



Directory

ICSC Upstate New York
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Hyatt Regency Rochester
Rochester, NY
April 22 – 23, 2015





WEDNESDAY, APRIL 22

**Registration &
Member-Hosted Reception**

6:00 – 7:30 pm
Grand Ballroom D

THURSDAY, APRIL 23

Registration

8:00 am – 4:15 pm
Grand Ballroom Foyer

Continental Breakfast

8:00 – 8:30 am
Grand Ballroom Foyer

Welcome and Introductions

8:30 – 9:00 am
Grand Ballroom D-G

SPEAKER



Richard D. Matwes
ICSC Upstate New York Program
Planning Committee Chair
ICSC New York/Northern New Jersey
Retail Chair
Senior Real Estate Representative
Wakefern Food Corporation
Edison, NJ

MONROE COUNTY EXECUTIVE PRESENTATION



The Honorable Maggie Brooks
County Executive
County of Monroe

Opening Session

9:00 - 9:30 am
Grand Ballroom D-G

**Supercharging the Economic
Development Engine in Upstate NY**



Robert J. Duffy
President and Chief Executive Officer
Rochester Business Alliance
Rochester, NY

General Session

9:45 – 10:30 am
Grand Ballroom D-G

Acquisitions and Disposition

Hear from some of our industry's most active investors who specialize in the acquisition of shopping centers and retail real estate. Among the topics we will discuss are targeted cap rates/valuations, tenant mix and market demand drivers.

MODERATOR



Howard D. Kravetz
ICSC Upstate New York
Program Planning Committee
Associate Real Estate Broker
RE/MAX 1st Commercial
Pittsford, NY

PANELISTS



David M. Dworkin
Principal
LLD Enterprises
Rochester, NY



Peter K. Kempner
Owner/Principal
The Kempner Corporation
White Plains, NY



Joseph Molle
Chief Investment Officer
Unison Realty Partners
Cambridge, MA



Thomas V. Wilder, CSM
Owner/Partner Chairman
The Wilder Companies
Boston, MA

General Session

10:45 – 11:45 am
Grand Ballroom D-G

Development and Redevelopment

Come hear industry leaders from both publicly traded and privately held companies as they discuss the latest trends and tips in ground-up development and redevelopment of existing shopping centers.

MODERATOR



Francis L. Gorman, III
ICSC Upstate New York
Program Planning Committee
Senior Counsel
Harris Beach PLLC
Pittsford, NY

PANELISTS



John L. DiMarco, II
President
The DiMarco Group, LLC
Rochester, NY



Kenneth J. Glazer, AIA
Managing Partner
Buckingham Properties
Rochester, NY



Douglas H. Morrow
Vice President, Development
Macerich
Pittsford, NY



Randy Ruttenberg
Principal
Fairmount Properties
Cleveland, OH



Glenn R. Weisiger
Senior Leasing Representative
Brixmor Property Group
Fayetteville, NY

Lunch

11:45 am – 12:15 pm
(No lunch service after 12:15 pm)

Grand Ballroom A-C

Mayor's Welcome

12:30 - 1:00 pm

Grand Ballroom D-G



The Honorable Lovely A. Warren
Mayor
Rochester, NY

Keynote Presentation

1:00 – 1:30 pm

Grand Ballroom D-G

Prescient Deal Maker: Staying Ahead of the Curve, Locally, Regionally, Nationally

SPEAKER



Adam W. Ifshin
ICSC Trustee
President & CEO
DLC Management Corporation
Tarrytown, NY

Retailers' Runway

1:30 – 2:15 pm

Grand Ballroom D-G

Find out more as today's hot retailers in the region provide details on company expansion plans, site requirements and other topics pertinent to program attendees.

MODERATOR



R. Scott Burdett
ICSC Upstate New York Program
Planning Committee Co-Chair
Vice President – Marketing &
Brokerage Services
Flaum Management Company, Inc.
Rochester, NY

RETAILERS



Joe Franch
Development Agent
Subway Development of WNY, Corp.
Palmyra, NY



Robert Grahmslaw, Jr., CSM
Director of Real Estate
Brown Shoe Company
Williamstown, NJ



David Leon
Planet Fitness
PF Management
Schenectady, NY



Michael B. Manes

Director of Real Estate Development
Mavis Discount Tire
Millwood, NY



Robert Mataraso

Director of Real Estate
Shoe Carnival, Inc.
Waterford, NY



Richard D. Matwes

ICSC Upstate New York Program
Planning Committee Chair
ICSC New York/Northern New Jersey
Retail Chair
Senior Real Estate Representative
Wakefern Food Corporation
Edison, NJ



Janet Vouga

Real Estate Representative
Qdoba Restaurant Corporation
Lakewood, CO

Deal Making

2:15 – 4:15 pm

Regency Ballroom

Network and conduct business with retailers, brokers, developers, owners, lenders and suppliers, as well as city, municipality and economic development agencies.

Meeting Adjourns

4:15 pm

Program information current as of April 9, 2015.

ICSC Eastern Division Volunteer Leadership

Ken McIntyre, CRX, ICSC Trustee & Eastern Division, Hudson City Savings Bank

Brian W. Blaesser, ICSC Eastern Division Government Relations Committee Chair, Robinson & Cole LLP

Lawrence J. Platt, CSM, ICSC Eastern Division Alliance Private Sector Co-Chair, Eastern States Properties

Keith J. Sellars, ICSC Eastern Division Alliance Public Sector Co-Chair, Washington DC Economic Partnership

Tom Grasberger, ICSC Eastern Division Retail Chair, Five Guys

Volunteer Leadership

Ellen Sinreich, ICSC New York/Northern New Jersey State Director, Green Edge, LLC.

George H. Jacobs, ICSC New Jersey Government Relations Committee Chair, Jacobs Enterprises Inc.

Damon J. Hemmerdinger, CRX, CDP, ICSC New York Government Relations Committee Chair, ATCO

Paul J. Camella, ICSC New Jersey Alliance Private Sector Co-Chair, Welco Realty, Inc.

Scott Auster, ICSC New York Alliance Private Sector Co-Chair, Grid Properties Inc.

Larisa Ortiz, ICSC New York Alliance Public Sector Co-Chair, LISC Metroedge

Lyneir Richardson, ICSC New Jersey Alliance Public Sector Co-Chair, Brick City Development

Richard Skriloff, ICSC New York/Northern New Jersey Operations Chair, Lerner Properties

Richard D. Matwes, ICSC New York/Northern New Jersey State Retail Chair, Wakefern Food Corporation

Ami Ziff, ICSC New York/Northern New Jersey Next Generation Chair, Time Equities, Inc.

Program Planning Committee

Richard D. Matwes, ICSC Upstate New York Program Planning Committee Chair, Wakefern Food Corporation

R. Scott Burdett, ICSC Upstate New York Program Planning Committee Co-Chair, Flaum Management Company, Inc.

Howard F. Carr, The Howard Group

Penny D. Cipolla, Innovative Realty Services, Inc.

Francis L. Gorman, III, Harris Beach PLLC

Howard D. Kravetz, RE/MAX 1st Commercial

Larry J. Socia, CLS, The Sutton Companies

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Phone: +1 908 451 1193
Contact: Richard Matwes

The Wilder Companies

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Contact: Gary Robinson

Wilmorite

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Rochester, NY 14624
Phone: +1 585 464 9400
Contact: Mary Merkley



RETAILER NAME	Subway
COMPANY WEBSITE	www.subway.com
GENERAL RETAIL CATEGORY (per store concept)	Quick Service Restaurant
CUSTOMER	Residential and Business
TOTAL STORES IN OPERATION (per store concept)	Approx. 300 in Western NY
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	1,400 – 1,500 sq. ft.
FRONTAGE PREFERRED	Min. 20ft. Endcap, Drive Thru. and Freestanding
TYPE OF REAL ESTATE PREFERRED	Strip Center, Endcap, Freestanding, Standalone or Shared Unit with Drive Thru.
CO-TENANTS PREFERRED	Nationally Branded, Non-Competing, High Traffic
GROWTH MARKETS	Western NY Region
ANTICIPATED GROWTH IN 2015	10%
DEMOGRAPHICS PREFERRED	Demographically Diverse

CONTACT INFORMATION

NAME	Joseph Franch
TITLE	DA Agent
COMPANY NAME	Subway Development of WNY
CONTACT INFORMATION	office@subwaywny.com +1 315 597 5214
TERRITORY	Western New York
ADDITIONAL CONTACTS	Monica Friesner Director of Operations Subway Development of WNY Phone: +1 315 597 5214 Subway Development Office of Buffalo Phone: +1 716 631 8811

RETAILER NAME	Brown Shoe Company, Inc., dba Famous Footwear
COMPANY WEBSITE	www.Brownsheo.com www.FamousFootwear.com
GENERAL RETAIL CATEGORY (per store concept)	Family shoes
CUSTOMER	Everyone
TOTAL STORES IN OPERATION (per store concept)	1100+ Famous Footwear stores
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	5,000 – 6,000 sq. ft.
FRONTAGE PREFERRED	45' Min.
TYPE OF REAL ESTATE PREFERRED	Fashion anchored strips, malls, outlet centers, downtown in major metros
CO-TENANTS PREFERRED	Target, Kohl's, JC Penney, Marshall's, TJ Maxx, Ross Dress, Bed Bath, Wal-Mart
GROWTH MARKETS	All 50 states
ANTICIPATED GROWTH IN 2014	50 stores
ANTICIPATED GROWTH IN 2015	50 – 55 stores
DEMOGRAPHICS PREFERRED	120,000 population in trade area

CONTACT INFORMATION

NAME	Robert Grahamslaw, CSM
TITLE	Director of Real Estate
COMPANY NAME	Brown Shoe Company, Inc., dba Famous Footwear
CONTACT INFORMATION	1512 Thistle Court, Williamstown, NJ 08094 Phone: +1 856 612 5152 Fax: +1 856 612 5154 E-Mail: rgrahamslaw@brownsheo.com
TERRITORY	Northeast, Mid-Atlantic, Midwest, Southeast



RETAILER NAME	Planet Fitness
COMPANY WEBSITE	www.planetfitness.com
GENERAL RETAIL CATEGORY (per store concept)	Fitness Facility
CUSTOMER	General Public
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	20,000 – 22,000 sq. ft.
FRONTAGE PREFERRED	100 – 200 feet
TYPE OF REAL ESTATE PREFERRED	Commercial
CO-TENANTS PREFERRED	Grocery Stores
DEMOGRAPHICS PREFERRED	75,000+ in 3 mile radius

CONTACT INFORMATION

NAME	Dave Leon
TITLE	President
COMPANY NAME	PF Management Group
CONTACT INFORMATION	+1 518 377 0006 dleon@planetfitness.com
TERRITORY	New York
ADDITIONAL CONTACTS	Jennifer Rowe +1 518 377 0006 pf.office@planetfitness.com

RETAILER NAME	Mavis Discount
COMPANY WEBSITE	www.mavistire.com
GENERAL RETAIL CATEGORY (per store concept)	Tire retail, installaiton and basic car service
TOTAL STORES IN OPERATION (per store concept)	181
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	7,000 sq. ft.
FRONTAGE PREFERRED	200 ft. plus
TYPE OF REAL ESTATE PREFERRED	Own or lease
GROWTH MARKETS	New York & Northern New Jersey
ANTICIPATED GROWTH IN 2014	25 stores
ANTICIPATED GROWTH IN 2015	30 stores

CONTACT INFORMATION

NAME	Charity Dillon
TITLE	Real Estate Specialist
COMPANY NAME	Mavis Discount Tire
CONTACT INFORMATION	cdillon@mavistire.com
TERRITORY	New York, New Jersey



RETAILER NAME	Shoe Carnival
COMPANY WEBSITE	www.shoecarnival.com
GENERAL RETAIL CATEGORY (per store concept)	Shoes
CUSTOMER	Family
TOTAL STORES IN OPERATION (per store concept)	410
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	Inline
FRONTAGE PREFERRED	8,000 – 10,000 ft.
TYPE OF REAL ESTATE PREFERRED	Power Centers, Regional Malls
CO-TENANTS PREFERRED	TJ Maxx, Ross Dress For Less, Target, Kohl's, Old Navy, Dressbarn, Rue 21, Maurices
GROWTH MARKETS	Buffalo, Detroit, Dallas Ft. Worth, Philadelphia
ANTICIPATED GROWTH IN 2014	30
ANTICIPATED GROWTH IN 2015	25
DEMOGRAPHICS PREFERRED	250,000 people, moderate incomes, comprised of varying degrees of ethnicity

CONTACT INFORMATION

NAME	Bob Mataraso
TITLE	Director Real Estate
COMPANY NAME	Shoe Carnival
CONTACT INFORMATION	+1 812 867 4247 (o) +1 812 430 8553 (m) bmataraso@scvl.com
TERRITORY	AL, DE, GA, LA, MI, MN, MS, MT, NC, ND, NJ, NY, OH, PA, SC, SD, TN, VA, WI, WV, WY
ADDITIONAL CONTACTS	+1 812 867 4041 (o) +1 812 430 9697 (m) kbierley@scvl.com

RETAILER NAME	Price Rite
COMPANY WEBSITE	www.pricerite.com
GENERAL RETAIL CATEGORY (per store concept)	Supermarket (ShopRite) Discount Supermarket (PriceRite)
TOTAL STORES IN OPERATION (per store concept)	56
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	40,000 sq. ft.
FRONTAGE PREFERRED	210'
TYPE OF REAL ESTATE PREFERRED	Ground-up construction or 2nd generation use, freestanding, strip center or shopping center
CO-TENANTS PREFERRED	Other Discounters
GROWTH MARKETS	Within our existing markets
ANTICIPATED GROWTH IN 2014	3 – 5 stores
ANTICIPATED GROWTH IN 2015	3 – 5 stores
DEMOGRAPHICS PREFERRED	Middle to Lower income, ethnic

CONTACT INFORMATION

NAME	Richard Matwes
TITLE	Sr. Real Estate Representative
COMPANY NAME	Wakefern Food Corp.
CONTACT INFORMATION	+1 732 906 5235 richard.matwes@wakefern.com
TERRITORY	Upstate New York and New Jersey
ADDITIONAL CONTACTS	Alex Arancio (NY Boroughs and Long Island) +1 732 906 5591 alex.arancio@wakefern.com Lisa Ham (CT, MA, MD, VA) +1 732 906 5933 lisa.ham@wakefern.com Craig Grybowski (PA and DE) +1 732 906 5320 craig.grybowski@wakefern.com Dennis Bachman (Real Estate Mgr. PriceRite) +1 732 906 5077 dennis.bachman@wakefern.com



RETAILER NAME	Qdoba
COMPANY WEBSITE	www.Qdoba.com
GENERAL RETAIL CATEGORY (per store concept)	Fast Casual Food
CUSTOMER	Millennials, Gen Xers and Family Dining
TOTAL STORES IN OPERATION (per store concept)	643
TOTAL SQUARE FOOTAGE PREFERRED (Inline, endcap, freestanding, drive-thru, etc.)	3,000 sq. ft. (Endcap or Freestanding)
FRONTAGE PREFERRED	40 – 50'
TYPE OF REAL ESTATE PREFERRED	Outparcels, End-Caps of intersections with high visibility
CO-TENANTS PREFERRED	big box retail, high end grocery, general merchandisers, & select malls
GROWTH MARKETS	Upstate NY (Buffalo, Rochester, Syracuse, & Albany)
ANTICIPATED GROWTH IN 2015	50 – 60 new units
DEMOGRAPHICS PREFERRED	Daytime Pop: 10,000 or greater within 1 mile radius Residential Pop: 10,000 or greater within 1 mile radius Median Household Income: Above MSA or CBSA average Per Capita Income: Above MSA or CBSA average

CONTACT INFORMATION

NAME	Janet Vouga
TITLE	Real Estate Representative
COMPANY NAME	Qdoba Restaurant Corporation
CONTACT INFORMATION	Janet.Vouga@qdoba.com
TERRITORY	Upstate NY
ADDITIONAL CONTACTS	Brokers: Matt Lester / Caliber Commercial Brokerage, LLC (Buffalo, Rochester, Syracuse) mlester@caliberbrokerage.com Kevin Parisi / Trinity Realty Group (Albany) kparisi@trgcos.com

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