



# North Florida Idea Exchange

EverBank Field  
Jacksonville, FL  
January 25, 2018  
#ICSC

# North Florida Idea Exchange

**THURSDAY, JANUARY 25**

## Registration

10:00 am – 5:45 pm

## Coffee and Networking

10:30 – 11:15 am

**Lobby & Lower Level Wing**

## Welcome and Introduction to the Program

11:30 – 11:45 am

**Lower Club**



### Riley Skinner

ICSC 2018 North Florida Idea Exchange Program Planning Committee Chair  
Vice President  
Skinner Bros. Realty Company  
Jacksonville, FL

## Lunch and Keynote Presentation

12:00 – 12:45 pm

(No lunch service after 12:45 pm)



### Mark Lamping

President  
Jacksonville Jaguars  
Jacksonville, FL

## Panel: The Ever Evolving World of Retail

1:00 – 1:45 pm

**Lower Club**

MODERATOR



### Jason Ryals

Executive Vice President  
Colliers International  
Jacksonville, FL

PANELISTS



### Paul J. Grainger

Vice President  
Iconic Real Estate Investments  
Jacksonville, FL



### Justin Harp

Senior Vice President  
Head of Derivatives  
and Foreign Exchange  
Iberiabank  
Marietta, GA



### Austin Simmons

Principal  
Brightwork Real Estate, Inc.  
Tampa, FL

## Retailer Runway

2:00 – 2:45 pm

**Lower Club**

MODERATOR

### Carrie Smith

Managing Director  
Franklin Street  
Jacksonville, FL

RETAILERS

### John Figert

Franchise Owner  
Taziki's Mediterranean Café  
Jacksonville, FL

### Dustin Fries

Owner/Founder  
Kanine Social  
Jacksonville, FL

### Daniel Moffatt

Owner/Founder  
Kanine Social  
Jacksonville, FL

### Nic Monette

Vice President Real Estate  
Surterra Holdings  
Atlanta, GA

## Deal Making

3:00 – 4:00 pm

**Upper Club**

## Member-Hosted Reception

4:15 – 5:45 pm

**Terrace Suite**

## Meeting Adjourns

5:45 pm

*Program information current as of January 18, 2018.*

### Divisional Volunteer Leadership

**Patricia M. Blasi, CRX, CSM**, ICSC Southern Division Vice President, Borghese Investments

**Ron Farris**, ICSC Southern Division Government Relations Committee Chair, Farris Law Group

**Trey Morgan**, ICSC Southern Division Government Relations Vice-Chair, Morgan Property Group

**Marty Wieder**, ICSC Southern Division P3 Public Chair, City of Grand Prairie

**Jason E. Claunch**, ICSC Southern Division P3 Private Chair, Catalyst Commercial, Inc.

**Steve Althoff**, ICSC Southern Division Operations Chair, The Sembler Company

**Bridgid O'Connor**, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.

**Townsend Underhill, CRX**, ICSC Southern Division Next Generation Co-Chair, Stirling Properties

### State Volunteer Leadership

**Brad Peterson**, ICSC Florida State Director, HFF, L.P.

**David Walthall, P.E.**, ICSC Florida Government Relations Committee Chair, Kimley-Horn

**Lynn Dehlinger**, ICSC Florida P3 Private Chair, Redevelopment Management Associates

**David Barilla**, ICSC Florida P3 Public Chair, City of Orlando

**Eric Rapkin**, ICSC Florida Operations Chair, Akerman LLP

**Sharon Bodden**, ICSC Florida Retail Chair, Spencer Spirit Holdings, Inc.

**Megan Atkin**, ICSC Florida Next Generation Chair, Ram Realty Services

### Program Planning Committee

**Riley Skinner**, ICSC 2018 North Florida Idea Exchange Program Planning Committee Chair, Skinner Bros. Realty Company

**Matt Clark**, ICSC 2018 North Florida Idea Exchange Program Planning Committee Co-Chair, Prime Realty, Inc.

**Michael Biagini**, Scherer Construction

**William Byers**, GAI Consultants, Inc.

**Holly Grimes**, Wakefield Beasley & Associates, Inc.

**Drew Margol**, Margol Commercial Realty Services

**Michael McGowan**, Chase Properties

**Patrick McKinley**, Regency Centers

**Robert Nickels**, Front Street Commercial Real Estate Group

**Kristen Nimnicht**, Lat Purser & Associates, Inc.

**Jason Ryals**, Colliers International

**Carrie Smith**, Franklin Street

# North Florida Idea Exchange

## THANK YOU TO OUR SPONSORS

### PLATINUM



### GOLD

SKINNER BROS. REALTY



### SILVER



### BRONZE

Chase Properties  
Colliers International  
Prime Realty  
Regency Centers

# Exhibitors

## **Advance Drainage Systems, Inc.**

### **Table #1**

115 North West Crown Point Road  
Winter Garden, FL 34787  
Phone: +1 904 673 6572  
Contact: Ryan Rafferty

## **Arkon Power**

### **Table #2**

861 East Klosterman Road  
Tarpon Springs, FL 34689  
Phone: +1 727 944 3500  
Contact: Eleni Lelekis

## **Brixmor Property Group**

### **Table #3**

450 Lexington Avenue, Floor 13  
New York, NY 10017  
Phone: +1 407 903 2905  
Contact: Christopher Ralph

## **Cantrell & Morgan, Inc.**

### **Table #4**

9822 Tapestry Park Circle, Suite 201  
Jacksonville, FL 32246  
Phone: +1 904 302 7111  
Contact: Chris Morgan

## **Circle K Stores**

### **Table #5**

215 Pendleton Street  
Waycross, GA 31501  
Phone: +1 912 490 2432  
Contact: Erin Miller

## **Coldwell Banker Commercial for Park Avenue at Santa Fe Mixed Use Development**

### **Table #6**

7515 West University Avenue, Suite 201  
Gainesville, FL 32607  
Phone: +1 352 339 4038  
Contact: Craig Carter

## **Crossman & Company**

### **Table #7**

3333 South Orange Avenue  
Orlando, FL 32806  
Phone: +1 407 423 5400  
Contact: Gena Filion

## **Dunkin' Brands**

### **Table #8**

130 Royall Street  
Canton, MA 02021  
Phone: +1 248 390 4000  
Contact: Bob Turner

## **Emerald Creek Capital**

### **Table #9**

2401 PGA Boulevard  
Suite 280-N  
Palm Beach Gardens, FL 33410  
Phone: +1 516 345 2130  
Contact: Mike Cleaver

## **Great Clips**

### **Table #10**

4400 West 78th Street  
Suite 700  
Minneapolis, MN 55435  
Phone: +1 770 529 7252  
Contact: Belinda Avera

## **McDonald's Corp.**

### **Table #11**

14081 Southwest 21st Street  
Davie, FL 33325  
Phone: +1 954 401 4638  
Contact: Rey Hernandez

## **Office of Economic Development City of Jacksonville**

### **Table #12**

117 West Duval Street, Suite 275  
Jacksonville, FL 32202  
Phone: +1 904 630 3650  
Contact: Mike Thomas

## **Petsense**

### **Table #13**

7201 Jameson Road  
Amarillo, TX 79106  
Phone: +1 806 570 2874  
Contact: Robin J. Muir

## **Prime Realty**

### **Table #14**

4293 Salisbury Road North, Suite 212  
Jacksonville, FL 32216  
Phone: +1 904 239 5269  
Contact: Matthew Clark

# Exhibitors

## **Progressive Materials**

### **Table #15**

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

## **RaceTrac Petroleum, Inc.**

### **Table #16**

200 Galleria Parkway SE  
Atlanta, GA 30339  
Phone: +1 770 431 7600  
Contact: Mark Hudgins

## **RealtyVest**

### **Table #17**

8130 Baymeadows Way West  
Jacksonville, FL 32256  
Phone: +1 904 655 2620  
Contact: Pete DeFilippis

## **Shopping Center Business/ Southeast Real Estate Business**

### **Table #18**

3500 Piedmont Road, Suite 415  
Atlanta, GA 30305  
Phone: +1 404 832 8262  
Contact: Ryan Nixon

## **Site Tour 360**

### **Table #19**

P.O. Box 141208  
Gainesville, FL 32614  
Phone: +1 352 284 4545  
Contact: Mike Vorce

## **Sleiman Enterprises**

### **Table #20**

1 Sleiman Parkway, Suite 220  
Jacksonville, FL 32216  
Phone: +1 904 731 8806  
Contact: Elise Greenbaum

## **St. Johns County**

### **Table #21**

500 San Sebastian View  
St. Augustine, FL 32084  
Phone: +1 904 209 0552  
Contact: Melissa Glasgow

## **Subway Real Estate**

### **Table #22**

928 South Pierce Street  
Alma, GA 31510  
Phone: +1 904 463 2205  
Contact: Shelley Williams

## **Tailwinds Development, LLC**

### **Table #23**

100 Colonial Center Parkway, Suite 230  
Lake Mary, FL 32746  
Phone: +1 321 363 4955  
Contact: James Gendreau

## **The Retail Coach**

### **Table #24**

86 Clark Boulevard  
Tupelo, MS 38804  
Phone: +1 662 844 2155  
Contact: Charles Parker

## **Twin Creeks Development**

### **Table #25**

P.O. Box 812241  
Boca Raton, FL 33481  
Phone: +1 561 789 6159  
Contact: Bryan Kinsey

*List current as of January 18, 2018.*



Online Retail  
Real Estate Institute



# New Year New Rules!

**RULE #1** | You do not need a desk to learn new skills.

**RULE #2** | Make every work day an opportunity to go home smarter.

**RULE #3** | Focusing on your learning is focusing on your success.



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Retail Real Estate's Biggest Event

# RECON

May 20 – 23, 2018 | Las Vegas, NV | #ICSCRECon  
Las Vegas Convention Center & Westgate Hotel

<b>37,000</b>	<b>1,200</b>	<b>853,000</b>
ATTENDEES	EXHIBITORS	SQUARE FEET

**30** EDUCATIONAL SESSIONS AND  
PROFESSIONAL DEVELOPMENT WORKSHOPS

<b>6</b> NETWORKING RECEPTIONS	<b>3</b> KEYNOTE PRESENTATIONS
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Visit [www.icscrecon.org](http://www.icscrecon.org) for more information.

Register by **March 30** to receive your badge by mail.

