225 Plantation, FL 3324
26	Hibbett Sports	Tamara Shugrue	+1 205 942 4292 x7124	+1 205 912 7279	451 Industrial Lane Birmingham, AL 35211
27	Insite Real Estate	Stanton Englander	+1 727 445 9331	+1 727 445 9225	704 Pinellas St. Clearwater FL 33756
28	Katz + Associates	Martin Hennessy	+1 561 361 7232	+1 561 361 7276	2000 Glades Road, Suite 206 Boca Raton, FL 33431
29	LandQwest Commercial	John Mounce	+1 239 333 4365	+1 239 275 4699	12800 University Drive, Suite 150 Fort Myers, FL 33907
30	Michael Collard Properties, Inc.	Drew Forness, Michael Collard	+1 407 599 4444	+1 407 599 4445	1071 W. Morse Blvd Ste #200 Winter Park, FL 32779
31	Panda Express	Stephanie Verdugo	+1 626 372 8250	+1 626 403 8502	1683 Walnut Grove Ave Rosemead, CA 91770
32	Paradise Ventures	Terri Duncan	+1 727 726 1115	+1 727 724 1711	2901 Rigsby Lane Safety Harbour FL 34695
33	Pinch A Penny	Brian Andriese	+1 727 531 8913 x136	+1 727 536 8066	14480 62nd St. N. Clearwater, FL 33760
34	RaceTrac	Taylor Elzey	+1 770 431 7600 x1549		3225 Cumberland Blvd, Suite 100 Atlanta, GA 30339
35	Real Property Specialists	LuAnn Giordano	+1 407 812 8000	+1 407 812 8885	2345 W. Sand Lake Rd., Suite 100 Orlando, FL 32809

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36	Retail Site / Selection Services	Eric Koche	+1 (734) 748-7003		15853 Hickory Ridge Northville, MI, 48168
37	Pizza Vitto	Bruce Swain	+1 813 947 1841	+1 813 920 9499	9622 Linebaugh Ave. Tampa, FL 33626
38	RMC Property Group	Jen Carter	+1 813 960 8154	+1 813 963 2596	1733 W. Fletcher, Ave., Tampa FL 33612
39	Service Works Commercial Roofing	Chris Willis	+1 813 626 7717	+1 813 626 7248	5423 N 59th Street Tampa, FL., 33610
40	Spirit Halloween	Frank Pacera	+1 609 645 5447	+1 609 645 5622	6826 Black Horse Pike Egg Harbor Township, NJ 68234
41	Stiles Corporation	Ryan Rarlin, Heather Lannon	+1 954 627 9400		300 SE 2nd Street Ft. Lauderdale, FL 33301
42	Strathmore Development Company	Terry Benton	+1 517 664 4128	+1 517 664 4108	1427 W. Saginaw Hwy, Suite 200 East Lansing, MI 48820
43	Tailwinds Development	James T. Gendreau	+1 407 620 2106	+1 407 599 0550	1251 Miller Avenue, Suite A Winter Park, FL 32789
44	The Land Sharks	Mark Cooney	+1 813 287 0070 x224		3000 Bayport Drive, Suite 150 Tampa, FL 33607
45	TI Pricing	Christi Bock	+1 941 761 4545	+1 941 761 8807	6204 43rd Avenue West Bradenton, FL 34209
46	T-Mobile	Brian Keeling	+1 619 808 3994	+4 813 351 4174	10509 Vista Sorrento Pkwy #206 San Diego, CA 92121
47	United American Realty Corporation	Karen Goss	+1 813 977 5201 x309	+1 813 977 3346	12570 Terecon Drive Tampa, FL 33637
48	UCF Executive Development Center	Joshua Harris	+1 407 823 6249	+1 407 317 7717	36 West Pine Street Orlando, FL 32801
49	Walgreens	Leanne Powell	+1 847 315 4591	+1 847 368 6646	106 Wilmot Road, 4th floor Deerfield, IL 60015
50	WLS Lighting Systems	Kristin Frisbie	+1 817 731 0020	+1 817 735 4824	PO Box 100519 Ft. Worth, TX 76185