



Directory

OAC Summit

Fairmont Austin | Austin, TX
February 27 – March 1, 2019
#ICSC



WEDNESDAY | FEBRUARY 27

Registration

11:00 am – 8:00 pm >> Manchester E Foyer

Welcome Remarks

12:45 – 1:00 pm >> Manchester CD



Scott Carr, CRX, CSM, CLS
ICSC Trustee and Central Division Vice President
ICSC OAC Co-Chair
CEO
IRC Retail Centers
Oak Brook, IL



Brian Finnegan
2019 OAC Summit Conference Chair
Executive Vice President, Leasing
Brixmor Property Group
New York, NY



Daniel M. Taub
ICSC OAC Co-Chair
New York, NY

Welcome to Austin from Mayor Steve Adler

1:00 – 2:00 pm >> Manchester CD

Hear from the mayor of our host city, one of the fastest growing in the U.S., on how Austin has embraced technology in urban planning as well as his views on how retail development is changing in this market.



Mayor Steve Adler

Colorful Beginnings

2:15 – 3:30 pm

Networking is the backbone of the OAC Summit and this session, one of the Summit's most popular, is a proven catalyst to ensure that you have a circle of contacts right from the start. Whether you are new to the Summit or a seasoned veteran, you are guaranteed to leave with new leads and new friends. And isn't that the point of attending a Summit?

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

FACILITATORS

>> Manchester E

Andrea Drasites, The Blackstone Group
Kyle Matthews, Matthews Real Estate Investment Services

>> Manchester F

Alison Lies, Gazit Horizons, Inc.
Mike Makinen, SiteCenters

>> Manchester G

Larry Rose, The Michelis Rose Group, LLC.
Lori Schneider, Marcus & Millichap

>> Indigo

Mike Cohn, Berkley Development
Mary Rottler, Seritage Growth Properties

>> Violet

Terri Cox, Matanky Realty Group
Nick Egelanian, SiteWorks Retail

Real Time with Retailers

3:45 – 4:45 pm

Use this opportunity to meet leading retailers and participate in conversations about the current state of the retail real estate industry from their perspective. Please note that the retailers will not address any specific company performance or strategy.

SESSION 1

>> Manchester E

FACILITATOR

Josh Levy, Waterstone Property Group

PANELISTS

John Antunes, PetSmart | **Phil Armstrong**, Total Wine | **Terry Gibbons**, Sprouts
Jim Reynolds, Great Clips | **Robert Sek**, Total Men's Primary Care

SESSION 2

>> Manchester F

FACILITATOR

Tom Londres, Metro Commercial

PANELISTS

Randy Carlin, Mattress Firm | **Christina Froehling**, Xponential Fitness
Jim Lampassi, Barnes & Noble | **Laurie Mahowald**, Target

SESSION 3

>> Manchester G

FACILITATOR

Josh Simon, Simon CRE

PANELISTS

Jenn Anello, Planet Fitness | **Joseph Brady**, Walgreens
Gerardo Flores, Jersey Mike's | **Josh Goldstein**, Pet Supplies Plus
Chris Santone, Carvana

SESSION 4

>> Indigo

FACILITATOR

Matt Ryan, Brixmor Property Group

PANELISTS

Doug Epstein, Modell's | **Bill Horner**, LA Fitness
David Schulman, Staples | **Mike Shanahan**, Burlington Stores

SESSION 5

>> Iris

FACILITATOR

Mike Conway, Phillips Edison

PANELISTS

Nate Collins, Kroger | **Chris Day**, Bob's Discount Furniture

Jeff Fink, Shoe Carnival | **Zach Minter**, Five Below

Keynote: Open Air Trends: Disruptors and E-Commerce

5:00 – 6:00 pm >> Manchester C - D

Kara Swisher is the executive editor of Recode and a contributing writer for *The New York Times*. Known for her unique perspective on the technology industry, Kara has her finger on the pulse of innovation and disruption. Kara joins us to discuss how the retail industry is being impacted by tech changes and challenges and what that means for the real estate industry.



Kara Swisher

Executive Editor of Recode, Host of Recode Podcast and Co-Executive Producer, Code Conference

Welcome Reception

6:00 – 8:00 pm >> Palm Court

THURSDAY | FEBRUARY 28

Registration

7:30 am – 7:00 pm >> Manchester Foyer

Networking Breakfast

7:30 – 8:00 am >> Manchester Foyer

Roundtable Discussions

8:00 – 10:15 am >> Manchester A - B

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. Each session will be 45 minutes. (See page 10 for the list of roundtable Discussions)

Networking Break

10:15 – 10:45 am

Waymo - A Presentation on Autonomous Vehicles

10:45 am – 12:00 pm >> Manchester C - D

It is widely expected that our industry will change dramatically with the introduction of self-driving vehicles. Join the conversation with Paige Fitzgerald, Director of Waymo Partnerships on the introduction of the technology, and how it will change the world.



Paige Fitzgerald

Head of Strategic Partnerships & Business Development
Waymo
San Francisco, CA

Lunch Served

12:00 – 12:30 pm >> Manchester A - B

Industry Insights

12:15 – 12:45 pm >> Manchester A - B

Tom McGee, ICSC President and CEO, discusses current opportunities for the public and private sectors of the retail real estate industry with ICSC's Chairman Valerie Richardson.



Tom McGee
President and CEO
ICSC
New York, NY



Valerie Richardson, CRX, CLS
ICSC Chairman
Vice President, Real Estate
The Container Store
Coppell, TX

Lunchtime Retailer Leadership Panel

12:45 – 1:45 pm >> Manchester A - B

Hear from the leaders of a diverse mix of open-air retailers as they discuss how their businesses are thriving in the current retail environment, how they are adapting to the changing consumer, and what they see on the horizon for retail in the near future.

MODERATOR

Ross Cooper
President and CIO
Kimco Realty Corporation
New York, NY

PANELISTS

Joel Anderson
President and CEO
Five Below
Philadelphia, PA

Tom Kingsbury
President, CEO and Chairman
Burlington Stores, Inc.
Burlington, NJ

Vibhu Norby
Founder and CEO
B8ta
San Francisco, CA

Networking Break

1:45 – 2:00 pm

Jason & Scot Live

2:00 – 3:00 pm >> Manchester C - D

Jason Goldberg and Scot Wingo are the hosts of The Jason & Scot Show, a weekly podcast about the e-commerce industry featuring interviews with industry leaders, deep dives into key topics, and timely news. Jason and Scot will be joining us for a point-counterpoint discussion on e-commerce and the retail real estate industry.

Jason Goldberg

Senior Vice President of Commerce
SapientRazorfish
Chicago, IL

Scot Wingo

Founder and Executive Chairman
Channel Advisor
Raleigh-Durham, NC

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.

Cannabis and Retail Real Estate

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Manchester E

How have cannabis dispensaries been able to normalize cannabis in a retail space by changing the in-store experience and consumer perception? How are institutional investors capitalizing on the potential they see in creating new venues to put dedicated capital to work in all things cannabis? Learn from the dominate retailer MedMen and a leading hedge fund CB1 dedicated to investing in the cannabis space.

FACILITATORS

Ryder Jeanes

Vice President
CB1 Capital Management
Austin, TX

Kellen O'Keefe

Senior Vice President, Business Development
MedMen
Los Angeles, CA

What is the Future of Mixed-Use?

3:15 – 4:00 pm

4:15 – 5:00 pm

>> Manchester F

Hear perspectives from a cross functional set of leaders on the integration of retail, health and wellness, co-working and multi-family in mixed-use environments

MODERATOR

Benjamin W. Schall

President and CEO
Seritage Growth Properties
New York, NY

FACILITATORS

Jeff Weinhaus

President and CDO

Equinox Holdings, Inc.
New York, NY
Justin Stewart
President and Co-Founder
Industrious
New York, NY

Hilary Span
Managing Director, Head of Americas,
Canada Pension Plan Investment Board (CPPIB)
New York, NY

Demographic Shifts Ahead and Implications for Retail Real Estate

3:15 – 4:00 pm

4:15 – 5:00 pm

»» Manchester G

Highlighting findings from the research behind the book *Big Shifts Ahead: Demographic Clarity for Businesses*, author and demographer Chris Porter will share an insightful framework that makes demographic trends easier to understand, quantify and anticipate. He will address how these trends have shaped societal behavior and translate the implications for the retail and real estate industry. His analysis of demographics will give business leaders a better perspective and competitive advantage when reacting to unanticipated events that shift prevailing trends.

FACILITATOR

Chris Porter

Chief Demographer and co-author of *“Big Shifts Ahead: Demographic Clarity for Businesses”*
Irvine, CA

Transactions: A Broker, a Seller and a Buyer Walk in to a Room...

3:15 – 4:00 pm

4:15 – 5:00 pm

»» Indigo

You come up with the punchline - Participate in this interactive conversation on the current state of the transactions market. Three active participants share real time insights on the market-addressing where we are in the cycle, in particular, Seller's expectations vs. Buyer's expectations, the impact of capital markets and the availability of debt and equity, pricing trends across different asset classes and what it takes to get a deal done in today's volatile retail real estate market.

FACILITATORS

Mark Gilbert

Executive Managing Director
Cushman & Wakefield
Miami, FL

Daniel J Holland

President and CEO
Epic Real Estate Partners
Austin, TX

Mark Horgan

Executive Vice President and CIO
Brixmor Property Group
New York, NY

The Opportunity in Opportunity Zones

3:15 – 4:00 pm

4:15 – 5:00 pm

» Iris

The Opportunity Zone program was created by the 2017 tax reform law to encourage long-term investment in economically-distressed areas. Hear from industry experts as we explore the potential of this new program.

FACILITATORS

John Chang

Senior Vice President, National Director Research Services
Marcus & Millichap Real Estate Investment Services
Phoenix, AZ

Gar Herring

Senior Vice President, National Retail Development Services
JLL
Dallas, TX

Phillips Hinch

Vice President, Tax Policy
ICSC
Washington D.C.

Here Come the New Players. A Retail Revolution Is Picking Up Steam.

3:15 – 4:00 pm

4:15 – 5:00 pm

» Lantana

Digitally native brands. Direct to consumer. The built world. Young brands. All these new terms are connected to a significant revolution in retail where formerly e-commerce companies are testing traditional bricks and mortar expansion. Deal making with these new entrepreneurs follows all new metrics. The conventional metrics of rent to sales are shifting. It's now as much about customer engagement customer acquisition and data collection.

FACILITATORS

Terry Brown

Managing Partner
Asana Partners
Charlotte, NC

Dan Wenhold

Principal
Fifth Wall Ventures
Venice, CA

Networking Reception

5:00 – 7:00 pm » Manchester Foyer

Optional Event: Dine-Arounds

7:00 – 10:00 pm **SOLD OUT**

Malverde | Olive & June | Lamberts | Trulucks

Advanced Registration was required.

FRIDAY | MARCH 1

Registration

8:00 am – 10:30 am >> Manchester Foyer

Networking Breakfast

8:00 – 9:00 am >> Manchester Foyer

Changing tides - New Approaches to Research and Technology in a Shifting Demographic Landscape

9:00 – 10:15 am >> Manchester A - B

Join us for a panel of experts discussing the changing demographic landscape and the effect on the shopping center industry. Hear how current and future trends will impact the way we need to adapt our businesses.

MODERATOR



Deborah Weinswig
CEO and Founder
Coresight Research
New York, NY

PANELISTS



Stuart Aitken
CEO
84.51°
Cincinnati, OH



David L. Huntoon
President
Intalytics
Ann Arbor, MI



Rachel Elias Wein
Founder and President
WeinPlus
Saint Petersburg, FL

Closing Remarks

10:15 – 10:30 am >> Manchester A - B



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Oak Brook, IL



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2019 OAC Summit Conference Chair
Executive Vice President, Leasing
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New York, NY



Daniel M. Taub
ICSC OAC Co-Chair
New York, NY

Program information current as of January 28, 2019.

ROUNDTABLES

Roundtable 1

Technology and Disruption: What Happens After the Click and How We Are All Impacted

Steven Goldberg, Bed Bath & Beyond Inc. | Sonya Hene, Kitson & Partners

Roundtable 2

Grocery Business Model Disruption and Its Impact on Real Estate

Joe McKeska, Elkhorn Real Estate Partners | Jim Sylvia, READCO Sylvia Advisors

Roundtable 3

Gazing into the Crystal Ball of Parking: Trends and Strategies that Allow More Development by Lowering Demand and Offering Meaningful Amenities

William Schwartz, Nelson\Nygaard Consulting Associates, Inc. | Lauren Mattern, Nelson\Nygaard Consulting Associates, Inc.

Roundtable 4

Billions Being Poured into Retail Distribution and Logistics – Where is It Going and What Does it All Mean?

David Vernon, Alliance Bernstein Holding L.P.

Roundtable 5

Cutting the Deal Time in Half! – A Candid Conversation Between Landlord and Retailer

Davis Bennett, Great Clips | Bob Dake, ShopOne Centers REIT, Inc.

Roundtable 6

Geofencing Technology – The New Standard in Retail Research, Marketing and More

David Lobaugh, August Partners

Roundtable 7

Challenges and Opportunities as a Private Developer in 2019

Ben Hidalgo, Net Lease Development

Roundtable 8

What's Cooking with Amazon's Acquisition of Whole Foods – Another Look One Year Later

Nick Egelanian, SiteWorks Retail Real Estate Services

Roundtable 9

Making Decisions at the Speed of Disruption: Retail Real Estate Data Trends, Technology, and You

Greg Rutan, Trade Area Systems

Roundtable 10

It's Not All About the Benjamins – Getting Inside the Head of your Next Millennial Hire

David Poline, Poline Associates | Ron Wheeler, The Sembler Company, Inc.

Roundtable 11

Renew, Relocate or Close: Factors Influencing Each Alternative

Chris Day, Bob's Discount Furniture

Roundtable 12

Moving Away from Email Prospecting in a Digital Era

Beth Azor, Azor Advisory Services, Inc. | Chris Ressa, DLC Management Corp.

Roundtable 13

Breaking Bad: The good, Bad and Ugly of Breaking up Anchor Space

Gerry Wright, RPAI | Vasili Lyhnakis, Phillips Edison & Company

Roundtable 14

Negotiating Lease Renewals from a Tenant's perspective

Bill Horner, LA Fitness International LLC | Scott Milnamow, Raymour & Flanigan

Roundtable 15

Outparcel Value Optimization & New Development: The Inside Track to Today's NNN Market
Gary Chou, Matthews Real Estate Investment Services | Pete Foran, IRC Retail Centers

Roundtable 16

Cinemas and Theaters – Evolution Beyond Plush Recline Seating and Food. What's Working and Not Working and What's Coming Next??
Tim Reed, Alamo Draffhouse Cinema

Roundtable 17

Breaking Tradition; the New Wave of Retail in Existing Shopping Centers
Chris Santone, Carvana

Roundtable 18

Bankruptcies and Restructuring's the New Normal-What to Do and How to Respond When Approached. A Landlords and Retailers View
Emilio Amendola, A&G Realty Partners

Roundtable 19

Retail Reconsidered: New Concepts and Reinvention of Existing Ones
Clay Mote, Centre-Line Real Estate Services | Lindsey Pankey, Venture Commercial

Roundtable 20

Cap Rates & Interest Rates - Up or Down
Margaret Caldwell, JLL | Edward Senenman, Sterling Organization

Roundtable 21

Are Food Halls a Magic Elixir for Retail Owners?
Rob Gerbitz, Hendricks Commercial Properties, LLC | Larry Evinger, Hendricks Commercial Properties, LLC

Roundtable 22

Turning Small Shops into High Performance Machines: Independently-Owned Retail and Restaurants are Becoming More Important to the Overall Health and Success of our Shopping Centers. What Can you Do From The Leasing/Ownership Side to Encourage their Success and Sustainability?
Angel Cicerone, Tenant Mentorship

Roundtable 23

Target's Huge Bet on New Small Stores and Existing Store Remodels.....How's it Going?
James Tucker, Target Corporation | Mike Seaman, Target Corporation

Roundtable 24

Breaking the Anchor Mold: New Ways to Approach Retail Development
Mauricio Funes, Seritage Growth Properties | Patrick Quinn, iPic Entertainment

Roundtable 25

Raising Equity in a Fluctuating Interest Rate Environment
David Robinov, Ackman-Ziff Real Estate Group LLC

Roundtable 26

"A Sneak Peak" Inside a Retailers Real Estate Committee
Ted Frumkin, Sprouts Farmers Market | Mike Shanahan, Burlington Stores

Roundtable 27

Retail Design Trends
Gar Muse, Cooper Cary | Rich Kobe, Miller Capital Advisory, Inc.

OAC CO-CHAIRS

Scott Carr, ICSC Trustee, IRC Retail Centers
Daniel M. Taub

OAC SUMMIT CONFERENCE CHAIR

Brian T. Finnegan, Brixmor Property Group

OAC SUMMIT CONFERENCE CO-CHAIRS

Michael Makinen, SITE Centers
Ryan C. O'Sullivan, PetSmart, Inc.
Rachel Elias Wein, WeinPlus

COMMITTEE MEMBERS

Henry Avila, Donahue Schriber
Davis Bennett, Great Clips Inc
Lawrence P. Casey, Donahue Schriber
Steve Cogan, Albertsons Companies
Christopher M. Conlon, Acadia Realty Trust
Ross Cooper, Kimco Realty Corporation
Vincent A. Corno, ICSC Trustee, Starwood Retail Partners
George L. Drummey, The TJX Companies, Inc.
Theodore Frumkin, II, Sprouts Farmers Market
Mark Gibson, ICSC Trustee, HFF, Inc.
William B. Horner, ICSC Trustee, LA Fitness
Laurie Mahowald, Target Corporation
James E. Matanky, Matanky Realty Group
Zach Minteer, Five Below Inc.
Joel Murphy, New Market Properties LLC
Michael Oliverio, Acadia Realty Trust
Lisa Palmer, Regency Centers
Luke Petherbridge, ShopCore Properties
Benjamin Schall, Seritage Growth Properties
Bernie Schachter
David Schulman, Staples
Michael J. Shanahan, Burlington Stores

EX OFFICIO

Kenneth F. Bernstein, ICSC Past Chair, Acadia Realty Trust
Patricia M. Blasi, ICSC Trustee, Borghese Investments
Paul W. Fredo, ICSC Past Trustee, Parnell Real Estate Advisors
Brad M. Hutensky, ICSC Trustee and Past Chairman, Hutensky Capital Partners
Martin A. Mayer, ICSC Trustee, Stirling Properties
Richard H. Tucker, Tucker Development

EMERITUS

Thomas A. Caputo, SITE Centers
Thomas J. Connolly, ICSC Past Trustee, Blackbird Real Estate Advisors
George S. Demuth, Hutensky Capital Partners
Norris R. Eber, ICSC Past Trustee, Abbell Associates
Reza Etedali, REZA Investment Group
Anthony Fuller, The Barnabas Team
Seth D. Geldzahler, ICSC Trustee, Bed Bath & Beyond Inc.
Bernard J. Haddigan, Haddigan Capital
Damon J. Hemmerdinger, ATCO
Elise Jaffe, ICSC Past Trustee, Dressbarn
James J. Lampassi, ICSC Trustee, Barnes & Noble, Inc
Rebecca L. Maccardini, ICSC Past Chairman, RMRResources, LLC
Robert J. Otten, Jr., Lat Purser & Associates, Inc.
Valerie Richardson, ICSC Chairman, The Container Store
Schecky Schechner, Barclays
Steve Weingarten, Weingarten Realty Investors
Donald P. Wright, ICSC Past Trustee, Property Development Centers