



# ICSC Missouri P3 Luncheon Program

## "Retail In the Digital Age"

Thursday, April 5, 2018

The Wildwood Hotel, Wildwood Ballroom

2801 Fountain Place ♦ Wildwood, MO 63040 ♦ + 1 636-733-9100

ICSC is the trade association of the retail real estate industry. This ICSC P3 Retail program is a forum for the public and private sector to network, share ideas and discuss development issues and mutually desired retail projects. Members and non-members are welcome to attend.

### PROGRAM AGENDA

*\*AICP members can earn 2.5 Certification Maintenance (CM) credits for this activity. When CM credits are available, they are noted at the end of an activity description. You must attend the duration of all CM sessions in order to get credits. (No partial credit given.)*



- 11:00 am – 3:45 pm** Registration & Networking
- 11:45 am – 12:15pm** Lunch Served
- 12:15 – 12:30 pm** Program Welcome and Government Relations Update  
**Jim Bowlin**, Mayor of Wildwood, MO; **Melissa Setser**, ICSC Missouri/Kansas Government Relations Chair, Senior Vice President, Portfolio Management, The DESCO Group, St. Louis, MO
- 12:30 – 1:30 pm** "What Works in Retail": Active Retailers Growing in this Economy **CM I 1\***  
 Moderator: **Scott Stinson, CRX, CLS**, Broker, Central Realty LLC, St. Louis, MO  
 Panelists: **Elliot Liebson**, Director of Planning and Development, City of Ferguson; **Theresa Miller**, Owner and Founder, Treats Unleashed, St. Louis, MO; **Colleen O'Neill**, Managing Director, City Foundry STL, St. Louis MO; **Shwanta' Ray**, Owner & Queen Playah, Happy Up Inc., Edwardsville, IL
- 1:30 – 1:45 pm** Break
- 1:45 – 3:45 pm** Round Table Discussions (three 30-minute sessions) **CM I 1.5\***
  - Table 1 – Pop-up Retail / Innovative Re-use of Vacant Retail  
 Led by: **Justine Robinson**, Specialty Leasing Manager, Mid Rivers Mall, St. Peters, MO
  - Table 2 – What's in a "Partnership"? Dissecting "Public", "Private" and "Partnership"  
 Led by: **Dave Parmley**, Owner, Chesterfield Hotels, Inc., St. Louis, MO and **Tony St. Romaine**, former Deputy City Manager, City of Columbia, MO
  - Table 3 – Implications of Tax Laws/Policy  
 Led by: **Robert L. Berger, CPA, CGMA**, Partner, Anders CPAs and Advisors, St. Louis, MO
  - Table 4 – Tax Incentives  
 Led by: **Ernesto R. Segura**, Partner, Husch Blackwell LLP, St. Louis, MO
  - Table 5 – Bicycling as an Economic Driver  
 Led by: **Jodi Devonshire** and **Tony Caruso**, Bike Stop Café & Outpost, St. Charles, MO
  - Table 6 – Omni-Channel Marketing / Emerging Technologies  
 Led by: **Dennis Maher**, Director of Sales, Buxton Company, Fort Worth, TX
  - Table 7 – Mixed-Use Development: Streets of St. Charles  
 Led by: **Patty Kueneke**, Senior Real Estate Representative, Cullinan Properties LTD, St. Louis, MO and **David Leezer**, Director of Economic Development, City of St. Charles, MO
- 3:45 – 4:00 pm** Networking and Program Adjourns

### ICSC Missouri P3 Luncheon Program Planning Committee:

**Julian M.D. Jacquin, Program Co-Chair**, ICSC Missouri/Kansas P3 Retail Public Sector Chair, Economic Development Manager, City of Wildwood, MO; **Greg Patterson, Program Co-Chair**, Broker, Central Realty LLC, St. Louis, MO; **Stacy Wipfler, ICSC Missouri/Kansas State Director**, Partner, Husch Blackwell LLP, St. Louis, MO; **Michelle Miller, ICSC Missouri/Kansas Next Generation Chair**, Associate, NAI DESCO, St. Louis, MO; **Paul Ellis**, Director of Economic Development, City of Fairview Heights, IL; **Jared Howe**, Commercial Loan Officer, Midwest Regional Bank, St. Louis, MO; **Dan R. Lang BREC, PCED**, Director of Economic Development, City of Wentzville, MO; **Jay Lindner, CLS**, President, Lindner Properties, Columbia, MO; **Patrick McKeehan**, Director of Economic Development, City of O'Fallon, MO; **Scott Stinson, CRX, CLS**, Broker, Central Realty LLC, St. Louis, MO

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For registration questions please contact ICSC Registration Department at +1 646 728 3800. Fax to +1 732 694 1800. Mail to: ICSC PO Box 419822, Boston, MA 02241-9822. Payments made by check must be received 2 weeks prior to event.

#### Registration Fees\*\*

	Advance	On-Site
ICSC Member:	\$45	\$60
Non-Member:	\$60	\$70
Public Sector Member:	\$35	\$50
Student Member*:	\$25	N/A

\*Must be an ICSC student member to qualify for student rate. Verification will be requested.

\*\*There are no refunds for cancellations.

\*\*\*Advanced registration closes April 2.

ONLINE: [www.icsc.org/2018R05](http://www.icsc.org/2018R05)

FAX: +1 732 694 1800

(Credit card registration only)

ICSC CONTACT:

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**Terms, Conditions and Rules:** This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at [www.icsc.org/event-terms-and-conditions](http://www.icsc.org/event-terms-and-conditions), which are hereby incorporated by reference.