

Breakfast Roundtables: Hot Topics

8:00 – 8:30 am (round one)

8:30 – 9:00 am (round two)

Discuss a topic of interest that will help you define practical ways to increase your center's net operating income. This is an extraordinary opportunity to gain rich knowledge and insight to help you increase net operating income from some of the industry's most-notable experts and industry leaders in a small group setting for the utmost interaction. You will have the opportunity to visit two tables.

Roundtable Chair:

James E. Matanky, CRX, CLS, CDP, CSM
President
Matanky Realty Group
Chicago, IL

List of Roundtable Topics:

Ancillary Income – Valuing Your Center as Media

Led by:

Amy Jo Hall, CRX, CLS, SLD
Senior Director, Local Leasing
GK Development Inc.
Barrington, IL

Cyd Perszyk
Senior Director of Business Development
Smarte Carte, Inc.
St. Paul, MN

Asset Management for Entrepreneurs and Family-Oriented Businesses

Led by:

James E. Kaplan, CRX, CSM
Managing Partner
James Kaplan Companies, LLC
Glenview, IL

Asset Managers and Property Managers: Collaborating to Enhance Value

Led by:

Susan M. Mello
Managing Director
Prudential Real Estate Investors
Madison, NJ

Charlotte B. Strain, CRX, CSM, CPM, CCIM, RPA
Senior Vice President of Asset Management
RAPPAPORT
McLean, VA

Case Studies: Creative and Unexpected NOI and Marketing Opportunities

Led by:

Karen E. Fluharty
Partner
Strategy+Style Marketing Group
Montville, NJ

Creating Value and Identifying Risk in Acquisitions

Led by:

Ethan B. Bing
Vice President, Acquisitions
Starwood Capital Group
Greenwich, CT

Creation of Out-lots/Pad Sites—Maximizing FAR

Led by:

Andrew T. Stein, CRX, CLS
Principal
Clark Street Development
Chicago, IL

Developing Management and Leasing Staffs

Led by:

Daniel M. Taub
Chief Operating Officer
DLC Management Corporation
White Plains, NY

Driving Rent Through Redevelopment

Led by:

Scott Carr, CRX, CLS, CSM
Executive Vice President, Chief Investment Officer
Inland Real Estate Corporation
Oakbrook, IL

Michael Fitzgerald
Vice President - Director of Leasing
Inland Real Estate Corporation
Oak Brook, IL

Managing a REIT Shopping Center Portfolio To Maximize Asset and Enterprise Value

Led by:

Joseph M. Tichar
Senior Vice President of Corporate Operations
DDR Corp.
Beachwood, OH

Marketing Support for Your Company's Leasing and Brokerage Efforts: Identify Ways to Respond Quicker to Their Needs

Led by:

Carol A. O'Grady, CMD
Vice President – Regional Marketing Manager
JLL
Chicago, IL

Place Making: Events, Marketing, Amenities to Drive Traffic

Led by:

Annemarie Brintnall
Director of Retail Centers
Gensler
Los Angeles, CA

Private Purchases vs. REIT: How To Deal With Acquisitions

Led by:

Norris R. Eber, CRX, CSM, CLS
ICSC Past Trustee
President and CIO
Abbell Associates
Chicago, IL

Protecting Our Assets in a Time of Challenging Valuations

Led by:

Eric J. Almquist, CRX, CSM
Senior Vice President, Asset Management
General Growth Properties, Inc.
Chicago, IL

Norman J. Quinn, CMI, CRE, FRICS
President
Equity Property Tax Group LLC
Chicago, IL

Reposition, Refresh, Renovate, Tear Down or Start Over?: Decisions for Your Business

Led by:

Elizabeth I. Holland
ICSC Past Trustee
Chief Executive Officer
Abbell Associates
Chicago, IL

Retailer Sales Reports: Seven Things Revealed When Analyzing The Data To Increase NOI

Led by:

Kenneth S. Lamy, CRX
President
The Lamy Group, LTD.
Mandeville, LA

Short-Term Fixes, Long-Term Repairs: Retailers and Landlords Seek Common Ground

Led by:

Paul W. Freddo
ICSC Past Trustee
Senior Executive Vice President of Leasing and Development
DDR Corp.
Beachwood, OH

Social Media 102: What You Have to Do to Deliver Your Message in a Strategic Manner

Led by:

Matt Schuler
Director of Communications
DDR Corp.
Beachwood, OH

Specialty Income Drives NOI

Led by:

Niall Byrne, CRX
Executive Vice President and President – Property Management
Retail Properties of America, Inc.
Oak Brook, IL

Sustainability: The Intersection of Development, Profitability and Government Regulation

Led by:

Lawrence E. Kilduff, CRX, CDP, CSM
Senior Vice President, Retail Market Lead, Chicago-Midwest
JLL
Chicago, IL

Using Technology To Make Better Decisions and Drive Value (i.e., traffic counters, use of wi-fi at centers, geo fencing, auto parking systems, inventory consolidation)

Led by:

William T. Ross
Executive Vice President, Asset Management
Forest City Enterprises
Cleveland, OH