SOUTHEAST CONFERENCE
October 28 – 30, 2013
Cobb Galleria Centre
Atlanta, GA

Directory
EDENS understands the shape of retail is always changing, and yet its importance as a center of community life remains as vital as ever. We create retail places that become inspired experiences through design, merchandising and engagement.

WWW.EDENS.COM
Monday, October 28

Georgia PAC Pre-Conference Bash
7:00 – 11:00 pm

Where
Cinco Mexican Cantina
2851 Akers Mill Road
Atlanta, GA 30339
Tel: +1 770 952 5550

Tuesday, October 29

Registration
7:00 am – 7:30 pm
Concourse BCD

First Timers’ Orientation
7:30 – 8:00 am
Ballroom C

Get an insider’s perspective from the program planning committee members and longtime volunteers. This orientation is designed to give you an overview of the conference program, help you navigate the Cobb Galleria Centre and make the most of your experience at the conference. If you are new to the Southeast Conference or just want information about what’s new this year, this session is a must.

Continental Breakfast/Welcome/Program Overview
8:00 – 8:30 am
Ballrooms ABE

Welcome
Mariah Stone Klein
ICSC Georgia State Director
Genesis Real Estate Advisers, LLC
Sandy Springs, GA

Program Overview
Suzanne Rushing Bunn, SCSM
ICSC 2013 Southeast Conference Program Planning Committee Chair
Regional Property Manager
EDENS
Atlanta, GA

Roundtable Discussions
9:00 – 10:00 am (1st Round)
Ballrooms ABE

- Social Media: What Is Out There, How Do You Use It To Promote Your Company And Property?
  Caleb Spivak, North American Properties
- How Do You Stay Motivated, Where Do You Find Your Leads, What Should You Say To Get The Appointment?
  Robert Dake, Brixmor Property Group
- HSI, VRP, EPD, Brownsfield: What Does It All Mean? How Do You Sell Or Purchase A Contaminated Property?
  Ken Summerour, Envirorisk Consultants
- How We View The Economy Depending On Who You Ask
  Dr. Eric Wilk, Georgia Gwinnett College
- Business Cards, Stationery, Flyers: Do We Still Need Print? How Should They Be Designed To Be The Most Effective?
  Pam Fischer, Fischer Grulke Studio
- How To Overcome Credit Issues To Get Deals Done
  Chris Routledge, Colliers International
- How To Structure Restaurant Deals
  Irving Jacobson, Schumacher Group
- Grocery Anchored vs Power Center: When Do Tenants Prefer Each?
  Benton Green, Retail Planning Corporation
- Lease Guaranties: What To Look For And What To Actually Expect
  Bill Berg, Kitchens Kelley Gaynes
- How To Launch A Marketing And PR Campaign For A Real Estate Development
  Thornton Kennedy, PR South
- Distressed Retail: Tips And Stories On Turning Around Troubled Centers
  Adam Hale, Hale Retail Group
- Construction Trends: Pricing Forecast And State Of The Industry
  Ted Benning, Benning Construction
- Brand Alignment And Experiential Retail
  Dotan Zuckerman, North American Properties
- Rules Of Thumb For Estimating Costs Of Common Tenant Improvements
  Facilitator TBD, Benning Construction
- How Property Value Is Affected By Various Lease Clauses
  Mark Joines, Cassidy Turley
- How Does A Receivership Function?
  Mitchell Rosen, Kitchens Kelley Gaynes
- In For A Penny, A Pound Or A Million: Where Are Today’s Investment Bargains?
  Drew Flemming, Cassidy Turley

10:15 – 11:15 am (2nd Round)

- Understanding Your Roof, Do You Repair Or Replace?
  Karter Thomas, Tip-Top Roofing
- Online Branding: Creating You Own Personal Brands
  Palmer Bayless, CCIM eMerge
- How Do You Buy An Asset From An Auction, What Is The Value Of Placing An Asset For Sale In An Auction?
  Scott Schwartz, Bull Realty
Panelists

**Anthony Fink**
Senior Vice President
Sun Trust Banks, Inc.
Raleigh-Durham, NC

**William Lafferty**
Managing Director
Deutsche Bank Securities Inc.
Atlanta, GA

**Greg Michaud**
Senior Vice President
ING Investment Management
Atlanta, GA

**Mark Sixour**
Senior Managing Director
HFF, L.P.
Atlanta, GA

**B. Faster, Better, Cheaper: Pick Two of the Three—You Can’t Have Them All!**

**Room 104**

From new tenant start-up to helping tenants maximize sales, leading Contractors, Architects and Property Managers discuss how things have changed and what it takes to do their jobs.

** Moderator**

**Lonnie Peterson, SCDP**
Chairman
Cuhaci & Peterson Architects
Orlando, FL

**Panelists**

**Merrill Stewart**
President
Stewart Perry General Contractors
Birmingham, AL

**Neil Wilson**
Principal
Realty Link
Greenville, SC

**Teri Young**
Senior Vice President/Leasing & Operations
Inland American Retail Management LLC
Oak Brook, IL

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**Concurrent Sessions**

10:15 – 11:15 am

**A. Capital Markets Overview—Show Me the Money!**

**Room 103**

Low interest rates, increasing leverage and a return to historical lending standards are resulting in increased transaction activity across all spectrums of the retail industry (including development). Hear the industry’s leading experts provide an overview of the past, future and current state of the capital markets.

**Moderator**

**David B. Kitchens, Esq.**
ICSC Past Georgia State Director
Partner
Kitchens Kelley Gaynes, PC
Atlanta, GA

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**How Are The New Laws Affecting Values, How Do You Appeal, What Steps Do You Take To Keep Your Tax Value At A Reasonable Level?**

**Roy Swartzberg, Preferred Tax Service**

**Replacement Cost vs. Stated Value, Standard vs. Excess Market, Umbrella Policies, What Does It All Mean?**

**Ira Jolley, The Norton Agency**

**What Are Lenders Looking For? Recourse vs. Non-Recourse? Where Are Interest Rates Trending?**

**Charlie Clark, iCap Realty Advisors**

**New Design Trends In Retailing, Inside And Out And Effect On Cost**

**Rob Snyder, Davis Architects**

**How To Incorporate iPads Into Leasing And Marketing**

**Shawn Massey, The Shopping Center Group**

**Medical Facilities In Retail**

**Thomas Kirbo, SK Commercial Realty**

**How To Care For And Plan For A Long Lasting Parking Lot**

**Barry Woods, A to Z Paving**

**Making The Case For Site-Specific Parking In A Mixed-Use Environment**

**Forrest Hibbard, Carl Walker, Inc.**

**Trends On Store Sizes In Today’s Competitive Retail Markets**

**Reid Mason, Malon D. Mimms Company**

**Lights, Camera & Hopefully Some Action: What Signage Will Maximize Tenant Performance And Marketing**

**Jeff Holley, DeNyse Companies**

**Securing A Restaurant In An Urban Market: Are Restaurants And Entertainment The New Anchor Tenants?**

**Gene Rice & Mindy Elms, Vantage Realty Partners**

**How To Attract Retailers To Smaller Communities: What Can Community Officials Do To Present Their Community In The Best Light?**

**Tim Knight, Knight Commercial**

**How Can ICSC Help You Further Your Career? Can A Designation Help?**

**Lauren Ball, DDR Corp.**
C. Tenant Mix—The Changing Face of the Retail Center

**Room 105**
A discussion of leasing and legal issues being faced by Tenants and Landlords.

**Moderator**
Benno Rothschild
Partner
Hartman Simons & Wood, LLP
Atlanta, GA

**Panelists**
Beth Azor
President
Azor Advisory Services, Inc.
Davie, FL

Tim Norton
Director of Leasing & Property Management
Ziff Properties Inc.
Mt. Pleasant, SC

Sean O’Brien
Owner
O’Brien & Company
Atlanta, GA

**Lunch Served**
11:30 am – 12:00 noon
**Hall A**
(No lunch service after 12:00 noon)

**Outlook for Retail Real Estate**
12:00 noon – 12:30 pm
**Hall A**

**Keynote Presentation**
12:30 – 1:30 pm
**Hall A**

Doug Rauch
Former President
Trader Joe’s Company
Newton, MA

Concurrent Sessions
1:45 – 2:45 pm

A. Retailing & Technology: What’s the Future of Retailing?

**Room 103**
From multi-channel retailing to experiential retail, what does the future look like for retailers & landlords? Join the conversation with industry leaders as they talk about how technology impacts retailing and retail real estate.

**Moderator**
Charles A. Brake
Partner
Miller & Martin PLLC
Atlanta, GA

**Panelists**
Mike Chisholm
Executive Director of Retail Real Estate & Sales Operations
AT&T
Atlanta, GA

Mike Cohn
Regional President
Lennar Commercial Investors
Atlanta, GA

Ron Pfohl
Principal
North American Properties
Atlanta, GA

Paul Xhajanka
Real Estate Manager
The Kroger Company
Atlanta, GA

B. 2013: The Re-emergence of Retail Development

**Room 104**
A panel of industry experts will take a look at retail activity in The Southeast.

**Moderator**
Bernard J. Haddigan
Principal
Haddigan Capital
Atlanta, GA
Panelists

Enrique (Quito) R. Anderson Esq.
CEO
Ben Carter Enterprises
Atlanta, GA

George Y. Banks
Vice President
Paces Properties, Inc.
Atlanta, GA

Miles E. (Budd) Cullom
President
CHM Development, LLC
Knoxville, TN

Neal Freeman
President
Watkins Retail Group
Atlanta, GA

C. Back to the Future: How Have the Mistakes Made in the Last Boom Cycle Impacted Investors’ and Lenders’ Decisions Today?

Room 105

With a renewed sense of confidence back in retail investment sales and interest rates at an all-time low, shopping centers are trading at prices that are reminiscent of pre-recession times. What are investors and lenders doing differently to ensure that history does not repeat itself?

Moderator

Kris Cooper
Managing Director
Jones Lang LaSalle
Atlanta, GA

Panelists

Andy Campbell
Partner
Columbia Properties
Marietta, GA

Ross Cooper
Vice President, Asset Management, Acquisitions & Dispositions
Kimco Realty Corporation
Hollywood, FL

Robert Fransen
Executive Vice President & Chief Investment Officer
Coro Realty Advisors, LLC
Atlanta, GA

Deal Making and Meet the Retailers
3:00 – 6:00 pm
Exhibit Halls BCD

Next Generation Networking Reception
4:30 – 5:30 pm
Ballroom E
(By invitation only)

Member-Hosted Reception
6:00 – 7:30 pm
Hall A

Wednesday, October 30

Registration
7:00 am – 2:00 pm
Concourse BCD

Retailers SIG
7:30 – 8:30 am
Room 103

Facilitator

Michelle L. Ryman
ICSC Georgia Retail Chair
Regional Development Director
Bloomin’ Brands
Johns Creek, GA

The Retailers SIG has been established by retailers and is for retailers only (brokers representing retailers do not qualify). Representing virtually every type of retailer, this SIG offers a wealth of conferences, publications and activities on the local-to-global scale, providing unlimited opportunities for sharing technical expertise and firsthand knowledge about retailing.

Note: You must work for a retail company to be eligible to attend. You cannot be a broker representing retailers.
Continental Breakfast
8:00 – 8:30 am
Ballroom AB Foyer

Deal Making
8:00 am – 2:00 pm
Exhibit Halls BCD

Lunch Served
12:30 – 1:30 pm
Exhibit Halls BCD
(No lunch service after 1:30 pm)

Conference Adjourns
2:00 pm

Program information current as of September 19, 2013.
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D. Scott McLain, CCIM, ICSC Southern Division Government Relations Committee Chair, Coldwell Banker Commercial McLain Real Estate
Jacqueline Wammock, SCLS, ICSC Southern Division Operations Chair, Westmoreland Company
Mark A. Tobin, ICSC Southern Division Alliance Private Sector Co-Chair, Akerman Senterfitt
Connie Bainbridge, ICSC Southern Division Alliance Public Sector Co-Chair, City of Prattville
Kate Peterson, ICSC Southern Division Retail Chair, The Home Depot Inc.
Jonathan L. Neville, ICSC Southern Division Next Generation Chair, Arnall Golden Gregory LLP
Mariah Stone Klein, ICSC Georgia State Director, Genesis Real Estate Advisers, LLC
William Woodson Galloway, Esq., ICSC Georgia Government Relations Committee Chair, The Galloway Law Group, LLC
John J. Wiles, Esq., ICSC Georgia Alliance Private Sector Co-Chair, Wiles & Wiles, LLP
Gary C. Young, ICSC Georgia Alliance Public Sector Co-Chair, City of College Park
Gina L. Adkins, CMD, ICSC Georgia Operations Chair, BouncePath Marketing
Michelle L. Ryman, ICSC Georgia Retail Chair, Bloomin’ Brands
Alex Deitch, ICSC Next Generation Chair, Colliers International

Program Planning Committee

Suzanne Rushing Bunn, SCSM, ICSC 2013 Southeast Conference Program Planning Committee Chair, EDENS
Lily Heimburger, ICSC 2013 Southeast Conference Program Planning Committee Co-Chair, SRS Real Estate Partners
Bryon Alterman, Esq., National Retail Law Group
Michelle Belinfante, The Leasing & Management Group, Inc.
Curt Bowen, CCA Properties, LLC
Les Callahan, CCIM, First Colony Financial Group
Bill Coe, Coe & Associates
Tony D’Ambrosio, Colliers International
Jonathan Dubovsky, The Shopping Center Group
Greg Eisenman, Colliers International
Simon Engler, M & P Shopping Centers, Inc.
Jim Flock, CCIM, Forum Management Group
Don Goodman, Equitable Management Corporation
John L. Grim, Coldwell Banker Commercial Metro Brokers
Jim Hamilton, HFF, L.P.
Jeremy Hammerton, Batson Cook Development Co.
Karmen Haub, Retail Planning Corporation
Shannon Shuman Martin, Retail Leasing Advisors, LLC
Pierce Mayson, SRS Real Estate Partners
Lynn Redner, Regency Centers
Ryan Rivera, Hartman Simons & Wood, LLP
Jeremy Rosenthal, M&P Shopping Centers, Inc.
Roy Ruda, Kitchens Kelley Gaynes, P.C.
Brad Shoemaker, Mimms Enterprises
Ashley Sperling, The Wendy’s Company
Adam Vosding, Publix Super Markets, Inc.
Archie Wanamaker, Crim & Associates
Brad Westbrook, CCIM, Westbrook Real Estate
Alex Wright, Franklin Street
John Zielinski, Crossman & Company
ICSC 2013 SOUTHEASt CONFERENCE
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Exhibitors

2.0 Design
6400 Mechanicsville Turnpike
Mechanicsville, VA 23111
Phone: +1 804 730 0503
Contact: David Goodwin
Booth: 124

A10 Capital, LLC
250 South 5th Street, Suite 400
Boise, ID 83702
Phone: +1 208 577 5000
Contact: Laura Penney
Booth 225

Ace Hardware Corporation
2200 Kensington Court
Oak Brook, IL 60523
Phone: +1 630 990 6900
Contact: Darin Workman
Booth: 436

Advanced Drainage Systems, Inc.
4640 Trueman Boulevard
Hilliard, OH 43026
Phone: +1 614 658 0233
Fax: +1 614 658 0204
Contact: Vikki Weals
Booth 329

Aerostar SES LLC
11181 St. Johns Industrial Parkway North
Jacksonville, FL 32246
Phone: +1 904 565 2820
Fax: +1 904 565 2830
Contact: Ashley Williams
Booth 736

Alliance Consulting Engineers, Inc.
P.O. Box 8147
1201 Main Street, Suite 2020
Columbia, SC 29202
Phone: +1 803 779 2078
Fax: +1 803 779 2079
Booth 130

American Asset Corporation
3700 Arco Corporate Drive, Suite 350
Charlotte, NC 28273
Phone: +1 704 295 4037
Fax: +1 704 295 4059
Contact: Donna Pressley
Booth 107

Aronov Realty Management, Inc.
3500 Eastern Boulevard
Montgomery, AL 36116
Phone: +1 334 277 1000
Contact: Anna Carrie O'Mary
Booth 519

Arris Realty Partners, LLC
800 Mt. Vernon Highway, Suite 410
Atlanta, GA 30328
Phone: +1 404 869 2800
Fax: +1 404 869 7154
Contact: Steven I. Cadranel
Booth 418

Aston Properties
610 East Morehead Street, Suite 100
Charlotte, NC 28202
Phone: +1 704 366 7337
Fax: +1 704 365 3215
Contact: Jennifer Williams
Booth 108

AutoZone Inc
123 South Front Street
Memphis, TN 38103
Phone: +1 901 495 7935
Fax: +1 901 495 7935
Contact: Joe Netto
Booth 734

Avison Young
30 Juan Allen Jr. Boulevard NW
Suite 900
Atlanta, GA 30308
Phone: +1 404 865 3665
Fax: +1 770 916 6198
Contact: Missy Garrison
Booth 224

AWNEX, Inc.
260 Valley Street
Bail Ground, GA 30107
Phone: +1 770 704 7140
Fax: +1 770 704 7647
Contact: Missy Garrison
Booth 224

Baker Storey McDonald Properties, Inc.
3001 Armory Drive, Suite 250
Nashville, TN 37204
Phone: +1 615 373 9511
Fax: +1 615 373 9542
Contact: Lauren High
Booth 626

Bayer Properties
2222 Arlington Avenue
Birmingham, AL 35205
Phone: +1 205 795 4126
Contact: Lauren Silverstein
Booth 218

Biltmore Farms, LLC
One Town Square Boulevard
Suite 330
Asheville, NC 28813
Phone: +1 828 209 2000
Fax: +1 828 209 2150
Contact: Katrina Prala
Booth 1112

Blue Ridge Capital, LLC
3715 Northside Parkway
Suite 2-450
Atlanta, GA 30327
Phone: +1 404 364 9094
Fax: +1 404 364 9095
Contact: Brooke Harnage
Booth 728

Boos Development Group Inc.
2651 McCormick Drive
Clearwater, FL 33759
Phone: +1 727 669 2900
Fax: +1 727 669 2915
Contact: Robert Boos
Booth 601

Brixmor
420 Lexington Avenue
7th Floor
New York, NY 10170
Phone: +1 212 869 3000
Contact: Ron Buckley
Booth 809

Brody Co.
530 SE Greenville Boulevard
Suite 200
Greenville, NC 27854
Phone: +1 252 353 2141
Fax: +1 252 353 2143
Contact: Wayland Moore
Booth 129
### Exhibitors (continued)

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Brookhill Group</td>
<td>501 Madison Avenue, 18th Floor, New York, NY 10022</td>
<td>+1 212 753 3123</td>
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<tr>
<td></td>
<td></td>
<td>+1 212 371 9515</td>
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<td></td>
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<td>Contact: Donald Derman</td>
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<td>Booth 216</td>
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<tr>
<td>Bull Realty, Inc.</td>
<td>50 Glenlake Parkway, Suite 650, Atlanta, GA 30328</td>
<td>+1 404 876 1640</td>
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<td>+1 404 876 7073</td>
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<td></td>
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<td>Contact: Michael A. Bull</td>
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<td>Booth 114</td>
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<tr>
<td>BVT Equity Holdings, Inc.</td>
<td>400 Interstate North Parkway SE, Atlanta, GA 30339</td>
<td>+1 770 618 3515</td>
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<td>+1 770 618 3559</td>
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<td></td>
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<td>Contact: Scott Farber</td>
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<td>Booth 827</td>
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<tr>
<td>Capital Pacific</td>
<td>600 California Street, Suite 520, San Francisco, CA 94108</td>
<td>+1 415 274 7395</td>
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<td></td>
<td></td>
<td>+1 415 738 5495</td>
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<tr>
<td></td>
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<td>Contact: Marianna Levyash</td>
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<td>Booth 733</td>
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<tr>
<td>Carolina Holdings, Inc.</td>
<td>P.O. Box 25909, Greenville, SC 29616</td>
<td>+1 864 272 0088</td>
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<td>+1 864 272 0078</td>
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<tr>
<td></td>
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<td>Contact: Richelle Doney</td>
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<td>Booth 113</td>
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<tr>
<td>Carter-Young, Inc.</td>
<td>1500 Klondike Road, Suite A-210, Conyers, GA 30094</td>
<td>+1 678 995 4242</td>
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<td>+1 678 937 0609</td>
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<td>Contact: Steve Carter</td>
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<td>Booth 1032</td>
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<tr>
<td>Cassidy Turley</td>
<td>171 17th Street, Suite 1400, Atlanta, GA 30363</td>
<td>+1 404 682 3399</td>
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<td>Contact: Elizabeth Green</td>
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<td>Booth 535</td>
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<tr>
<td>Casto</td>
<td>191 West Nationwide Boulevard, Suite 200, Columbus, OH 43215</td>
<td>+1 614 744 2047</td>
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<td>Contact: Cheryl Holmes</td>
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<td>Cato Fashions</td>
<td>PO Box 34216, Charlotte, NC 28234</td>
<td>+1 704 551 7641</td>
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<td>+1 704 551 7594</td>
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<td>Contact: Warren Doyle</td>
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<td>CBL &amp; Associates Properties, Inc.</td>
<td>CBL Center, Suite 500, 2030 Hamilton Place Boulevard, Chattanooga, TN 37421</td>
<td>+1 423 490 8315</td>
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<td>+1 423 893 4204</td>
</tr>
<tr>
<td></td>
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<td>Contact: Dan Summerlin</td>
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<tr>
<td>CBRE, Inc.</td>
<td>3280 Peachtree Road NE, Suite 1400, Atlanta, GA 30305</td>
<td>+1 404 504 7900</td>
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<td>+1 404 923 1415</td>
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<tr>
<td></td>
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<td>Contact: Kirk Buttle</td>
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<td>Booth 1125</td>
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<tr>
<td>Centennial American Properties</td>
<td>935 South Main Street, Suite 201, Greenville, SC 29601</td>
<td>+1 864 271 3894</td>
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<td>+1 864 242 5498</td>
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<td>Contact: Carrie Buchanan</td>
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<td>Booth 802</td>
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<tr>
<td>Childress Klein Properties, Inc.</td>
<td>301 South College Street, Suite 2800, Charlotte, NC 28202</td>
<td>+1 704 342 9000</td>
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<td>+1 704 342 9039</td>
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<tr>
<td></td>
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<td>Contact: Lee Ann Gibbs</td>
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<td>Booth 117</td>
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<tr>
<td>Cideco Development Company Inc</td>
<td>860 Johnson Ferry Road, Atlanta, GA 30342</td>
<td>+1 404 949 9944</td>
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<td>+1 404 949 9949</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Contact: Barak Zukerman</td>
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<td></td>
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<td>Booth 334</td>
</tr>
<tr>
<td>City of Athens, Alabama</td>
<td>1600 Elm Street West, Athens, AL 35611</td>
<td>+1 256 233 2224</td>
</tr>
<tr>
<td></td>
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<td>Contact: Mac Martin</td>
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<td>Booth 120</td>
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<tr>
<td>City of La Vergne, Tennessee</td>
<td>5093 Murfreesboro Road, La Vergne, TN 37086</td>
<td>+1 615 793 6295</td>
</tr>
<tr>
<td></td>
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<td>+1 615 793 6025</td>
</tr>
<tr>
<td></td>
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<td>Contact: Kathy Tyson</td>
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<td></td>
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<td>Booth 531</td>
</tr>
<tr>
<td>Clemson University - Master of Real Estate Development Program</td>
<td>2-209 Lee Hall, Clemson, SC 29634</td>
<td>+1 864 656 4257</td>
</tr>
<tr>
<td></td>
<td></td>
<td>+1 864 656 7519</td>
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<tr>
<td></td>
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<td>Contact: Amy Matthews</td>
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<tr>
<td></td>
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<td>Booth 1137</td>
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<tr>
<td>Cole Real Estate Investments</td>
<td>2325 East Camelback Road, Suite 1100, Phoenix, AZ 85016</td>
<td>+1 602 778 6331</td>
</tr>
<tr>
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<td>+1 480 449 7005</td>
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<td>Contact: Heather Varney</td>
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</table>
As a pure retail REIT, we are moving forward by expanding in major growth markets and recycling our portfolio.

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<table>
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<tr>
<th>Exhibitors (continued)</th>
<th>Collett</th>
<th>Coro Realty Advisors, LLC</th>
<th>DJM Realty, A Gordon Brothers Group Company</th>
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<td>1111 Metropolitan Avenue</td>
<td>3715 Northside Parkway, Suite 100</td>
<td>445 Broadhollow Road, Suite 225</td>
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<tr>
<td>Suite 700</td>
<td>Building 400</td>
<td>Melville, NY 11747</td>
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<tr>
<td>Charlotte, NC 28204</td>
<td>Atlanta, GA 30327</td>
<td>Phone: +1 631 752 1100</td>
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<tr>
<td>Phone: +1 704 206 8300</td>
<td>Phone: +1 404 846 4013</td>
<td>Fax: +1 631 752 1231</td>
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<tr>
<td>Fax: +1 704 353 8654</td>
<td>Fax: +1 404 846 8660</td>
<td>Contact: Brooke Horn</td>
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<tr>
<td>Contact: Lindsay Stratton</td>
<td>Contact: Debbie Carozza</td>
<td>Booth 309</td>
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<td>Colliers International</td>
<td>Crosland Southeast</td>
<td>DLC Management Corporation</td>
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<tr>
<td>5871 Glenridge Drive</td>
<td>201 South College Street, Suite 1300</td>
<td>580 White Plains Road</td>
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<td>Atlanta, GA 30328</td>
<td>Charlotte, NC 28244</td>
<td>Tarrytown, NY 10591</td>
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<tr>
<td>Phone: +1 404 252 2288</td>
<td>Phone: +1 704 561 5200</td>
<td>Phone: +1 914 304 5648</td>
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<tr>
<td>Fax: +1 404 574 1018</td>
<td>Contact: Julia Melerine</td>
<td>Contact: Christen Comforti</td>
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<tr>
<td>Contact: Jonathan Barry</td>
<td>Booth 125</td>
<td>Booth 312</td>
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<td>Booth 607</td>
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<td>Collins Commercial Properties, Inc.</td>
<td>Crossman &amp; Company</td>
<td>Dollar General Corporation</td>
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<tr>
<td>2990 Bethesda Place</td>
<td>6400 Powers Ferry Road NW, Suite 300</td>
<td>100 Mission Ridge</td>
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<tr>
<td>Suite 601-C</td>
<td>Atlanta, GA 30339</td>
<td>Goodlettsville, TN 37072</td>
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<tr>
<td>Winston Salem, NC 27104</td>
<td>Phone: +1 407 581 6223</td>
<td>Phone: +1 615 855 4694</td>
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</tr>
<tr>
<td>Phone: +1 336 768 0555</td>
<td>Contact: Claire Pagan</td>
<td>Fax: +1 615 855 4736</td>
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</tr>
<tr>
<td>Fax: +1 336 768 2055</td>
<td>Booth 100</td>
<td>Contact: Jill Harper</td>
<td></td>
</tr>
<tr>
<td>Contact: Raymond Collins</td>
<td></td>
<td>Booth 118</td>
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<td>Booth 1016</td>
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<tr>
<td>Columbia Properties Inc.</td>
<td>CVS/pharmacy</td>
<td>Dollar Tree Stores, Inc</td>
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<tr>
<td>1355 Terrell Mill Road SE</td>
<td>1 CVS Drive</td>
<td>500 Volvo Parkway</td>
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<tr>
<td>Building 1478, Suite 200</td>
<td>Woonsocket, RI 02895</td>
<td>Chesapeake, VA 23320</td>
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<tr>
<td>Marietta, GA 30067</td>
<td>Phone: +1 401 665 8796</td>
<td>Phone: +1 757 321 5522</td>
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<tr>
<td>Phone: +1 770 953 6262</td>
<td>Fax: +1 865 470 0737</td>
<td>Fax: +1 757 321 5220</td>
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<tr>
<td>Fax: +1 770 953 4306</td>
<td>Contact: Wayne Lankford</td>
<td>Contact: Sofia Clark</td>
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<tr>
<td>Contact: Dan O’Neil</td>
<td>Booth 509</td>
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<td>Commercial Site Design PLLC</td>
<td>DBI Services</td>
<td>Dooley &amp; Mack Constructors of Georgia, Inc.</td>
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<tr>
<td>8312 Creedmoor Road</td>
<td>748 Briar Creek Drive</td>
<td>4550 Atwater Court, Suite 204</td>
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<tr>
<td>Raleigh, NC 27613</td>
<td>North Wilkesboro, NC 28659</td>
<td>Buford, GA 30518</td>
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<tr>
<td>Phone: +1 919 848 6121</td>
<td>Phone: +1 336 984 8742</td>
<td>Phone: +1 770 945 0696</td>
<td></td>
</tr>
<tr>
<td>Fax: +1 919 848 3741</td>
<td>Contact: Anna Griggs</td>
<td>Fax: +1 770 945 4151</td>
<td></td>
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<tr>
<td>Contact: Jon Kuczynski</td>
<td>Booth 335</td>
<td>Contact: Leslie Carroll</td>
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<td>Booth 355</td>
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<td>COMVEST Properties, LLC</td>
<td>DDR Corp.</td>
<td>Dunkin Brands</td>
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<tr>
<td>286 Beauvoir Road, Suite 200</td>
<td>3300 Enterprise Parkway</td>
<td>130 Royall Street</td>
<td></td>
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<tr>
<td>Biloxi, MS 36631</td>
<td>Beachwood, OH 44122</td>
<td>Canton, MA 02021</td>
<td></td>
</tr>
<tr>
<td>Phone: +1 228 594 3400</td>
<td>Phone: +1 216 755 5500</td>
<td>Contact: Pam Gore</td>
<td></td>
</tr>
<tr>
<td>Fax: +1 228 594 3401</td>
<td>Fax: +1 216 755 1500</td>
<td>Booth 606</td>
<td></td>
</tr>
<tr>
<td>Contact: Wendy Peavy</td>
<td>Contact: Danielle Kelley</td>
<td></td>
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</table>
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To schedule a consultation with Nate during the Southeast Conference or after, please call 1-800-726-8177 or email nwalker@dpipino.com.
Exhibitors (continued)

EDENS
1100 Abernathy Road, NE, Suite 875
Atlanta, GA 30328
Phone: +1 678 527 0420
Fax: +1 770 569 4614
Contact: Rebecca Waters
Booth 301

Electric Cities of Georgia
75 5th Street, NW
Suite 850
Atlanta, GA 30308
Phone: +1 678 202 3102
Contact: Jason Fritz
Booth 426

Electricities of North Carolina
1427 Meadow Wood Boulevard
Raleigh, NC 27604
Phone: +1 919 760 6303
Fax: +1 919 760 6060
Contact: Jennings Gray
Booth 927

Equity One, Inc.
1600 Northeast Miami Gardens Drive
North Miami Beach, FL 33179
Phone: +1 212 796 1760
Fax: +1 212 253 4149
Contact: Jaya Daniel
Booth 627

Excess Space Retail Services
2130 Main Street, Suite 220
Huntington Beach, CA 92648
Phone: +1 714 594 9800
Booth: 735

Factory Connection, LLC
2300 Highway 79 South
Guntersville, AL 35976
Phone: +1 256 264 9400
Fax: +1 256 264 9371
Contact: Gaylon Hamilton
Booth 1007

Faison and Associates, LLC
121 West Trade Street
27th Floor
Charlotte, NC 28202
Phone: +1 704 972 2643
Fax: +1 704 972 2698
Contact: Diana Gonzalez
Booth 326

Fallas Stores/National Stores, Inc.
15001 South Figueroa Street
Gardena, CA 90248
Phone: +1 310 984 3835
Contact: Alejandra Godoy
Booth: 1126

Fellers, Schewe, Scott & Roberts, Inc.
2513-A Royal Place
Tucker, GA 30384
Phone: +1 770 621 9548
Fax: +1 770 621 9538
Contact: Travis Tatcher
Booth 632

Firehouse Subs
3400-8 Kori Road
Jacksonville, FL 32257
Phone: +1 470 233 4161
Contact: Bill Uradnik
Booth 435

First Call Claims
615 Berry Road
Nashville, TN 37204
Phone: +1 888 750 7445
Fax: +1 615 270 0604
Contact: Devon Bagwell
Booth 737

Franklin Street
500 North Westshore Boulevard
Suite 750
Tampa, FL 33609
Phone: +1 813 839 7300
Fax: +1 813 839 7330
Contact: Mandy Mills
Booth 219

Fuqua Development
11 Piedmont Center
3495 Piedmont Road, Suite 905
Atlanta, GA 30305
Phone: +1 404 907 1709
Fax: +1 404 228 4630
Contact: Jennifer Ledbetter
Booth 533

Garrard Group
1960 Satellite Boulevard
Suite 2300
Duluth, GA 30097
Phone: +1 678 990 4544
Fax: +1 770 822 4633
Contact: Beth Mann
Booth 1113

GBT Realty Corporation
9010 Overlook Boulevard
Brentwood, TN 37027
Phone: +1 615 370 0670
Fax: +1 615 373 3111
Contact: Betina DiDomenico
Booth 409

Genesis Real Estate Advisers, LLC
800 Mount Vernon Highway
Suite 410
Sandy Springs, GA 30554
Phone: +1 404 869 2700
Fax: +1 404 869 7111
Contact: Tracy Reece
Booth 418

Georgia EMC
75 Fifth Street
Suite 710
Atlanta, GA 30308
Phone: +1 404 521 7634
Fax: +1 404 521 7635
Contact: Jim O’Bryan
Booth 432

Glenwood Development Co, LLC
9525 Birkdale Crossing Drive
Suite 200
Huntersville, NC 28078
Phone: +1 704 897 1400
Fax: +1 704 897 1401
Contact: Kelsey Gwilt
Booth 227

Graham Corporation
5555 Clinton Highway
Knoxville, TN 37912
Phone: +1 865 693 7000
Fax: +1 865 219 7421
Contact: Laura LaRue
Booth 212
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<tr>
<th>Exhibitors</th>
<th>Contact Information</th>
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<td>Grant-Murray Real Estate, LLC</td>
<td>505 West Russell Street, Fayetteville, NC 28301</td>
<td>Booth 112</td>
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<tr>
<td>Great Clips</td>
<td>4400 West 78th Street, Suite 700, Minneapolis, MN 55435</td>
<td>Booth 1131</td>
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<td>Gulf States Real Estate Services, LLC</td>
<td>109 New Camellia Boulevard, Suite 100, Covington, LA 70433</td>
<td>Booth 44</td>
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<td>Guy Roofing</td>
<td>201 Jones Road, Spartanburg, SC 29307</td>
<td>Booth 5633</td>
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<td>Halpern Enterprises, Inc.</td>
<td>5269 Buford Highway, Atlanta, GA 30340</td>
<td>Booth 619</td>
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<td>Hannah Solar, LLC</td>
<td>1311 Collier Road, Atlanta, GA 30318</td>
<td>Booth 536</td>
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<td>Heartland Dental</td>
<td>1200 Network Centre Drive, Effingham, IL 62401</td>
<td>Booth 532</td>
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<td>Hendon Properties</td>
<td>3445 Peachtree Road, Suite 465, Atlanta, GA 30326</td>
<td>Booth 633</td>
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<td>Hibbett Sporting Goods, Inc.</td>
<td>451 Industrial Lane, Birmingham, AL 35211</td>
<td>Booth 917</td>
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<td>Horne Properties, Inc.</td>
<td>412 North Cedar Bluff Road, Knoxville, TN 37923</td>
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<td>Hull Storey Gibson Companies</td>
<td>1190 Interstate Parkway, Augusta, GA 30909</td>
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<td>ID Plans</td>
<td>1035 East Brandon Boulevard, Brandon, FL 33511</td>
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<td>The Inland Real Estate Group of Companies, Inc.</td>
<td>2901 Butterfield Road, Oak Brook, IL 60523</td>
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<td>Integrated Designs Int’l - Architects</td>
<td>4384 Oakdale Road SE, Smyrna, GA 30080</td>
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<td>Investment Partners, LLC</td>
<td>P.O. Box 669, McMinnville, TN 37111</td>
<td>Booth 826</td>
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<tr>
<td>J. Raymond Construction</td>
<td>465 West Warren Avenue, Longwood, FL 32750</td>
<td>Booth 919</td>
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<tr>
<td>Jersey Mike’s Franchise Systems</td>
<td>2251 Landmark Place, Manasquan, NJ 08736</td>
<td>Booth 832</td>
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<tr>
<td>Jones Lang LaSalle</td>
<td>3344 Peachtree Road, Suite 1200, Atlanta, GA 30326</td>
<td>Booth 913</td>
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<tr>
<td>Katz &amp; Associates</td>
<td>One Blue Hill Plaza, Suite 1440, Pearl River, NY 10965</td>
<td>Booth 709</td>
</tr>
</tbody>
</table>
Exhibitors (continued)

Kimco Realty
3333 New Hyde Park Road
New Hyde Park, NY 11042
Phone: +1 516 869 2511
Contact: Lora Rich
Booth 901

Kite Realty Group
30 South Meridian Street, Suite 1100
Indianapolis, IN 46204
Phone: +1 317 577 5600
Fax: +1 317 577 5605
Contact: Lori Wick
Booth 419

Lake Guntersville Chamber of Commerce
P.O. Box 577, 200 Gunter Avenue
Guntersville, AL 35976
Phone: +1 256 582 3682
Contact: Morri Vancy
Booth 1114

Lose & Associates, Inc.
1314 5th Avenue North
Suite 200
Nashville, TN 37208
Phone: +1 615 242 0040
Fax: +1 615 242 1405
Contact: Marla Simmons
Booth 630

Malon D. Mimms Company
85-A Mills Street, Suite 100
Roswell, GA 30075
Phone: +1 770 518 1100
Fax: +1 770 552 2200
Contact: Rebecca Odom
Booth 226

Manchester Area Chamber of Commerce
110 East Main Street
Manchester, TN 37355
Phone: +1 931 728 7635
Fax: +1 931 723 0736
Contact: Susie McEacharn
Booth 317

Marcus & Millichap
1100 Abernathy Road NE
Building 500, Suite 600
Atlanta, GA 30328
Phone: +1 678 808 2700
Fax: +1 630 570 2710
Contact: Mike Fasano
Booth 400

McClinton & Company, Inc
4165 Carmichael Road
Montgomery, AL 36106
Phone: +1 334 270 9653
Fax: +1 334 270 9811
Contact: Joan Surles
Booth 333

McDonald’s USA, LLC
One Glenlake Parkway
Suite 500
Atlanta, GA 30024
Phone: +1 770 885 4178
Fax: +1 770 885 4085
Contact: Linda Bergmann
Booth 506

McMinnville Electric System
200 West Morford Street
McMinnville, TN 37110
Phone: +1 931 473 3144
Fax: +1 931 473 7733
Contact: Debbie Sain
Booth 925

Mimms Enterprises
780 Old Roswell Place
Suite 100
Roswell, GA 30076
Phone: +1 770 518 2200
Fax: +1 770 518 9900
Contact: Brad Shoemaker
Booth 429

Mississippi Power Company
2992-W Beach Boulevard
Gulfport, MS 35901
Phone: +1 228 870 1224
Fax: +1 228 867 1146
Contact: Jennifer Busby
Booth 1108

Moonbeam Capital Investments LLC
9103 Alta Drive, Suite 204
Las Vegas, NV 89145
Phone: +1 702 968 2474
Contact: Anna Khavulya
Booth 135

MPV Properties
521 East Morehead Street
Suite 400
Charlotte, NC 28202
Phone: +1 704 367 5009
Fax: +1 704 248 2101
Contact: Susan Purser
Booth 518

NAI TALCOR
1018 Thomasville Road
Suite 200-A
Tallahassee, FL 32303
Phone: +1 850 224 2300
Fax: +1 850 425 1114
Contact: Whitney Vanlandingham
Booth 316

Net Lease Alliance
30 Burton Hills Boulevard 185
Nashville, TN 37215
Phone: +1 615 785 6901
Contact: Kim Purtee
Booth 437

North American Properties
264 19th Street NW
Suite 2200
Atlanta, GA 30363
Phone: +1 404 965 9065
Fax: +1 404 685 8007
Contact: Britany Bailey
Booth 711

Opelika Chamber of Commerce
601 Avenue A
P.O. Box 2366
Opelika, AL 36803
Phone: +1 334 745 4861
Fax: +1 334 749 4740
Contact: Barbara Patton
Booth 116
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Cole works to maximize shopping center performance by acquiring and maintaining centers with a strong mix of national “necessity” retailers balanced with expanding concepts and unique local merchants.

Canton Marketplace combines leading anchor concepts like Dick’s Sporting Goods, PetSmart, Bed Bath & Beyond and T.J.Maxx with local and regional specialty tenants to create a full-service retail destination.

As of July 31, 2013, Cole owned or managed 116 shopping centers nationwide.

For acquisitions criteria and leasing availability, visit www.ColeREIT.com or call 800-877-COLE (2653).

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<th>Exhibitor Name</th>
<th>Address</th>
<th>Phone Numbers</th>
<th>Fax Numbers</th>
<th>Contact Person</th>
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<td>Panda Express</td>
<td>1683 Walnut Grove Avenue Rosemead, CA 91770</td>
<td>+1 626 799 9898</td>
<td>+1 626 403 8502</td>
<td>Stephanie Verdugo</td>
<td>631</td>
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<tr>
<td>Paradigm Tax Group</td>
<td>International Tower 229 Peachtree Street NE</td>
<td></td>
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<td>Thomas Caraffa</td>
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<tr>
<td>The Parkes Companies (Parkes Development Group)</td>
<td>105 Reynolds Drive Franklin, TN 37064</td>
<td></td>
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<td>Rhonda Thomas</td>
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<tr>
<td>Pet Supermarket, Inc.</td>
<td>1100 International Parkway Sunrise, FL 3323</td>
<td></td>
<td></td>
<td>Rebecca Smith</td>
<td>424</td>
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<td>Phillips Edison &amp; Company</td>
<td>11501 Northlake Drive Cincinnati, OH 45249</td>
<td></td>
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<td>Kelly Kerby</td>
<td>1101</td>
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<tr>
<td>Pieper O'Brien Herr Architects</td>
<td>3000 Royal Boulevard South Alpharetta, GA 30022</td>
<td></td>
<td></td>
<td>Laurie Walters</td>
<td>800</td>
</tr>
<tr>
<td>The Providence Group of the Carolinas, LLC</td>
<td>521 E. Morehead Street Suite 100 Charlotte, NC 28202</td>
<td>+1 704 365 0820</td>
<td>+1 704 365 8911</td>
<td>Maria Champagne</td>
<td>1117</td>
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<tr>
<td>R Walls, Inc.</td>
<td>1347 Owenby Drive Marietta, GA 30066</td>
<td></td>
<td></td>
<td>Cameron Bagley</td>
<td>237</td>
</tr>
<tr>
<td>RaceTrac Petroleum, Inc.</td>
<td>3225 Cumberland Boulevard Suite 100 Atlanta, GA 30339</td>
<td>+1 770 431 7600</td>
<td>+1 770 618 1972</td>
<td>Allen Ramsey</td>
<td>933</td>
</tr>
<tr>
<td>Ragan-Smith-Associates Inc.</td>
<td>315 Woodland Street P.O. Box 60070 Nashville, TN 37206</td>
<td>+1 615 244 8591</td>
<td>+1 615 244 6739</td>
<td>Tony Brock</td>
<td>336</td>
</tr>
<tr>
<td>The Raines Group, Inc</td>
<td>1200 Mountain Creek Road, Suite 100 Chattanooga, TN 37405</td>
<td>+1 423 865 3600</td>
<td>+1 423 875 9044</td>
<td>Justine Jenkins</td>
<td>319</td>
</tr>
<tr>
<td>Ramey Kemp &amp; Associates, Inc.</td>
<td>5808 Faringdon Place Suite 100 Raleigh, NC 27609</td>
<td>+1 919 872 5115</td>
<td>+1 919 878 5416</td>
<td>Rhonda Hayes</td>
<td>808</td>
</tr>
<tr>
<td>Randall Commercial Group, LLC</td>
<td>P.O. Box 1600 Oxford, MS 38655</td>
<td>+1 662 820 9243</td>
<td>+1 662 655 4357</td>
<td>Erin Rabe</td>
<td>537</td>
</tr>
<tr>
<td>RCG Ventures, LLC</td>
<td>3060 Peachtree Road NW Suite 400 Atlanta, GA 30305</td>
<td>+1 404 816 5454</td>
<td>+1 404 816 5445</td>
<td>Ellen Aldrich</td>
<td>719</td>
</tr>
<tr>
<td>RealtyLink, LLC</td>
<td>550 South Main Street Greenville, SC 29601</td>
<td>+1 864 242 4008</td>
<td>+1 864 232 0160</td>
<td>Harold Shumacher</td>
<td>501</td>
</tr>
<tr>
<td>Regency Centers</td>
<td>1919 Gallons Road Suite 1000 Vienna, VA 22182</td>
<td>+1 703 442 4333</td>
<td>+1 703 288 4260</td>
<td>Emily Ford</td>
<td>101</td>
</tr>
<tr>
<td>Retail Brokers Network</td>
<td>3188 Saybrook Drive NE Atlanta, GA 30319-2440</td>
<td>+1 404 240 0040</td>
<td>+1 404 266 9271</td>
<td>Rhonda Hayes</td>
<td>1001</td>
</tr>
<tr>
<td>Retail Lease Trac</td>
<td>P.O. Box 1327 Dahlonega, GA 30533</td>
<td>+1 706 864 9121</td>
<td>+1 706 864 1323</td>
<td>Rhonda Hayes</td>
<td>808</td>
</tr>
</tbody>
</table>
It just got better.
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- Member to Member lookup
- View/search attendee and exhibitor lists
- View conference programs
- Shows floor plan and booth locations
- Register for ICSC events anytime, anywhere
- Sponsorship and advertising opportunities
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ICSC is App-solutely connected.
Selig Enterprises, Inc.
1100 Spring Street NW, Suite 550
Atlanta, GA 30309-2846
Phone: +1 404 876 5511
Fax: +1 404 875 2629
Contact: Hilary W. Shure
Booth 401

The Sembler Company
5858 Central Avenue
Saint Petersburg, FL 33707
Phone: +1 407 847 1800
Fax: +1 407 847 1818
Contact: Dawn Ladd
Booth 801

Shoe Show, Inc.
2201 Trinity Church Road
Concord, NC 28027
Phone: +1 704 782 4143
Fax: +1 704 782 3411
Contact: Kirk Krull
Booth 825

Shopping Center Business/
Southeast Real Estate Business
3500 Piedmont Road, Suite 415
Atlanta, GA 30305
Phone: +1 404 832 8262
Fax: +1 404 832 8260
Contact: Scott France
Booth 1017

The Shopping Center Group
300 Galleria Parkway
12th Floor
Atlanta, GA 30339
Phone: +1 770 955 2434
Fax: +1 770 951 0054
Contact: Jamie Standard
Booth 907

Simon Property Group
225 West Washington Street
Indianapolis, IN 46204
Phone: +1 317 263 7944
Fax: +1 317 263 7924
Contact: Carolyn Peavler
Booth 1033

Simply Fashion
P.O. Box 188
Birmingham, AL 35201
Phone: +1 205 951 1507
Fax: +1 205 951 1768
Contact: Judy Edwards
Booth 1018

Southeastern Laundry & Dry Cleaning
1105 Shana Court, Suite I
Marietta, GA 30066-2777
Phone: +1 800 522 9274
Fax: +1 770 928 3263
Contact: Niki Rigdon
Booth 1024

SouthStar LLC
501 Corporate Centre Drive, Suite 315
Franklin, TN 37067
Phone: +1 615 472 8916
Fax: +1 615 472 8993
Booth: 1124

Sport Clips
110 Briarwood Drive
Georgetown, TX 78628
Phone: +1 972 929 0201
Contact: Jessica Rossy
Booth 507

SRS Real Estate Partners
3400 Peachtree Road NE, Suite 1100
Atlanta, GA 30326
Phone: +1 404 231 2232
Contact: Julie Schreiber
Booth 201

Stafford Properties, Inc.
3050 Peachtree Road NW
Suite LL-50
Atlanta, GA 30305
Phone: +1 404 256 9100
Fax: +1 404 256 6358
Contact: Kim Lavigne
Booth 1106

Stan Johnson Company
6120 South Yale Avenue, Suite 813
Tulsa, OK 74137
Phone: +1 918 494 2690
Fax: +1 918 494 2692
Contact: Tamra Davis
Booth 828
Meet These Retailers Exhibiting at 2014 RECon

7-Eleven, Inc.
99¢ Only Stores
Ace Hardware Corporation
Advance Auto Parts
Ahold USA
Arby's Restaurant Group
AT&T Mobility
AutoZone, Inc.
Bass Pro Shops
Big 5 Sporting Goods
Big Lots
Bojangles’ Restaurants
Bridgestone Retail Operations, LLC
Brown Shoe Company
Brunswick Bowling and Billiards
Burger King Corporation
BurgerFi Int’l LLC
Burlington Coat Factory
Cabela’s Ventures, Inc.
Carlson Restaurants
Cash America International
Cash Store/ Cottonwood Financial
Cato Fashions
Chipotle
Christian Brothers Automotive Corp.
CKE Restaurants Inc.
CVS/Pharmacy
Dairy Queen
Del Taco, LLC
Denny's Inc.
Dollar General Corporation
Dollar Tree Stores, Inc.
Dots, LLC
Dressbarn
Dunkin’ Brands Inc.
DXL Group, Inc.
EZCORP, Inc.
Family Dollar Stores Inc.
Fantastic Sams Hair Salons
Fazoli’s Restaurants
Firehouse Restaurant Group, Inc.
FlowRider Inc.
Focus Brands
FSC Franchise Co. LLC
GameStop, Inc.
Genghis Grill
Great Clips Inc.
Halloween Express, LLC
Heartland Dental Care, Inc.
Hibbett Sports
The Home Depot Inc.
Jack In The Box
Jersey Mike’s Franchise Systems
Jimmy John’s Gourmet Sandwiches
Knowledge Universe Education LLC
The Kroger Co.
The Krystal Company
La Madeleine de Corps, Inc.
The Learning Experience
Little Caesar Enterprises, Inc.
Lowe’s Companies Inc.
The McDevitt Company
McDonald’s Corporation
Menchie’s Group, Inc.
National Stores Inc.
Office Depot
Panda Restaurant Group, Inc.
Party City Retail Group
The Pep Boys
Pita Pit
Popeyes
Primrose Schools
QuikTrip Corporation
Regis Corporation
Rita’s Franchise Company
Rite Aid Corporation
Safeway Inc.
Sally Beauty Holdings, Inc.
Save-A-Lot Food Stores
Simply Fashion Stores, Ltd.
Sonic Industries
Speed Queen
Spirit Halloween Superstores
Sport Clips, Inc.
Starbucks Coffee Company
Subway Real Estate Corp.
T-Mobile
The Joint…the Chiropractic Place
The TJX Companies, Inc.
Toys R Us, Inc.
The UPS Store
Verizon Wireless
Walgreen Co.
Walmart Stores, Inc.
The Wendy’s Company
X-Team
Yogurtland Franchising Inc.
Yum! Brands, Inc.

As of 9/27/13

Register by December 13 for the Early Bird Rate.
For more information visit www.icscrecon.org
### Exhibitors (continued)

<table>
<thead>
<tr>
<th>Company</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Contact</th>
<th>Booth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Starbucks Coffee Co</td>
<td>2987 Clairmont Road #300</td>
<td>+1 404 320 8904</td>
<td></td>
<td>Duwayne Burge</td>
<td>636</td>
</tr>
<tr>
<td>Starwood Retail Partners</td>
<td>1 East Wacker Drive</td>
<td></td>
<td></td>
<td>Kate Feil</td>
<td>1109</td>
</tr>
<tr>
<td>Studio 25 Décor</td>
<td>748 Crosspoint Drive</td>
<td>+1 800 653 2940</td>
<td>+1 704 746 9662</td>
<td>Joe Brandano</td>
<td>1034</td>
</tr>
<tr>
<td>Subway</td>
<td>2707 Buford Highway</td>
<td>+1 404 325 0008</td>
<td>+1 404 325 9948</td>
<td>Tim Plews</td>
<td>637</td>
</tr>
<tr>
<td>Sullivan Wickley</td>
<td>4151 Ashford Dunwoody Road NE</td>
<td>+1 404 475 9000</td>
<td>+1 404 475 9600</td>
<td>Adam Wickley/Amy Neese</td>
<td>1026</td>
</tr>
<tr>
<td>TKO Real Estate/Dealmakers Magazine</td>
<td>P.O. Box 2630</td>
<td>+1 609 587 6200</td>
<td>+1 609 587 3511</td>
<td>Ann O’Neal</td>
<td>308</td>
</tr>
<tr>
<td>Walgreen Co.</td>
<td>106 Wilmot Road MS-1640</td>
<td>+1 704 424 9804</td>
<td>+1 847 315 4078</td>
<td></td>
<td>126</td>
</tr>
<tr>
<td>Walmart Realty</td>
<td>2001 Southeast 10th Street</td>
<td>+1 479 273 8121</td>
<td>+1 479 273 8119</td>
<td>Betty Robbins</td>
<td>726</td>
</tr>
<tr>
<td>Waterstone Defeasance</td>
<td>8720 Red Oak Boulevard</td>
<td>+1 704 661 8540</td>
<td></td>
<td></td>
<td>106</td>
</tr>
<tr>
<td>Watkins Associated Developers, Inc.</td>
<td>1946 Monroe Drive</td>
<td>+1 404 406 2536</td>
<td>+1 404 872 8806</td>
<td>William P. Freeman</td>
<td>1129</td>
</tr>
<tr>
<td>Weingarten Realty</td>
<td>2600 Citadel Plaza Drive</td>
<td>+1 713 880 6129</td>
<td>+1 713 880 6160</td>
<td>Meagan Froehlich</td>
<td>407</td>
</tr>
<tr>
<td>Westwood Financial Corp.</td>
<td>11440 San Vicente Boulevard, Suite 200</td>
<td>+1 310 820 5443</td>
<td>+1 310 207 5154</td>
<td>Cindy Flynn</td>
<td>527</td>
</tr>
</tbody>
</table>

Town of Coopertown
2525 Burgess Gower Road
Springfield, TN 37172
Phone: +1 615 382 4470
Fax: +1 615 382 4439
Contact: Kathy Smith
Booth 217

The Trilogy Group, LLC
6400 Powers Ferry Road, NW
Suite 100
Atlanta, GA 30022
Phone: +1 770 955 0404
Fax: +1 770 955 6598
Contact: Terry Sullivan
Booth 731

Trinity Partners
8020 Arco Corporate Drive
Suite 175
Raleigh, NC 27617
Phone: +1 919 674 3693
Fax: +1 919 674 2660
Contact: Darlene McDowell
Booth 235

Tullahoma Area Chamber of Commerce
135 West Lincoln Street
P.O. Box 1205
Tullahoma, TN 37388
Phone: +1 931 455 5497
Fax: +1 931 455 5350
Contact: Diane L. Bryant
Booth 324

Twin Rivers Capital, LLC
125-G Wappoo Creek Drive
Charleston, SC 29412
Phone: +1 843 722 9925
Fax: +1 843 722 9947
Contact: Margaret Head
Booth 1019

Victory Sign Industries Inc.
2109 LaFayette Road
Fort Oglethorpe, GA 30742
Phone: +1 706 866 7999
Fax: +1 706 858 8041
Contact: Richard Payse
Booth 228

Walgreen Co.
106 Wilmot Road MS-1640
Deerfield, IL 60015
Phone: +1 704 424 9804
Fax: +1 847 315 4078
Booth: 126

Walmart Realty
2001 Southeast 10th Street
Bentonville, AR 72716
Phone: +1 479 273 8121
Fax: +1 479 273 8119
Contact: Betty Robbins
Booth 726

Waterstone Defeasance
8720 Red Oak Boulevard
Suite 300
Charlotte, NC 28217
Phone: +1 704 661 8540
Contact: Mike Schoenstei
Booth 106

Watkins Associated Developers, Inc.
1946 Monroe Drive
Atlanta, GA 30301
Phone: +1 404 406 2536
Fax: +1 404 872 8806
Contact: William P. Freeman
Booth 1129

Weingarten Realty
2600 Citadel Plaza Drive
Houston, TX 77008
Phone: +1 713 880 6129
Fax: +1 713 880 6160
Contact: Meagan Froehlich
Booth 407

Westwood Financial Corp.
11440 San Vicente Boulevard, Suite 200
Los Angeles, CA 90049
Phone: +1 310 820 5443
Fax: +1 310 207 5154
Contact: Cindy Flynn
Booth 527
Wheeler/Brand Management Company
1960 Satellite Boulevard
Suite 1300
Duluth, GA 30097
Phone: +1 770 476 4801
Fax: +1 770 497 8811
Contact: Shea Bierster
Booth 409

Wheeler Real Estate Investment Trust
2329 Virginia Beach Boulevard
Suite 200
Virginia Beach, VA 23452
Phone: +1 757 627 9088
Fax: +1 757 627 9081
Contact: Penelope Franklin
Booth 526

Wildcat Striping and Sealing
4578 Lewis Road
Stone Mountain, GA 30083
Contact: Laura Dunn
Booth 732

Windsor/Aughtry Company, Inc.
40 West Broad Street, Suite 500
Greenville, SC 29601
Phone: +1 864 679 3630
Fax: +1 864 370 0042
Contact: Bonnie L. Cagle
Booth 104

WLS Lighting Systems
1919 Windsor Place
Fort Worth, TX 76110
Phone: +1 817 731 0020
Fax: +1 817 735 4824
Contact: Dean Pritchard
Booth 508

Woodruff Brokerage Co.
2900 Warm Springs Road
Columbus, CA 31904
Phone: +1 706 984 3200
Contact(s): Cathy Young & Lucy Jones
Booth 836

WRS Inc.
550 Longpoint Road
Mount Pleasant, SC 29464
Phone: +1 843 654 7877
Fax: +1 843 654 7889
Contact: Marianne Kelly
Booth 1025

Zaxby’s
1040 Founders Boulevard
Athens, GA 30606
Phone: +1 706 433 2289
Contact: Tommy Mitchell
Booth 520

Ziff Properties Inc.
200 Wingo Way
Suite 100
Mount Pleasant, SC 29464
Phone: +1 843 724 3463
Fax: +1 843 724 3400
Contact: Ashley Tate
Booth 1105

List current as of October 11, 2013.
Staying ahead of the game...

The Outlet Shoppes at Atlanta • Woodstock, GA

This exciting retail outlet includes eight retail buildings with over 80 stores, outdoor social spaces, a food court and extensive parking. The site is configured in a racetrack-manner with two large buildings in the center and the other six radiating around the central core. A playground, fountain and fireplace cap the social spaces on site. Complimenting the exteriors are contemporary aesthetics with simple lines, neutral and subtle coloring, and covered walkways that connect the buildings for shopping convenience. The hardscaping is stamped, stained concrete embellished with landscaping and outdoor sound and lighting systems.

Holding true to our excellence in construction standards, our experienced team delivered the project ahead of the planned completion date.
LOCAL RETAIL EXPERTS WITH GLOBAL RELATIONSHIPS.

In Atlanta and across the Southeast, SRS is your on-the-ground intelligence for all of your retail real estate needs. But, our intelligence and relationships go further. We’re a global company with local experts who are hardwired to innovate, negotiate and develop retail real estate solutions that set your company up for success. We believe so strongly in our services that we offer a guarantee of value in every real estate transaction we enter.

VISIT US AT THE ICSC SOUTHEAST CONFERENCE IN BOOTH # 201.

OUTSMART THE COMPETITION.