

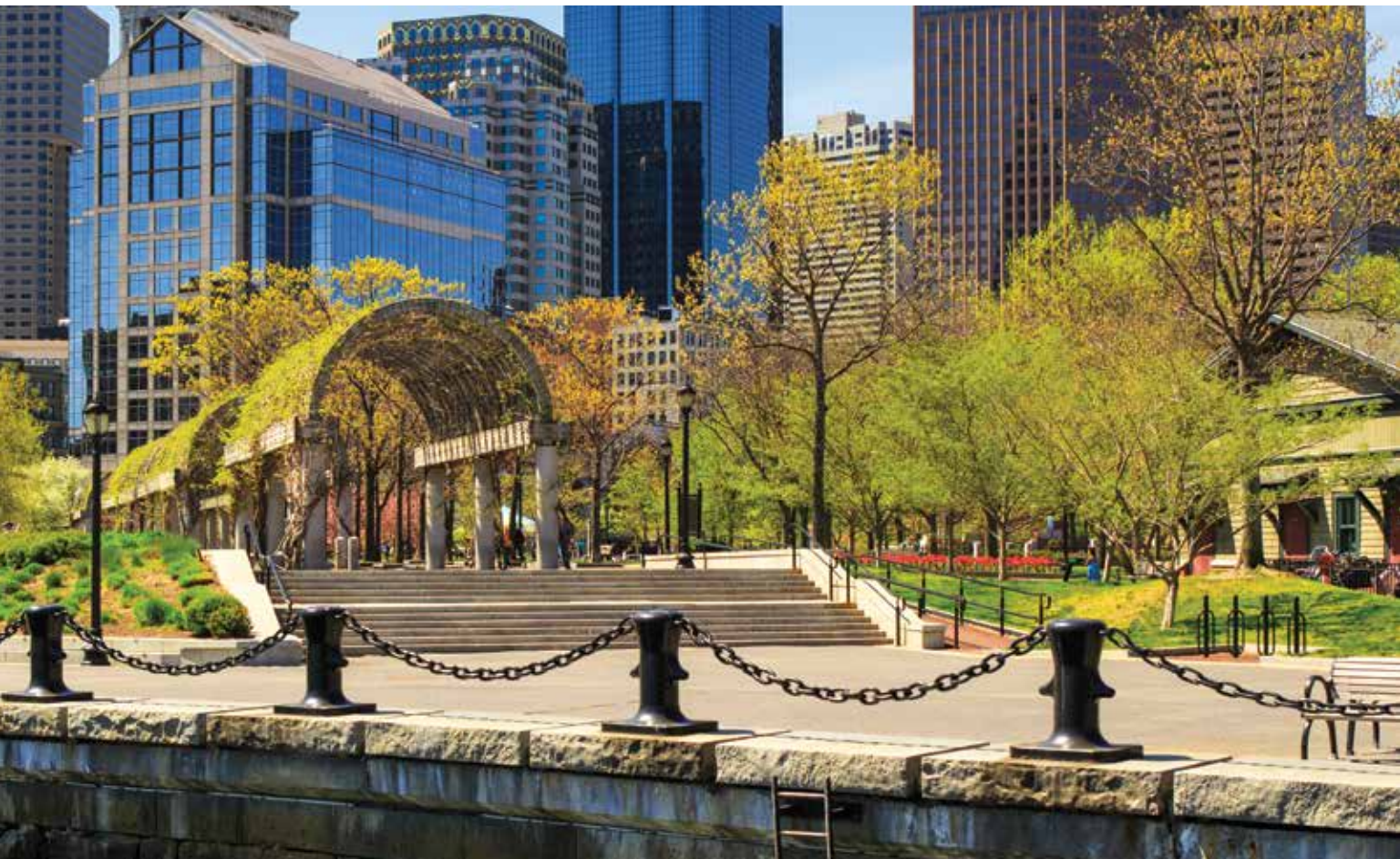


Directory

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.

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150 White Plains Road, Tarrytown, NY 10591 | 914.631.6200 | www.gibraltarmgt.com

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.



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New England Conference & Deal Making

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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

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Sherin and Lodgen LLP

Summit Realty Partners, Inc.

Updike, Kelly & Spellacy, P.C.

VHB

The Wilder Companies

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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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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

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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

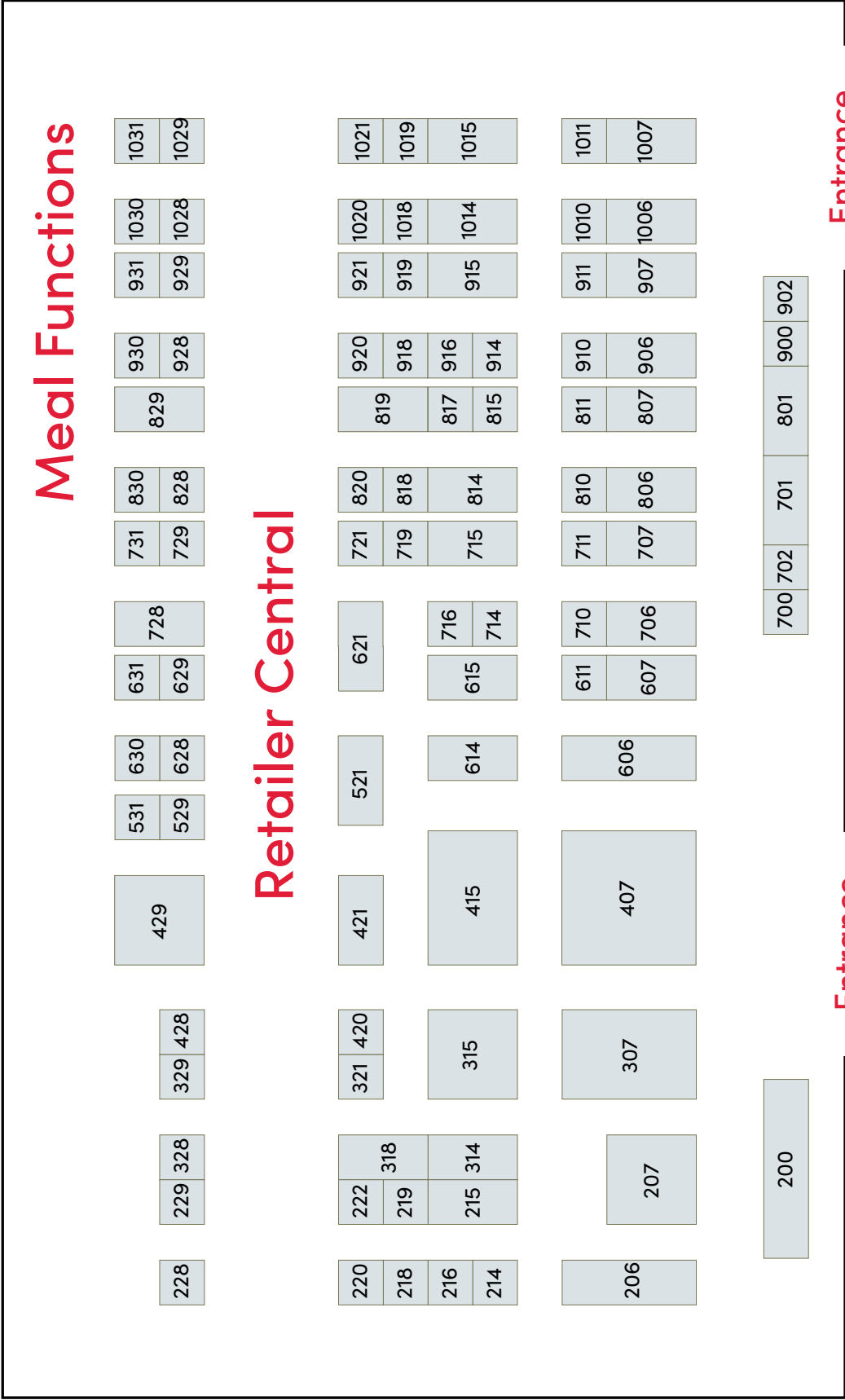
Jenna Stacer-Miccile, HFA

Alec Tarberry, Boston Realty Advisors

Andy White, National Commercial Brokers, Inc.

Brian Zelman, Zelman Real Estate

Exhibitor Floor Plan



Exhibitors

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EDENS

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EDR

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Phone: +1 781 768 5500
Contact: Sue Watson
www.norelservice.com

Northeast Retail Leasing & Management Company, LLC Booth 715

360 Bloomfield Avenue
Suite 208
Windsor, CT 06095
Phone: +1 860 683 9000
Contact: Michael Sarasin
www.northeastretail.com

Exhibitors

Ocean State Job Lot Booth 820

375 Commerce Park Road
North Kingstown, RI 02852
Phone: +1 401 552 4607
Contact: Evan Portno
[www.oceanstatejoblot.com/
real-estate](http://www.oceanstatejoblot.com/real-estate)

Phase Zero Design Booth 907

35 Pond Park Road
Bay 16
Hingham, MA 02043
Phone: +1 781 452 7121
Contact: Jim Kimball
www.phasezerodesign.com

Phillips Edison & Company Booth 1010

11501 Northlake Drive
Cincinnati, OH 45249
Phone: +1 513 554 1110
Contact: Kelly Kerby
www.phillipsedison.com

Pomerleau Real Estate Booth 814

P.O. Box 6
69 College Street
Burlington, VT 05402-0006
Phone: +1 802 863 8210
Contact: Kristin Planfier
www.vermontrealestate.com

Progressive Material Booth 801

540 Central Court
New Albany, IN 47150
Phone: +1 812 704 8496
Contact: Tricia Schweitzer
www.PMSilicone.com

The Proto Group, LLC Booth 1020

114A Washington Avenue
North Haven, CT 06473
Phone: +1 203 234 6371
Contact: Steve Patten
www.theprotogroup.com

R. Calabrese Agency, LLC Booth 1019

533 Plank Road
Waterbury, CT 06705-2622
Phone: +1 203 573 0342
Contact: Tony Valenti
www.CalabreseAgency.com

RD Management, LLC Booth 714

810 Seventh Avenue
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

100 Jericho Quadrangle
Suite 120
Jericho, NY 11753
Phone: +1 212 750 6565
Contact: Matilda Szydagis
www.ripcony.com

RK Centers Booth 615

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Suite 200
Needham, MA 02494
Phone: +1 781 320 0001
Contact: Kevin Belmont
www.rkcenters.com

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Suite 203
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Phone: +1 401 944 5900
Contact: Leslie Anderson
www.saletinregroup.com

Saugatuck Commercial Real Estate Booth 729

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Phone: +1 203 222 4194
Contact: Penny Wickey

Shopping Center Business/ Northeast Re Business Booth 811

3500 Piedmont Road
Suite 415
Atlanta, GA 30305
Phone: +1 404 832 8262
Contact: Scott France
www.shoppingcenterbusiness.com

The Simon Konover Company Booth 719

342 North Main Street
Suite 200
West Hartford, CT 06117
Phone: +1 860 570 2000
Contact: Carolyn Norton
www.simonkonover.com

Streetscapes, Inc. Booth 1029

1400 16th Street
Suite 400
Denver, CO 80202
Phone: +1 303 398 7040
Contact: James Shaffer
www.Streetscapes.biz

Sullivan Hayes Company Northeast, LLC Booth 614

10 Waterside Drive
Suite 301
Farmington, CT 06032
Phone: +1 860 677 5252
Contact: Jed Hayes
www.sullivanhayesne.com

Summit Realty Partners, Inc. Booth 629

80 Hayden Avenue
Lexington, MA 02421
Phone: +1 781 862 9700
Contact: Gabrielle O'Brien

Teamwork Labor Services, Inc. Booth 1011

23B Norfolk Avenue
South Easton, MA 02375
Phone: +1 774 568 5363
Contact: Denise Franzen
<http://retail.teamwork-inc.com/>

Ten-X Booth 222

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Irvine, CA 92618
Phone: +1 800 215 7780
Contact: Gemini Patel

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Suite 1300
Boston, MA 02199
Phone: +1 617 896 4944
Contact: Shelley Lord
www.wilderco.com

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Phone: +1 603 433 8818
Contact: Jessica Frey
www.tighebond.com

Town of Groton CT Economic Development Booth 1018

134 Groton Long Point Road
Groton, CT 06340
Phone: +1 860 446 5960
Contact: Lauren Post
www.exploremoregroton.com

Trinity Realty Group Booth 1028

18 Computer Drive East
Albany, NY 12205
Phone: +1 518 458 7203
Contact: Kevin Parisi

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Phone: +1 203 529 4629
Contact: Dominick Musilli
www.truecre.com

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734 Bliss Road
Suite 1
Longmeadow, MA 01106
Phone: +1 413 567 2900
Contact: John Benoit
www.vantagepointretail.com

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Phone: +1 781 559 3301
Contact: Jennifer Fairfield
www.waterstoneretail.com

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San Diego, CA 92192
Phone: +1 858 472 2334
Contact: Ciaran Mullaney
www.wirelesstelematics.com

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1919 Windsor Place
Fort Worth, TX 76110
Phone: +1 817 731 0020
Contact: Chantelle Prejean
www.wlsighting.com

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