

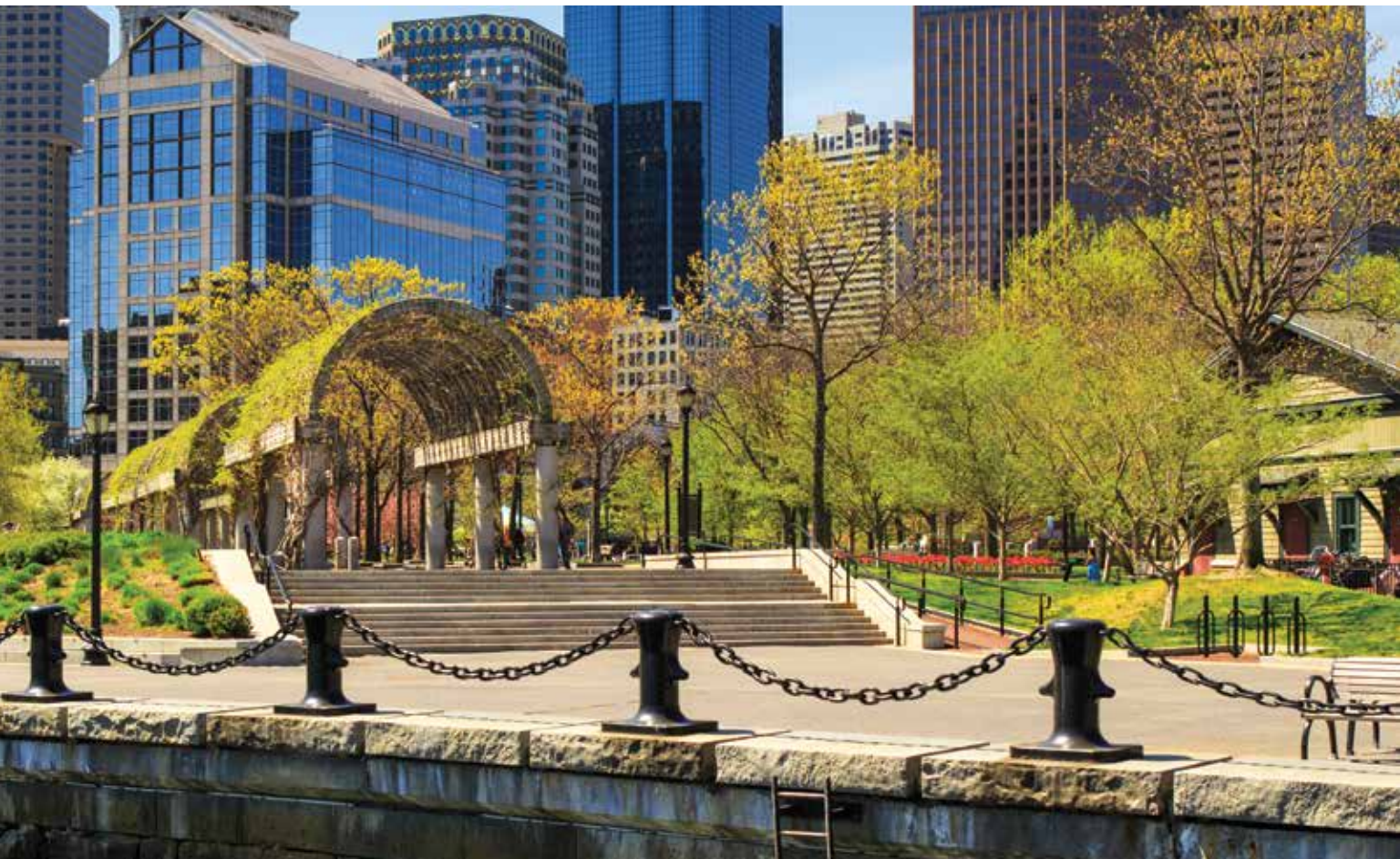


Directory

New England Conference & Deal Making

John B. Hynes Veterans Memorial Convention Center
Boston, MA

July 16 – 18, 2018 | #ICSC



We Built Our Business By Building Our Relationships.

Since 1950, Gibraltar has diligently developed and nurtured long-standing tenant and business relationships that have grown into a commercial real estate portfolio of over seven million square feet in 19 states. As we are an independent family-owned organization, we have the flexibility to structure ongoing transactions expeditiously. Contact us today to learn more about opportunities to build a successful relationship with Gibraltar.

RETAIL



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OFFICE



URBAN



MONDAY, JULY 16

Golf Tournament

8:00 am – 2:30 pm

Brookmeadow Country Club

100 Everendon Road
Canton, MA

City of Boston Tour*

2:30 – 5:30 pm

Boston is a rapidly growing, diverse, and well-educated city with opportunities for all. Hear firsthand from the City of Boston, Downtown Boston Improvement District, retailers, developers and property owners on this guided city tour. Join us while we visit Downtown Crossing, Suffolk Downs, and the Seaport to see some of the latest in retail and store developments while hearing about exciting expansion opportunities.

Opening Night Networking & Welcome Remarks*

6:00 – 7:30 pm

Tuscan Kitchen

Seaport Square
64 Seaport Boulevard
Boston, MA

Networking Reception*

7:30 – 9:30 pm | Tuscan Kitchen

THANK YOU TO THE RECEPTION HOSTS



*Please note: These events are not hosted or sponsored by ICSC.

TUESDAY, JULY 17

Registration

8:00 am – 6:30 pm | Exhibit Hall C Foyer

Continental Breakfast

8:00 – 10:00 am | Exhibit Hall C Foyer
No breakfast service after 10:00 am.

Women in Real Estate

9:00 – 9:45 am | Room 302

Hear from prominent women in real estate.

PANELISTS



Whitney Gallivan

Managing Director & Partner
Boston Realty Advisors
Boston, MA



Liz Holland

ICSC Past Chairman
CEO
Abbell Associates, LLC
Chicago, IL



Brenna Jordan

Vice President and Senior Legal Counsel
CVS Health
Woonsocket, RI



Lisa Serafin

Co-Founder & Principal
Redgate
Boston, MA

New Member & First-Timers' Meetup

9:15 – 9:45 am | Room 304

New ICSC member? New to this conference? Kick off your deal making and networking at this inaugural meetup. Industry veterans and past conference chairs will share strategies to maximize your return on investment before, during, and after the conference and deal making sessions. You will be briefed on ICSC networking, the conference do's and don'ts, and the rewards of volunteering.

SPEAKERS



Wayne Cobleigh

Vice President, Client Services
GZA GeoEnvironmental, Inc.
Norwood, MA



Patrick Paladino

Senior Managing Director
Newmark Knight Frank
Boston, MA

New England Conference & Deal Making

Keynote Presentation

10:00 – 10:45 am | Ballroom A

Jon Olinto co-founded B.GOOD Restaurants, an early leader in the healthy fast-casual restaurant segment that has now grown to 65 units. His latest venture is One Mighty Mill, a farm to table grain company launching products that will soon be found on your local grocers' shelves. Jon will discuss his journey from B.GOOD to the present, offering insights on the future of retail/restaurants and the emerging priorities of today's and tomorrow's consumer.



Jon Olinto
Co-Founder, B.GOOD
CEO, One Mighty Mill
Boston, MA

Concurrent Sessions

11:00 – 11:45 am

A Breaking Up the Big Box | Room 302

This session will examine the opportunities and challenges presented when a big box anchor space has been vacated and must be repositioned. We'll approach this topic from the perspectives of a developer, a municipality, and a retailer, seeking to better understand the goals of each party and learning how to bring these projects to fruition.

MODERATOR



Barry Porter
Senior Planner
CPH
Attleboro, MA

PANELISTS



Tim Cummings
Director of Economic Development
City of Nashua, NH
Nashua, NH



Bruno Lourenco
Director of Real Estate
Aldi Inc. South Windsor Division
South Windsor, CT



Reuben Twersky
Re/Development, Northeast
Brixmor Property Group
New York, NY

B Grocery Trends | Room 304

This session will highlight the transformation of the grocery store due to market forces and what's next in the sector with a focus on the Boston Metro region.

MODERATOR



Steven M. Duffy
Vice President, Grocery
Cuhaci & Peterson Architects, Inc.
Boston, MA

SPEAKER



Arthur Ackles
Vice President, Buying and Merchandising
Roche Brothers
Wellesley, MA

C Leveraging Technology to Support Retail Strategies: New Data Drives More Informed Decisions | Room 306

This panel will provide a dynamic discussion of the technologies that are transforming retail business strategy and decision-making. Emerging technology in the fields of site selection, store traffic and dwell time analysis are providing new insights into the best retail locations, store merchandising enhancements, and strategies for enhancing workflow. Panelists will showcase examples of how retailers, developers and brokers can successfully leverage technology and data to make more informed decisions on behalf of their stakeholders.

MODERATOR



Michael Goman
Principal
Goman+York Property Advisors
East Hartford, CT

PANELISTS



Lauren McGrath
Director, Data Partner Management
UberMedia
Pasadena, CA



Justin Miller
Director of Sales
Motionloft
San Francisco, CA



Mark Zygmuntowicz
Senior Vice President, Business Development
Tango Analytics
Irving, TX

Lunch Served

12:00 – 12:30 pm | Ballroom B
No lunch service after 12:30 pm.

Welcome, Introduction to the Program and Government Relations Update

12:30 – 12:45 pm | Ballroom B

**Chris McMahon**

ICSC 2018 New England Conference & Deal Making Program Planning Committee Chair
ICSC Eastern Division Next Generation Chair
Director of Brokerage
Summit Realty Partners, Inc.
Lexington, MA

**Stephen Burm**

Eastern Division State & Local Government Relations Manager
ICSC
Hanover, MA

**Michael Garrison**

Director, Grass Roots
ICSC
Washington DC

Spotlight Presentation

12:45 – 1:30 pm | Ballroom B

Innovation + Technology: New Pieces of the Real Estate Puzzle

Technology is impacting commercial real estate at an incredibly rapid pace, creating new business models, tools and startups that are challenging traditional ways of developing, operating and transacting real estate. All product types are feeling the effects, including retail. In this session, hear from MIT's Steve Weikal on what's happening now in CRE technology, what it will mean in the near-term, and what the future may look like. Topics include demographic trends (it's not just Millennials), the explosive growth of CRE tech, the lasting impact of the sharing economy, real estate's "user interface" and the three As of technology – AVs, AI and AR.

**Steve Weikal**

Head of Industry Relations
MIT Center for Real Estate
MIT Researcher
MIT Real Estate Innovation Lab
Founder, MIT Real Disruption
Cambridge, MA

Concurrent Sessions

1:45 – 2:30 pm

A Future of Retail | Room 306

This panel will examine how landlords can position their tenant mix to respond to a rapidly changing market. We'll explore two case studies that are especially illustrative of forward-thinking retail development. The first is a community-minded redevelopment of a Boston-area retail center into a major mixed-use project with retail, restaurant, office, hotel, and residential space. The second is a ground-up development on over 170 acres that will use a mix of downtown-style housing, office, retail, and experience to create a destination where people can live, work, stay and play.

MODERATORS**James Koury**

Senior Managing Director
HFF, L.P.
Boston, MA

**Michele Maresca**

Robinson & Cole, LLP
Hartford, CT

PANELISTS**Bridget Beckeman**

Director, Retail Strategies
The Wilder Companies
Boston, MA

**Joe Faro**

Owner & Developer
Tuscan Kitchen & Salem Village
Salem, NH

B Into the Mindset of Millennials | Room 304

This is a story all about how life got flipped, turned upside down...dive into the minds of actual CRE millennials in a panel moderated by a seasoned commercial real estate researcher and economist. We'll explore how the Fresh Prince-obsessed generation is shaking up our industry, retailers, and shopping habits. This session will kick off with millennial insights and statistics, move into a panel discussion, and then conclude with rapid fire "This or That."

MODERATOR**Liz Berthelette**

Director of Research
NAI Hunneman
Boston, MA

New England Conference & Deal Making

PANELISTS



Christina Attaway

Manager of Social Media & Marketing
UrbanMeritage/Avantage Newbury
Boston, MA



Nikki Crugnale

Owner
Græem Nuts & Chocolate
Concord, MA



Alan Kelly

Director of Leasing Northeast
Waterstone Properties Group
Needham, MA

C Capital Markets Overview and New U.S. Tax Law | Room 302

This session will provide a capital markets overview and discuss how the new U.S. tax law impacts property owners.

CAPITAL MARKETS OVERVIEW



Chris Angelone

Managing Director
JLL
Boston, MA

MODERATOR



Paul Laudano

Partner
Chair of the Real Estate Group
Choate Hall & Stewart LLP
Boston, MA

PANELISTS



David Douvadjian

Executive Managing Director
Head of Debt Group
Newmark Knight Frank
Boston, MA



Jon Farrell, CPA

Partner
Head of Real Estate Practice
DiCicco, Gulman & Company
Boston, MA



Nat Heald

Executive Vice President
JLL
Boston, MA



Dan Katz

Principal & Founder
Katz Properties East Coast
New York, NY

Keynote Presentation

2:45 – 3:30 pm | Ballroom A

Chris Rondeau has been the CEO of Planet Fitness since 2013. He's worked at the company for nearly 25 years, joining the brand in 1993 to work the front desk at the first location in Dover, NH while attending the University of New Hampshire. Chris will discuss relevant topics including the evolving fitness industry, the impact of fitness centers on shopping centers, changes in consumers health & wellness preferences, and what the future looks like for both Planet Fitness & the fitness industry.



Chris Rondeau

CEO
Planet Fitness
Hampton, NH

Retail Runway

3:45 – 4:45 pm | Ballroom A

Hear from retailers who are new to or expanding in the region. Learn about their specific plans and site requirements.

RETAILERS INCLUDE:

Carvana
Crunch Fitness
Hot Table Panini
Kennedy's All-American Barber Club
Modern Acupuncture
Mooyah Burgers, Fries and Shakes
Motion Stretch Studio
Nothing Bundt Cakes
Pacific Dental
UBREAKIFIX

Member-Hosted Reception

5:00 – 6:30 pm | Ballroom B

Relax and unwind after a full day of programming and networking with your industry peers. Two complimentary drink tickets and hors d'oeuvres will be provided for registered attendees. Thank you to our reception sponsors!

WEDNESDAY, JULY 18

Registration

7:30 am – 2:30 pm | Exhibit Hall C Foyer

Continental Breakfast

7:30 – 9:00 am | Exhibit Hall C and Auditorium
No breakfast service after 9:00 am.

Deal Making

8:00 am – 2:30 pm | Exhibit Hall C and Auditorium

Retailer Central

8:00 am – 2:30 pm | Exhibit Hall C and Auditorium

RETAILERS INCLUDE:

- Arby's Restaurant Group
- Bar Louie
- Burlington Stores
- Card\$mart
- Dollar General
- Firehouse Restaurants Groups, Inc.
- Firmitas Brands
- Great Clips, Inc.
- Hair Cuttery
- Hot Table Panini
- Jersey Mike's Franchise Group
- Laundromax/Clean Rite Centers
- Little Caesar Enterprises
- Modern Acupuncture
- Nothing Bundt Cakes
- Planet Fitness
- Primrose Schools
- Smiley Dental, LLC
- Sport Clips
- Stewarts All American
- Subway Real Estate
- Wake Fern Food Corp.

Lunch Served

12:00 – 12:30 pm | Exhibit Hall C and Auditorium
No lunch service after 12:30 pm.

Conference Adjourns

2:30 pm

Program information current as of July 2, 2018.



New York Deal Making

MAKING CONNECTIONS STRONGER.

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Javits Center**

Register by September 7
and save \$200

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New England Conference & Deal Making

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Diprete Engineering

Kiely & Company

Linear Retail Properties

Murtha Cullina LLP

New England Construction

New England Retail Properties, Inc.

Newmark Knight Frank

Nutter, McClennen & Fish, LLP

Ocean State Job Lot

Phase Zero Design

Planet Fitness

The Proto Group, LLC

Robinson & Cole LLP

Sherin and Lodgen LLP

Summit Realty Partners, Inc.

Updike, Kelly & Spellacy, P.C.

VHB

The Wilder Companies

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Davon Barbour, ICSC Eastern Division P3 Public Chair, Downtown Partnership of Baltimore, Inc.
Wayland Benbow, ICSC Eastern Division Retail Chair, Great Clips, Inc.
Chris McMahon, ICSC Eastern Division Next Generation Chair, Summit Realty Partners, Inc.

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Jason Lombardi, ICSC Next Generation Chair, Hutensky Capital Partners

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David Steinberg, CLS, ICSC State Director, Ocean State Job Lot
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John Towle, ICSC Government Relations Committee Co-Chair, Maine, L2M Architects
Ani E. Ajemian, Esq., ICSC Government Relations Committee Chair, Massachusetts, Goulston & Storrs
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Michael Branton, ICSC Operations Chair, KeyPoint Partners, LLC
Todd Galusha, ICSC Retail Chair, CVS Health
Sam Kallmerten, ICSC Next Generation Chair, Brixmor Property Group

New England Conference & Deal Making

PROGRAM PLANNING COMMITTEE

Chris McMahon, ICSC 2018 New England Conference & Deal Making Program Planning Committee Chair, Summit Realty Partners, Inc.

Kimberly Sluter, ICSC 2018 New England Conference & Deal Making Program Planning Committee Co-Chair, New England Construction

Michael Branton, KeyPoint Partners

Alden Bush, Edens

Susan Cadieux, Smith Real Estate

Christine Cannon, WS Development

Daniel Charest, ACRE Group

Wayne Cobleigh, GZA GeoEnvironmental, Inc,

Steven M. Duffy, Cuhaci & Peterson Architects, Inc.

Evan Eisenhardt, Linear Retail

Bill Flynn, Net Lease Capital Advisors

Tod Galusha, CVS Health

Travis Ginsberg, Summit Realty Partners

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Brianna Kling, Lindt Chocolate

James Koury, HFF, L.P.

Ryan Leeming, New England Development

Sarah Lemke, New England Development

David Locke, Waterstone Properties Group

Amelie Lonczak

Michele Maresca, Robinson & Cole ,LLP

Kass McInnis, Planet Fitness

Michael O'Mara, Atlantic Retail

Patrick Paladino, Newmark Knight Frank

Diana Perry, Linear Retail

Thomas Phillips, Brown Rudnick

Lawrence Platt, CSM, Platt Realty Group

Chris Scharff, Waterstone Properties Group

John Sokul, Hinckley, Allen & Snyder

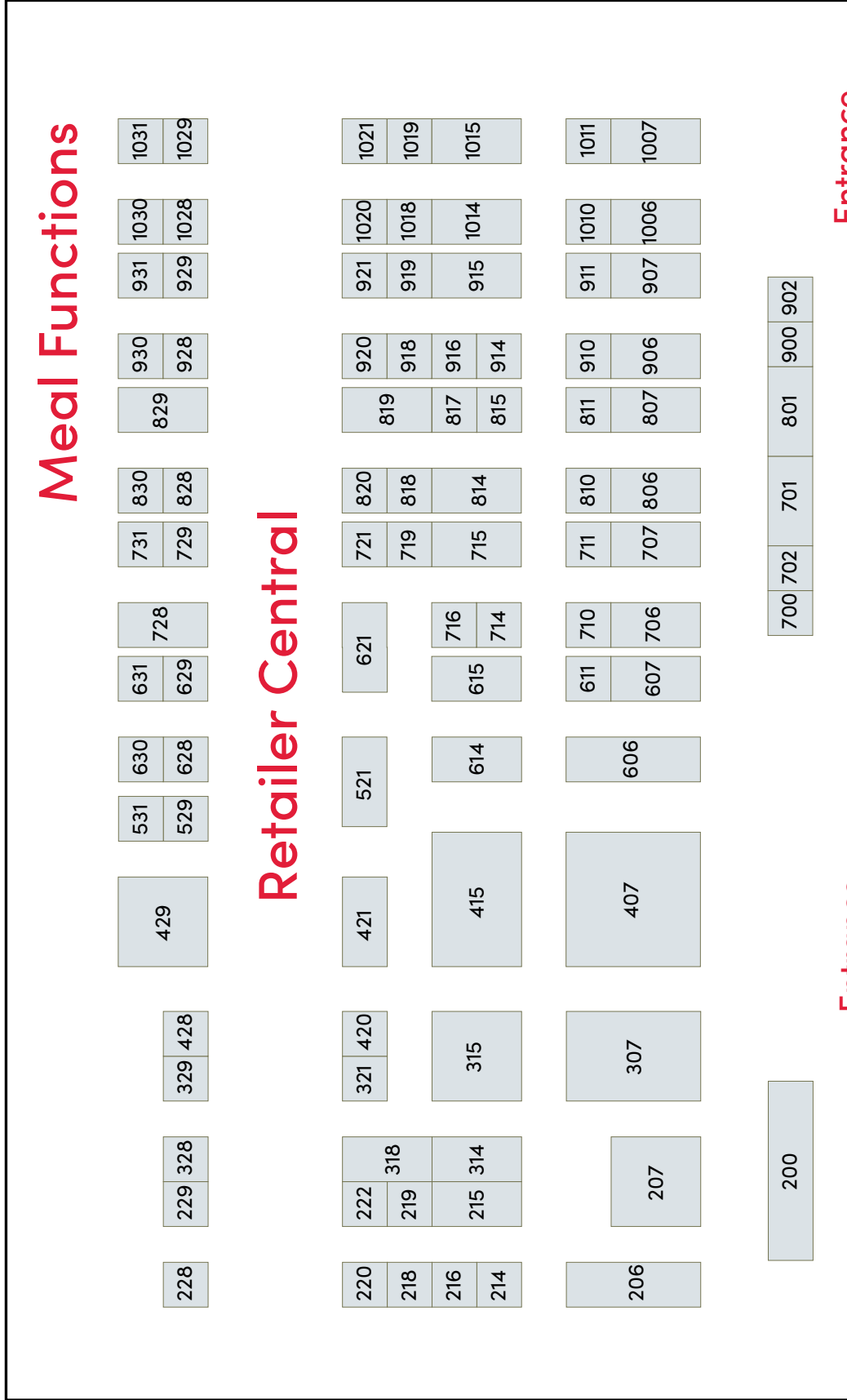
Jenna Stacer-Miccile, HFA

Alec Tarberry, Boston Realty Advisors

Andy White, National Commercial Brokers, Inc.

Brian Zelman, Zelman Real Estate

Exhibitor Floor Plan



Exhibitors

7-Eleven, Inc.

Booth 630
North Atlantic Zone
Boston, MA 02143
Phone: +1 617 686 3925
Contact: Aidan Murray

A10 Capital, LLC

Booth 321
800 West Main Street
Suite 1100
Boise, ID 83702
Phone: +1 208 577 5000
Contact: Tanya Pesaturo
www.a10capital.com

AEI Consultants

Booth 216
112 Water Street
5th Floor
Boston, MA 02109
Phone: +1 857 350 3519
Contact: Stephen Graham
www.aeiconsultants.com

Ahold Delhaize

Booth 819
1385 Hancock Street
Quincy, MA 02169
Phone: +1 617 770 8124
Contact: Tara Mullen
www.aholdusa.com

Atlantic Retail

Booth 415
300 First Avenue
Suite 200
Needham, MA 02494
Phone: +1 617 239 3600
Contact: Emily Wallwork
www.atlanticretail.com

Bane Realty Capital

Booth 531
94 Beech Road
Englewood, NJ 07631
Phone: +1 917 923 0214
Contact: Neil Bane

Benderson Development

Company, LLC
Booth 1006
7978 Cooper Creek Boulevard
University Park, FL 34201
Phone: +1 941 359 8303
Contact: Katie Betker
www.benderson.com

Bierbrier Development, Inc.

Booth 206
420 Bedford Street
Suite 335
Lexington, MA 02420-1548
Phone: +1 781 863 1800
Contact: Jess Hepler
www.BierbrierDevelopment.com

Black Creek Group

Booth 215
518 17th Street
Suite 1700
Denver, CO 80202
Phone: +1 860 207 9199
Contact: Deanna Tiso
www.blackcreekgroup.com

BLACKLINE Retail Group, LLC

Booth 1014
130 Rumford Avenue
Suite 213
Newton, MA 02466
Phone: +1 617 553 1820
Contact: Courtney Kuhn
www.blacklinere.com

Brixmor Property Group

Booth 1007
450 Lexington Avenue
13th Floor
New York, NY 10017
Phone: +1 212 869 3000
Contact: Kristen Moore
www.brixmor.com

Calkain Companies

Booth 711
12930 Worldgate Drive
Suite 150
Herndon, VA 20170
Phone: +1 703 787 4714
Contact: Leigh Cline
www.calkain.com

Capital Group Properties, LLC

Booth 529
259 Turnpike Road
Suite 100
Southborough, MA 01772
Phone: +1 508 768 7972
Contact: Brendan Carroll
www.capitalgroupproperties.com

Carpionato Group

Booth 420
1414 Atwood Avenue
Suite 260
Johnston, RI 02919
Phone: +1 401 273 6800
Contact: Krystal Carnes

CATIC NCS

Booth 1031
185 Asylum Street
CityPlace II
Hartford, CT 06107
Phone: +1 860 670 0064
Contact: Nicole Clawson Pratt
www.catic.com

CBRE/New England

Booth 207
33 Arch Street
28th Floor
Boston, MA 02110
Phone: +1 617 912 7000
Contact: Lucia Caradonio

Cedar Realty Trust, Inc.

Booth 721
44 South Bayles Avenue
Suite 304
Port Washington, NY 11050-3765
Phone: +1 516 767 6492
Contact: Joshua Stein
www.cedarrealtytrust.com

ci design, inc.

Booth 829
250 Summer Street
2nd Floor
Boston, MA 02210
Phone: +1 617 848 9511
Contact: Chris Bauer
www.ci-designinc.com

CM&B, Inc.

Booth 914
75 Sylvan Street
Building C
Danvers, MA 01923
Phone: +1 781 246 9400
Contact: Megan Burridge
www.cmbteam.com

Colliers International

Booth 628
160 Federal Street
11th Floor
Boston, MA 02110
Phone: 617 330 8184
Contact: Jamie Galt
www.colliers.com

CPH, Inc.

Booth 731
550 North Main Street
Suite 6
Attleboro, MA 02703
Phone: +1 508 659 7020
Contact: Nikhel Jindal
www.cphcorp.com

Crosspoint Associates, Inc.

Booth 906
300 Third Avenue
Suite 2
Waltham, MA 02451
Phone: +1 508 655 0505
Contact: Peggy Bunker
www.crosspointassociates.com

Cuhaci & Peterson

Booth 920
One Boston Place
201 Washington Street
Suite 2600
Boston, MA 02108
Phone: +1 407 661 9100
Contact: Peter Abbey
www.c-p.com

Cushman & Wakefield

Booth 219
225 West Wacker Drive
Suite 3000
Chicago, IL 60606
Phone: +1 312 871 5048
Contact: Jamie Brass

CVS/Pharmacy

Booth 810
One CVS Drive
Woonsocket, RI 02895-6146
Phone: +1 401 770 2020
Contact: Debra Leclerc
www.cvs.com

The Dartmouth Company

Booth 606
351 Newbury Street
Boston, MA 02115
Phone: +1 617 262 6620
Contact: Emily Kuszmar
www.dartco.com

Denenberg Realty Advisors

Booth 910
230 Commercial Street
Boston, MA 02109
Phone: +1 617 720 5656
Contact: Neil Denenberg
www.DenenbergRealty.com

DF Pray, General Contractors

Booth 611
25 Anthony Street
Seekonk, MA 02771
Phone: +1 508 336 3366
Contact: Mark Kaplan
www.dfpray.com

DiMarco Group

Booth 830
1950 Brighten Henrietta
Town Line Road
Rochester, NY 14623
Phone: +1 585 272 7760
Contact: Karen Anten
www.dimarcogroup.com

DLC Management Corp.

Booth 1015
565 Taxter Road
Suite 400
Elmsford, NY 10523
Phone: +1 866 DLC MGMT
Contact: Rashawn Jackson
www.dlcmgmt.com

Exhibitors

Dollar Tree/Family Dollar Booth 815

500 Volvo Parkway
Chesapeake, VA 23320
Phone: +1 757 321 5522
Contact: Sofia Clark
www.dollartree.com

Eastern Retail Properties Booth 521

25 Braintree Hill Office Park
Suite 305
Braintree, MA 02184
Phone: +1 781 849 9010
Contact: Andre Farhat
www.easternretail.com

EDENS

Booth 915

21 Custom House Street
Suite 450
Boston, MA 02110
Phone: +1 617 369 6600
Contact: Lindsay Purcell
www.edens.com

Excess Space Retail Services, Inc.

Booth 710

2130 Main Street
Suite 220
Huntington Beach, CA 92648
Phone: +1 714 594 9800
Contact: Jacqui Greenlaw
www.excessspace.com

Fafard Real Estate Booth 828

120 Quarry Drive
2nd Floor
Milford, MA 01757
Phone: +1 508 881 1600
Contact: Michael Belinski

Federal Realty Investment Trust

Booth 806

450 Artisan Way
Suite 320
Somerville, MA 02145
Phone: +1 617 684 1521
Contact: Lisa Haley
www.federalrealty.com

Feldco Development Corp. Booth 318

222 Newbury Street
4th Floor
Boston, MA 02116
Phone: +1 617 982 6962
Contact: Amy Dorgan
www.feldcodevelopment.com

Galaxy Development, LLC Booth 921

826 Southbridge Street
Suite 100
Auburn, MA 01501
Phone: +1 508 721 0005
Contact: Kayla Cournoyer
www.galaxydevelopment.net

Grossman Development Group Booth 700

30 Turnpike Road
Suite 12
Southborough, MA 01772
Phone: +1 508 449 0600
Contact: Howard Grossman
www.grossmanre.com

Haynes Group Inc.

Booth 818

385 West Street
West Bridgewater, MA 02379
Phone: +1 508 230 9494
Contact: Julia Holland

HFA

Booth 701

31 Hayward Street
Franklin, MA 02038
Phone: +1 508 528 0770
Contact: Daryl Whitmer
www.hfa-ae.com

Horn Companies, LLC Booth 929

6194 Thompson Road
Syracuse, NY 13206
Phone: +1 315 569 4345
Contact: Lindsey Forcione

Horvath & Tremblay Booth 429

600 Market Street
Suite 686
Lynnfield, MA 01940
Phone: +1 781 776 4000
Contact: Leigh Barcamonte
www.horvathtremblay.com

John Flatley Company Booth 220

200 Innovative Way
Suite 1360
Nashua, NH 03062
Phone: +1 603 598 7500
Contact: Kathleen McLaughlin
www.johnflatleyco.com

KeyPoint Partners, LLC Booth 421

One Burlington Woods Drive
Suite 100
Burlington, MA 01803-4514
Phone: +1 781 273 5555
Contact: Chris Cardoni
www.keypointpartners.com

KGI Properties, LLC Booth 707

10 Memorial Boulevard
Suite 901
Providence, RI 02903
Phone: +1 401 273 8600
Contact: Joe Harnan
www.kgiproperties.com

Kimco Realty Corporation Booth 315

3333 New Hyde Park Road
New Hyde Park, NY 11042
Phone: +1 516 869 9000
Contact: Diane Agostinello
www.kimcorealty.com

Las Vivid, Inc.

Booth 817

8447 Lodge Haven Street
Suite 8447
Las Vegas, NV 89123
Phone: +1 323 989 7774
Contact: Alex Assa

The Learning Experience Booth 918

210 Hillsboro Technology Drive
Deerfield Beach, FL 33441
Phone: +1 561 886 6400
Contact: Nick Vanella
www.thelearningexperience.com

Linear Retail Properties, LLC Booth 314

5 Burlington Woods Drive
Suite 107
Burlington, MA 01803
Phone: +1 781 273 5665
Contact: Diana Perry
www.linearretail.com

Marcus & Millichap Booth 607

100 High Street
Suite 1025
Boston, MA 02110
Phone: +1 617 896 7200
Contact: Alexis Hummel
www.marcusmillichap.com

Messina Enterprises Booth 916

P.O. Box 859059
400 Franklin Street
Braintree, MA 02185-9059
Phone: +1 781 848 5000
Contact: Frankie Messina

MS Consultants, LLC Booth 702

87 Lafayette Road
Suite 11
Hampton Falls, NH 03844
Phone: +1 508 878 4846
Contact: Jeff Hiatt

National Commercial Brokers, Inc.

Booth 807

381 Elliot Street
Suite 185L
Newton Upper Falls, MA 02464
Phone: +1 617 243 0222
Contact: David Hann
www.nationalcommercial.com

Neville Companies, Inc. Booth 1021

30 Kimball Avenue
Suite 101
South Burlington, VT 05403-6825
Phone: +1 802 862 0208
Contact: Eithan Johnson
www.nevilleco.com

New England Development Booth 307

75 Park Plaza
Boston, MA 02116
Phone: +1 617 965 8700
Contact: Karen Trentman
www.nedevelopment.com

New England Real Estate Journal Booth 218

P.O. Box 55
Accord, MA 02018
Phone: +1 781 878 4540
Contact: John Picard
www.nerej.com

New England Retail Properties, Inc.

Booth 706

150 Hartford Avenue
Wethersfield, CT 06109
Phone: +1 860 529 9000
Contact: Carol Piano
www.newenglandretail.com

NOREL Service Co., Inc. Booth 214

230 Second Avenue
Waltham, MA 02451-1123
Phone: +1 781 768 5500
Contact: Sue Watson
www.norelservice.com

Northeast Retail Leasing & Management Company, LLC Booth 715

360 Bloomfield Avenue
Suite 208
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Contact: Michael Sarasin
www.northeastretail.com

Exhibitors

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Phone: +1 401 552 4607
Contact: Evan Portno
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Hingham, MA 02043
Phone: +1 781 452 7121
Contact: Jim Kimball
www.phasezerodesign.com

Phillips Edison & Company Booth 1010

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Phone: +1 513 554 1110
Contact: Kelly Kerby
www.phillipsedison.com

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Phone: +1 802 863 8210
Contact: Kristin Planfier
www.vermontrealestate.com

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Phone: +1 812 704 8496
Contact: Tricia Schweitzer
www.PMSilicone.com

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Contact: Steve Patten
www.theprotogroup.com

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Phone: +1 203 573 0342
Contact: Tony Valenti
www.CalabreseAgency.com

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10th Floor
New York, NY 10019-5898
Phone: +1 212 265 6600 Ext. 264
Contact: Lauren Holland
www.rdmanagement.com

Ripco Real Estate Booth 900

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Contact: Matilda Szydagis
www.ripcony.com

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Contact: Kevin Belmont
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Contact: Leslie Anderson
www.saletinregroup.com

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Contact: Penny Wickey

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Phone: +1 404 832 8262
Contact: Scott France
www.shoppingcenterbusiness.com

The Simon Konover Company Booth 719

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Phone: +1 860 570 2000
Contact: Carolyn Norton
www.simonkonover.com

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Suite 400
Denver, CO 80202
Phone: +1 303 398 7040
Contact: James Shaffer
www.Streetscapes.biz

Sullivan Hayes Company Northeast, LLC Booth 614

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Suite 301
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Phone: +1 860 677 5252
Contact: Jed Hayes
www.sullivanhayesne.com

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Contact: Gabrielle O'Brien

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Phone: +1 774 568 5363
Contact: Denise Franzen
<http://retail.teamwork-inc.com/>

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Contact: Gemini Patel

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Contact: Shelley Lord
www.wilderco.com

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Contact: Jessica Frey
www.tighebond.com

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Contact: Lauren Post
www.exploremoregroton.com

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www.vantagepointretail.com

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Contact: Jennifer Fairfield
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www.wirelesstelematics.com

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Contact: Chantelle Prejean
www.wlsighting.com

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