



Program

Michigan Continuing Education Program for Real Estate Professionals

Clicks & Bricks: Stronger Retail Together

Suburban Collection Showplace | Novi, MI

February 8, 2018

#ICSC



Clicks & Bricks: Stronger Retail Together

CONTINUING EDUCATION CREDITS

6.0 hours of Continuing Education Real Estate Credits in Michigan applicable for 2018, composed of 4.0 hours of CRE and 2.0 hours of Legal Update.

SPONSORS

Gold Corporate sponsorships of \$500 per company and Silver Corporate sponsorships of \$300 per company are available. If you are interested in being a sponsor, please contact Theresa Orlando +1 646 728 3691 or torlando@icsc.org.

THURSDAY, FEBRUARY 8

Registration*

7:30 am – 3:30 pm

*Those interested in earning full Continuing Education Credits must arrive by 8:00 am.

Continental Breakfast

7:30 – 8:00 am

OPENING REMARKS



Paul S. Magy, Esq.

ICSC 2018 Michigan Continuing Education Program Co-Chair
Clark Hill PLC
Birmingham, MI

Roundtable Discussions

8:00 – 9:15 am

Various topics will be presented in a roundtable format for small group discussion. All roundtable topics will be held twice, so participants can rotate to a different roundtable following the first 30-minute session.

1. Changing Laws Regarding Liquor Licensing

Led by: Kelly Allen, Esq., Adkison, Need, Allen & Rentrop, PLLC

2. Owner's Guide to Construction Contracts, Especially AIA Forms: The Good, the Bad, the Ugly

Led by: Jeff Ammon, Esq. and Matthew B. Van Dyk, Esq., Miller Johnson

3. Understanding the Bankruptcy Process and Its Impact on Retailers and Shopping Center Landlords: The Broker Value Proposition

Led by: David M. Blau, Esq., Clark Hill PLC

4. Using Condominiums as a Development Tool

Led by: Maryam Karnib, Esq., Honigman, Miller, Schwartz & Cohn LLP

5. Are Assignments of Leases and Rents the Final Nail for Real Estate Bankruptcies?

Led by: Ian Bolton, Esq., Ian Bolton Law PLLC

6. Blame H-I-M (Harvey-Irma-Maria) for Everything! A Discussion of the Legal Aspects of Disaster Preparedness

Led by: Alfredo Casab, Esq., Dawda, Mann, Mulcahy & Sadler, PLC

7. The Shopping Center Game

Led by: Phil Cody, The Cody Co.

8. Under All Is the Land: Ethics for the 21st Century Realtor

(Accredited 1 hour REALTOR® Ethics CRE session available with special sign-in)

Led by: James Cristbrook, Shain Park Realtors

9. Zoning Ordinances are Changing Quickly: Don't Get Left Behind

Led by: Richard D. Rattner, Esq. and John Gaber, Esq., Williams, Williams, Rattner & Plunkett, P.C.

10. The Art and Science of Retail Site Selection

Led by: Dave Huntoon, INTALYTICS

11. Tax Appeals Based on Vacancy Rate and Income Stream

Led by: Jumana Judeh, MAI, CCIM, MCAO, Judeh & Associates

12. Traps in Your Contract: How Rules of Construction Can Make or Break Your Deal

Led by: Patrick Karbowski, McDonald Hopkins PLC

13. Valuation of Retail Real Estate: You Only Thought You Knew

Led by: Kevin Kernan and Jason Krentler, Stout Risius Ross, Inc.

14. Adapting to the New Retail Reality

Led by: Lauren Leach, Conway MacKenzie

15. Vapor Intrusion: Why Property Owners and Purchasers Really Need to Pay Attention!

Led by: Kelly Martorano, Esq., Dickinson Wright PLLC

16. Cyber Security Affecting Real Estate Professionals

Led by: Patricia Meadows-Smith, First American Title Insurance Company

17. Dealing with Expiring REAs

Led by: John Mucha, Esq. and Samuel P. Kokoszka, Esq., Dawda, Mann, Mulcahy & Sadler, PLC

18. Broker Risk Management: How to Limit your Liability and Get Paid

Led by: Gregg Nathanson, Esq., Couzens, Lansky, Fealk, Ellis, Roeder & Lazar, P.c.

19. Update on Marijuana Laws and Regulations in Michigan

Led by: Phillip Neuman, Esq., Couzens, Lansky, Fealk, Ellis, Roeder & Lazar, P.C.

20. Comprehensive Commercial Development Checklist

Led by: Robert Nolan, Esq., Warner, Norcross & Judd LLP

21. The Nuts and Bolts of 10/31 Exchanges

Led by: Margo Rosenthal, Investment Property Exchange Service, Inc.

22. Resort to Self-Help or Not, That is the Question

Led by: Alan Taylor, Segal McCambridge Singer & Mahoney LTD

Morning Session Keynote | Amazon Detroit: Move Here. Move the World

9:15 – 9:45 am

SPEAKER



RJ Wolney
Vice President of Finance
Bedrock Detroit
Detroit, MI

Economic Forecast

9:45 – 10:35 am

SPEAKER



Paul Traub
Business Economist
Federal Reserve Bank of Chicago, Detroit Branch
Detroit, MI

Plenary Session | Detroit’s Resurgence Continues”

10:45 – 11:35 am

Retail is gaining momentum in “Greater Downtown” Detroit. Each presenter will focus on the retail components of their respective developments.

MODERATOR

Jim C. Bieri
Principal
Stokas Bieri Real Estate
Detroit, MI

PANELISTS

Travis Arbogast
Vice President
Olympia Development of Michigan
Detroit, MI

Dietrich Knoer

President and Chief Executive Officer
The Platform LLC
Detroit, MI

Dan Mullen

President
Bedrock Detroit
Detroit, MI

Concurrent Sessions

11:45 – 12:35 pm

A. “The Amazon Phenomenon – Opportunities in the New Retail World”

The metamorphosis of the shopping experience has changed the landscape of retail. Owners of retail and industrial real estate, retailers and the professionals serving them are reaping rewards or suffering consequences as the story unfolds. This panel is designed to give an informed view of current stats and trends in e-commerce and the “Amazon effect”. Panelists will also speak on new ideas surrounding adaptation in this new environment including coordination among e-tailers and traditional bricks and mortar retailers, omni-channel, and space absorption for last mile delivery.

MODERATOR

Emily D’Agostini Kunath, Esq.
General Counsel
D’Agostini Companies
Sterling Heights, MI

Michigan Continuing Education Program for Real Estate Professionals

PANELISTS

Christa Hart

Senior Managing Director
FTI Consulting
New York, New York

David Schwebel

Senior Director, Business Development
Swisslog Logistics, Inc.
Mason, Ohio

Gary Stevens

Vice President of Leasing
Ramco-Gershenson Properties Trust
Northville, MI

B. Not Your Father's Real Estate Office – How Technology Is Changing the Way We Work

Realtors today cannot merely “hang a sign” and cold call as the means of advertising shopping centers for sale or lease. There are myriad on-line bidding sites, information tools, drones and mapping software that are now being used to market properties. Additionally, social media has totally changed the way we communicate with prospective customers. Our technology panel will explore some of these changes and describe the latest innovations in marketing shopping centers and leasing opportunities.

MODERATOR

Brian Whitfield

Vice President and Director of Retail Services
Colliers International
Southfield, MI

PANELISTS

Michael Christenson

Director of Sales
Sites USA
Chandler, AZ

Jon Dwoskin

Executive Advisor
The Jon Dwoskin Experience
Detroit, MI

Jonathan Katz

Senior Director
Ten-X
Miami, FL

Lunch

12:45 – 1:15 pm

(No lunch service after 1:15 pm)

Luncheon Keynote Presentation | NewCommerce: Retail in the Post-Amazon Era

1:15 – 1:45 pm



Garrick Brown

Vice President, Retail Research for the Americas
Cushman & Wakefield Inc.
Sacramento, CA

Concurrent Sessions

1:50 pm – 2:40 pm

A. Financing in Today's Market: Current Underwriting and the Availability of Credit 2018

This panel of experienced commercial loan officers and mortgage brokers will discuss the availability and general terms for obtaining financing on new commercial purchase transactions as well as refinancing. The panel will discuss: (i) the current lending environment; (ii) the types of transactions that are now closing; (iii) their expectations for 2018; and (iv) how to overcome hurdles for underwriting approval, including appraisals, valuation ratios, due diligence and equity requirements.

MODERATOR

Nicholas G. Maloof, Esq.

President and General Counsel
Associated Environmental Services, LLC
Bloomfield Hills, MI

PANELISTS

Tom Barrett

Market Manager of Commercial Lending
The State Bank
Brighton, MI

William P. Beardsley

President
Michigan Business Connection, LC
Ann Arbor, Michigan

Dennis S. Bernard

President
Bernard Financial Corporation
Southfield, MI

Brandon Kaznowski

Senior Regional Manager and Vice President
National Commercial Real Estate
Fifth Third Bank
Detroit, Michigan

B. Tools of the Trade (and Re-Trade): Public and Private Land Use Restrictions and Agreements

Retail development requires a tremendous amount of coordination among the developer, municipality, buyer, seller, and tenants. The broker can play a central role in the entire process. This session focuses on different development tools, such as the use of condominiums, planned unit developments, reciprocal easement agreements and other land use options. Familiarity with these tools can assist the broker in negotiating the key points in the life of the project, from the purchase, to municipal approvals, to tenants, to a completed project.

MODERATOR

Jonathan W. Anderson, Esq.

Partner
Varnum LLP
Grand Rapids, MI

PANELISTS

Robert Gibbs, AISP, ASLA

Executive Director
Gibbs Planning Group
Birmingham, MI

Robert A. LaBelle, Esq.

Senior Attorney
Myers Shierk & LaBelle, PLLC
Birmingham, MI

Jeffrey J. Schostak

Vice President and Director of Development
Schostak Brothers & Company, Inc.
Livonia, MI

Plenary Session

2:50 – 3:30 pm

Emerging Issues and Recent Developments in Real Estate Law Affecting Shopping Centers: 2018

This session will explore important court decisions, legislation and trends in law of real property in Michigan, especially as they relate to retail centers. The panel will discuss recent case law developments, new and pending legislation and the trends they represent, and address their importance to those who own, manage, finance or lease space in retail projects.

MODERATOR

Mark P. Krysiniski, Esq.

Partner
Jaffe, Raitt, Heuer & Weiss, P.C.
Southfield, MI

PANELISTS

Melissa N. Collar, Esq

Partner
Warner Norcross & Judd, LLP
Grand Rapids, MI

Melissa Papke, Esq.

Partner
Varnum LLP
Grand Rapids, MI

Meeting Adjourns

3:30 pm

2018 Program Planning Committee and Faculty Reception

3:30 – 4:30 pm

Program information current as of January 3, 2018.

Michigan Continuing Education Program for Real Estate Professionals

PROGRAM PLANNING COMMITTEE

Paul S. Magy, Esq., ICSC 2018 Michigan Continuing Education Program Co-Chair, Clark Hill PLC

Matthew Berke, P3 Central Division Chair, Keystone Commercial Real Estate, LLC

Anthony B. Schmitt, ICSC State Director, Mid-America Real Estate-Michigan, Inc.

Jonathan W. Anderson, Esq., Varnum LLP

Jim Bieri, CRX, CLS, Stokas Bieri Real Estate

Jonathan D. Block, Esq., Honigman Miller Schwartz and Cohn LLP

Alfredo Casab, Esq., Dawda, Mann, Mulcahy & Sadler, PLC

Emily D'Agostini Kunath, Esq., D'Agostini Companies

Mark P. Krysinski, Esq., Jaffe Raitt Heuer & Weiss, P.C.

Robert A. LaBelle, Esq., Myers Shierk & LaBelle, PLLC

Jennifer MacKay, ShopOne Centers REIT, Inc.

Nicholas G. Maloof, Esq., Associated Environmental Services, LLC

Matthew Mason, Conway MacKenzie

Patricia Meadows-Smith, First American Title Insurance Company

Phillip J. Neuman, Esq., Couzens, Lansky, Fealk, Ellis, Roeder and Lazar, P.C.

Karen R. Pifer, Esq., Honigman Miller Schwartz and Cohn LLP

Joan Primo, The Strategic Edge

Richard D. Rattner, Esq., Williams Williams Rattner & Plunkett, P.C.

Scott Sonenberg, Landmark Commercial Real Estate

Matthew Van Dyk, Esq., Miller Johnson

Peter Vanderkaay, Signature Associates

Kenneth W. Vermeulen, Esq., Honigman, Miller, Schwartz & Cohn LLP

Michele Walton, Esq., Taubman Centers

Brian Whitfield, Colliers International

Registration Form

How to Register

Fax: +1 732 694 1800
Online: www.icsc.org/2018S03
Mail: ICSC
P.O. Box 26958
New York, NY 10087-6958

Registration Fees

	Advance	On-site
Member*	\$ 85	\$125
RPLS Member	\$ 85	\$125
Non-Member	\$ 110	\$155
Student Member**	\$ 50	N/A

*To qualify for the member rates, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC information services at +1 646 728 3800.

**Student members must register in advance to qualify for the student rate. Student registration will not be offered on-site.

Deadlines

To qualify for the advance registration rates, your registration must be received by **February 1, 2018**.

Cancellations

All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **January 31, 2018**. All requests for refunds must be received by ICSC in writing.

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Theresa Orlando** at **+1 646 728 3691** no later than **January 31, 2018**.

Continuing Education Credit

ICSC-Certified professionals earn 1.0 credit (A3) towards certification renewal.

See page 2 for information on Michigan Real Estate Credits.

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, which are hereby incorporated by reference.

Please Check One: ICSC Member*/Real Property Law Section Member Non-Member Student Member**

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2017S03)

REQUIRED FOR NON-U.S. APPLICANTS: _____ Date of Birth _____ Country of Citizenship _____

Please check here if any of the above information has recently changed.

Method of Payment

Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____

Sponsorship Form

BENEFITS	GOLD \$500	SILVER \$300
Company logo and link on event page	■	
Company logo and link on event email blasts	■	
Company name on event email blasts		■
Company logo on sponsor sign and/or PowerPoint display at event*	■	■
Company logo in Directory*	■	
Company name in Directory*		■
Sponsor ribbons for all company attendees	■	■

*Pending production deadline dates

When

Thursday, February 8, 2018

Deadline

Sponsorship must be received by **January 23, 2018** to be recognized at the Program.

ICSC Sponsor Contact

Theresa Orlando
Tel: +1 646 728 3691
Email: torlando@icsc.org

Terms, Conditions and Rules

This sponsorship application is subject to the Terms and Conditions for ICSC Sponsorship Opportunities available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Please Check One: Gold Silver

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2018S03)

REQUIRED FOR NON-U.S. APPLICANTS: _____
Date of Birth _____ Country of Citizenship _____

Please check here if any of the above information has recently changed.

Method of Payment

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Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____