



Directory

OAC Summit

The Ritz Carlton | Dana Point, CA
February 28 – March 2, 2018
#ICSC



OAC Mission Statement

To be the best source for high-level, interactive discussion of key trends, challenges, and opportunities facing the open-air shopping center community including landlords, retailers, capital market participants, brokers, and advisors.

WEDNESDAY, FEBRUARY 28

Registration

11:00 am – 6:30 pm

Retailer SIG

12:00 – 1:15 pm

>> Pacific Promenade 1

Special Industry Groups (SIGs) are interactive group discussions that provide ICSC members with similar professional specialties a platform to exchange insights, ideas, and best practices. SIGs are an optimal forum to network and have your voice heard. The Retailer SIG is organized by retailers for retailers and is guaranteed to be interactive and insightful for people who know what it's like to "walk in these shoes." This is a retailer-only session and includes lunch.

FACILITATOR

Seth D. Geldzahler

ICSC Trustee

Vice President, Real Estate

Bed Bath & Beyond Inc.

Union, NJ

The Great Cultural Shift From Consumption to Connection

12:00 – 1:15 pm

>> Pacific Promenade 2 & 3

OAC Committee member Reza Etedali will talk with Shaheen Sadeghi, creator and founder of LAB Holding, to discuss his innovative and progressive retail projects which include the LAB Anti-Mall, the CAMP eco-retail campus, and the original food hall, the Anaheim Packing House, with much more to come. Lunch will be served during this session.

Shaheen Sadeghi

Creator and Founder

LAB Holding, LLC

Costa Mesa, CA

Reza Etedali

Chief Executive Officer and Founder

REZA Investment Group Inc.

Irvine, CA

Best Networking Session Ever: Make New Contacts and Reconnect With Old Friends!

1:30 – 2:45 pm

Networking is the backbone of the OAC Summit. This session, one of the Summit's most popular (previously titled "A Colorful Beginning"), is a proven jump start to your OAC Summit. We have refreshed this session to ensure that you meet at least twenty-four people and connect in small group settings. Whether you are new to OAC or a seasoned veteran, you are guaranteed to walk out of the room with twenty-four great people to talk to, do business with and explore mutual interests. Each group of up to seventy-five participants will split into groups and spend several minutes together in a small group setting. You will learn inspiring, fun, and possibly, humorous factoids about each other in a dynamic setting. Join us!

Important information: The room name on the back of your badge will indicate which group discussion you have been invited to join.

SESSION LEADERS

>> The Pavilion 1 & 2

1. **Lori Schneider**, *Marcus & Millichap*
Terry Brown, *Asana Partners*

>> The Pavilion 3–5

2. **Ivy Greaner**, *Five Point*
Mark Gilbert, *Cushman & Wakefield*

>> The Plaza

3. **Alex Nyhan**, *First Washington*
Lisa Palmer, *Regency Centers*

>> Salon 1

4. **Michael Geisler**, *Venture Commercial*
Bernard J. Haddigan, *Haddigan Capital*

>> Salon 2

5. **Pat Donahue**, *Donahue Schriber Realty Group*
Bruce Pomeroy, *Evergreen Devco, Inc.*

>> The Promenade

6. **Joel Murphy**, *New Market Properties*
Damon J. Hemmerdinger, *CRX, CDP, ATCO*

Welcome Remarks

3:00 – 3:30 pm

>> Pacific Promenade



Scott Carr, CRX, CSM, CLS
ICSC Trustee
ICSC OAC Co-Chair
Chief Executive Officer
IRC Retail Centers
Oak Brook, IL



Daniel M. Taub
ICSC OAC Co-Chair
President
DLC Management Corp.
Tarrytown, NY



Lawrence P. Casey
2018 OAC Summit Conference Chair
President and Chief Operating Officer
Donahue Schriber
Costa Mesa, CA

Real Time With Retailers

3:45 – 4:15 pm

4:30 – 5:00 pm

>> The Pavilion 1–5, The Plaza, Salon 1 & 2

You will have the opportunity to attend two 30 minute breakout sessions hosted by a panel of retailers assembled to address the opportunities and challenges they face in an evolving retail landscape.

The time will be mostly dedicated to answering your questions, so please come prepared with any topics you would like to discuss.

Please note that the retailers will not address any specific company performance or strategy.

Session 1

>> The Plaza

Joe Brady, Walgreens Co.
Trent Endres, Sally Beauty
Jeff Fink, Shoe Carnival
Michael Shanahan, Burlington Stores

Session 2

>> Salon 1

Doug Epstein, Modell's
Steven Goldberg, Bed Bath & Beyond Inc.
Beverly Metz, Starbucks
Bruce Walters, Dollar Tree/Family Dollar

Continued on page 4

Session 3

»» The Pavilion 3–5

Randy Carlin, *Mattress Firm*
Bob Douponce, *Party City*
Woody Rayburn, *Publix Super Market, Inc.*
Peter Schmitz, *DXL*

Session 4

»» The Pavilion 1 & 2

Davis Bennett, *Great Clips*
Terry Gibbons, *Sprouts*
Josh Goldstein, *Pet Supplies Plus*
William B. Horner, *CRX, Fitness International, LLC*

Session 5

»» Salon 2

James Lampassi, *Barnes & Noble*
Scott Milnamow, *Raymour & Flanigan*
Zach Minter, *Five Below*
David Schulman, *Staples*

Real Estate in the Age of Disruption: How to Think and Create Opportunities

5:15 – 6:30 pm

»» Pacific Promenade

The Age of Disruption has ushered in a new era of change. Our economy is sharing more than spending, and work-live units, communal living and place-making have left our urban spaces forever changed. James Whittaker, Microsoft's Lead Technical Evangelist, invites us to create opportunities from these disruptive forces. Our perception of these disruptions is key in how we ride the wave of change. We face a vast risk and opportunity curve, and it's important for real estate investors, developers, managers and other stakeholders not to get left behind. Our thinking is key in riding this wave: are we energized by seeing solutions and opportunities or overwhelmed by change and challenge? How do we think ahead, predict change and say, "What is the next shoe to drop?" Attendees will be challenged to think creatively in the world of disruption, leverage disruption to create opportunities, and anticipate how retail real estate will be impacted by technology over the next five years.



James Whittaker

Distinguished Engineer and Technical Evangelist
Microsoft
Redmond, WA

Welcome Reception

6:30 – 8:00 pm

»» Pacific Promenade Lawn

THURSDAY, MARCH 1

Registration

7:30 am – 5:00 pm

Networking Breakfast

7:30 – 8:00 am

» Monarch Bay Courtyard

Roundtables

8:00 – 10:15 am

» Salons 3–6

Roundtables are consistently rated as one of the Summit's most valuable sessions. You will have the opportunity to participate in three different roundtable sessions. There are 27 different roundtable sessions offered; each is 45 minutes.

Please see descriptions under Roundtable tab.

FACILITATORS

George S. Demuth

Hutensky Capital Partners

Norris R. Eber, CRX, CSM, CLS

ICSC Past Trustee

Abbell Associates, LLC

Bernie Schachter

Urban Edge Properties

David Schulman

Staples

Ryan C. O'Sullivan

PetSmart, Inc.

Networking Break

10:15 – 10:30 am

The Venture Capitalists of Commercial Real Estate

10:30 – 11:45 am

>> Pacific Promenade

Leading venture capital firms, Camber Creek, Canaan Partners, Index Ventures and Fifth Wall Ventures, will discuss what innovation looks like in the commercial real estate landscape, the tech products they are investing in and why, and what the future will bring for our industry. This panel is stacked with the premier thought leaders and investors in the commercial real estate tech and investment space.

MODERATOR

Michael Beckerman

Chief Executive Officer

CRE//Tech

Bernardsville, NJ

PANELISTS

Jeffrey E. Berman

Partner

Camber Creek

New York, NY

Mark Goldberg

Principal

Index Ventures

San Francisco, CA

Rich Boyle

General Partner

Canaan Partners

San Francisco, CA

Brendan Wallace

Co-Founder and Managing Partner

Fifth Wall

Los Angeles, CA

Lunch Served

12:00 – 12:30 pm

>> Salons 3–6

Two Chairs and a President

12:15 – 1:00 pm

>> Salons 3–6

Tom McGee, ICSC President and Chief Executive Officer, discusses current opportunities for the public, private and retail sectors of the retail real estate industry with ICSC’s past and incoming Chairmen.

FACILITATOR



Tom McGee

President and Chief Executive Officer
ICSC
New York, NY

PANELISTS



Liz Holland

ICSC Trustee and Past Chairman
Chief Executive Officer
Abbell Associates, LLC
Chicago, IL



Valerie Richardson, CRX, CLS

ICSC Vice Chairman
Vice President, Real Estate
The Container Store
Coppell, TX

Lunchtime Retailer Leadership Panel

1:00 – 1:45 pm

>> Salons 3–6

Brixmor Property Group’s own James Taylor covers the topics our industry has been asking of these real-deal CEOs from top companies. James will attempt to uncover headwinds affecting these retailers, what keeps this elite group up at night, and the topic top of mind: the “Amazon Effect.” Enjoy your lunch and listen in—you don’t want to miss this one!

MODERATOR

James Taylor

Chief Executive Officer and President
Brixmor Property Group
New York, NY

PANELISTS

Steve Hockett

Chief Executive Officer
Great Clips, Inc.
Minneapolis, MN

Thomas Kingsbury

President, Chief Executive Officer and Chairman
Burlington Stores
Burlington, NJ

Continued on page 8

PANELISTS

Amin Maredia

Chief Executive Officer
Sprouts Farmers Market
Phoenix, AZ

Mark Zoradi

Chief Executive Officer
Cinemark
Plano, TX

Networking Break

1:45 – 2:00 pm

Live Research: Millennials

2:00 – 3:00 pm

>> Pacific Promenade

How do Millennials decide where and how to shop? Join us for a session that will explore the opinions and shopping habits of Millennials, live on stage. A group of carefully screened individuals aged 22-35 will provide insights on their experience with the open-air environment and discuss how online shopping has affected their interactions with brick-and-mortar. The panel will be led by a moderator and audience questions are encouraged.

MODERATOR

Kathy Thibault

Strategic Planning and Consumer Insights Director
Beyond Research
Orange County, CA

Boardroom Discussions

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights. You will have the opportunity to participate in two discussions.

**E-Commerce and the Last Mile:
Integration of Online Platforms with Existing Stores**

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Salon 1

In the age of Amazon, the battle for the last mile and integration of e-commerce platforms are table stakes for future profitability. Matthew Powers has provided advisory services to some of the largest retail chains in the country as they grapple with this new reality. In this interactive discussion, Matthew and other panelists will discuss the future integration of e-commerce, the importance of the store network, and how retailers are seeking to solve the last mile.

FACILITATORS

Brandon R. Birtcher

Chief Executive Officer
Birtcher Development LLC
Newport Beach, CA

Scott Simanek

Chief Operating Officer
UNIS Transportation
Los Angeles, CA

Matthew R. Powers

Executive Vice President and
Life Science Market Lead
JLL
Chicago, IL

Anshul Singh

Director of Supply Chain Logistics
Bastian Solutions
Indianapolis, IN

Innovation in Retail

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Salon 2

Who are the leading retailers of tomorrow? What are emerging retailers doing that the incumbents aren't? Where should we be looking for the next big thing? How can existing retailers learn from their challengers? In this interactive session, Pano Anthos, founder of XRC Labs, a leading retail startup incubator, and Ari Kurtz, Google's Head of Industry, Retail, will dive into what they see for the future of retail.

FACILITATORS

Pano Anthos

Founder and Managing Director
XRC Labs
New York, NY

Ari Kurtz

Head of Industry, Retail
Google
Atlanta, GA

Grocery: An Evolving Landscape

3:15 – 4:00 pm

4:15 – 5:00 pm

>> The Pavilion 3–5

The innovation in the grocery industry has been extraordinary in recent years, especially in the areas of technology, store formats, and the new and exciting ways in which grocers are connecting with the consumer. Hear from senior leaders in the real estate departments from three of the leading grocers across the country for an interesting discussion of the impact of these trends.

FACILITATORS

Brian T. Finnegan

Executive Vice President, Leasing
Brixmor Property Group
New York, NY

Joe McKeska

President and Co-Founder
Elkhorn Real Estate Partners
Oak Brook, IL

PANELISTS

Steve Cogan

Senior Vice President Real Estate and
Store Development
Albertsons Companies
Boise, ID

Woody Rayburn

Vice President of Retail Assets
Publix Super Market, Inc.
Tampa, FL

Nick Hodge

Vice President, Corporate Real Estate
The Kroger Co.
Cincinnati, OH

Boardroom Discussions

Tomorrow's Shopping Center: Changes in Layout, Tenant Curation, and Experience

3:15 – 4:00 pm

4:15 – 5:00 pm

>> The Plaza

Imagine that few Americans own a car, drones dominate fulfillment and the lines that separate retail, education, fitness, medical and entertainment have all blurred or disappeared...such are the dynamics of the shopping center of the future. This presentation delivers thought-provoking, data-based predictions (as well as imaginative and unbridled speculation) in an attempt to dream, ponder and engineer thoughts about where our centers are heading.

Autonomous cars, drones, customer engagement, fulfillment, tenant curation and entertainment will be just a few of the many subjects and trends we will explore. Our panelists, experts in design, construction, site selection and tenant curation, will explore, debate and project new thinking in an attempt to identify the trends and transitions which will shape the evolution and future of shopping centers.

FACILITATOR

Christopher M. Conlon

Executive Vice President and
Chief Operating Officer
Acadia Realty Trust
Rye, NY

PANELISTS

Jeffrey Bayer

Founder and Chief Executive Officer
Bayer Properties
Birmingham, AL

Chris Weilminster

Executive Vice President
Mixed-Use Division
Federal Realty Investment Trust
Rockville, MD

David Glover

Principal
Gensler
Los Angeles, CA

Fitness, Wellness, Health Care

3:15 – 4:00 pm

4:15 – 5:00 pm

>> The Pavilion 1 & 2

Because of their location-based nature, fitness, wellness and health businesses have emerged from small, infill, back-of-lot occupancies to desired, traffic-generating, larger-format tenants. Now that they are truly categories, we will identify the different types within each and how they can contribute to traffic-generation and customer type, as well as ways to make sure their addition to the landlord's mix is accretive. We all know there are many legacy restrictions to some of these uses, many of which have been worked through over that last few years, and we will discuss various approaches to gain the needed approvals.

FACILITATORS

Candace Cole

Director, Real Estate
The Vitamin Shoppe
North Bergen, NJ

William B. Horner, CRX

ICSC Trustee
Chief Real Estate Officer
Fitness International, LLC
Irvine, CA

Anthony DiMaggio

Vice President, Development
SoulCycle
New York, NY

Capital Markets Workshop

3:15 – 4:00 pm

4:15 – 5:00 pm

>> The Promenade

This session provides a quick update on key capital markets topics from an overview of debt and equity markets to cap rate trends, all with a focus on the most pressing issues for owners of small and mid-size shopping centers. Your discussion leaders will employ case studies and issues raised by the room to cover capital markets in a way that guarantees usable takeaways and direct alignment with what participants want to discuss.

FACILITATORS

Mark Gibson

ICSC Trustee
Chief Executive Officer
HFF, L.P.
Dallas, TX

Brad M. Hutensky

ICSC Trustee and Past Chairman
Founder and Chief Executive Officer
Hutensky Capital Partners
Hartford, CT

Networking Reception

5:15 – 7:00 pm

» Monarch Bay Courtyard & Monarch Sunset Terrace

Optional Event: Dine-Arounds

7:00 – 10:00 pm

» Laguna Village

A repeat of another Summit favorite! Dine-Arounds combine Laguna Beach's greatest food with excellent conversation and one more opportunity to share ideas and network. Shuttle bus service will run from the Ritz Carlton to Laguna Village from 7:00 – 10:30 pm. The return shuttle will stop at the Ritz Carlton and then continue on to the Marriott and Doubletree by Hilton.

The Dine-Arounds are sold out and there is no onsite registration available.

FRIDAY, MARCH 2

Networking Breakfast

8:00 – 9:00 am

>> Monarch Bay Courtyard

Spending Trends and the Impacts on Retailers and Landlords

9:00 – 10:15 am

>> Pacific Promenade

Sarah Quinlan will provide insights into “real time” macro and micro economic trends on consumer spending and retail sales based on Mastercard’s proprietary analytics, especially as they relate to the growth of experience retailing. Leading retailers and landlords will join to discuss the impact these trends are having on their businesses and long-term changes they are implementing to successfully engage the consumer.

MODERATOR

Sarah Quinlan

Senior Vice President

Mastercard

Purchase, NY

PANELISTS

Joe Brady

Divisional Vice President – Real Estate

Walgreen Co.

Deerfield, IL

Conor C. Flynn

ICSC Trustee

Chief Executive Officer

Kimco Realty Corporation

New Hyde Park, NY

David Krueger

Senior Vice President of Growth and

Development

Ulta Beauty

Bolingbrook, IL

Ryan C. O’Sullivan

Vice President of Real Estate

PetSmart, Inc.

Phoenix, AZ

Closing Remarks

10:15 – 10:30 am

>> Pacific Promenade

Scott Carr, CRX, CSM, CLS

ICSC Trustee
ICSC OAC Co-Chair
Chief Executive Officer
IRC Retail Centers
Oak Brook, IL

Daniel M. Taub

ICSC OAC Co-Chair
President
DLC Management Corp.
Tarrytown, NY

Lawrence P. Casey

2018 OAC Summit Conference Chair
President and Chief Operating Officer
Donahue Schriber
Costa Mesa, CA

Program information current as of February 7, 2018.

Roundtable Sessions

Thursday, March 1 | 8:00 – 10:15 am | Salons 3–6
(Each Roundtable is 45 minutes)

Table 1	Table 2	Table 3
<p>What the heck is going on and what are we going to do about it? Discussing innovative responses and solutions from retailers and landlords to ecommerce/Amazon</p> <p><i>Steven Goldberg, Bed Bath & Beyond Inc.</i></p> <p><i>Sonya Hene, Kitson & Partners</i></p>	<p>Navigating the multitude of changes taking place in grocery retail</p> <p><i>Peter Borzak, Pine Tree</i></p> <p><i>Joe McKeska, Elkhorn Real Estate Partners</i></p>	<p>Advantages and disadvantages of using an outside company to negotiate lease renewals</p> <p><i>Candace Cole, Vitamin Shoppe</i></p> <p><i>Barry Rodenstein, Brixmor Property Group</i></p>

Table 7	Table 8	Table 9
<p>Challenges and opportunities as a private developer in 2018</p> <p><i>Mark Schurgin, The Festival Companies</i></p>	<p>Amazon as a retail disruptive force: A case study with Whole Foods</p> <p><i>Nick Egelanian, SiteWorks Retail</i></p>	<p>Making decisions at the speed of disruption: Retail real estate data trends, technology, and you</p> <p><i>Greg Rutan, Trade Area Systems</i></p>

Table 13	Table 14	Table 15
<p>Breaking bad: The good, bad and ugly of breaking up anchor space</p> <p><i>Maria Toliopoulos, RPAI</i></p> <p><i>Gerry Wright, RPAI</i></p>	<p>Negotiating lease renewals from a tenant's perspective</p> <p><i>Bob Douponce, Party City Retail Group</i></p> <p><i>William B. Horner, CRX Fitness International, LLC</i></p>	<p>Outparcel optimization & new development: The inside track to today's triple net market</p> <p><i>Gary Chou, Matthews Real Estate Investment Services</i></p> <p><i>Pete Foran, IRC Retail Centers</i></p>

Table 19	Table 20	Table 21
<p>Retail reconsidered: New concepts and reinvention of existing ones</p> <p><i>David Birnbrey, The Shopping Center Group</i></p> <p><i>Lindsey Pankey, Centre-Line Real Estate Services</i></p>	<p>Cap rates & interest rates - up or down</p> <p><i>Margaret Caldwell, JLL</i></p> <p><i>Edward Senenman, Sterling Organization</i></p>	<p>Navigating the new tax law - 2018 real estate investment outlook</p> <p><i>John Chang, Marcus & Millichap</i></p>

Table 25	Table 26	Table 27
<p>Breaking the anchor mold: New ways to approach retail development</p> <p><i>John Mulleady Jr., Dave and Buster's, Inc.</i></p> <p><i>Mary Rottler, Seritage Growth Properties</i></p>	<p>JV Capital - where to find it and how to structure</p> <p><i>David Robinov, Ackman-Ziff Real Estate Group LLC</i></p>	<p>A sneak peek - inside a Retailer's Real Estate Committee</p> <p><i>Gayle Aertker, Burlington Stores</i></p> <p><i>Ted Frumkin, Sprouts Farmers Market</i></p>

Table 4	Table 5	Table 6
<p>The evolution of shopping centers—where will we be in 5 years? – Formats that will endure</p> <p><i>Barry Brown, HFF, L.P.</i></p> <p><i>Danny Finkle, HFF, L.P.</i></p>	<p>Small shop tenant perspective on negotiating lease restrictions, exclusives and occupancy costs</p> <p><i>Davis Bennett, Great Clips Inc.</i></p> <p><i>Todd Boysen, Sally Beauty Holdings, Inc.</i></p>	<p>How developers and growth retailers can create transparent and successful partnerships</p> <p><i>Jeff Fink, Shoe Carnival, Inc.</i></p> <p><i>Joshua Simon, Simon CRE</i></p>

Table 10	Table 11	Table 12
<p>It's not all about the Benjamins – getting inside the head of your next Millennial hire</p> <p><i>David Poline, Poline Associates</i></p> <p><i>Stuart Shapiro, Phillips Edison & Company</i></p>	<p>Renew, relocate or close: Factors influencing each alternative</p> <p><i>Chris Day, Bob's Discount Furniture</i></p>	<p>Moving away from email prospecting in a digital era</p> <p><i>Beth Azor, Azor Advisory Services, Inc.</i></p> <p><i>Chris Ressa, DLC Management Corporation</i></p>

Table 16	Table 17	Table 18
<p>Under 5 mil sq. ft.: Discussion for non-institutional RE Companies</p> <p><i>Hue Chen, Saglo Development Corporation</i></p>	<p>Trends in modern movie theaters</p> <p><i>Eric Termansen, Western Retail Advisors</i></p>	<p>Practical considerations for dealing with problem stores, both with and without corporate financial stress</p> <p><i>Emilio Amendola, A&G Realty Partners, LLC</i></p>

Table 22	Table 23	Table 24
<p>Driving unique dining experience, food halls</p> <p><i>Larry Evinger, Hendricks Commercial Properties, LLC</i></p> <p><i>Rob Gerbitz, Hendricks Commercial Properties, LLC</i></p>	<p>Sleeper opportunities - sourcing, identifying and securing your best investments in today's market</p> <p><i>Lori Schneider, Marcus & Millichap</i></p>	<p>Renovate your center – and live to tell about it! How to handle both your tenants and shoppers, and protect your bottom line</p> <p><i>Stacey Berthon, Hoar Construction, LLC</i></p> <p><i>Michael Moss, Brixmor Property Group</i></p>

OAC CO-CHAIRS

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Daniel M. Taub, DLC Management Corp.

OAC SUMMIT CONFERENCE CHAIR

Lawrence P. Casey, Donahue Schriber Realty Group

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Brian T. Finnegan, Brixmor Property Group

William B. Horner, CRX, ICSC Trustee, Fitness International, LLC

Luke Petherbridge, ShopCore Properties

COMMITTEE MEMBERS

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George L. Drummey, ICSC Trustee, The TJX Companies, Inc.

Norris R. Eber, CRX, CSM, CLS, ICSC Past Trustee, Abbell Associates, LLC

Reza Etedali, REZA Investment Group

Brian T. Finnegan, Brixmor Property Group

Conor C. Flynn, ICSC Trustee, Kimco Realty Corporation

Theodore Frumkin II, Sprouts Farmers Market

Seth D. Geldzahler, ICSC Trustee, Bed Bath & Beyond Inc.

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William B. Horner, CRX, ICSC Trustee, Fitness International, LLC

James Lampassi, ICSC Trustee, Barnes & Noble

Laurie Mahowald, ICSC Trustee, Target Corporation

Michael Makinen, DDR Corp.

James E. Matanky CRX, CLS, CDP, CSM, CMD, Matanky Realty Group

Ryan C. O'Sullivan, PetSmart, Inc.

Michael Oliverio, Acadia Realty Trust

Luke Petherbridge, ShopCore Properties

Valerie Richardson, CRX, CLS, ICSC Vice Chairman, The Container Store

Steve Rouman, Apple, Inc.

Bernie Schachter, Urban Edge Properties

Benjamin Schall, Seritage Growth Properties

Michael Shanahan, Burlington Stores

Donald P. Wright, ICSC Past Trustee

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Paul W. Freddo, ICSC Past Trustee, DDR Corp.

Brad M. Hutensky, ICSC Trustee and Past Chairman, Hutensky Capital Partners

Martin A. Mayer, ICSC Trustee, Stirling Properties

Richard H. Tucker, Tucker Development

EMERITUS MEMBERS

Thomas A. Caputo, Equity One, Inc.

George S. Demuth, Hutensky Capital Partners

Bernard J. Haddigan, Haddigan Capital

Damon J. Hemmerdinger, CRX, CDP, ATCO

Elise Jaffe, CRX, ICSC Past Trustee, Dressbarn

Rebecca L. Maccardini, CMD, ICSC Past Chairman, RMResources, LLC

Robert J. Otten, Lat Purser and Associates, Inc.

Schecky Schechner, Barclays Capital

Steve Weingarten, Weingarten Realty Investors

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GLOBAL



Cushman & Wakefield is a leading global real estate services firm with 45,000 employees in more than 70 countries helping occupiers and investors optimize the value of their real estate. Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$6 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com and www.cushwakeretail.com or follow @CushWake and @cushwakeRETAIL on Twitter.

NORTH AMERICAN

The logo for Marcus & Millichap is presented in white serif font on a dark blue rectangular background. The text "Marcus & Millichap" is centered, with a thin white horizontal line underlining the word "Millichap".

Marcus & Millichap

With over 1,700 investment sales and financing professionals located throughout the United States and Canada, **Marcus & Millichap** is a leading specialist in commercial real estate investment sales, financing, research and advisory services. Founded in 1971, the firm closed nearly 9,000 transactions in 2016 with a value of approximately \$42.3 billion. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. To learn more, please visit: www.MarcusMillichap.com

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PREMIER



Acadia Realty Trust is an equity real estate investment trust focused on delivering long-term, profitable growth via its dual – core and fund– operating platforms and its disciplined, location-driven investment strategy. Acadia Realty Trust is accomplishing this goal by building best-in-class core real estate portfolio with meaningful concentrations of assets in the nation’s most dynamic urban and street-retail corridors; making profitable opportunistic and value-add investments through its series of discretionary, institutional funds; and maintaining a strong balance sheet.



Brixmor Property Group, a real estate investment trust (REIT), is a leading owner and operator of high-quality, open-air shopping centers. The Company’s approximately 500 retail centers comprise 84 million square feet in established trade areas across the nation and are supported by a diverse mix of highly productive non-discretionary and value-oriented retailers, as well as consumer-oriented service providers. Brixmor is committed to maximizing the value of its portfolio by prioritizing investments, cultivating relationships and capitalizing on embedded growth opportunities through driving rents, increasing occupancy and pursuing value-enhancing reinvestment opportunities. Headquartered in New York City, Brixmor is a partner to more than 5,500 best-in-class national, regional and local tenants and is the largest landlord to The TJX Companies and The Kroger Company.



DDR is an owner and manager of 286 value-oriented shopping centers representing 97 million square feet in 33 states and Puerto Rico. The Company owns a high-quality portfolio of open-air shopping centers in major metropolitan areas that provide a highly-compelling shopping experience and merchandise mix for retail partners and consumers. The Company actively manages its assets with a focus on creating long-term shareholder value. DDR is a self-administered and self-managed REIT operating as a fully integrated real estate company, and is publicly traded on the New York Stock Exchange under the ticker symbol DDR.



Formed in 1991, **DLC Management Corp.** has established itself as one of the premier owner/operators of shopping centers in the U.S. Our portfolio includes millions of square feet of attractive retail space and continues to expand as we complete additional acquisitions. DLC takes a long-term approach to managing shopping centers and seeks to create and deliver extraordinary value by fostering strategic relationships with our retailers, communities, partners and investors.

Thank You to Our Sponsors

PREMIER



**DONAHUE
SCHRIBER**

Based in Southern California, **Donahue Schriber** is a recognized leader in the development, management, and leasing of neighborhood, community, and power shopping centers from San Diego, California to Seattle, Washington. With \$3 billion in real estate assets, the company currently owns and operates 61 shopping centers totaling 11 million square feet. Donahue Schriber's shopping centers are anchored by national and regional credit tenants including Target, Ralphs (Kroger), Albertsons/Safeway, and CVS/pharmacy. Structured as a private REIT, Donahue Schriber remains one of the few, fully integrated retail property companies in the West and in its history the company has been involved in over 32 million square feet of retail properties. Donahue Schriber's shareholders reflect the strong financial base of the company and include JP Morgan Chase Bank Strategic Property Fund and the New York State Teachers' Retirement System.



**EASTDIL
SECURED**

Eastdil Secured, a subsidiary of Wells Fargo Bank (NYSE: WFC), is one of the most active investment property sales, debt placement and commercial mortgage sales firms in the country. Eastdil Secured is also engaged in raising debt and equity in the public markets and raising private equity and entity recapitalizations through its broker dealer affiliate, Wells Fargo Securities. Since 2010, Eastdil Secured has completed over 5,300 transactions totaling over \$1.5 trillion. The firm has offices in New York, Los Angeles, San Francisco, London, Hong Kong, Tokyo, Dallas, Washington D.C., Chicago, Atlanta, Boston, Irvine, Silicon Valley and Seattle.



Faris • Lee
INVESTMENTS

Faris Lee Investments is a retail-specialized investment advisory firm offering the highest level of expertise in the acquisition, disposition and strategic marketing of retail properties across the U.S. Our "One Team, One Company" approach brings unmatched intelligence to every transaction—maximizing value, solving complexity and driving industry-leading results. Our goal for every assignment is to create an innovative, forward-looking investment strategy that transcends market conditions and ensures an optimal outcome for the client. Whether advising on a single asset or a complex portfolio, we employ our collective experience and strategic marketing programs to protect value and mitigate risk. This has earned us a twenty-five year history of loyal client relationships and a multi-billion dollar track record of successfully closed transactions. Faris Lee's business platform and service model render an intelligent approach to investment sales and a white glove transactional experience. We proudly represent properties nationwide, and investors from around the globe.

Thank You to Our Sponsors

PREMIER



Focused on retail. Centered on value. **IRC Retail Centers** specializes in operating high-quality; open-air shopping centers located in population dense, high-income trade areas that are attractive to retailers. Our tenants are market-leading grocers, value-oriented national and regional retailers, and vibrant local merchants providing everyday goods and services. With \$3.9 billion in total assets under management comprising 19.6 million square feet of leasable space in the Central and Southeastern United States, we can help retailers quickly establish, grow, and improve their market position across multiple IRC markets. Our team of experienced, dedicated professionals is guided by our “C.O.R.E.” mission – that is to “Create Outstanding Relationships and Experiences” with our tenants, shoppers, investors, joint venture partners, co-workers, and the communities in which we operate IRC Retail Centers, previously known as Inland Real Estate Corporation, was formed in 1994 and acquired by funds managed by DRA Advisors, LLC, in March of 2016.



**Newmark Grubb
Knight Frank**

Newmark Knight Frank (“NKF”), operated by Newmark Group, Inc. (“Newmark”), is one of the world’s leading commercial real estate advisory firms. Newmark has over 4,600 employees in over 120 offices. Together with London-based partner Knight Frank and independently-owned offices, NKF’s 15,000 professionals operate from more than 400 offices in established and emerging property markets on six continents. With roots dating back to 1929, NKF’s strong foundation makes it one of the most trusted names in commercial real estate. We offer a complete suite of services and products for both owners and occupiers across the entire commercial real estate industry.



New Market Properties, based in Atlanta, GA, owns and operates a portfolio of 39 grocery anchored shopping centers located in quality first ring suburban markets in 7 states across the Sunbelt. These centers are anchored by high volume market dominant grocers such as Publix, Kroger, Harris Teeter, Tom Thumb, and HEB that enjoy a #1 or #2 market share position in the particular market where the center is located. New Market has a fully integrated vertical platform that executes across all segments of the business including acquisition, asset management, leasing, financial accounting, and portfolio optimization. In addition, New Market develops and redevelops centers for its own account and provides capital to owners and operators in the grocery anchored sector through joint venture equity and mezzanine debt for new developments, redevelopments and value-add opportunities. New Market has an experienced team of professionals that pride themselves on being known for their commitment to making deals work and finding creative solutions to challenges.

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PREMIER



ShopCore Properties owns and operates over 24 million square feet of retail space across the US. Our assets are concentrated in densely populated markets and are anchored by best-in-class retailers. We currently have significant holdings in California, Florida, Texas, New York and Pennsylvania. ShopCore is owned by funds affiliated with Blackstone Real Estate.



Since its founding in March 1996, **Tucker Development** ("Tucker") has earned a reputation as a leading investor, developer and manager of shopping centers and mixed-use properties in key Midwest and East Coast barrier-to-entry markets. Developing and redeveloping Institutional quality projects is Tucker's mission and the passion of its Founder and CEO, Richard H. Tucker, a real estate professional with more than 35 years of experience. Tucker, as a vertically-integrated investor/operator and Fund Manager, utilizes the expertise of Mr. Tucker, who has developed and/or acquired over nine million square feet valued in excess of \$1 billion. Tucker has a property and development portfolio in Illinois and New Jersey. Current properties are primarily mixed-use redevelopment and developments (retail, residential and office) in barrier to entry urban and densely populated suburban markets.



Urban Edge Properties is a real estate investment trust (REIT) that acquires, develops, owns, manages and improves shopping centers in and on the edge of urban communities. Its owned portfolio comprises 16.7 million square feet in 90 properties and it manages over 5 million square feet for others. Urban Edge's core assets are concentrated in the Washington, DC to Boston corridor and it has a presence in Puerto Rico and California.

Thank You to Our Sponsors

PLATINUM



Kimco Realty Corp. (NYSE: KIM) is a real estate investment trust (REIT) headquartered in New Hyde Park, N.Y., that is one of North America's largest publicly traded owners and operators of open-air shopping centers. As of September 30, 2017, the company owned interests in 507 U.S. shopping centers comprising 84 million square feet of leasable space primarily concentrated in the top major metropolitan markets. Publicly traded on the NYSE since 1991, and included in the S&P 500 Index, the company has specialized in shopping center acquisitions, development and management for more than 50 years.



REZA Investment Group Inc., based in Irvine, California, is the leading retail investment advisory firm with a multi-billion dollar transaction record. The firm's resources are focused exclusively on retail investors and their specialized assets. The company's business model and transactions have been nationally recognized, with a transaction history that spans high profile malls to neighborhood shopping centers.



VCC Construction is a full service general contractor with expertise in building mixed-use, retail, multi-family, theater, hospitality, office and industrial projects. VCC consistently ranks in ENR's Top 100 contractors and is the largest retail contractor in the country. Licensed in all 50 states and with 9 domestic offices, VCC is committed to excellent client service and building relationships that last for generations. We continuously raise the bar in the industry by innovating in technology and safety processes. Through communication and collaboration, VCC brings a unique value add approach to every construction project. Our commitment to clients and the communities that we build together is second to none.

GOLD



SPEAKER BIOGRAPHIES

Pano Anthos leads XRC Labs as its Founder and Managing Director. Having founded 4 startups around key platform shifts, he saw the seismic shift coming to retail and with the right vision and timing recruited Parsons School of Design and Kurt Salmon to be founding sponsors. Now with 38 accelerated startups, 10 active world class retail sponsors, 200+ business mentors, Pano has built a world-class ecosystem for retail and consumer goods innovation at XRC Labs. He speaks regularly at NRF national and regional meetings, Shoptalk and RILA executive conferences. He leverages a deep startup network in Silicon Valley, New York, and Boston to fuse leading technology, E-commerce and user experience innovations to existing customer-oriented businesses.

Jeffrey A. Bayer is the President and CEO of Bayer Properties, headquartered in Birmingham, Alabama, which specializes in developing, leasing, managing, and marketing mixed-use real estate assets. In 1983, Jeffrey founded Bayer Properties with the mission to “create real estate environments that improve the quality of life in the communities we serve.” Since its inception, Jeffrey has fostered the organization’s growth from a local property management firm to a national commercial real estate leader with a 10 million square foot portfolio. Bayer’s recent developments include The Summit at Fritz Farm in Lexington, Kentucky and The Pizitz, a historic redevelopment in Birmingham. Jeffrey serves on the Board of Trustees for the ICSC. Additionally, he sits on the President’s Cabinet and Board of Visitors for The University of Alabama and is a board member for The University of Alabama Health Services Foundation, Leadership Alabama, and Leadership Birmingham.

Michael Beckerman is not afraid to tell it like he sees it. Beckerman spent the past thirty years in the Public Relations, Digital News and Tech sectors, all focused in the real estate industry. Founder of Beckerman Public Relations, one of the top 50 largest independently owned public relations firms in the country, Beckerman currently serves as the full time CEO of The News Funnel and its affiliated brands, The Content Funnel, Real Estate Tech News and CRE // Tech. Beckerman is a top influencer in the industry and has been named one of the most influential bloggers and social media experts by several leading media sources as well as being named one of the top Commercial Real Estate people you must connect with on LinkedIn. Beckerman has been a speaker at many premier industry conferences including ICSC’s University of Shopping Centers at Wharton School - UPENN , University of Colorado at Boulder’s CU Real Estate Center 20th Annual Forum, Realcomm, NAIOP I.CON and ICSC’s New York Deal Making to name a few and most recent.

Jeffrey Berman is a General Partner and Director of Camber Creek. Jeffrey runs Camber Creek’s New York office where he sources deal flow and coordinates customer acquisition, retention and marketing strategies for Camber Creek’s portfolio companies. Jeffrey brings close to two decades of executive experience in the real estate industry and has served on the Board of Directors and Advisory Boards of numerous companies, in addition to coordinating investments in same. Jeffrey graduated with a BA (with distinction) from New York University’s Stern School of Business.

Brandon Birtcher is the co-owner & CEO of Birtcher Development LLC, a leading U.S. industrial development company inspired by his great-grandfather in 1939. He joined the family firm in 1976 after graduating with a Bachelor of Arts Degree in Business/Economics from Claremont Men's College and serving 6 years in the U.S. Coast Guard Reserves. From 2012 – 2016, Brandon served as CEO of Goodman Birtcher North America, a joint venture that was capitalized with \$2 billion of equity, 55% from the Goodman Group of Australia and 45% from the Canada Pension Plan Investment Board. Under his leadership, Goodman Birtcher developed a pipeline valued at \$1.7 billion, containing 14 million square feet of logistics space across 13 sites in 4 states. Customers include Amazon, Georgia Pacific, Walmart and Porsche/Audi to name a few. Mr. Birtcher was the recipient of the Southern California Property Owner's Association's "Developer of the Year" award in 1987, and the company was the National Association of Industrial and Office Properties' (NAIOP) "Real Estate Developer of the Year" in 1989.

Rich Boyle is a longtime operations executive turned investor who joined Canaan in 2016 to lead investments in real estate tech, artificial intelligence and marketplaces. Since joining Canaan, he has led investments in ApartmentList, GrokStyle, Mynd and ReQuantive, on whose boards he serves. Rich was the longtime President, Chairman and CEO of Loopnet.com, the leading online marketplace for the Commercial Real Estate industry. Rich led LoopNet through a successful IPO in 2006 and an eventual \$900 million sale to CoStar Group in 2012. Rich was an Operating Partner with Khosla Ventures prior to joining Canaan. Rich has a deep background in engineering and product management and is a passionate partner for founders and startups. He is also an active angel investor. Rich holds a B.S. in Electrical Engineering from Stanford University.

Joe Brady is a 30-year industry veteran responsible for all aspects of Real Estate for Walgreens. The current \$48 Billion portfolio is comprised of 10,000 retail stores (post Rite Aid real estate acquisition), office and industrial real estate totaling \$3.2 billion in annual occupancy cost. Prior to joining Walgreens, Joe worked as a service provider (The Standard Group, later acquired by JLL), developer and retailer (Burger King, Hollywood Video). Joe is an active member of both ULI and ICSC, serving on the Government Relations Committee. Joe earned a Bachelor of Electrical Engineering from Villanova University and an MBA, with concentration in real estate finance and development from the University of North Carolina at Chapel Hill (Kenan-Flagler).

Terry S. Brown is the Chairman & Chief Executive Officer of Asana Partners, a vertically integrated retail real estate investment management company. Brown has more than 30 years of real estate experience in retail strategy, investments, capital markets, operations, and organizational development. Before co-founding Asana Partners, Brown was the Chairman & Chief Executive Officer of EDENS. Previously, Brown was Chief Executive Officer of Andersen Corporate Finance, LLC (subsidiary of Arthur Andersen), where he was responsible for global strategy and investment banking activities. Before joining Andersen, he was a United States Army

Officer. Brown is a member of the ULI and the ICSC where he is a former Trustee and Executive Committee member. Brown serves on the Board of Directors of AvalonBay Communities, Opus Holding LLC, and the University of Georgia Foundation. Brown is a summa cum laude graduate of the University of Georgia with a Bachelor of Business Administration degree.

Lawrence P. Casey is President and Chief Operating Officer of Southern California-based Donahue Schriber, a fully integrated, privately held real estate investment trust operating on the West Coast. The company owns and/or operates an 11 million square feet portfolio of 65 neighborhood, community and power shopping centers. Mr. Casey received his BBA degree in Accounting from the University of Notre Dame. He is a Certified Public Accountant and a member of the American Institute of Certified Public Accountants and the California Society of Certified Public Accountants. He is a member of the ICSC and sits on its Open Air Shopping Center Committee. He is also a member of the Urban Land Institute (ULI), sat on its Audit Committee, is a Vice Chair of one of its Commercial and Retail Development Councils, mentors in its Young Leaders Group Mentorship Program, and is a ULI Foundation Governor.

Steve Cogan is Senior Vice President of Real Estate and Store Development for Albertsons Companies in Boise, ID which has grown from 192 stores in 2012 to over 2,300 stores in 2017. Prior to joining Albertsons in 2013, Steve was Senior Vice President of Real Estate and Store Development for OfficeMax in Chicago overseeing all aspects of real estate, store design, and construction. An ICSC member for 30 years, Steve entered the retail real estate business in 1988 with Fred Meyer in Portland, OR after spending a number of years in the operations side of the grocery business. Steve holds a B.A. degree from Portland State University in Finance, Law, and International Business.

Candace Cole is the Director, Real Estate for The Vitamin Shoppe, a health and wellness retailer based in Secaucus, NJ. Candace is responsible for managing the real estate portfolio and long-range strategy. She has a proven record of accomplishment for consistently achieving high portfolio value while mitigating risk through successful restructuring of renewals and property dispositions, and selecting and negotiating relocations and new store acquisitions. Prior to joining The Vitamin Shoppe in 2014, Candace was Director, Real Estate for Staples, where she was responsible for a 14-state territory with more than 300 stores. During her 18-year tenure at Staples Candace advanced the ranks of the Real Estate Department through a progression of positions including Lease Administrator, Research Analyst, Property Manager, Real Estate Manager and Director, Real Estate. Her contributions during her tenure were integral in helping Staples grow from 300 to over 2,000 stores. She was ICSC Retail Chair for New England from 2009–2012 and is a professional costumer for local theaters in Montclair, NJ.

Christopher M. Conlon is the Executive Vice President, Chief Operating Officer for Acadia Realty Trust, Mr. Conlon is charged with establishing and executing critical growth strategies for Acadia. These strategies include acquisitions, development/redevelopment, leasing, asset

management, construction and marketing. Mr. Conlon joined Acadia in 2008 with over 20 years' experience in the retail real estate and development industry. Prior to joining Acadia, Mr. Conlon was a Partner at Ripco Real Estate Corporation, responsible for the leasing and development of neighborhood centers, vertical urban retail centers, and mixed-use properties with retail components. Mr. Conlon is a member of the OAC committee and was the chair of the 2016 OAC Summit. Chris was the co-chair on the 2017 ICSC New York Deal Making and will be the chairman of the 2018 conference. Chris was named by the Commercial Observer as one of the 100 most powerful people in New York City real estate for 2016 and 2017.

Georges Demuth serves as Senior Vice President, Acquisitions at Hutensky Capital Partners, and a manager of private equity funds focused on investment in multi-tenant shopping centers in major metropolitan areas nationally. His work is focused on acquisitions, joint venture partner relationships and asset strategy. Mr. Demuth joined Hutensky Capital Partners in 2011, and has been involved in all aspects of retail real estate development, redevelopment, leasing and acquisitions on behalf of institutional owners since 1981, encompassing both regional malls and all forms of open air retail centers. He has served in various capacities as a Senior Officer and Department Head for both publicly traded and privately held firms, including as chief operating officer with responsibilities for all acquisitions, operations, leasing, and development efforts. He is a graduate of Tufts University.

Pat Donahue serves as Chairman and Chief Executive Officer of Donahue Schriber Realty Group. Mr. Donahue joined the company in 1979 and has been engaged in nearly all of the 32 million square feet of retail space in which the company has been involved. He has worked in every aspect of the business, including leasing, asset management, development and corporate strategy. Mr. Donahue has been instrumental in fostering key relationships and opportunities that paved the way through the company's early days in regional mall development and management and parlaying the knowledge and disciplines obtained into becoming a recognized leader in the operation and development of neighborhood, community and power shopping centers. A 1978 graduate of California State University Fullerton, Mr. Donahue currently serves as a Past Trustee for the ICSC and is a frequent industry-wide speaker. He is actively involved with KidWorks and its Dan Donahue Center in Santa Ana, CA as well as Guardian Scholars at Cal State University Fullerton in Fullerton, CA and the California Showcase.

Norris R. Eber, CRX, CSM, CLS, is the President and Chief Investment Officer of Abbell Associates, LLC and oversees all acquisitions and dispositions, asset management, investor relations, and strategic partnerships for Abbell, a seventy-year-old Chicago-based investment, development and management company with 3 million square feet of enclosed mall, open air and office properties located in the Midwest. Norris has over 35 years of experience in retailing and shopping center development. Currently he serves on the ICSC Open Air Centers Committee and the ICSC PAC Committee. He is a past ICSC Central Division VP, ICSC

Trustee, past ICSC Foundation Chairman and State Director for Illinois. Norris also serves on the Executive Committee of the Harold E. Eisenberg Foundation. Norris holds a Bachelor of Science degree in Market Research from Northern Illinois University. He also holds a real estate Managing Brokers' license in Illinois.

Reza Etedali is the founder and CEO of REZA Investment Group and has over 30 years of experience in real estate development, ownership and brokerage of commercial real estate and residential properties. He has been involved in billions of dollars in retail real estate transactions, which include the sale of high profile shopping centers, regional malls, and large retail shopping center portfolios. He and his firm have represented the who's who of private clients, institutional and international investors, and financial institutions. Throughout his career, Reza has been involved in many transactions including stabilized and value-added sales for institutions, large private owners, and lenders. He has received much public applause for his unique business model and his ability to close deals in even the toughest market environments. He serves as the Global Chair of YPO Real Estate Network. He holds a USC MBA with focus on real estate and finance.

Brian T. Finnegan has served as Executive Vice President, Leasing for Brixmor Property Group since 2014. From January 2009 to October 2014, Mr. Finnegan was Senior Vice President, Leasing & Redevelopment for the West region. He served as Vice President, Redevelopment from November 2007 to December 2008 and as Regional Vice President, Leasing from June 2006 to October 2007. Mr. Finnegan joined Kramont Realty Trust, a predecessor of Brixmor, in 2004 as a Senior Leasing Associate. Previously, he worked as a Leasing Associate with a retail brokerage Legend Properties. Mr. Finnegan received a B.A. from Duquesne University.

Conor Flynn was named CEO of Kimco Realty and appointed to the board in January 2016. He joined Kimco in 2003 as an asset manager and has held a variety of senior leadership roles there, including President, COO, Chief Investment Officer and President of the Western region. Besides being an ICSC Trustee, he is a licensed real estate broker in California and a member of NAREIT, The Real Estate Roundtable, and the Urban Land Institute.

Michael Geisler is a Founding Principal and Managing Partner of Venture Commercial, a full-service, retail-centric brokerage firm headquartered in the DFW area and serving clients throughout the State of Texas as well as the country through its affiliation with XTeam. With over 33 years of real estate experience, Mike directs a 40-person brokerage team, oversees day-to-day operations for Venture and directs project leasing assignments and general brokerage. He is involved in NTCAR, ICSC, The Real Estate Council, Urban Land Institute and SMU's Folsom Institute. In addition he is active with Jesuit College Prep and the SMU Catholic Campus Ministry. Mike is married to Stacy and has three children: Ashli (33), Annie (22) and Michael (19).

Seth D. Geldzahler is the Vice President - Real Estate at Bed Bath & Beyond, based in Union, New Jersey and has been with Bed Bath & Beyond since 1996. In this capacity, he is responsible for all real estate related issues with respect to over 1,400 store locations and a national and international real estate growth program that is adding nearly 50 new stores a year, including stores for Bed Bath & Beyond, Christmas Tree Shops/And That!, buybuy BABY, Cost Plus World Market, and Harmon Face Values stores. Prior to joining Bed Bath & Beyond, Mr. Geldzahler practiced real estate law in New Jersey and Philadelphia. He is a graduate of Tufts University and Rutgers Law School - Newark and is currently serving as a Trustee of the ICSC. He resides in Bridgewater, New Jersey with his family.

Mark D. Gibson has been the Chief Executive Officer of HFF, Inc. since April 1, 2014. Mr. Gibson has been an Executive Managing Director of Holliday Fenoglio Fowler, L.P. since 2003. Mr. Gibson also served as an Executive Managing Director at HFF Holdings LLC since 2003. He joined HFF, Inc. as a Founding Partner of Holliday Fenoglio & Company in 1984. He serves as Chairman of The University of Texas Real Estate Finance & Investment Center. He has been the Vice Chairman of the Board of HFF, Inc. since November 2006. Mr. Gibson serves as a Director of Urban Land Institute. He is employed by AMRESO Capital Trust. He has been a Director of HFF Holdings, LLC since November 2006. He serves as an Assistant Chairman/Council Member of IOPC Gold in the Urban Land Institute. He serves as a Member of ICSC, Mortgage Bankers Association of America and Young President Organization.

Mark Gilbert: With 27 years of capital markets experience, 20 with C&W, Gilbert has completed over 600 transactions valued at nearly \$7 billion. Mr. Gilbert joined C&W in 1997 and is an Executive Managing Director within the Capital Markets Group, specializing in the disposition and financing of retail investment properties. Gilbert heads the Retail Investment Advisors team and has consistently been one of C&W's top producers for the past 15 plus years. Prior to C&W, Mr. Gilbert co-founded and served as President and Principal of Venturvest Realty ("Venturvest"), a regional real estate service organization with offices throughout Florida. In his capacity at Venturvest, Mr. Gilbert was responsible for a portfolio of over four million square feet of property and was also successful in completing nearly \$1 billion in disposition, financing and lease transactions from 1992 through 1997. Prior to Venturvest, Gilbert started his professional career in public accounting at KPMG. Most importantly he has been married to his wife Belinda for 28 years and they have 3 children; Stuart (23), Brett (20) and Grace (18).

David Glover brings more than 30 years of multi-disciplinary design and planning expertise to his experience-driven architecture. To his role as the firm's Global Practice Leader of Retail Centers and Mixed-Use, he is known for championing an imaginative weave of story-telling and place-making to invigorate design, producing works that embrace contemporary ideology, contextual culture and evolving lifestyles. His expertise is reflected in a robust portfolio of mixed-use, retail centers, entertainment, and urban plans throughout the world. As

a Studio Leader and Design Director, David promotes a culture of interdisciplinary discourse that enhances communication, promotes collaboration, and amplifies awareness for new technologies and building systems. David is a member of the Urban Land Institute and the ICSC, and he contributes to industry dialogues on the future and the evolution of retail centers into new forms of urban hybrids.

Mark Goldberg focuses on venture investments in financial services, insurance, real estate and enterprise software. Having both an operating and venture capital background, he is passionate about working with entrepreneurs to scale their businesses. Mark joined the Index team from Dropbox, where he ran Business Strategy and drove key initiatives in sales operations, partnerships, and growth. During his tenure at the company, Mark held various leadership positions across the finance and business organizations and helped the company grow from 250 to 1,500 people. Previously, Mark was an investment banker at Morgan Stanley. After working on the IPO for Tesla Motors, he joined a clean-tech focused venture capital fund, Hudson Clean Energy Partners, where he led investments in solar energy, energy efficiency and storage technologies. Mark graduated from Brown University with a B.A. in International Relations. He currently lives in San Francisco, where he enjoys surfing and playing tennis in his spare time.

Bernie Haddigan is founding partner of Haddigan Capital (HC), which has a specific focus on the US Commercial Investment marketplace including the Net Lease, Retail Shopping Centers and Multi-Family sectors. For the immediate two years prior to re-forming this enterprise, he was Senior Managing Director and co-National Practice Leader for US Investment Property brokerage at the world's largest global full service commercial real estate services provider. Prior to that, he served as a Partner, Managing Director and Member of the Executive Committee for the largest US brokerage of investment real estate brokerage by number of transactions serving 27+ years. He is an active member of the ICSC and regularly participates in its idea exchanges and serves as a member of the Open Air Committee.

Damon Hemmerdinger is Co-President of ATCO, a family of real estate companies. He oversees its investment business, leads the company's finance group, and manages strategic and special projects. ATCO's City Center Retail Estate joint venture program focuses on creating special places in New York City and in certain of America's best secondary markets. The focus is on projects that combine office, retail, and other uses and are located in or near central business districts or walkable neighborhoods. Damon's energies are focused on Camp North End, the redevelopment of a 76-acre historic Army base, 1 mile from the middle of Charlotte's CBD. Damon is an advisory member of the Board of Directors of Hard Hat Hub, Inc., and is Past Chair of the NY Government Relations Committee for ICSC. He is a member of the Board of REBNY, an emeritus member of ICSC's OAC, and former Board Chair of AmericaSpeaks.

Steve Hockett has served in various roles with Great Clips, Inc. beginning in 1988 as a franchisee. He was hired by Great Clips, Inc. in 1993 as a Marketing Manager and served in the roles of Regional Director and Vice President of Operations before leaving Great Clips to pursue other opportunities. He served as President of FranChoice, Inc. and then Rapid Refill Corp. before returning to Great Clips in 2008 as Vice President Of Operations. Since returning to Great Clips, Steve has contributed to growing the brand from 2,700 salons to over 4,200 salons with 52 consecutive quarters of comparable sales growth and 12 consecutive years of comparable customer count growth through the end of 2017. On January 1, 2018 Steve was promoted to Chief Executive Officer of Minnesota-based Great Clips, Inc. Steve's experience in franchising and his love for the Great Clips brand has contributed to its success as the world's largest salon brand with locations in more than 180 markets across the United States and Canada.

Nick Hodge is the Vice President, Corporate Real Estate for Kroger in their General Office in Cincinnati, Ohio, where he has responsibility for Kroger's real estate holdings and capital investment strategy for all of Kroger's operating retail Divisions, and is a member of the Capital Expenditures Committee. Nick graduated from Washington & Lee University and received his MBA from The Fisher School of Business at The Ohio State University. Nick started his career with ProLogis in Denver in their capital markets department. While with ProLogis, he also handled leasing in their San Francisco and Columbus, OH markets. Nick began his employment with Kroger in 2001 in Columbus, where he was responsible for site selection and the new store deal completion. In 2005, Nick became the KMA Real Estate Manager in Memphis, TN, with responsibility for the development and execution of a real estate capital strategy encompassing 5 states and 111 grocery stores. Nick has been in Kroger's General Office since 2007 in various assignments, before taking on his current role in 2015.

Liz Holland is the Chief Executive Officer of Abbell Associates, a 70 year old private real estate investment, development and management company with an approximately 3.5 million/sf portfolio, comprised of shopping center, office, and enclosed mall properties. She is responsible for overseeing all business and legal matters, including development, financing, leasing, capital and construction projects, and investor and tenant relations. Ms. Holland is active in ICSC, serving as the Chairman (2016-2017), Vice Chairman (2015-2016) and as a member of the Executive Board and Board of Trustees. Ms. Holland is also a member of Urban Land Institute (ULI) and a member of the Commercial & Retail Council - Blue. Prior to joining Abbell, Ms. Holland was a Senior Staff Attorney with the National Bankruptcy Review Commission, a Congressional commission charged with making recommendations to the Bankruptcy Code. Previously, Ms. Holland was a restructuring and business reorganization attorney with the law firm of Skadden, Arps, Slate, Meagher & Flom in New York. Prior to becoming an attorney, Ms. Holland was a fixed income Portfolio Manager at Brown, Brothers Harriman & Co, in New York.

William B. Horner possesses over 35 years of retail real estate experience, the last 17 directing the North American expansion of LA Fitness increasing the number of facilities from less than 50 to over 650 Clubs. Mr. Horner's background encompasses tenant roll out, development, and portfolio responsibility. As General Manager of Hobie Sports and Latitudes, two lifestyle retailers, he directed their expansions in freestanding facilities and shopping center types ranging from tourist specialty centers to regional malls. Portfolio based responsibilities have included Leasing Manager for Hollis and Associates, on contract to the Irvine Company, Director of Leasing for the diverse portfolio of the Fritz Duda Company and category as well as overall project oversight as a Vice President with DOR/Oliver McMillan specializing in redevelopment and entertainment projects. William began his career in Beverly Hills office of Coldwell Banker Commercial Real Estate Company specializing in retail and investments.

Brad Hutensky is the Founder and CEO of Hutensky Capital Partners, a fund manager based in Hartford, CT that invests in value add retail real estate in major U.S. markets. Mr. Hutensky has been involved in more than 200 retail projects and has extensive experience in the acquisition, management, leasing, redevelopment, financing, and disposition of shopping centers throughout the country. Mr. Hutensky continues to be an active volunteer for the ICSC and served as the 53rd Worldwide Chairman of the Board of Trustees 2012-2013. He currently serves on ICSC's Executive Board and chairs its Nominating and Governance Committee. He is also a Governing Trustee of the Urban Land Institute. He has spoken worldwide on various retail real estate topics. Mr. Hutensky holds an M.B.A. from Harvard University Graduate School of Business and an A.B. from Dartmouth College.

Thomas Kingsbury has served as Burlington Stores President and Chief Executive Officer, and on the Board of Directors, since December 2008. Mr. Kingsbury was appointed Chairman of the Board in May 2014. Prior to joining, Mr. Kingsbury was Senior Executive Vice President—Information Services, E-Commerce, Marketing and Business Development of Kohl's Corporation from August 2006 to December 2008. Prior to joining Kohl's, Mr. Kingsbury held various management positions with The May Department Stores Company, an operator of department store chains, commencing in 1976 and as President and Chief Executive Officer of the Filene's division since February 2000. Mr. Kingsbury currently serves as a member of the Board of Directors of Tractor Supply Company. Mr. Kingsbury's day-to-day leadership and experience as our President and Chief Executive Officer gives him unique insights into our challenges, opportunities and operations.

David Krueger is Senior Vice President of Growth and Development at Ulta Beauty, the largest beauty retailer in the United States with 1,074 stores. In his role, Mr. Krueger is responsible for leading Ulta Beauty's store development strategy, real estate research, site selection, lease negotiation, construction, remodeling, maintenance, energy management and corporate real estate planning. Under Mr. Krueger's leadership, Ulta Beauty is currently opening 100 stores

a year. Prior to joining Ulta Beauty, Mr. Krueger was Vice President of Real Estate at Carter's and Senior Vice President of Corporate Real Estate at Calere's (Brown Shoe Company). Mr. Krueger received his bachelor's degree in Civil Engineering from the University of Wisconsin-Madison and his MBA from Cardinal Stritch University.

Ari Kurtz is Head of Industry, Retail, for Google, where he manages a team of analysts and sales consultants who provide marketing consulting and solutions to big box and department store retailers. His team partners with clients' c-suites and marketing, merchandising, IT, store experience, and customer experience teams, helping retailers adapt to a world where the distinction between online and offline media and shopping are both fundamentally and rapidly changing. In his ten years at Google Ari has worked with Home Depot, JCPenney, Lowe's, Office Depot, and many other retailers. Prior to Google Ari worked in consulting for Booz Allen Hamilton. He earned his undergraduate degree from Stanford University and his MBA from the UGA's Terry College of Business. Ari is originally from Charleston, SC and now lives in Atlanta with his wife, his three- and five-year-old daughters, and their ferocious seven-pound Shih Tzu, Lily.

Amin Maredia is the Chief Executive Officer of Sprouts Farmers Market (NASDAQ: SFM), one of the largest healthy grocery stores in the country offering products at value prices that appeal to a wide demographic. Amin serves on Sprouts' Board of Directors, and was previously Chief Financial Officer from 2011 to 2015. Prior to joining Sprouts, Amin served in key global strategic roles, including business development and finance, for Burger King Corporation, one of the world's largest fast-food retailers. Amin has a strong track record in working with global Fortune 100 and private equity-backed companies during growth and turnaround phases, as well as during economic downturns. Amin has been deeply involved in community work around health, education and economic development including work with the Sprouts Healthy Communities Foundation, the Aga Khan Development Network and various other local and global organizations. Amin is a graduate of the Harvard Business School Management Program and has an undergraduate from the University of Houston.

Tom McGee is the President and CEO of ICSC. ICSC serves the global retail real estate industry by providing its 70,000+ member network in over 100 countries with invaluable resources, connections and industry insights, while actively working together to shape public policy. Prior to joining ICSC, McGee served as Vice Chairman of Deloitte, LLP, one of the world's largest professional services firms. A noted business speaker, Tom has significant media experience, with frequent appearances on CNBC, Bloomberg and Fox Business and is frequently quoted in national media outlets. Tom is a member of the U.S. Chamber of Commerce Committee of 100 and the Leadership Board for its Center for Capital Markets Competitiveness. He is also active in numerous civic, charitable, and academic organizations including serving as the Chairman of Covenant House International, the largest privately funded charity in the Americas providing care and vital services to homeless youth.

Joe McKeska is the President and Co-founder of Elkhorn Real Estate Partners, a division of A&G Realty Partners, which is an advisory and investment firm based in Oak Brook, Illinois specializing in assisting grocery retailers and retail investors in analyzing and creating value from their real estate portfolios in alignment with their broader business strategies. Prior to co-founding Elkhorn Real Estate Partners, Joe was Senior Vice President of Real Estate for Southeastern Grocers. He was the company's Executive Team Leader for all real estate related functions with oversight of a 40MM square foot portfolio. McKeska also spent 17 years in various real estate positions with Supervalu, Inc. and its predecessor companies including Albertsons, Inc. and American Stores Company where his last position was Group Vice President of Real Estate in which he was responsible for a portfolio of 1,500 stores totaling approximately 90MM square feet.

Joel Murphy is Co-Founder, President and Chief Executive Officer of New Market Properties LLC. Since New Market's inception in 2014, Murphy has led the firm's highly focused strategy of acquiring grocery-anchored "necessity" shopping centers in quality suburban sunbelt markets. Under his leadership, New Market is on a fast growth trajectory, having acquired 34 grocery anchored centers in seven Sunbelt states, totaling 3.6 million square feet, in the last two and a half years. Murphy has over 25 years of experience as an Executive Officer, Principal and Advisor in retail and multifamily projects, portfolios and investments. In 1995, he was named President of Cousins Properties Incorporated (NYSE:CUZ) retail division. He developed and acquired more than 10 million square feet of retail space with a total cost of more than \$1.3 billion and an approximate exit valuation of \$1.8 billion. From 2009 through September 2014, he served as President and CEO of Murphy Capital Group, where he spearheaded teams that completed \$150 million in acquisitions of grocery-anchored and other value-add retail centers that were ultimately merged together to form New Market.

Alex Nyhan is Co-President of First Washington Realty, Inc. Alex leads operations and co-leads investments. Alex sits on the firm's Investment Committee. Prior to joining FWR, Alex held successive leadership positions for several years at a major mixed-use development REIT. Alex has been involved with over \$4 billion of real estate investments, developments and initiatives. Alex has served as an advisor to the World Bank, the Inter-American Development Bank, and various government entities on real estate matters. Alex has worked in the U.S. and internationally. Alex serves of the Board of the Carderock Springs Elementary School Foundation, and is a member of the Young Presidents' Organization and ICSC. Alex holds an MBA from Harvard Business School, an MPA from Harvard Kennedy School and an undergraduate degree from Macalester College.

Ryan C. O'Sullivan is the Vice President of Real Estate for PetSmart and has been with the company for over ten years. With a background in brokerage, market research, and deal making he has helped PetSmart double their store count, create new formats, and enter new markets. He earned both his undergraduate degree and MBA from Arizona State University.

Lisa Palmer was Regency Center's Executive Vice President and Chief Financial Officer from 2013 to 2015. Prior to that, served as Senior Vice President of Capital Markets from 2003 until 2013. She served as Senior Manager of Investment Services in 1996 and assumed the role of Vice President of Capital Markets in 1999. Prior to joining Regency, Ms. Palmer worked with Accenture, formerly Andersen Consulting Strategic Services, as a consultant in Atlanta and as a financial analyst for General Electric. Ms. Palmer earned her M.B.A. from The Wharton School of the University of Pennsylvania and received her bachelor's degree in economics from the University of Virginia. She is a Director and Chairperson of the Nominating and Governance Committee of ESH Hospitality, Inc., an owner/operator of hotels, and Brooks Health System, a private healthcare organization. She is also a board member for the United Way of Northeast Florida, an Advisory Board Member for the Florida Institute of CFOs, a member of ULI, and a member of the ICSC.

Bruce Pomeroy co-founded Evergreen in 1974. In addition to his management responsibilities, Bruce supports Evergreen's Acquisition Team with strategic planning, deal structuring and negotiation. He also works with customers and employees to continuously improve the quality of Evergreen's development work and increase the value created through Evergreen's relationships with its customers. Bruce has more than 40 years of real estate development experience and is a Past Trustee of ICSC. For ICSC, Bruce teaches nationally, a course on advanced real estate development. Bruce holds a Bachelor of Arts in Economics from Pomona College.

Matthew R. Powers is the Executive Vice President – Retail/E-Commerce Distribution for JLL. In his role at JLL, Mr. Powers is responsible for leading and growing the emerging retail e-commerce practice group. Prior to joining JLL in July of 2016, Matt served as Director of Walmart's Non-Retail Portfolio. During his career, Matt oversaw Walmart's 148M industrial and office portfolio, and led acquisitions of over 20M square feet. In addition, Matt is a Certified Commercial Investment Member (CCIM), has served as Chairman of the City of Pea Ridge Planning Commission, and is a licensed attorney with the Arkansas Bar.

Sarah Quinlan is the Senior Vice President and Group Head of Market Insights for Mastercard Advisors, the analytics and insights consulting unit of Mastercard. Since joining Mastercard in January 2013, Sarah has advised executives in a range of industries, including retail, banking, capital markets, and government agencies, providing macro-to-micro economic trends related to consumer spending and retail sales. She and her team analyze and predict spending patterns, based on the billions of anonymous purchases Mastercard processes every year, to create solutions that help clients make better business decisions.

Woody Rayburn graduated from the University of Notre Dame with a degree in Accounting. He worked in the audit practice of Deloitte and Touche in Tampa for seven and a half years and then joined Publix in the Treasury Department as a financial analyst supporting Real Estate in

January of 1993. Mr. Rayburn was promoted to Asset Manager, Real Estate in May of 2000 and was promoted to Director of Asset Management in June of 2003. In September, 2017, Woody was promoted to Vice President of Real Estate Assets. In his capacity as VP of Real Estate Assets, Woody oversees all activities associated with development and redevelopment of Publix-owned retail real estate assets. His team also leases and manages existing retail real estate assets. At the end of 2017, Publix controlled 378 Publix-anchored assets (approximately 32% of Publix's stores), including 241 shopping centers, 130 free standing stores and 7 joint ventures.

Valerie Richardson is the VP of Real Estate for The Container Store, Inc. She is responsible for site evaluation and lease negotiation, as well as store design coordination and construction for The Container Store's nationwide store expansion program. Prior to joining The Container Store in the fall of 2000, she was Senior VP – R/E and Development for Ann Taylor, Inc., where she administered the company's store expansion strategy for Ann Taylor and Ann Taylor Loft. Before her years at Ann Taylor, she was VP of R/E and Development for the Superstore Division of Barnes & Noble, Inc. She began her R/E career at Dallas-based developer, Trammell Crow Company. Ms. Richardson earned an M.B.A. in R/E from the University of North Texas and a B.S. in Education from Southwest Texas State University. In 2004, she became a member of the Board of Trustees of ICSC. In addition, she is a member of the Board of Trustees of Baylor-Plano Medical Center in Plano, Texas.

Shaheen Sadeghi, following a successful career in the action sports industry including tenure as President of Quiksilver, Shaheen transferred his international trend expertise to the unconventional place of community redevelopment. His initial project, the LAB Anti-Mall, now 25 years "young", continues to garner international acclaim. Recently, LAB Holding repurposed several California landmarks including the Casino San Clemente dance hall; Center St. Promenade, Anaheim's historic downtown; Anaheim Packing District including the Packard and MAKE Buildings; with the historic Balboa Theater undergoing restoration as a seaside live music venue in Newport Beach. The LAB portfolio includes innovative retail such as SEED People's Market, Healthy Junk vegan fast food, Ink & Bean writer's coffee shop and SOLO, a creative co-op workspace. In progress are designs for a boutique motel, culinary artists' residence complex and urban apartment lofts. Awards: Mayor's Award from Costa Mesa; Developer of the Year, Anaheim Chamber of Commerce; Gold Nugget awards for PCBC Project of the Year and international recognition by the BBC, *NY Times*, *USA Today*, *Boston Globe*, NPR, *Wall Street Journal* and speaker appearances at TED.

Bernie Schachter is Executive Vice President, Asset Management for Urban Edge Properties, a shopping center REIT based in New York, NY. Bernie is responsible for overseeing Urban Edge's property management and its redevelopment program, with over \$100 million in active projects across 12 properties. Prior to joining Urban Edge in May 2016, Bernie was Senior Vice President, Real Estate at Staples, where he led Staples' real estate function worldwide. During his 21 year tenure at Staples, Staples grew from 250 to over 2,000 stores and Bernie

was responsible for opening, relocating and downsizing stores, warehouses and offices across the US and Canada. In addition, he oversaw store design, construction, facilities, energy management, property management and lease administration. Bernie earned a Masters degree in Real Estate from the MIT Center for Real Estate, and a Bachelors of Science in Economics from The Wharton School, University of Pennsylvania.

Lori Schneider is Senior Managing Director of Marcus & Millichap's National Retail Group and Executive Director of its Institutional Property Advisor Division. Lori specializes in the disposition of retail assets nationwide, representing institutions and private parties. She consistently ranks amongst Marcus & Millichap's top agents, and is an annual achievement award winner. Schneider has been cited as an authority in numerous industry publications, and has acted as a consultant for the Marcus & Millichap national publications on trends and analysis. She is an advisor and contributor to civic and educational organizations and serves as an ICSC Ambassador.

Over the course of **David A. Schulman's** 35 years in the retail real estate industry in the New York City metro area; Detroit, MI; Atlanta, GA; Charlotte, NC; Santa Monica, CA; and, Boston, MA, David Schulman has served in senior executive roles for property owners and retailers - large and small, private and public. While leading five departments at Rack Room Shoes for nine + years, he expanded the company strategically in store size, operating territory and center-type venues. As Regional Officer at Regency Centers, he supervised the largest territory within the company's portfolio. He has also served as the CEO of the two leading brokerage organizations in their respective industry sectors. Currently, he is the VP / Real Estate for Staples, a public company operating 1,600 stores in the U. S. and Canada. David is an Attorney in Good Standing with the State Bar of Georgia.

Scott Simanek joined UNIS as Chief Commercial Officer in 2017. Mr. Simanek not only brings his commercial expertise, but also his operational excellence after being at the global leader in supply chain excellence at C.H. Robinson for nearly 20 years. His expertise includes the creation of multiple service lines that resulted in over a billion dollars in growth. While at C.H. Robinson, Mr. Simanek played a crucial role in helping to transform the company's sales and marketing strategy. Mr. Simanek was directly responsible for P&L management, sales and operations at various levels throughout at C.H. Robinson. Scott earned his B.A. in Economics from the University of Illinois at Urbana-Champaign.

Anshul Singh began his career with Tata Motors as a lead engineer at the Vehicle (Cars and Truck) assembly production line and planning where he was involved with material handling simulation programming (using Taguchi Methods), assembly line layout, assembly line balancing, inventory planning and control and implementing Kanban and Andon systems. Anshul joined Bastian Solutions in 2000. His responsibilities include supply chain logistics consulting, warehouse design, IT solutions, process engineering, and

engineering material handling automation systems. During his career he has been involved designing systems for several companies such as iHerb, Newegg, Jafra, Monoprice, Dollar Shave Company, Petzl, SAS, CVS Pharmacy, Greenlee, Hercules, JFC, Mary Kay, Melaleuca, Roche, SAS, and Virginia Liquors.

James M. Taylor Jr. has served as Chief Executive Officer and President of Brixmor Property Group since May 2016. From 2012 until joining Brixmor, he was Executive Vice President, Chief Financial Officer and Treasurer for Federal Realty Investment Trust and a member of Federal Realty's executive and investment committees. At Federal Realty, he was also responsible for sourcing and evaluating business development opportunities for its east coast portfolio, as well as for operational oversight of its southeast portfolio. From 1998 to 2012, Mr. Taylor was a Senior Managing Director and the Head of Real Estate Investment Banking at Eastdil Secured / Wells Fargo, where he successfully completed over \$100 billion of public debt and equity offerings, M&A transactions, asset and portfolio sales, private equity placements, mortgage financings and bank loans for his real estate clients. Prior to joining Eastdil Secured, Mr. Taylor practiced corporate and securities law at Hunton & Williams, with a focus on equity REITs, and also worked as a senior accountant for Price Waterhouse in Washington, D.C.

Kathy Thibault: As a Strategic Planning & Consumer Insights Director, my focus is simply to figure out people and what makes them tick...in relation to a brand, product or idea. Consumer insights are key, which lead to a distinctive and relevant brand or product platform. I dig deep through a variety of qualitative and quantitative methods to cultivate a whole picture of the consumer mindset. Ultimately, the target consumers' behaviors, attitudes, and actions can be more easily understood. With over twenty years of experience, I've worked on a wide variety of brands ranging from national to regional to local. I have a passion for cultivating insights, building brands, and strategic thinking. My approach is methodical, thoughtful, creative and honest. I believe in the truth of the consumer and help clients reflect that truth within the context of their brand.

Brendan Wallace is a Co-founder and Managing Partner at Fifth Wall. Brendan was Co-Founder & CEO of Identified, a data & analytics company focused on workforce optimization that raised \$33 million of venture capital and was acquired by Workday in 2014. He also co-founded Cabify, the largest ridesharing service in Latin America. Brendan has been an active angel investor and manages one of the largest syndicates on AngelList. Brendan started his career at Goldman Sachs in investment banking in the real estate, hospitality, and gaming group as well as their CMBS and structured finance group. He then worked at The Blackstone Group in real estate private equity where he worked on the \$26 billion acquisition of Hilton Hotels and the \$39 billion buyout of Equity Office Properties. Brendan graduated from Princeton University where he received his BA in political science and economics. He received his MBA from the Stanford Graduate School of Business.

Chris Weilminster is President of the Mixed-Use Division for Federal Realty Investment Trust. In this capacity, Mr. Weilminster is responsible for directing the overall strategy and day to day operations and leasing of the Trust's mixed-use portfolio. Mr. Weilminster also serves as a member of the Trust's Investment Committee and Executive Committee. Mr. Weilminster joined the Trust in 1990 as a small shop-leasing associate with primary responsibility for the Trust's Washington, D.C. area properties. In 1996, he was promoted to Anchor Tenant Leasing. He was promoted to Vice President-Anchor Tenant Leasing in 2000, Senior Vice President-Leasing in 2005, and Executive Vice President in January 2015 and then promoted to President of the Mixed-Use Division in 2016. Mr. Weilminster completed graduate work in Real Estate Development at Johns Hopkins University and earned his Bachelor of Science degree in Finance and Marketing from Syracuse University. He is an active member of ULI and ICSC and has been a guest lecturer for real estate at several universities including Syracuse and the University of Miami.

James Whittaker has a career that spans academia, start-ups and top tech companies and starts in 1986 as the first computer science graduate hired by the FBI. James then worked as a freelance developer for IBM, Ericsson, SAP, Cisco and Microsoft, specializing in test automation. He joined the faculty at the Florida Tech where he continued his prolific publication record in testing and security. In 2002 his security work was spun off into a startup which was later acquired by Raytheon. James' first stint at Microsoft was in Trustworthy Computing and Visual Studio. He then joined Google as an Engineering Director leading teams working on Chrome, Maps and Google+. In 2012, James rejoined Microsoft. James is known for being a creative and passionate leader and sought after speaker and author. Of his numerous books two have been Jolt Award finalists and one a best-seller. Follow him on Twitter @docjamesw and at his website docjamesw.com.

Mark Zoradi has served as Cinemark's Chief Executive Officer since August 2015. Mr. Zoradi spent 30 years at The Walt Disney Company, most recently serving as the President of Walt Disney Studios Motion Picture Group. Prior to that, Mr. Zoradi served in a variety of positions of increasing responsibility with The Walt Disney Company, including as the General Manager of Buena Vista Television and President of Buena Vista International with responsibility for the international theatrical and home entertainment marketing and distribution of Disney, Touchstone and Pixar films. Mr. Zoradi also served as the President and Chief Operating Officer of Dick Cook Studios from January 2011 until July 2014 and the Chief Operating Officer of Dreamworks Animation SKG, Inc., until January 2015.