



LESS PRETENSE.
MORE PROFIT.

LESS HESITATION.
MORE HANDSHAKES.

LESS DOUBT.
MORE DEALS.



RECON

May 20 – 23, 2018 | Las Vegas, NV | #ICSCRECon
Las Vegas Convention Center & Westgate Hotel



SATURDAY, MAY 19

12:00 – 6:00 pm | Registration

SUNDAY, MAY 20 | Professional Development Day

8:00 am – 5:00 pm | Registration

9:00 – 10:30 am | Sponsorship: The Art of the Pitch (SLD)

Reinvention: Property Redevelopment and
Repositioning^{▲*}

Preparing a Pro Forma Leasing Plan

The Next 25 Years: Preparing for the Future
of Retail and Mixed-Use^{▲*}9:00 am – 12:30 pm | ICSC & Cornell International Retail Real Estate Case
Study Competition10:15 – 11:30 am | Leadership Brunch with Trustees' Distinguished Service
Awards (By Invitation Only)

11:00 am – 12:15 pm | Documentation - The Completed Deal (SLD)

Harvey, Irma, Maria: Lessons Learned from the
2017 Hurricane SeasonInvesting in Retail Properties and Structuring
Partnerships^{▲*}Winning Lease Negotiation Techniques[▲]

1:00 – 2:00 pm | Opening Keynote Presentation: Michael Strahan

2:00 – 3:30 pm | Online to Offline: Digitally Native Brands and Their
Expansion Into Brick-and-MortarAttracting Medical Providers and Healthcare Facilities
to Your Shopping Center

Connecting the Disconnect: Creating Trusted Partnerships

How You Draft Your Lease Can Make You Money[▲]4:00 – 5:30 pm | The Mall as a Medium Has Changed: Explore the
Options for Your Center (SLD)Retail Real Estate Finance for Non-Financial
Professionals^{▲*}Location, Location, Location: Understanding the
Retailer's Site Selection CriteriaBeyond the Basics: Advanced Tenant Coordination[▲]

5:00 – 7:00 pm | ICSC Foundation Benefit at Fashion Show

5:30 – 7:00 pm | ICSC Global Awards Ceremony

7:30 – 9:30 pm | Opening Reception/SPREE Reception
at XS Nightclub at Encore

REAP Reception

▲Course eligible for Broker Continuing Education (CE) credit for some states

◆Course eligible for AICP Certification Maintenance (CM) credit

Monday, May 21

7:00 am – 5:00 pm | Registration

8:00 am – 5:00 pm | Leasing Mall/Marketplace Mall/SPREE

10:00 – 11:00 am | Capital Markets: Hot Property Types and Flow of Capital

How to Attract E-Commerce Brands to
Your Vacant Storefront

Shrink to Grow

10:00 – 11:30 am | Going Beyond the Rooney Rule: Opening
Doors to the Front Office11:00 am – 12:00 pm | Retail Real Estate Through the Lens of Converging and
Accelerating Technologies11:00 am – 12:15 pm | How to Plug in an Outlet: Bringing Factory
Stores to Your PropertyDevelopments in The New ICSC Professional Certification
Program: Certified Retail Real Estate Professional (CRRP)

12:30 – 2:00 pm | Lunch and Keynote Presentation: Daymond John

2:00 – 3:00 pm | The Future of Retail and Commercial Real Estate

2:00 – 3:30 pm | Retail Triple Net Lease (NNN) Real Estate: Step by Step[▲]2:00 – 4:00 pm | ICSC & Cornell International Retail Real Estate
Case Study Competition Finals2:30 – 3:30 pm | Economic Development: Changing Faces,
Changing Spaces

Daymond John Book Signing at SPREE

3:30 – 4:30 pm | *newCommerce 2028*: The Retail and Logistics World
of Tomorrow4:00 – 5:00 pm | Collaboration is the New Competition – Leveraging the
Power of Collective Knowledge4:00 – 5:30 pm | Leasing Strategies for Difficult Spaces[▲]

4:15 – 4:30 pm | Annual Meeting of Members

5:30 – 7:00 pm | Fortune Tellers' Reception & Researcher Award Ceremony

Diversity Reception

6:30 – 7:30 pm | ICSC Student Membership and ICSC Foundation
Networking Reception

TUESDAY, MAY 22

7:00 am – 5:00 pm | Registration

8:00 am – 5:00 pm | Leasing Mall/Marketplace Mall/SPREE

9:00 – 10:00 am | ICSC Federal Policy Discussion: What You Need to Know About Tax Reform and Infrastructure Development

9:00 – 10:30 am | Creative Leasing Solutions[▲]

10:00 – 11:00 am | Why Short-Term Retail is Here to Stay

Retail and E-Commerce in the Post-Department Store Era

12:30 – 2:00 pm | Lunch and Keynote Presentation: Jennifer Fleiss

1:00 – 2:00 pm | SPREE Town Hall: Ask the Specialty Leasing Experts

2:30 – 3:30 pm | What Are We Going to Do with All of These Boxes?

The Future of Shopping Centers

Trends in Retail Innovation - The Need for Speed:
Accelerating Retail's Future4:00 – 5:00 pm | Delivering on the Experiential Retailing Experience:
What Works and Why?

Alternative Use - Hotels

5:30 – 7:00 pm | Retailer Reception

You must be a retailer member to attend.
Brokers representing retailers do not qualify.**WEDNESDAY, MAY 23**

7:00 am – 2:00 pm | Registration

8:00 am – 2:00 pm | Leasing Mall/Marketplace Mall/SPREE

NEW: Coming 2019**How Will They Know What You Know?**

Expand your knowledge through ICSC's new certification for the well-rounded retail real estate professional.

Find out more at the CRRP session
Monday, May 21 | 11:00 am – 12:15 pm
Westgate Hotel - Pavilion 6icsc.org/certification

SATURDAY, MAY 19

12:00 – 6:00 pm | LVCC - N3/Westgate Hotel

Registration

SUNDAY, MAY 20

Professional Development Day

8:00 am – 5:00 pm | LVCC - N3/Westgate Hotel

Registration

9:00 – 10:30 am | Westgate Hotel - Pavilion 6

Sponsorship: The Art of the Pitch (SLD)

Participants will learn how to identify sponsorship opportunities and synergistic prospects, conduct necessary research, and develop and deliver an effective pitch.

INSTRUCTOR



Amy Jo Hall, CRX, CLS, SLD

Senior Vice President, Operations
Brokerage and Development
LM Commercial Real Estate
Clarendon Hills, IL

9:00 – 10:30 am | Westgate Hotel - Pavilion 1-2

Reinvention: Property Redevelopment and Repositioning^{▲♦}

Overbuilding, recession, e-commerce, dependency on department stores, the experience economy, and of course, the ever-changing consumer have all come together to demand change from shopping centers and malls. This workshop defines new approaches to create or bring existing retail real estate environments to their full potential. Attendees will explore innovative strategies that transcend traditional thinking to understand the key components of redevelopment plans that achieve triple bottom line success. Delve into challenges, opportunities, successes, and failures to understand the path to value enhancement.

INSTRUCTOR



Yaromir Steiner, CRX

ICSC Past Trustee
Founder and CEO
Steiner + Associates, Inc.
Columbus, OH

9:00 – 10:30 am | Westgate Hotel – Pavilion 9-10

Preparing a Pro Forma Leasing Plan

The leasing plan is a vital component to the overall business plan of a center or group of centers. It sets the stage for tasks that need to be done to lease the center, bring revenue, allocate capital expenses for tenant improvement allowances, and assign responsibilities that assure due dates are met. Special emphasis will be placed on preparing the leasing activity budget, CPI increases, and how to treat vacancies, expirations and step-rent.

INSTRUCTOR



Robert E. Young, Jr.
Executive Managing Director
Weitzman
Dallas, Texas

9:00 – 10:30 am | Westgate Hotel – Ballroom D-G

The Next 25 Years: Preparing for the Future of Retail and Mixed-Use^{▲♦}

This workshop tracks the seismic shift in consumer behavior and its effects on retail and mixed-use development. We'll review where retail real estate has been the last 25 years, recent changes with the onset of e-commerce, and how Millennials and members of Generation Y are changing the way they shop, live, work and recreate. This workshop will explore the details of these changes, and provide valuable tools to recognize what this shift could mean for the future of retail and mixed-use development.

INSTRUCTORS



Charles Terry Shook, FAIA
Founding Partner and Principal
Shook Kelley
Charlotte, NC



Matthew B. Winn
Founder
Win Winn Consulting
Atlanta, GA

9:00 am – 12:30 pm | Wynn Hotel – Latour Ballroom

ICSC & Cornell International Retail Real Estate Case Study Competition

10:15 – 11:30 am | Wynn Hotel – Margaux Ballroom

Leadership Brunch with Trustees' Distinguished Service Awards

(By Invitation Only)

11:00 am – 12:15 pm | Westgate Hotel – Pavilion 6

Documentation – The Completed Deal (SLD)

Participants will gain a deeper understanding of the process a signed lease or license agreement follows, the requirements of insurance and sales reporting, and the ways in which rent collection is tied to operations management.

INSTRUCTOR



Sherry Drew, SLD
Specialty Leasing Manager
Citadel Realty LLC
Colorado Springs, CO

11:00 am – 12:15 pm | Westgate Hotel – Pavilion 9-10

Harvey, Irma, Maria: Lessons Learned from the 2017 Hurricane Season

Hear from people who were on the ground during this past year's hurricane season. How did shopping centers and retailers respond before, during, and after? What can we learn from their experiences and how can we prepare for future natural disasters? Participants will learn how to apply a disaster management plan during a real emergency situation; the role a shopping center can play in supporting a community during recovery; and how to reopen after a natural disaster occurs.

INSTRUCTORS



Andrew D. Carlson, CRX, CSM, CLS
National Director
JLL
Guaynabo, PR



Arturo J. Garcia, AIA, CRX, CDP
President
Caribbean Design &
Management Partnership LLC
San Juan, PR



Billy Short
Executive Vice President, Large
Loss Operations, North America
FirstOnSite Restoration
Hendersonville, TN

11:00 am – 12:15 pm | Westgate Hotel – Ballroom D-G

Investing in Retail Properties and Structuring Partnerships^{▲♦}

Real estate partnerships can be a great source of financing for your deals, but structuring those partnerships can be challenging. This workshop follows the process from initial deal structuring through acquisition, yearly distributions, and eventual sale. Learn about cumulative non-compounded returns, internal rates of return, back-end promotes, the types of fees considered reasonable using "real" numbers, and more! Attendees will learn about the skills, passion, and risk tolerance needed to build a successful development company.

INSTRUCTOR



Gary D. Rappaport, CRX, CSM, CMD, CLS, CDP
ICSC Past Chairman
CEO
Rappaport
McLean, VA

11:00 am – 12:15 pm | Westgate Hotel – Pavilion 1-2

Winning Lease Negotiation Techniques[▲]

Are your negotiating skills limiting your ability to grow professionally? To expand your income? To resolve tenant disputes? To maximize the rent? This course will help you to close more deals by teaching you how to create a “win-win” lease deal. You’ll learn how to manage your deals at an acceptable level of risk, discover the easy and least significant “give-in” points, and develop critical techniques to build and win consensus among key participants in the negotiating process.

INSTRUCTOR



John-david W. Franklin, CRX, CLS
Senior Vice President, Leasing
Madison Marquette
Philadelphia, PA

1:00 – 2:00 pm | Westgate Hotel – Paradise Event Center

Opening Keynote Presentation



KEYNOTE SPEAKER

Michael Strahan

2:00 – 3:30 pm | Westgate Hotel – Ballroom D-G

Online to Offline: Digitally Native Brands and Their Expansion Into Brick-and-Mortar

The number of new brands launching online is ever increasing. At the same time, digitally native retailers are realizing the need to open physical stores that complement their online presence. Since 2012, the number of new stores being opened by digitally native vertical brands (DNVB) has grown in excess of 100% annually, showing that the future of retail is truly omni-channel. Attendees will learn how to engage with DNVBs that are building out physical storefronts, how to best tailor their centers to accommodate their needs, and how to formulate the best leasing structures for brands that are new to brick-and-mortar.

INSTRUCTORS



Michael Beckerman
Founder and CEO
The News Funnel
Bernardsville, NJ



Brendan Wallace
Co-Founder and Managing
Partner
Fifth Wall Ventures
Venice, CA

2:00 – 3:30 pm | Westgate Hotel – Pavilion 1-2

Attracting Medical Providers and Healthcare Facilities to Your Shopping Center

As demand rises and healthcare facilities and medical providers continue to expand beyond the traditional hospital campus, developers and leasing agents have a tremendous opportunity to reduce vacancies while meeting community needs. In this course, you'll learn the economics of leasing medical real estate, the lease provisions unique to a medical tenant, which lease terms are attracting the best tenants, and how a healthcare tenant can dramatically improve your merchandising mix—resulting in higher tenant retention rates, and much more!

INSTRUCTORS



Chad J. Pinnell, MBA
Managing Director, Healthcare Solutions
JLL
Columbus, OH



Ethan M. Sullivan
Executive Director, Real Estate National Facilities Services
Kaiser Foundation Health Plan
Oakland, CA

2:00 – 3:30 pm | Westgate Hotel – Pavilion 9-10

Connecting the Disconnect: Creating Trusted Partnerships

Centers are not landlords; they are retail channels, accounting for 90% of U.S. retail trade. Retailers are not tenants; they are brands, seeking to maximize sales to their customers, regardless of channels. How can the two entities forge a stronger, mutually beneficial partnership? This session focuses on the current and evolving uses of Big Data toolsets in the industry, from geo-fencing through in-center data capture, push notifications and consumer dynamics. Discussion and case study findings will be used to show where we are and where we are headed in areas such as AI (Artificial Intelligence), AR (Augmented Reality), NVP (Natural Voice Processing), and more.

INSTRUCTORS



David Lobaugh
President
August Partners Inc.
Woodstock, GA



Lindsay Bayer Shipp
Creative Director and Principal
Capitol Peak Ventures
Dallas, TX

2:00 – 3:30 pm | Westgate Hotel – Pavilion 3-4

How You Draft Your Lease Can Make You Money[▲]

Ideal for landlords and tenants, this workshop delivers strategies and tactics for negotiating and drafting lease provisions that have financial implications. Topics include minimum and percentage rent, security deposits, operating costs, real estate taxes, tenant allowances, and much more. Join us as experienced landlord and tenant attorneys share their negotiating and drafting secrets while leading attendees through an analysis of the key financial elements in lease provisions.

INSTRUCTORS



Joseph L. Nuñez, Esq.
Partner
Vantage Law Group, PLLC
Minneapolis, MN



Oscar R. Rivera, Esq.
Shareholder and Chair
Real Property Practice Group
Siegfried, Rivera, Hyman, Lerner,
De La Torre, Mars & Sobel, P.A.
Coral Gables, FL

4:00 – 5:30 pm | Westgate Hotel – Pavilion 6

The Mall as a Medium Has Changed: Explore the Options for Your Center (SLD)

Participants will learn about brands, the exposures that matter, and how to deliver value to a sponsor with results as proof.

INSTRUCTOR



David Parsons
CEO
McGavren Guild Malls
New York, NY

4:00 – 5:30 pm | Westgate Hotel – Ballroom D-G

Retail Real Estate Finance for Non-Financial Professionals^{▲♦}

The ability to understand, interpret, and react to the information contained in a company or tenant's financial statements is helpful in staying ahead of the game. This workshop features financial concepts, standards, practices, and controls to ensure attendees are charting the path for growth and development as knowledgeable industry professionals. Understanding how financial information is derived and used will increase confident communication between company leadership, tenants, owners, and investors.

INSTRUCTORS



Barbara English, CPA
Principal
Minerva Group, LLC
San Antonio, TX



Kenneth S. Lamy, CRX
Founder, President and CEO
The Lamy Group, LTD.
DataPoint International, LLC
New Orleans, LA

4:00 – 5:30 pm | Westgate Hotel – Pavilion 1-2

Location, Location, Location: Understanding the Retailer's Site Selection Criteria

Retail site selection is as much of a science as it is an art form. The more you understand the process and how retailers think, the more successful your deals will be. Leasing agents, retailers, developers, and economic directors will all gain valuable insight from this course. Taught by a leading retail real estate advisor, this class will explore which locations will work well and which will not; what causes a retailer to select one site over another, what elements successful retailers look for when making their decisions; how to efficiently use demographics, zip code analysis, visibility, access and traffic flow; comparative analysis and sales forecasting; how to apply profitability models and pro formas; and how to analyze socioeconomic trends, fashion statements and psychographics.

INSTRUCTOR



David L. Huntoon
Principal
INTALYTICS
Ann Arbor, MI

4:00 – 5:30 pm | Westgate Hotel – Pavilion 9-10

Beyond the Basics: Advanced Tenant Coordination[▲]

Tenant coordination is essential for the successful grand opening of a development with many retailers. However, tenant coordination professionals continue to add value for commercial property owners long beyond opening day activities, and are invaluable members of an asset management team, especially in competitive marketplaces. This course is designed for commercial real estate professionals interested in adding value to their portfolios through enhanced and ongoing tenant coordination activities. Attendees will be able to distinguish differences in tenant coordination management strategies for new properties versus open and operating ones; strategically plan and implement a program tailored to specific corporate or client needs; identify significant new industry trends and their impact on retail; and how to use tenant coordination programs to successfully compete in a competitive marketplace.

INSTRUCTOR



Karen M. Scott, CRX, CDP, CSM, CMD, LEED BD+C, ID+C
Senior Project Manager
CBRE | Skye Group
Sanford, FL

5:00 – 7:00 pm | Fashion Show – Great Hall
ICSC Foundation Benefit at Fashion Show

Roaring '20s Cocktail Party

We've reimagined our annual benefit with a new venue and condensed format that gives you a chance to mingle with your peers while enjoying a unique and festive atmosphere. Join us for fun cocktails, delicious hors d'oeuvres, and decadent desserts! Separate registration required.

5:30 – 7:00 pm | Wynn Hotel – Margaux Ballroom

ICSC Global Awards Ceremony

Featuring the MAXI Awards, U.S. Foundation Community Support and Retailer Awards, VIVA Awards and Visual Victories Awards

Come and celebrate as ICSC recognizes best practices in the retail real estate industry. Separate registration required.

MAXI CHAIR



Michaela Marraffino, CRX, CMD
Blue Mountain Development, Inc.
Redondo Beach, CA

7:30 – 9:30 pm | Encore Hotel – XS Nightclub

Opening Reception/SPREE Reception at XS Nightclub at Encore

Deals and networking don't just happen on the show floor, they happen after hours as well! Be sure to stop by this year's Opening Reception at XS Nightclub. XS Nightclub at Encore, named the number one nightclub in the U.S. by *Nightclub & Bar's Top 100* for an unprecedented five years is, without a doubt, the most successful club in Las Vegas. As you enter through the golden staircase you'll see why *Condé Nast Traveler* calls XS the hottest nightclub in the world.

New this year – SPREE Cabanas at the Opening Reception.

7:30 – 9:30 pm | Wynn Hotel – Lafleur

REAP Reception

MONDAY, MAY 21

7:00 am – 5:00 pm | LVCC – N3/South Hall Lobby/Westgate Hotel

Registration

8:00 am – 5:00 pm | LVCC

Leasing Mall/Marketplace Mall/SPREE

10:00 – 11:00 am | Westgate Hotel – Pavilion 9-10

Capital Markets: Hot Property Types and Flow of Capital

Which types of retail properties are most in demand? Which assets have fallen out of favor? Join as industry veterans discuss the driving factors behind our industry's ever-changing preferences. This session dives into power centers, net lease properties, private market buyers, and REITs, all with the focus of learning who is buying, who is selling, and how the flow of capital varies by property type.

MODERATOR



Patrick Nutt

Managing Partner
Calkin Companies
Fort Lauderdale, FL

10:00 – 11:00 am | LVCC – N4: SPREE Educational Hall

How to Attract E-Commerce Brands to Your Vacant Storefront

As retail evolves, more e-commerce brands are seeking brick-and-mortar spaces to test new markets and launch new products. This contemporary landscape has created an opportunity—the retailers of tomorrow will be your next tenants. This panel will discuss how landlords can better attract e-commerce brands and activate underutilized spaces, all while securing long-term leases.

MODERATOR



Lauren Thomas

Retail Reporter
CNBC
New York, NY

PANELISTS



Robin Abrams

Vice Chairman Retail
Eastern Consolidated
New York, NY



Mohamed Haouache

CEO
Storefront
New York, NY

Brandon Hoffman

Senior Director
Ashkenazy Acquisition
New York, NY

10:00 – 11:00 am | Westgate Hotel – Pavilion 3-4

Shrink to Grow

Oversupply and changing consumer preferences caused a shift in the U.S. retail real estate market, and there are indications that the tide is turning. Many retailers are seeing a rise in store productivity numbers, and higher quality trade areas are seeing strong demand. Moreover, rising consumer interest in non-chain options has created a wealth of growth opportunities for smaller retailers. The disruption in the retail real estate market continues to evolve; this session will offer insights into the successes and strategies of our industry's most nimble and innovative thinkers.

SPEAKER



Suzanne E. Mulvee, CFA
Director of Research
CoStar Group
Boston, MA

10:00 – 11:30 am | Westgate Hotel – Ballroom D-G

Going Beyond the Rooney Rule: Opening Doors to the Front Office

The Rooney Rule is a National Football League policy that requires league teams to interview minority candidates for head coaching and senior football operation jobs. While invoking the Rooney Rule is a considerable step in the right direction, leaders in the commercial real estate industry have to take diversity a few steps further.

Join ICSC's Partners in Diversity & Inclusion initiative for a provocative discussion amongst industry leaders about the lack of women, people of color and other underrepresented groups in the CRE C-suite and the efforts to level the playing field. Participants will learn the fundamentals of a successful diversity initiative; how employing a diverse workforce impacts the bottom line; and how to develop a strong network of diverse suppliers and strategic partners.

MODERATOR



Tom McGee
President and CEO
ICSC
New York, NY

PANELISTS



John Gates
CEO
Americas Markets
JLL
Dallas, TX



Wendy Mann, CAE
CEO
CREW Network
Lawrence, KS



Jocelyn Moore
Senior Vice President of Public
Policy and Government Affairs
National Football League
Washington, DC



Lyneir Richardson
CEO
Chicago TREND
Chicago, IL

11:00 am – 12:00 pm | Westgate Hotel – Pavilion 1-2

Retail Real Estate Through the Lens of Converging and Accelerating Technologies

The extraordinary speed of advancement in technology will disrupt all sectors of retail real estate. Operators embracing this revolution, whether through augmented or virtual reality, robotization, rapid collection, massive data, or otherwise, won't just succeed—they'll prosper. This distinguished panel of C-suite industry experts invites you to join the conversation about the impacts of technology and the resulting opportunities that must be embraced by retailers, landlords, brokers, logistical specialists, and other retail real estate professionals.

MODERATOR



Jeffrey H. Newman, Esq., CRX
Chairman/R.E. Dept
Sills Cummis & Gross P.C.
Newark, NJ

SPEAKERS



Robert D' Loren
Chairman and CEO
Xcel Brands
New York, NY



Jerry Storch
CEO
Storch Advisors
Franklin Lakes, NJ



William S. Taubman
ICSC Past Chairman and Trustee
COO
Taubman Centers
Bloomfield Hills, MI



Deborah Weinswig
CEO and Founder
Coresight Research
New York, NY

11:00 am – 12:15 pm | Westgate Hotel – Pavilion 3-4

How to Plug in an Outlet: Bringing Factory Stores to Your Property

Shopping districts and centers are utilizing outlet stores to develop and redevelop retail projects. This workshop will explore the appeal of the outlet and how bringing them into your space can boost your overall brand and NOI. Participants will learn the benefits of bringing an outlet brand to your project; how to attract outlet brands; the needs of the retailers; and how to determine if a factory store will enhance your project.

INSTRUCTOR



Robin L. Klein, CSM
President
Fashion Retail Group, Inc.
Red Bank, NJ

11:00 am – 12:15 pm | Westgate Hotel – Pavilion 6

Developments in The New ICSC Professional Certification Program: Certified Retail Real Estate Professional (CRRP)

Participants will learn about the new credential and how obtaining it will challenge their industry knowledge and enhance professional growth.

INSTRUCTORS



Kenneth S. Lamy, CRX
Founder, President and CEO
The Lamy Group, LTD.
DataPoint International, LLC
New Orleans, LA



**Karen M. Scott, CRX, CDP, CSM,
CMD, LEED BD+C, ID+C**
Senior Project Manager
CBRE | Skye Group
Sanford, FL

12:30 – 2:00 pm | Westgate Hotel – Paradise Event Center

Lunch and Keynote Presentation



KEYNOTE SPEAKER

Daymond John
CEO & Founder of FUBU, Star of ABC's *Shark Tank*

2:00 – 3:00 pm | Westgate Hotel – Ballroom D-G

The Future of Retail and Commercial Real Estate

Join retail futurist J. Skyler Fernandes as he discusses what lies beyond omni-channel retailing. This session covers retail industries from fashion to food to entertainment and presents a blueprint for how companies can become greater than themselves.

SPEAKER



J. Skyler Fernandes
Managing Director of Investments
Cleveland Avenue
Chicago, IL

2:00 – 3:30 pm | Westgate Hotel – Pavilion 9-10

Retail Triple Net Lease (NNN) Real Estate: Step by Step[▲]

Single tenant, triple net lease retail real estate has been an ever-popular asset class for almost 50 years. However, within the last decade, net lease properties have become an industry in and of themselves. This workshop covers the fundamentals of single tenant retail real estate underwriting and takes a look at today's triple net lease REIT markets.

INSTRUCTOR



David Sobelman
Founder
3 Properties
Tampa, FL

2:00 – 4:00 pm | LVCC – N3: Talent Development Pavilion

ICSC & Cornell International Retail Real Estate Case Study Competition Finals

2:30 – 3:30 pm | Westgate Hotel – Pavilion 1-2

Economic Development: Changing Faces, Changing Spaces

Millennial demographics, internet-fueled lifestyles, and a growing sharing economy are altering land use and tax generation priorities for cities. As place, authenticity, and trips become the defining components of a successful town center, retail is no longer just about retail. Concurrently, cities are often motivated to change land use processes based on climate control and affordable housing mandates while encouraging development through new incentives and districts. This session explores methods to simultaneously boost economic development and fortify downtowns while complying with housing and sustainability mandates and attracting tenants that will thrive in a digital economy.

MODERATOR



Davon Barbour

ICSC Maryland P3 Public Chair
Senior Vice President, Economic Development and Planning
Downtown Partnership of Baltimore, Inc.
Baltimore, MD

SPEAKERS



Ken Hira

ICSC Western Division P3
Private Chair
Executive Vice President
Kosmont Companies
Manhattan Beach, CA



Myriam Simmons

Director, Credits and Incentives
Consulting
Ryan
Dallas, TX

2:30 – 3:30 pm | LVCC – N4: SPREE Educational Hall

Daymond John Book Signing

Daymond John, from ABC's Smash hit *Shark Tank*, will be signing his *New York Times* best-selling book: *Rise and Grind: Outperform, Outwork, and Outhustle Your Way to a More Successful and Rewarding Life*. Copies will be available for purchase (\$20 cash or credit card only) to the first 250 people.

3:30 – 4:30 pm | Westgate Hotel – Ballroom D-G

newCommerce 2028: The Retail and Logistics World of Tomorrow

Join for a futuristic exploration of how current technologies and convergent market trends will further reinvent the retail and logistics landscape over the next decade. The growth of e-commerce and a wide range of other market trends are already reshaping the once divergent fields of industrial and retail real estate into the emerging world of "newCommerce." Our speakers expect the arenas of retail and logistics to evolve more in the next ten years than they have over the last forty—come get a glimpse of our industry's future.

SPEAKERS



Garrick H. Brown
Vice President; Head of Retail
Research, Americas
Cushman & Wakefield
Rancho Cordova, CA



Benjamin Conwell
Senior Managing Director,
National Practice Leader
eCommerce and Electronic
Fulfillment Specialty Practice
Group, Americas
Cushman & Wakefield
Seattle, WA

4:00 – 5:00 pm | Westgate Hotel – Pavilion 9-10

Collaboration is the New Competition – Leveraging the Power of Collective Knowledge

Traditionally, the industry has protected proprietary intellectual property above everything else. But the world is changing. Shopping venues, once competitors are now uniting. For the first time they will be speaking about their efforts in working together. This collaboration effort is intended to enable traditional brick-and-mortar retail to augment their physical retail advantages to compete more effectively in the face of industry-wide disruption driven by advances in digital technologies, shifting consumer mindsets and emerging non-traditional retail models.

MODERATOR



Don Kingsborough
CEO
OneMarket
San Francisco, CA

SPEAKERS



Yaromir Steiner, CRX
ICSC Past Trustee
Founder and CEO
Steiner + Associates, Inc.
Columbus, OH



William S. Taubman
ICSC Past Chairman and Trustee
COO
Taubman Centers
Bloomfield Hills, MI

4:00 – 5:30 pm | Westgate Hotel – Pavilion 1-2

Leasing Strategies for Difficult Spaces[▲]

In the world of leasing, there are many proven methods to ensure that the proper space is leased to the appropriate tenant. In order to guarantee this, it is important to understand the shifts that have taken place in the retail world, what is happening now, and what the future holds. Armed with this understanding, attendees can properly focus on analyzing, prospecting, and merchandising retail space to its utmost potential.

INSTRUCTOR



Nick A. Egelanian
President
SiteWorks Retail
Annapolis, MD

4:15 – 4:30 pm | LVCC – Room N250

Annual Meeting of Members

5:30 – 7:00 pm | Wynn Hotel – La Tache

Fortune Tellers' Reception and Researcher Award Ceremony

Attendees are predicted to have an excellent time—open to all with an interest in industry research.

5:30 – 7:00 pm | Wynn Hotel – Margaux Ballroom

Diversity Reception

Join ICSC's Partners in Diversity & Inclusion and the ICSC Foundation at the 2018 RECon Diversity Reception. This complimentary reception provides an opportunity for professionals from all backgrounds to celebrate diversity and network with companies looking to achieve greater diversity & inclusion. Every dollar raised will help fund the ICSC Foundation's Diversity Scholarships, which provide monetary and professional development support to emerging leaders from underrepresented backgrounds.

Separate registration required.

6:30 – 7:30 pm | Wynn Hotel – Montrachet

ICSC Student Membership and ICSC Foundation Networking Reception

TUESDAY, MAY 22

7:00 am – 5:00 pm | LVCC – N3/South Hall Lobby

Registration

8:00 am – 5:00 pm | LVCC

Leasing Mall/Marketplace Mall/SPREE

9:00 – 10:00 am | LVCC – N263

ICSC Federal Policy Discussion: What You Need to Know About Tax Reform and Infrastructure Development

The ICSC Global Public Policy team has been at the forefront of legislation in Washington, DC. This session will review the new federal tax law, its impact on our industry, and implementation efforts underway at the U.S. Treasury Department. We will also unpack federal efforts to rebuild our nation's infrastructure, the important role ICSC and the retail real estate sector can play in this critical policy debate, and future opportunities for industry growth. Join for a lively discussion featuring members of the ICSC Tax Advisory Group and Infrastructure Task Force.

#ICSCRECon

MODERATORS



Phillips Hinch
Vice President, Tax Policy
ICSC
Washington, DC



Jennifer Platt
Vice President, Federal Operations
ICSC
Washington, DC

9:00 – 10:30 am | Westgate Hotel - Ballroom D-G

Creative Leasing Solutions[▲]

As leasing managers seek more inventive methods to reduce vacancies and increase NOI, more properties are engaging non-traditional tenants and are thinking creatively about how they can make the best use of their property's space. This course will discuss who these non-traditional tenants are, how to engage them, the best leasing structures, and innovative ways to make the best use of your center's space.

INSTRUCTOR



Sharon E. Loeff
President
Shopworks, Inc.
Scottsdale, AZ

10:00 – 11:00 am | LVCC - N4: SPREE Educational Hall

Why Short-Term Retail is Here to Stay

SPEAKERS



Tom McGee
President and CEO
ICSC
New York, NY



Carol Spann Joyner, CRX, CLS
Owner
Joyner Retail Services, LLC
Atlanta, GA



Holly Rome, CRX, CLS
Executive Vice President
National Retail Leasing
JLL Americas Retail
St. Paul, MN

10:00 – 11:00 am | Westgate Hotel - Pavilion 9-10

Retail and E-Commerce in the Post-Department Store Era

What are the forces behind radical changes happening in the U.S. shopping center industry and where are these changes leading us? Join for industry truths and a call to action in this wide-ranging examination of U.S. retail and shopping patterns.

SPEAKER



Nick A. Egelanian
President
SiteWorks Retail
Annapolis, MD

12:30 – 2:00 pm | Westgate Hotel – Paradise Event Center

Lunch and Keynote Presentation



KEYNOTE SPEAKER

Jennifer Fleiss

CEO & Co-Founder of Code Eight, Co-Founder of Rent the Runway

Held in conjunction with CREW Network. CREW (Commercial Real Estate Women) Network exists to transform the commercial real estate industry by advancing women globally.

1:00 – 2:00 pm | LVCC – N4: SPREE Educational Hall

SPREE Town Hall: Ask the Specialty Leasing Experts

Bring your questions for this interactive session with industry experts in store/kiosk design, leasing, growth strategy, and marketing.

MODERATOR



Stephen Katz

Director
CasualLease.com
Sydney, Australia

PANELISTS



Heather Campbell

Creative Director
Heather Allen Concepts
Las Vegas, NV



Amanda Cole

Director of Specialty Leasing
Miracle Mile Shops
Las Vegas, NV



Tom Davidson

Director Visual Merchandising
Westfield
Paramus, NJ



Matt Galgano

Retail Sales Manager
FASTSIGNS of Upper Saddle River
Upper Saddle River, NJ



Linda Johansen-James

CEO and President
International Retail
Management and Consulting
Group, LLC
Las Vegas, NV



Kraig Kajjala

President and Owner
Wide Angle Marketing
Hubbardston, MA



Karen Larson

Vice President Director
Specialty Leasing
Urban Retail Properties, LLC
Chicago, IL

Kurt Palmer, CLS

Senior Vice President, Specialty Leasing
and Sponsorship
Washington Prime Group
Columbus, OH



Deena Zimmerman

Vice President
SVN/Commercial
Chicago, IL

2:30 – 3:30 pm | Westgate Hotel – Pavilion 1-2

What Are We Going to Do with All of These Boxes?

Big box spaces are being reimagined with a focus on density, differentiation, and diversity of uses. This panel of professionals who are crafting the future of big box projects will share their perspectives on what to do with large retail real estate assets, some of which are now more than 50 years old. In many cases, these sites have multiple stakeholders, joint venture partners, and significant municipal oversight. Our panelists will share how they are navigating some of these challenges while creating economically feasible solutions that capitalize on the positive positioning of real estate and create vibrant communities for future generations.

SPEAKER



Benjamin Schall
CEO and President
Seritage Growth Properties
New York, NY

2:30 – 3:30 pm | Westgate Hotel – Ballroom D-G

The Future of Shopping Centers

Experiences and experiential products are on the rise. Convenience is fueling e-commerce sales. And, younger consumers are driven more by influence than they've ever been in the past. But, the battle for the hearts, minds and wallets of shoppers is far from over. Contrary to perceptions of many, physical retail is adapting and thriving in response to the challenges posed by e-commerce. This thought-provoking presentation will share conclusions from recent research about the asset classes of 2030, underscoring the many reasons to be optimistic about the future of retail real estate.

SPEAKER



Michael Brown
Partner
A.T. Kearney
New York, NY

2:30 – 3:30 pm | Westgate Hotel – Pavilion 9-10

Trends in Retail Innovation – The Need for Speed: Accelerating Retail's Future

Change is imminent, and in retail, it's exponentially faster. Get a preview of retail real estate's next direction with Pano Anthos, managing director of NYC-based retail technology accelerator XRC Labs. He'll share his perspectives on the industry as it evolves beyond its traditional approaches to everything from customer engagement and personalization to global markets and customer connectivity.

MODERATOR



Pano Anthos
Managing Director
XRC Labs
New York, NY

SPEAKERS



Melissa Gonzalez
Founder and CEO
Clark
New York, NY



Allison Lee
Founder and CEO
Hemster
San Francisco, CA



Bill Thayer
Founder and CEO
Fillogic
New York, NY

4:00 – 5:00 pm | Westgate Hotel – Pavilion 1-2

Delivering on the Experiential Retailing Experience: What Works and Why?

Today's consumers are looking beyond traditional retail—they want an integrated experience and sense of community. John Frierson, President of Fred Segal, offers insights into how the iconic retailer built and maintained a unique retail experience for over 50 years. With food, hair salons, yoga, rock stars and fashion, all happening everyday, Fred Segal is a multi-dimensional experience that is more important now than ever in a crowded market.

SPEAKER



John Frierson
President
Fred Segal
Los Angeles, CA

4:00 – 5:00 pm | Westgate Hotel – Ballroom D-G

Alternative Use – Hotels

This panel of retail developers, hotel operators and real estate planners will discuss how they weigh the pros and cons of combining a hotel with a retail development. Join for examples of success and pitfalls to avoid when planning your projects.

MODERATOR



Timothy Marvin
Executive Vice President
JLL Hotel & Hospitality Group
Washington, DC

SPEAKERS



Ben Brunt
Principal & Executive Vice
President
Noble Investment Group
Atlanta, GA



Damien Greenwood
Vice President - Head of Hotels
WS Development
Chestnut Hill, MA



Tom Lorenzo
Vice President & Managing
Director, Development, Canada
& Northeast Region U.S.
Hilton
Rocky Hill, CT



James L. Soos
Director of Development
Pyramid Management Group, LLC
Syracuse, NY



John Ward, CDP
President
505Design
Boulder, CO

5:30 – 7:00 pm | Wynn Hotel – Lafleur

Retailer Reception

The Retailer Reception is the ideal place to relax with colleagues, learn who's on the move, or even look for opportunities to make a move yourself. There's no better way to wrap up three days of meetings and negotiations than to enjoy drinks, appetizers, and the company of your retail peers in this informal setting.

This reception is open only to retailers, defined as a company or individual that sells goods or provides services directly to consumers. Third-party retail representatives are not eligible.

WEDNESDAY, MAY 23

7:00 am – 2:00 pm | LVCC – N3

Registration

8:00 am – 2:00 pm | LVCC

Leasing Mall/Marketplace Mall/SPREE

Program information current as of April 19, 2018.

RECon Advisory Committee



John Ward, CDP
2018 RECon Advisory
Committee Chair
President
505Design
Boulder, CO



Samuel I. Ankin
Managing Principal
Northpond Partners, LLC
Chicago, IL



James Bry
Executive Vice President
Development & Construction
Seritage Growth
Properties
New York, NY



Bryan C. Cook
Regional Director of
Real Estate
CVS Health
Hollywood, FL



Andrea Drasites
Managing Director
The Blackstone Group
New York, NY



Liz M. Gillespie, CMD
Partner, Vice President
of Marketing
North American
Properties
Atlanta, GA



Christopher Hemans
Director of Retail
Charlotte Center City Partners
Charlotte, NC



Samuel P. Latone
President, Co-CEO
The Shopping Center Group
Atlanta, GA



Ryan O'Sullivan
Vice President of
Real Estate
PetSmart, Inc.
Phoenix, AZ



Travis Rodgers, CCIM, JD
Director of Operations
Whitestone REIT
Houston, TX



Angela H. Sweeney, CRX, CMD
Vice President, Chief
Marketing Officer
The Peterson Companies
Fairfax, VA



Daniel M. Taub
President
DLC Management Corp.
New York, NY

SPREE Committee Members

Amanda Cole, SLD, Miller Capital Advisory, Inc.

Arleen Dalton, SLD, GGP Inc.

Beth DeSista, PREIT

Brian Reiss, SLD, DDR Corp.

David Ferber, Street Talk

Frank Pacera, Spencer Spirit Holdings, Inc.

Heidi Cardall, SLD, CBL Properties, Inc.

Janice Fisher, Focus Brands

John Forgit, Wide Angle Kiosk

Karen Larson, Urban Retail Properties, LLC

Kurt Palmer, CLS, Washington Prime Group

Linda Johansen-James, CRX, CLS, International Retail Management and Consulting Group, LLC

Lori Lesko, Calendar Holdings LLC

Lori McGhee, Taubman Centers

Michael Brielmann, International Retail Management and Consulting Group, LLC

Rebecca Wiltshire, Shoe MGK

Salvatore Babbino, NYS Collection

Scott Mullens, Equip, Inc.

Stephen Katz, CasualLease.com

Tracey Hatley, JLL

TALENT DEVELOPMENT PAVILION

ICSC's Talent Development Pavilion is designed for anyone seeking to sharpen their professional skills, from students just entering the job market to established professionals looking to make a move. All are invited to visit the Pavilion for a unique combination of mentoring, information sessions, customized feedback, and hands-on business services.

Talent Development Workshops and Speed Networking Sessions

Interactive workshops will help you in your development as an emerging real estate industry professional. No RSVPs are necessary to attend the workshops. Seating is available on a first-come, first-served basis.

MONDAY, MAY 21

8:00 – 8:45 am

What Do You Want to Do When You Grow Up?

Chuck Shaw, ICSC Ambassador and COO, Fite Development Company

9:00 – 10:00 am

Speed Networking Session and Breakfast

Join more than a dozen members of ICSC's elite Ambassador Program and other industry leaders for breakfast and three 15-minute mentoring conversations. We'll be taking your questions about career development in the commercial real estate industry in a small group setting.

10:00 – 10:45 am

How to Win the Interview

David Poline, President and CEO, Poline Associates

11:00 – 11:45 am

Working and Succeeding with an Employment Recruiter

Hillary H. Shine, Principal, Shine Associates, LLC

Tim Shine, Principal, Shine Associates, LLC

2:00 – 4:00 pm

ICSC & Cornell International Retail Real Estate Case Competition 2018: Final Presentations

Teams from top university real estate programs will make investment recommendations on a retail real estate case study, based on an actual commercial real estate transaction, to a panel of leading industry executive judges. Watch the finals from the floor of the Talent Development Pavilion.

4:00 – 4:45 pm

The Secret Sauce: Focus and Time Management

Amy J. Hall, CRX, CLS, SLD, ICSC Ambassador and Senior Vice President, Operations, Brokerage and Development, LM Commercial Real Estate

TUESDAY, MAY 22

8:00 – 8:45 am

Mastering Effective Presentation Skills

Madison R. Gross, Director, Ambassador Program, ICSC

9:00 – 10:00 am

The Key to Career Success: Unlock the Commercial Real Estate Door with CREW

Hosted by CREW (Commercial Real Estate Women) Network

Wendy Mann, CAE, CEO, CREW Network

Holly Neber, CEO, AEI Consultants and 2018 CREW Network President-Elect

Tara Piurko, Partner, Commercial Real Estate Group, Blake, Cassels & Graydon LLP and 2018 CREW Network President

NOTE: There will be a special CREW Network Speed Networking Session where you will sit with all three CREW Network speakers in a small group setting from 10:00 - 11:00 am on Tuesday, May 22. You may attend CREW Network Speed Networking even if you do not attend the CREW workshop the previous hour.

10:00 – 11:00 am

A Deep Dive Into the World of Retail Real Estate Brokerage

MODERATOR

Jamie Standard, Director of Human Resources and Operations, The Shopping Center Group LLC

SPEAKERS

Lynn De Marco, Director of Investment Sales, The Shopping Center Group LLC

John Dottore, Operating Partner - Florida Division, The Shopping Center Group LLC

Gregg Katz, Director of Innovation & Technology, The Shopping Center Group LLC

David Manne, Senior Property Manager, The Shopping Center Group LLC

Jeff Pandolfo, Director of Leasing, The Shopping Center Group LLC

11:00 am – 12:00 pm

REAP Presents Women in Commercial Real Estate

Hosted by the Real Estate Associate Program (REAP)

Building the bridge between talented minority professionals and commercial real estate professionals.

MODERATOR

Starlett Quarles, Managing Director, The Bedford Group

SPEAKERS

London Kemp, Director, Studio Real Estate & Facilities - Worldwide Operations, Netflix

Angele Robinson-Gaylord, President - U.S. Property, IKEA Group

Tamela Thornton, Founding Partner and Principal, E Smith Legacy

2:00 – 2:45 pm

The Secret to Moving Forward: Career Lessons Learned

Kristin Mueller, CRX, CSM, COO, Retail Group, JLL

3:00 – 3:45 pm

How to Launch Your Career: A Guide for Millennials and Beyond

Kenneth S. Lamy, CRX, ICSC Ambassador and President, The Lamy Group LTD. and DataPoint International, LLC

4:00 – 4:45 pm

The Nuts and Bolts of Career Development: From Leasing to Acquisitions

Jarett Parker, ICSC Ambassador and Vice President, Real Estate, MCB Real Estate, LLC

Resumé Coaching

Monday, May 21 | 10:00 am – 12:00 pm

Take advantage of a Human Resource professional's insights on preparing a professional resumé. Sarah Johnson, PHR, SHRM-CP, Human Resources Manager, JLL, will provide consultations.

Interview Coaching

Monday, May 21 | 1:30 – 3:30 pm Tuesday, May 22 | 1:30 – 3:30 pm

Whether you're a student looking for your first job or a seasoned expert, take advantage of an established recruiter's insights. Hillary Shine, Principal, Shine Associates, LLC will provide consultations.

One-on-One Mentoring

ICSC Ambassadors and other industry leaders will be available for mentoring sessions at the Talent Development Pavilion during Marketplace Mall show hours. To schedule an appointment, visit the Talent Development Pavilion or contact Madison Gross at mgross@icsc.org.

Professional Headshots

Monday, May 21 | 8:00 am – 12:00 pm Tuesday, May 22 | 1:00 – 5:00 pm

Visit the Talent Development Pavilion's professional photographer for complimentary, high-quality headshots appropriate for resúmes, LinkedIn profiles, and for other professional uses.

ICSC Online Retail Real Estate Institute Giveaway

Drop off your business card for a chance to win registration for ICSC's online education program. Two registrations (valued at \$550/member or \$1,200/non-member) are available.

Talent HQ

Monday, May 21 | 8:00 am – 5:00 pm Tuesday, May 22 | 8:00 am – 5:00 pm

Whether you're a student looking for an internship, a job seeker looking to post a resume and search for jobs, or an employer wanting to post a job and search for resumes, ICSC's Talent HQ can help. Please stop by to learn more about this new platform.

University Lounge

Representatives from the following universities are available to discuss their degree programs and continuing education opportunities in an informal setting:

Arizona State University W.P. Carey School of Business

Auburn University

Cornell University - Baker Program in Real Estate

DePaul University

Florida A&M University

Florida International University

Florida State University Real Estate Center

Marquette University Center for Real Estate

New York University Shack Institute of Real Estate

Portland State University

Rutgers Center for Real Estate

University of Central Florida

University of Connecticut, Real Estate Center

University of Florida

University of Maryland Colvin Institute

University of Utah

USC Ross Minority Program in Real Estate

Also represented: Real Estate Associate Program (REAP)

Receptions

Diversity Reception

Monday, May 21 | 5:30 – 7:00 pm | The Wynn Hotel

Join ICSC Partners in Diversity & Inclusion as we celebrate diversity and connect with companies committed to greater inclusion across the real estate industry.

ICSC Student Membership and ICSC Foundation Networking Reception

Monday, May 21 | 6:30 – 7:30 pm | The Wynn Hotel

Host companies include Acadia Realty Trust, ascena Retail Group Inc., Clark Street Real Estate, Donahue Schriber Realty Group, The Festival Companies, GGP Inc., Kimco Realty Corporation, L Brands, PGIM Real Estate, Ramco-Gershenson Properties Trust and Simon.

Network with titans of the industry who are dedicated to student success, talent and diversity with their support of ICSC and the ICSC Foundation. All students, ICSC Foundation scholarship award recipients, young professionals and attendees of the ICSC & Cornell International Retail Real Estate Competition are welcome to attend.

Pavilion Power Breaks

Monday, May 21 | 8:00 – 10:00 am, 1:00 – 3:00 pm

Tuesday, May 22 | 8:00 – 10:00 am, 1:00 – 3:00 pm

Wednesday, May 23 | 8:00 – 10:00 am

Visit our barista for your morning coffee and enjoy snacks and treats in the afternoons while powering up at one of our charging stations.

Wi-Fi

Complimentary Wi-Fi is available to those participating in the Talent Development Pavilion.

INNOVATION EXCHANGE

The new Innovation Exchange is brimming with cutting-edge technology that is shaping experiential retail and erasing the line between clicks and bricks. Experience hands-on access to the latest product offerings, attend live demos, and learn from technology leadership at focused demonstrations and speaker sessions.

MONDAY, MAY 21

9:30 – 9:40 am

Tech Product Demo: Memomi

A high-end digital mirror for a new generation shopping experience. Using simple body gestures, on the mobile app you can control the MemoryMirror™ to see 360-degree back and side views in new outfits. Memomi also has mirrors for makeup and eyewear.

9:40 – 9:50 am

Tech Product Demo: Accel Robotics

Enhance the human experience with a robot that can see and understand the real world. Accel helps companies deliver smarter service by enabling grab and go commerce experiences and powering robotic shopping assistants.

9:50 – 10:00 am

Tech Product Demo: Mavatar

Allows shoppers to search, and influencers to promote, the inventory of your mall(s) on your mCart-driven social & phygital marketplace, on web, mobile or interactive displays.

10:00 – 10:10 am

Tech Product Demo: Knightscope

A leader in developing autonomous physical security solutions. The Knightscope solution includes providing an autonomous physical presence, gathering data from the environment in real-time, and pushing anomalies to our user interface, the Knightscope Security Operations Center (KSOC).

10:10 – 10:20 am

Tech Product Demo: Walc

Walk to your destination using Walc, a social walking navigation platform that uses physical visual reference points (such as retailers and real estate) for navigating and experience a new way to share and explore what's around you.

10:20 – 10:30 am

Tech Product Demo: 3DEN

Creating the 3rd space, where you can relax, get work done, eat, and shop, using a micro-leasing membership structure.

10:30 – 10:40 am

Tech Product Demo: OSRAM

Top influencer in the commercial building market for IoT lighting, OSRAM allows efficient data storage and processing.

10:40 – 10:50 am

Tech Product Demo: ShareRails

ShareRails levels the digital playing field between e-commerce and brick-and-mortar stores by transforming local retailers' inventory data into a local e-commerce and mobile commerce shopping platform that is then indexed by Google and other search engines.

11:00 – 11:45 am

The New Client: Adapting to the Future of Retail and Real Estate

SPEAKER

Brandon L. Singer, Managing Director, Cushman & Wakefield

2:30 – 2:40 pm

Tech Product Demo: Size Stream

Get body scanned with Size Stream to create your own 3D Avatar in a matter of seconds with hundreds of detailed measurements to create customized clothes and insights into how brands will fit you.

2:40 – 2:50 pm

Tech Product Demo: RetailNext

The first retail vertical IoT integrated platform to bring e-commerce style shopper analytics to brick-and-mortar retailers, RetailNext is a pioneer in focusing entirely on optimizing the shopper experience.

2:50 – 3:00 pm

Tech Product Demo: Appear Here

The leading marketplace to rent space, Appear Here brings together a community of brands, entrepreneurs and creatives to space in the world's best cities.

3:00 – 3:10 pm

Tech Product Demo: Farmer's Fridge

Make wholesome, delicious food simply accessible, so people can live a little happier. These revolutionary self-service fridges put chef-curated meals and snacks in your hands, in seconds.

TUESDAY, MAY 22

9:15 – 10:00 am

Fireside Chat with Le Tote

Includes 15-minute Q&A

MODERATOR

J. Skyler Fernandes, Managing Director of Investments, Cleveland Avenue

GUEST

Ruth Hartman, Chief Merchandising Officer, Le Tote

10:00 – 10:10 am

Tech Product Demo: AvaMetric

Enabling brands to deliver accurate 3D renderings of their apparel and accessories on customizable digital body models for web, mobile and AR.

10:10 – 10:20 am

Tech Product Demo: LSMx Powered by Buxton

LSMx is local store marketing technology powered by industry-leading customer analytics provider Buxton. LSMx helps retail, restaurant and service concepts identify their best potential customers and market to them in minutes through Facebook, Google search, mobile banner ads, email, and direct mail. For franchise organizations, LSMx allows corporate to have control of brand standards and messaging, allowing franchisees to execute marketing campaigns through the tool.

10:30 – 10:40 am

Tech Product Demo: Wirkn

Find a job you'll love. Chat with Wirkn, an AI chat bot to discover and apply to local jobs – no matter where you are. The best brands use Wirkn to build their retail, hospitality and customer service teams.

10:40 – 10:50 am

Tech Product Demo: iMirror

Meet the new retail! See how you can bring online commerce into the physical store with iMirror. By providing an in-store immersive customer experience that allows your customers to receive a personalized offering, you are able to integrate a full catalog of online and in-store merchandise.

11:00 am – 12:00 pm

Panel Discussion: Investing in Retail and Real Estate Technology

Includes 15-minute Q&A

MODERATOR

J. Skyler Fernandes, Managing Director of Investments, Cleveland Avenue

PANELISTS

Constance Freedman, Founder & Managing Partner, Moderne Ventures

Dan Rosen, Founder & Partner, Commerce VC

Brendan Wallace, Co-Founder and Managing Partner, Fifth Wall Ventures

2:30 – 2:40 pm

Tech Product Demo: Farmshelf

Bringing the farm to your office, Farmshelf makes growing food easy. Farmshelf builds smart indoor farms that enable anyone to grow food where they live, work and eat.

2:40 – 2:50 pm

Tech Product Demo: Glass-Media

Advancing end-to-end, digital point-of-presence marketing solutions for Fortune 1000 brands with physical footprints, Glass-Media uses a combination of the company's proprietary display technology and analytically infused IoT platform, brick-and-mortar brands are enhancing customer experiences through the merging of physical and digital.

2:50 – 3:00 pm

Tech Product Demo: Drapr (Twindom)

Creating the world's largest repository of 3D human models using our 3D scanning and 3D modeling technology.

3:00 – 3:10 pm

Tech Product Demo: Bodega

Combining the convenience of online ordering with the instant gratification of real world retail, Bodega is building hardware, software and supply chain operations to create delightful automated stores that are only a few feet away and always stocked with what you need.

3:10 – 3:20 pm

Tech Product Demo: Trendalytics

Trendalytics is a product intelligence platform that decodes and enriches retail industry data to surface what consumers want today and tomorrow.



3DEN

Creating the 3rd space, where you can relax, get work done, eat, and shop, using a micro-leasing membership structure.

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Colliers Proptech Accelerator powered by Techstars

The Colliers Proptech Accelerator powered by Techstars is a first-of-its-kind program that identifies and mentors startups around the globe in developing productivity-enhancing, disrupting and innovative technologies in the property and real estate industry.



Drapr

Creating the world's largest repository of 3D human models using our 3D scanning and 3D modeling technology.



Farmer's Fridge

Make wholesome, delicious food simply accessible, so people can live a little happier. These revolutionary self-service fridges put chef-curated meals and snacks in your hands, in seconds.



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iMirror by Nobal Technologies

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ShareRails levels the digital playing field between e-commerce and brick-and-mortar stores by transforming local retailers' inventory data into a local e-commerce and mobile commerce shopping platform that is then indexed by Google and other search engines.



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Get body scanned with Size Stream to create your own 3D Avatar in a matter of seconds with hundreds of detailed measurements to create customized clothes and insights into how brands will fit you.



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Find a job you'll love. Chat with Wirkn, an AI chat bot to discover and apply to local jobs—no matter where you are. The best brands use Wirkn to build their retail, hospitality and customer service teams.