



Program

NEXUS Conference

R(etail)EVOLUTION

The Breakers | Palm Beach, FL

January 10 – 11, 2018

#ICSC



NEXUS: The Intersection of Investor Insights & Retail Opportunities

NEXUS is the premier event for lively discussion and debate on the dynamic retail landscape across all shopping center subtypes. From neighborhood centers to regional malls, the retail landscape is evolving at a torrid pace. NEXUS is the forum for connecting it all through the exchange of ideas and powerful networking with thought leaders and industry decision makers.

Wednesday, January 10

Registration

10:00 am – 6:30 pm

Networking Lunch

12:00 – 1:15 pm

Welcome and Opening Remarks

1:15 – 1:30 pm



Lee Schaffler, CFA

ICSC 2018 NEXUS Conference Program
Planning Committee Co-Chair
Executive Director
J.P. Morgan Asset Management
Real Estate Americas
New York, NY



Joseph Tichar

ICSC 2018 NEXUS Conference Program
Planning Committee Co-Chair
Managing Director & Partner
Raider Hill Advisors
New York, NY

Opening Keynote Presentation

Strategy in the Age of Disruption: Technology Megatrends and Keys to Anticipating and Leading Market Disruptions

1:30 – 2:30 pm

SPEAKER



Tony Seba

Best-Selling Author, *Clean Disruption of Energy and Transportation*
Cofounder, RethinkX, Silicon Valley Entrepreneur,
Stanford University Lecturer
San Francisco, CA

General Session

Assets in the Room

2:45 – 3:30 pm

This small-format, moderator-facilitated session accelerates your conference networking and tunes you into the topics that are on the minds of fellow attendees. A colored sticker on your conference badge indicates which small-group discussion to attend—you'll introduce yourself, discuss the opening keynote session, and address what you look forward to exploring during the conference.

General Session

Portfolio Managers' Conundrum

3:45 – 4:30 pm

Join as we ask leading portfolio managers about the current investment landscape. How are they allocating between traditional and alternative real estate sectors? What investments offer the best risk-adjusted returns? What areas are overpriced? Where does retail fit in an institutional portfolio? What trends represent disruptions to long-held investment paradigms and which ones create opportunities? Institutional investors will discuss these issues and where they plan to put their next marginal investment dollars.

MODERATOR



Mary K. Ludgin, Ph.D.

Director of Global Investment Research
Heitman LLC
Chicago, IL

PANELISTS



Randy Giraldo
Managing Director – Head of Portfolio
Management
TH Real Estate
New York, NY



Lynne Gray
Senior Portfolio Manager – Principal Investments
State Board of Administration of Florida
Tallahassee, FL



Craig Theirl
Portfolio Manager, Real Estate Americas
J.P. Morgan Asset Management
New York, NY

General Session

Crossfire: A Debate on Trends & Spends

4:45 – 5:30 pm

Industry experts will engage in a spirited debate on the future of the consumer, how shopping habits are evolving, and which retail segments are gaining share of the shopper's wallet. As purchasing behavior in the physical and digital realms continues to dictate the successes and the challenges of various retailer strategies and formats, landlords and retailers must adapt to remain relevant.

MODERATOR



John L. Gerdes, CRX, CLS, CSM
Executive Vice President Asset Management
L&B Realty Advisors, LLP
Dallas, TX

PANELISTS



Josh Chernoff
Managing Director
EY
Chicago, IL

Karen Short
Managing Director
Barclays Capital
New York, NY

Welcome Reception

5:30 – 6:30 pm

Dine-Arounds (Optional Event)

7:00 – 10:00 pm

For more details, see page 7.

Thursday, January 11

Registration

7:30 am – 5:30 pm

Continental Breakfast

8:00 – 9:00 am

CEO Update

9:00 – 9:30 am



Tom McGee
President and Chief Executive Officer
ICSC
New York, NY

General Session

Mall Version 2.0

9:30 – 10:30 am

Within the retail sector, no other property type is more talked about than the enclosed mall. Hear from investors and developers who see tremendous opportunity in the current environment and are successfully generating outsized returns in the mall space while others sit on the sidelines.

MODERATOR



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

PANELISTS



Michael Glimcher
ICSC Past Trustee
Chief Executive Officer
Starwood Retail Partners
Chicago, IL

THURSDAY, January 11 Continued



Simon J. Leopold
Executive Vice President and
Chief Financial Officer
The Taubman Company
Bloomfield Hills, MI



Robert Perlmutter
ICSC Trustee
Chief Operating Officer, Senior Executive
Vice President
Macerich
Santa Monica, CA



Steve Plenge
Managing Principal
Pacific Retail Capital Partners
Los Angeles, CA

General Session

Designing a Revolution & Creating the Future of Retail

10:45 – 11:30 am

Retail's pace of change continues to accelerate at a rapid rate. Advancements in technology, new competition, and the race to raise the customer-experience bar have changed the retail landscape and how the game must be played to win. Success requires a revolutionary and human-centric approach. Join our panel of retail experts as they discuss the path forward.

MODERATOR



Marcie Merriman
Executive Director
EY
Columbus, OH

PANELISTS



David L. Glover
Firmwide Retail Centers Practice Area Leader,
Principal
Gensler
Los Angeles, CA



Alison Embry Medina
Editor in Chief and Associate Publisher
design:retail
Alpharetta, GA



Parham Javaheri (PJ)
Senior Vice President of Real Estate and
Development
Life Time
Chanhassen, MN

General Session

Blurred Lines: Industrial & Retail Real Estate's Roles in Consumer Fulfillment

11:30 am – 12:30 pm

Continued shifts in consumer shopping patterns are blurring the lines of distinction of sales recognition between in-store and online. E-commerce has been a tailwind for industrial warehouse demand while, at the same time, stores play an increasingly important role in consumer fulfillment of online orders and returns. Join as a panel of leading industry executives discuss how e-commerce and "last mile" real estate needs are currently shaping supply chain management across the retail industry.

MODERATOR



Dirk S. Aulabaugh
Managing Director, Advisory & Consulting
Green Street Advisors
Newport Beach, CA

PANELISTS



Benjamin D. Conwell
Senior Managing Director,
Americas Practice Leader
eCommerce and Electronic Fulfillment
Specialty Practice Group
Logistics & Industrial Services
Cushman & Wakefield
Seattle, WA



Vincent Signorello
Founder and Managing Partner
Scout Capital Partners
Miami, FL

Lunch and Keynote Presentation

12:30 – 1:45 pm

Industry Update Headwinds & (Re)tailwinds

1:45 – 2:15 pm



Kenneth F. Bernstein
ICSC Chairman
President and Chief Executive Officer
Acadia Realty Trust
Rye, NY



Laurie B. Mahowald
Vice President of Real Estate
Target Corporation
Minneapolis, MN

Closing Keynote What If They're Wrong?

3:30 – 4:30 pm

General Session Retailer Panel

2:30 – 3:15 pm

Networking Reception

4:30 – 5:30 pm

SPEAKERS



Nick Hodge
ICSC Trustee
Vice President, Corporate Real Estate
The Kroger Co.
Cincinnati, OH

Program information current as of November 2, 2017.

PROGRAM PLANNING COMMITTEE

Lee Schaffler, CFA, ICSC 2018 NEXUS Conference Program Planning Committee Co-Chair, J.P. Morgan Asset Management

Joseph Tichar, ICSC 2018 NEXUS Conference Program Planning Committee, Co-Chair, Raider Hill Advisors

Matt Allen, AmCap, Inc.

Eric J. Almquist, CRX, CSM, GGP Inc.

Brad Bailey, CBRE

Jennifer Boss, Heitman LLC

Margaret Caldwell, JLL

John Crossman, CRX, Crossman & Co.

Andrea Drasites, The Blackstone Group

Shane Garrison, CRX, RPAI

Jonathan Gerber, UBS Investment Bank

John L. Gerdes, CRX, CLS, CSM, L&B Realty Advisors

Amy Jo Hall, CRX, CLS, SLD, LM Commercial Real Estate

Brian Harper, Rouse Properties

John Hendrickson, Ramco-Gershenson

David Jamieson, LEED AP, Kimco Realty Corporation

Simon J. Leopold, Taubman

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

Marcie Merriman, EY

James Milam, Federal Realty Investment Trust

Kristin Mueller, CRX, CSM, JLL

Luke Petherbridge, ShopCore Properties

Nicholas Pribuss, QIC

John Ragland, TH Real Estate

Matthew Ricketts, Wells Fargo Commercial Real Estate

Steven Sumell, Trademark Property Company

Sarah Vasquez, CRX, CSM, The Howard Hughes Corporation

Mario C. Ventresca, Jr., CRX, PREIT

Eric Zimmermann, Eastdil Secured



REGISTRATION INFORMATION

HOW TO REGISTER

Fax: +1 732 694 1800

Online: www.icsc.org/2018NEXUS

Mail: ICSC

P.O. Box 419822

Boston, MA 02241-9822

REGISTRATION FEES

	Early Bird Deadline: 11/10/17	Advance Deadline: 1/3/18	On-site
Member*	\$595	\$695	\$870
Non-Member	\$895	\$1,045	\$1,215
Student Member**		\$50	N/A
Retailer Member	N/A	\$300	\$375
Retailer Non-Member	N/A	\$450	\$565

*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.

**ICSC student members are required to register in advance to receive the discounted student registration fee.

DEADLINES

To qualify for the early bird rate, your registration must be received by **November 10, 2017**. To qualify for the advance rate, your registration must be received by **January 3, 2018**.

CANCELLATIONS

All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **January 3, 2018**. All requests for refunds must be received by ICSC in writing.

HOTEL RESERVATIONS

A block of rooms has been reserved at:

The Breakers

1 South Country Road

Palm Beach, FL 33480

Rate: \$325

Cut-off Date: December 20, 2017

To make reservations, visit www.icsc.org/2018NEXUS. For questions, call during our office hours of Monday through Friday, 9:00 am to 7:00 pm ET at +1 877 541 9876, or internationally at +1 312 527 7300.

CONTINUING EDUCATION CREDIT

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

SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify **Ester Vivona** at +1 646 728 3647 no later than **December 27, 2017**.

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.

SPONSORSHIP INFORMATION

BENEFITS	PLATINUM \$15,000	GOLD \$10,000	SILVER \$5,000	BRONZE \$2,000
Reception Sponsor	■			
Branded note pads for all conference attendees	■			
Dine-Around Sponsor		■		
Keynote Speaker Sponsor			■	
Company logo and hyperlink on event page	■	■	■	■
Company logo with hyperlink on conference emails	■	■		
Company logo on pre-printed materials*	■	■		
Company logo on event signage	■	■	■	
Company name on event signage				■
Company logo on "Thank You" page in the event directory*	■	■	■	
Company name on "Thank You" page in the event directory*				■
Company logo and 150 word company profile in event directory*	■	■		
Company logo to loop during select functions	■	■	■	
Company name to loop during select functions				■
Sponsor ribbons for all registered company attendees	■	■	■	■
Recognition from the podium	■	■	■	■
Three complimentary conference registrations	■			
Two complimentary conference registrations		■		
One complimentary conference registration			■	

*Pending production deadline dates.

COMMITTEE CONTACTS

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Sarah Vasquez

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Email: sarah.vasquez@howardhughes.com

DEADLINE

Sponsorship must be received by **Wednesday, December 13, 2017** to be recognized at the conference

ICSC CONTACT

Rita Malek

Tel: +1 646 728 3539 | **Email:** rmalek@icsc.org

RETURN FORM AND PAYMENT TO

2018 NEXUS Conference Sponsorship

P.O. Box 419822 | Boston, MA 02241-9822

Fax: +1 732 694 1800

REMINDERS

- Payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo in high resolution. (.jpeg and .eps format) to eboyce@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.



DINE-AROUND FORM

HOW TO REGISTER

Fax: +1 732 694 1800

Online: www.icsc.org/2018NEXUS

Mail: ICSC

P.O. Box 419822, Boston, MA 02241-9822

When: Wednesday, January 10, 2018 | 7:00 – 10:00 pm

Fees

Prices are per person and include a three-course meal, 2 beverages and tax/gratuity. Space is limited and will be confirmed on a first-come, first-served basis. Registration must be received by **December 15, 2017**. No refunds can be issued after this date.

Terms, Conditions and Rules

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Echo – \$130

(4–6 minute walk or take the hotel free shuttle)

When done right, a night on the town can feel like an evening spent in a faraway place. Echo transports the senses, fusing exoticism and tranquility in a decidedly urban space. To start, enjoy sake and fresh sushi in the garden, dotted with lanterns, or see and be seen at happy hour in our Dragonfly Lounge, popular for its dramatic serpentine bar. For dinner, gather in the garden, front terrace or dining room for a veritable feast of Chinese, Japanese, Thai, Vietnamese and Korean dishes, complemented by an outstanding selection of cocktails, beers and wines.

HMF – \$160

(On-site)

Enter The Breakers' grand lobby and you'll hear it: the growing roar of laughter, music and clinking goblets. Turn the corner into the North Loggia and you'll see it: everyone dressed to the nines, abuzz in our exquisite Florentine Room—where the glitterati drank and dined for decades—reinvented as the dazzling and modern HMF, Palm Beach's hottest gathering place. Named after the resort's founder, Henry Morrison Flagler, HMF is steeped in the glamour of an earlier era, yet wholly current. This chic social club boasts an eclectic, globally influenced menu, an acclaimed, 2,200-varietal wine list and an array of bespoke cocktails. Grab a seat and people watch as you listen to the transformative sounds of Kirill Basov, our renowned music and entertainment director known for his dreamy, distinctive mash-ups of old and new.

Please list your choices in order of preference. You will receive an email confirmation of placement and receipt of amount charged.

1. _____ 2. _____ 3. _____

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

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

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) _____

Meat Market – \$125

(10 minute walk from hotel or take hotel shuttle to Echo and walk 4 minutes to 191 Bradley Place)

A sexier, more glamorous take on the traditional steak house. Meat Market is a dynamic offering of what's great now; reflecting cuts of meat. Delicate seafood and produce available and offered daily. Weekly seasonal basis under the acute supervision of acclaimed Executive Chef Sean Brasel.

The Italian Restaurant – \$130

(On-site)

So cozy, so low-key—and so secluded, you may have missed it. Down a walkway framed with greenery, housed in the Family Entertainment Center, The Italian Restaurant opens each evening for family supper, serving authentic antipasti, salads, pastas, brick-oven pizzas, seafood, and other classics both indoors and out. Here, family-friendly takes on new meaning. Let the kids explore the arcade and 1,000-gallon saltwater aquarium while you relax with a glass of red. Salute.

Seafood Bar – \$225

(On-site)

Relaxation and refinement as only The Breakers can do. In late December 2016, we revealed the legendary Seafood Bar, completely reimagined around its best feature: the stunning Atlantic backdrop. Come for fresher-than-fresh seafood for lunch or dinner. Stay for inspired cocktails or something from our extensive wine-by-the-glass selection. A glamorous new exhibition kitchen puts you at the center of it all. Stroll in as you are and experience the allure of the yachting lifestyle. Bespoke nautical details, beautiful new aquariums, and a front-row seat to the ocean views no matter where you sit. Nothing short of spectacular, this is Palm Beach life at its best.

Flagler Steakhouse – \$220

(4–6 minute walk or take the hotel free shuttle)

Down the resort's picturesque, palm-lined drive sits Flagler Steakhouse, a fresh take on the classic American chophouse. Inside, dramatic beamed ceilings, wood furnishings and a prep-luxe palette of red, white and blue evoke steakhouse tradition, while sleek, oversized chandeliers and graphic art skew contemporary. Out on the terrace, designed for comfortable dining every month of the year, panoramic views of the golf course and city skyline affirm you're in the heart of Palm Beach. Tuck into a table for lunch or dinner and explore our celebrated menu, anchored by the finest selection of USDA prime cuts—a mere 2% of all sourced beef—and expanded with Italian specialties, savory sides, and lighter options like fresh fish, salads and more. Come early or stay late and enjoy a cocktail or nightcap at the handsome bar.

International Council of Shopping Centers
1221 Avenue of the Americas
New York, NY 10020-1099



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