



NEW this Year

Destinations

Experiences

**The Big Picture
at Westgate**

Check Inside
for Details

**LESS TRADITIONAL.
MORE INNOVATIVE.**

RECON

May 19 – 22, 2019 | Las Vegas, NV | #ICSCRECon

DIRECTORY

SATURDAY, MAY 18

12:00 – 5:00 pm | LVCC – N3/Westgate Hotel – Pavilion 7

Registration

SUNDAY, MAY 19

Professional Development Day

8:00 am – 5:00 pm | LVCC – N3, South Hall/Westgate Hotel – Pavilion 7

Registration

8:30 – 10:15 am | Wynn Hotel – Lafleur

ICSC Global Delegates Networking Breakfast and Leadership Summit

(By Invitation Only)

Retail in the Age of Experience: The Evolving Role of the Store

Experience-focused retail is just the starting point for this discussion. Learn about the seven trends affecting retail today. Find out who the leading retail disrupters are and how they are doing it. Get practical tips that you can apply to your own business in this age of experiential retail.

SPEAKER



Herculano Rodrigues

Associate Director

Javelin Group | Digital Retail by Accenture Strategy

London, UK

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

Making Deals in the Age of Change

Join this session to gain insight on what it takes to get a deal done in today's ever-changing market. We will review predictions going into the Great Recession, discuss what we are seeing in today's market and highlight some trends we expect in the future.

INSTRUCTOR



Matthew B. Winn

Founder

Win Winn Consulting

Atlanta, GA

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

The Recipe: Crafting Restaurant Deals ▲

Today's retail real estate industry requires property managers, leasing agents and asset managers to understand the fundamentals of food operations. This session will address key restaurant deal components including operational and financial concepts, best practices and controls to ensure success in this high-risk category of business.

INSTRUCTOR



Joe Grody, CRRP

Executive Vice President

Cornerstone Commercial Real Estate

Chicago, IL

9:00 – 10:30 am | Westgate Hotel – Pavilion 3-4

Transforming Challenges into Opportunities: Redevelopment at Your Center*

During the lifespan of every shopping center, there will come a time when it must be renovated, expanded, reconfigured or redeveloped. This session addresses the challenges and opportunities in redeveloping existing retail properties, including strategic vision, mixed-use, government sponsorship and support, value enhancement, construction challenges, co-tenancy and more.

INSTRUCTORS



Leslie Lundin
Managing Partner
LBG Real Estate Companies, LLC
Orinda, CA



Jeffrey McNeal
President
Fessel International Hospitality Consultants
Monrovia, CA

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

Convenience is Key: Last Mile Delivery and Its Effect on Retail Real Estate*

With consumers' continued demand for convenience and rapid delivery, fast and inexpensive delivery is becoming a necessity for retailers to compete. Join us for this session as we delve into the impact and key points to consider.

INSTRUCTORS



Joe Dunlap
Managing Director, Supply Chain Advisory
CBRE
McMinnville, TN



Mike Smith
Director of Real Estate
Streetsense
Bethesda, MD



Thomas Frank
Executive Director, Brand and Marketing
Streetsense
Bethesda, MD

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

CRRP Test Prep Masterclass: Principles of Project Development

Get an overview of ICSC's new CRRP Professional Certification Exam and learn about strategic planning during the predevelopment and development stages of a project. This content is directly related to domain four of the CRRP Professional Certification exam.

INSTRUCTOR



Ralph J. Conti, CCIM, CRRP, CRX, CDP
Principal and Managing Member
Ra Co Real Estate Advisors, LLC
Atlanta, GA

9:15 am – 12:00 pm | Wynn Hotel – Latour Ballroom

ICSC & Cornell International Retail Real Estate Case Competition 2019: Preliminary Presentation Round

In collaboration with Professor Dan Quan and his team at Cornell University's Center for Real Estate and Finance, the competition will utilize a case prompt based on a "real world" retail real estate scenario. Student teams will have one week to prepare a professional-quality presentation for a panel of judges. Participating teams include: Cornell University, Florida State University, Indiana University, New York University, University of Colorado, University of Connecticut, University of Guelph (Canada), University of Pennsylvania – The Wharton School, University of Queensland (Australia), University of Texas at Austin and University of Wisconsin at Madison.

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 3–4

Lease Workouts: Negotiating Rent Reductions, Concessions and Other Workouts

It is an inevitable truth that landlords will have to grant concessions or workouts at one time or another for tenants going through a tough time. This session will help landlords better navigate how to deal with troubled leases and develop a plan to successfully negotiate the best lease workouts or restructures. Topics include: Assessing the importance of the tenant to your center; knowing how and when to compromise; and discovering the best workout solutions for varying troubled lease scenarios.

INSTRUCTORS



Neill Kelly

Senior Vice President, Occupier Restructuring
& Disposition Services
CBRE
Melville, NY



Chris Weilminster

Executive Vice President & COO
Urban Edge Properties
New York, NY



Terrence Grossman

Director
AlixPartners
New York, NY

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

Investing in Retail Properties and Structuring Partnerships[▲]

A real estate limited liability company (LLC) can be a great source of equity for your deals, but structuring them can be challenging. This workshop explains how cash flow and appreciation (upon refinance and/or sale) is shared between your investors and you as the managing member of the LLC. You will discover what a reasonable preferred return is, the difference between a cumulative non-compounded return and a cumulative compounded return, and what is a reasonable back-end promote, sponsorship, bonus and carried interest for you. You will receive access to examples of actual Offering Memorandums and financial templates.

INSTRUCTOR



Gary D. Rappaport, CRRP, CRX, CSM, CMD, CLS, CDP

ICSC Past Chairman
CEO
Rappaport
McLean, VA

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

Nine Creative Ways to Lease Your Vacancies Faster

Discover nine creative ways to lease space faster. With these tried-and-true, yet unique, measures to find new prospects, you will learn practical advice and methods for you to hit the ground running and fill vacancies. You will learn how to execute leases using Facebook prospecting, Craigslist listings, chamber memberships and more.

INSTRUCTOR



Beth A. Azor

President
Azor Advisory Services
Davie, FL

[▲]Broker Continuing Education (CE) credit for some states, pending approval. For more information refer to the Real Estate CE Credit State Approvals & Instructions document at www.icsc.org/recon.

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

Your Social Media Strategy in the Era of Content

Find out how these retail real estate brand builder experts have used social media to build their organization's brand, as well as their personal brand. Whether you are starting from scratch or building upon something great, you will discover how professionals like you are becoming influencers, the best commercial real estate content to drive engagement and how to make REAL connections online for you and your organization.

INSTRUCTORS



Linda Day Harrison

Founder
theBrokerList
Las Vegas, NV



Kristen Moore

Senior Vice President, Marketing
Brixmor Property Group
Orlando, FL



Mark Kalkwarf

Founder & CEO
Atypical
Cape Town, South Africa



Dalia Strum

Founder
RethinkConnect
New York, NY



Sarah Malcolm

COO
The Content Funnel
Bernardsville, NJ

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

CRRP Test Prep Masterclass: Marketing and Market Research

Learn about the fundamentals of marketing, market research terminology and approaches. This content is directly related to domain eight of the CRRP Professional Certification exam.

INSTRUCTOR



Angela H. Sweeney, CRRP

Vice President & CMO
The Peterson Companies
Fairfax, VA

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

Opening Keynote Presentation



KEYNOTE SPEAKER

Tony Romo

Lead NFL Game Analyst, CBS Sports
Former Quarterback, Dallas Cowboys

2:00 – 2:30 pm | Las Vegas Convention Center – Grand Lobby – Innovation Exchange

RECon First-Timers, New Members and Students Orientation and Exhibit Floor Walking Tour

Whether you're a new ICSC member or it's your first time at RECon, learn to make the most of your experience with ICSC Team Members and Ambassadors. Join us for a 30-minute walking tour of the North Hall, overview of the other halls and locations of key destinations to get your bearings before the show floor opens.

Please meet at the Innovation Exchange located in the LVCC Grand Lobby. No RSVP is necessary.

Another tour will take place 3:00 – 3:30 pm.

2:15 – 3:45 pm | Westgate Hotel – Pavilion 9-10

The PropTech Evolution

The PropTech industry is experiencing exponential growth. These new startups are shifting how CRE professionals design, develop, lease and manage their properties. Join us as we discuss the burgeoning technology trends, methods and strategies to stay nimble and ahead of the real estate technology curve.

INSTRUCTOR



Michael Beckerman
CEO
CRETech.com
New York, NY

2:15 – 3:45 pm | Westgate Hotel – Pavilion 3-4

The Numbers Behind the Deal[▲]

One of the foremost challenges for leasing professionals is understanding the long-term financial impact of their leasing decisions. This session will guide you through an analysis of the key financial components in structuring leasing deals and demonstrate how the understanding of these quantifiable results can directly lead to better decision making and increased profits.

INSTRUCTORS



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



Kenneth S. Lamy, CRRP, CRX
ICSC Ambassador
Founder, President & CEO
The Lamy Group, LTD.
DataPoint International, LLC
New Orleans, LA

2:15 – 3:45 pm | Westgate Hotel – Ballroom D-G

Make Them an Offer They Can't Refuse: Effective Negotiation Techniques

Negotiating is as much an art form as a science. Successful negotiators have a palette of styles and approaches and are well versed in the deal they are negotiating. This session will guide you through the steps of the negotiation process, addressing how to manage your deals at an acceptable level of risk; developing critical techniques to build and win consensus among key participants in the negotiating process; and evaluating positions and outcomes for successful results in creating deals.

INSTRUCTOR



Bo Menkiti
Founder & CEO
The Menkiti Group
Washington, DC

2:15 – 3:45 pm | Westgate Hotel – Pavilion 1-2

How Experiential Retail is Revolutionizing Center Formats, Tenant Mixes and Leasing Structures[★]

Join us as we address how retail centers are achieving long-term value and increased NOI through the incorporation of experiential retail. This shift in strategy, when done right, will result in unique memorable experiences, increased loyalty and connection, longer shopping times and repeat visits.

INSTRUCTOR



Danaria Farris McCoy, CRX, CSM, CMD
Division Operations Director
NewMark Merrill Mountain States
Longmont, CO

[▲]Broker Continuing Education (CE) credit for some states, pending approval. For more information refer to the Real Estate CE Credit State Approvals & Instructions document at www.icsc.org/recon.

[★]Course eligible for AICP Certification Maintenance (CM) credit. For more information refer to the Continuing Education Credit document at www.icsc.org/recon.

2:15 – 3:45 pm | Westgate Hotel – Pavilion 6

CRRP Test Prep Masterclass: Property Management and Operations

Learn the important aspects of managing and operating a property, including aspects necessary for daily and long-term maintenance. This content is directly related to domain nine of the CRRP Professional Certification exam.

INSTRUCTOR



Thomas J. Randall, CRRP, CRX, CSM
Vice President & General Manager
The Harlem Irving Companies, Inc.
Norridge, IL

3:00 – 3:30 pm | Las Vegas Convention Center – Grand Lobby – Innovation Exchange

RECon First-Timers, New Members and Students Orientation and Exhibit Floor Walking Tour

Whether you're a new ICSC member or it's your first time at RECon, learn to make the most of your experience with ICSC Team Members and Ambassadors. Join us for a 30-minute walking tour of the North Hall, overview of the other halls and locations of key destinations to get your bearings before the show floor opens.

Please meet at the Innovation Exchange located in the LVCC Grand Lobby. No RSVP is necessary.

4:00 – 5:00 pm | Wynn Hotel – Montrachet 2

Talent Development Leaders Networking Reception

(By Invitation Only)

Kick-off RECon with a complimentary reception and a unique opportunity to network with like-minded industry professionals. Last year's reception attracted human resources and talent leaders from some of ICSC's most prominent member companies, including Macerich, PREIT, Brookfield Properties, Colliers, Cushman & Wakefield and Phillips Edison & Company.

4:15 – 5:30 pm | Westgate Hotel – Ballrooms D-G

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. Experienced landlord and tenant attorneys share their negotiating and drafting secrets while leading you 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
Siegfried Rivera
Fort Lauderdale, FL

4:15 – 5:30 pm | Westgate Hotel – Pavilion 3-4

Profit Potential: Lean Operation Strategies

Discover creative strategies to increase NOI, maximize profits and decrease expenses.

INSTRUCTOR



Melissa M. Moran, CCIM, CRRP
Vice President, Advisory & Transaction Services
CBRE
Fort Collins, CO

4:15 – 5:30 pm | Westgate Hotel – Pavilion 1-2

Tenant Representation 101

Tenants rely on their tenant representation brokers to understand and effectively explain the importance of where demographics, shopping trends and individual market factors come together. This session addresses the fundamentals of tenant representation, including how to prepare and execute a site tour; the importance of understanding the tenant's use; market penetration strategies; tools including, demographics, heat maps, competition maps, etc.; and the difference in representing a franchisee versus a corporate tenant.

INSTRUCTOR



Spero P. Adamis
Managing Partner
Cornerstone Commercial Real Estate
Chicago, IL

4:15 – 5:30 pm | Westgate Hotel – Pavilion 6

CRRP Test Prep Masterclass: Asset Management Fundamentals for Success

Learn about various aspects of asset management, including principles of value creation, elements of financial statements and restrictive covenants. This content is directly related to domain seven of the CRRP Professional Certification exam.

INSTRUCTORS



Mickey Papillon, CRRP, CSM
Vice President – General Manager,
Pike & Rose
Federal Realty Investment Trust
Rockville, MD



Daniel Passarello,
CRRP, CRX, CSM, CMD, CLS, CDP
Assistant Director of Operations
Atco Management Services
New York, NY

5:00 – 6:30 pm | Wynn Hotel – Chairman's Salon

ICSC Foundation Reception: The Talent of Tomorrow

(By Invitation Only)

Meet students who will define the future of our industry.

An invitation-only event introducing industry leaders to the Foundation's new Talent Incubator Project and to some of the students who will define the future of our industry.

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

ICSC Global Awards Ceremony

Featuring the Awards for MAXI, VIVA, Visual Victories, Researcher, Next Generation 4 Under 40, and Albert Sussman International Community Support.

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

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

Opening 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 taking place at XS Nightclub.

MONDAY, MAY 20

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

Registration

8:00 am – 5:00 pm | LVCC

Leasing Mall/Marketplace Mall

8:00 – 9:00 am | TALENT DEVELOPMENT PAVILION – NORTH HALL

Talent Development Leaders Forum

(By Invitation Only)

Join ICSC and other senior talent development professionals for a reception and roundtable discussions designed to help develop strategies to future proof the workforce of the retail real industry. We will discuss a wide range of human resource related topics such as talent acquisition & retention, diversity & inclusion and corporate culture.

8:00 – 10:00 am | LVCC – Specialty Retail, N1

Specialty Retail Breakfast

Enjoy breakfast at the new Specialty Retail destination in the North Hall. Sponsored by Apple Photo Booth, Inc.

9:00 – 9:45 am | Westgate Hotel – Pavilion 1-2 THE BIG PICTURE AT WESTGATE

The Coworking Craze*

Coworking space is expected to grow by 25 percent per year at retail properties through 2023 and it's no longer just for startups. How can mall owners build on this trend?

MODERATOR



Amanda Murray

Platform Manager, U.S. Markets, Operations Support
Cushman & Wakefield
New York, NY

PANELISTS



Jamie Hodari

Co-Founder & CEO
Industrious
New York, NY



Preston Pesek

Co-Founder & CEO
Spacious
New York, NY

9:00 – 10:00 am | TALENT DEVELOPMENT PAVILION – NORTH HALL

Speed Networking Breakfast

Join more than a dozen members of ICSC's elite Ambassador Program for three 20-minute mentoring conversations over breakfast. Bring questions about developing your career in the commercial real estate industry.

9:30 – 10:00 am | RETAIL IN FOCUS – NORTH HALL

Meet the Brands: Spaceus & Brella

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

9:30 – 10:00 am | INNOVATION EXCHANGE - GRAND LOBBY

Ask 'Em Anything: Investing in Retail Real Estate

Retail real estate is on track to change more in the next five years than it has in the last 50. In this AMA-style session, leading VCs reveal the innovative products and trends they're most bullish on.

SPEAKERS



Zachary Aarons

Co-Founder
MetaProp
New York, NY



Andrea Jang

Head of Growth, Americas
JLL
New York, NY



Jesse Franklin

Vice President Investments and Innovation
Macerich
Santa Monica, CA



Dan Wenhold

Co-Head of Retail Investments
Fifth Wall Ventures
Venice, CA

10:00 – 10:30 am | RETAIL IN FOCUS - NORTH HALL

Pop-Up Master Class

From design elements that drive conversion, to finding emerging brands ready to experiment with physical spaces, to brand activations more about engagement than selling - hear from the pop-up professionals.

MODERATOR



Linda Johansen-James, CRX, CLS

Founder & CEO
International Retail Management and Consulting Group, LLS
Las Vegas, NV

SPEAKERS



Heather Allen Campbell

Creative Director
Heather Allen Design Group
Las Vegas, NV



Patty Hirt

Director of Retail Development
Brookfield Properties
Chicago, IL

Declan Hassett

Licensing Manager
DIAGEO
Dublin, Ireland

10:00 – 10:45 am | Westgate Hotel - Pavilion 1-2 THE BIG PICTURE AT WESTGATE

How Retailers are Using AI to Win*

Retailer spending on AI is projected to grow from \$2 billion last year to \$7.3 billion by 2022. What tools are they investing in to differentiate and improve customer service?

MODERATOR



Deborah Weinswig

Founder & CEO
Coresight Research
New York, NY

SPEAKERS



Carlos Alberini

CEO & Director
Guess, Inc.
Los Angeles, CA



Todd Kahn

President, Chief Administrative Officer &
Chief Legal Officer
Tapestry, Inc.
New York, NY

*Course eligible for AICP Certification Maintenance (CM) credit. For more information refer to the Continuing Education Credit document at www.icsc.org/recon.

10:00 – 10:45 am | TALENT DEVELOPMENT PAVILION - NORTH HALL

Developing Your Personal Social Media Strategy

Find out tips and tricks to create your own brand using LinkedIn, Facebook, Instagram and other social media platforms.

SPEAKERS



Ashley Casey
Director of National Accounts
Phillips Edison & Company
Atlanta, GA



Angela H. Sweeney, CRRP
Vice President & CMO
The Peterson Companies
Fairfax, VA



Cherilyn Megill, CRX, CMD
Senior Vice President & CMO
Phillips Edison & Company
Salt Lake City, UT

10:30 – 11:00 am | HEALTH & WELLNESS CENTER - CENTRAL HALL

The Doctor is In

Urgent care clinics' real estate strategy.

SPEAKERS



Alan Ayers, MBA, MAcc
Director
Urgent Care Consultants
Rockford, IL



Dr. Nedal Shami, MD
Chief Growth Officer
CityMD
New York, NY

11:00 – 11:45 am | Westgate Hotel - Pavilion 1-2 THE BIG PICTURE AT WESTGATE

The Repurposed, Revitalized and Redeveloped Shopping Center*

Shifting consumer buying patterns are creating new opportunities for shopping centers. A look at specific examples of how repurposing, expansion and ancillary development are creating shopping centers of the future.

MODERATOR



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

PANELISTS



Kenneth F. Bernstein
ICSC Past Chairman & Executive
Board Member
President & CEO
Acadia Realty Trust
Rye, NY



Laurie Mahowald
ICSC Trustee
Vice President, Real Estate
Target Corporation
Minneapolis, MN



Conor Flynn
ICSC Trustee
CEO
Kimco Realty Corporation
New Hyde Park, NY



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

*Course eligible for AICP Certification Maintenance (CM) credit. For more information refer to the Continuing Education Credit document at www.icsc.org/recon.

11:00 – 11:45 am | TALENT DEVELOPMENT PAVILION - NORTH HALL

Utilizing Recruiters in Your Job Search

In this extremely tight labor market, working with a recruiter can be a valuable tool. Walk away with a road map for working with a recruiter and differentiating yourself when pursuing opportunities.

SPEAKERS



Hillary Shine
Principal
Shine Associates, LLC
Boston, MA



Tim Shine
Principal
Shine Associates, LLC
Boston, MA

11:00 am – 12:00 pm | RETAIL IN FOCUS - NORTH HALL

Meet the Brands: Batch

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

11:30 am – 12:00 pm | HEALTH & WELLNESS CENTER - CENTRAL HALL

A Case Study: Walgreens

The evolution of retail health & beauty - updating the *Corner of Happy & Healthy*.

SPEAKER



Joe Brady, III
Divisional Vice President, Real Estate
Walgreens
Deerfield, IL

11:30 am – 12:00 pm | INNOVATION EXCHANGE - GRAND LOBBY

Take Charge: EVs at Shopping Centers

EVs are coming to the market faster than most people realize. Learn how transformative electric cars will be for shopping centers, and what you can do to prepare.

SPEAKER



Rachel Moses
Senior Manager Site Acquisition, Development & Strategy
Electrify America
Los Angeles, CA

12:30 – 2:00 pm | Westgate Hotel - Paradise Event Center THE BIG PICTURE AT WESTGATE

Lunch and Keynote Presentation

The 3 P's of Business: People, Process and Product



KEYNOTE SPEAKER
Marcus Lemonis
Host, CNBC's *The Profit*
CEO, Camping World

2:00 – 2:30 pm | INNOVATION EXCHANGE - GRAND LOBBY

Conquering the Last Mile

Whether shopping in-store for groceries or online for sneakers, consumers have come to expect an on-demand delivery option. Hear from Marble co-founder Jason Calaiaro, and a guest to be announced, on how AI-powered tech (like Marble's last mile delivery robots) is changing consumer expectations and how your brand or retail destination can adapt.

SPEAKER



Jason Calaiaro
Co-Founder and Head of Hardware
Marble
San Francisco, CA

2:00 – 2:45 pm | Westgate Hotel - Pavilion 1-2 THE BIG PICTURE AT WESTGATE

Opportunities in Opportunity Zones*

More than \$100 billion could be invested in 8,700 zones across the United States thanks to the new tax law. Public officials, bankers and developers discuss how opportunity zones can incentivize your next project, investment or community.

MODERATOR



Ted Zangari
Chair, Real Estate Law Department
Chair, Redevelopment Law & Public Policy Practice Groups
Sills Cummis & Gross, PC
Newark, NJ

PANELISTS

Dan Alger
Vice President
Goldman Sachs
New York, NY



Arturo Sneider
ICSC Trustee
Co-Founder and CEO
Primestor Development Inc.
Los Angeles, CA



Catherine O'Connor
President
The Alliance for Economic Development of
Oklahoma City
Oklahoma City, OK

2:00 – 4:00 pm | TALENT DEVELOPMENT PAVILION - NORTH HALL

ICSC & Cornell International Retail Real Estate Case Competition 2019: Final Presentation Round

Cheer on teams from top university real estate programs in the final round of competition as they make investment recommendations on a real-life retail real estate case study before a panel of leading industry executives.

2:30 – 3:00 pm | HEALTH & WELLNESS CENTER - CENTRAL HALL

Cannabis Retail Revolution: It's Closer Than You Think

Everything you need to know about the industry which could reach \$22 billion by 2022.

MODERATOR



Daniel M. Taub
Founder, DMT
CRE Advisors
Rye Brook, NY

SPEAKERS



Brian Kabot
Chief Investment Officer
Stable Road Capital
Venice, CA



Kellen O'Keefe
Senior Vice President, Business Development
MedMen
Culver City, CA

2:30 – 3:00 pm | INNOVATION EXCHANGE - GRAND LOBBY

CRE: Disrupted!

Innovative leaders building products and services to disrupt the CRE industry will have five minutes each to present their tech before taking the stage together for conversation and Q&A.

SPEAKERS



Bryan Colin
Co-Founder and CEO
VirtualAPT
Brooklyn, NY



Mohamed Haouache
CEO
Storefront
New York, NY



David Gull
CEO
Outer Realm
Los Angeles, CA

2:30 – 3:30 pm | RETAIL IN FOCUS - NORTH HALL

Meet the Brands: Foxtrot and Neighborhood Goods with Fifth Wall

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

3:00 – 3:45 pm | Westgate Hotel - Pavilion 1-2 THE BIG PICTURE AT WESTGATE

Here Comes Health Care

MODERATOR



Larry Kilduff, CRX, CDP, CSM
Executive Vice President, Retail
Development and Investment Sales
JLL
Saukville, WI

SPEAKERS



Dana Garcia
Vice President, Corporate Real Estate
Highmark
Pittsburgh, PA



Terry Wood
Senior Vice President, Real Estate
Kaiser Permanente
San Francisco, CA



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

3:30 – 4:00 pm | RETAIL IN FOCUS - NORTH HALL

Creating Unique Experiences

What are the key elements of branded experiences that build relevancy, emotional engagement, your consumer base and revenue?

SPEAKERS



Brett Beaudette
Founder and Designer
Ideal Productions and Design
Minneapolis, MN



Joseph Scaretta
Founder and Co-CEO
CS Hudson
Hauppauge, NY

3:30 – 4:00 pm | HEALTH & WELLNESS CENTER - CENTRAL HALL

What Healthcare Can Learn from Retail

Lessons in location, convenience, cost efficiency, branding and experiences.

SPEAKER



Dan Stanek
Executive Vice President
WD Partners
Dublin, OH

4:00 – 4:30 pm | RETAIL IN FOCUS - NORTH HALL

Meet the Brands: Drybar with Telsey Advisory Group

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

4:15 – 4:30 pm | LVCC - N250

ICSC Annual Meeting of Members

4:45 – 5:00 pm | LVCC - N250

ICSC Foundation Annual Meeting of Members

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

Diversity Reception

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

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

ICSC Foundation Student Engagement Networking Reception

Network with titans in the industry who are dedicated to student success, talent and diversity with their support of ICSC and the ICSC Foundation. The winner of this year's ICSC & Cornell International Retail Real Estate Case Competition will be announced. All student members, academic leaders, ICSC Foundation Scholarship Award recipients, young professionals and attendees of the ICSC & Cornell International Retail Estate Case Competition are welcome to attend.

7:00 – 9:00 pm | Wynn Hotel – Lafleur

Latin America & Caribbean Reception

(By Invitation Only)

TUESDAY, MAY 21

6:00 – 7:00 am | Wynn Hotel

ICSC Foundation x SoulCycle

(By Invitation Only)

The ICSC Foundation is hosting a fundraising ride at SoulCycle at the Wynn Las Vegas benefiting the new Talent Incubator Project. This industry leading initiative is designed to develop the next generation of bright, ambitious and diverse talent in retail real estate and retail. The Talent Incubator Project does this by providing students with scholarship, mentorship and internship opportunities across the country.

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

Registration

8:00 am – 5:00 pm | LVCC

Leasing Mall/Marketplace Mall

7:30 – 8:00 am | TALENT DEVELOPMENT PAVILION – NORTH HALL

ICSC Foundation Mentor Debrief

(By Invitation Only)

8:00 – 9:00 am | TALENT DEVELOPMENT PAVILION – NORTH HALL

ICSC Foundation Scholarship Recipient Breakfast

(By Invitation Only)

For ICSC Foundation scholarship recipients and invited guests, this breakfast provides an opportunity for recipients to discuss career goals and objectives, and ways in which ICSC and the Foundation can help support their efforts.

9:00 – 9:30 am | RETAIL IN FOCUS – NORTH HALL

A Case Study: Meow Wolf and AREA15

An established disruptive player who has remained at the forefront of creative, immersive art experiences gets ready to open a new location as anchor tenant of an exciting new Vegas development.

SPEAKERS



Winston Fisher
Principal
Fisher Brothers and AREA15
New York, NY



Vince Kadlubek
Co-Founder & CEO
Meow Wolf
Santa Fe, NM

9:00 – 9:45 am | Westgate Hotel – Pavilion 1-2 THE BIG PICTURE AT WESTGATE

The Future of Food Halls*

The number of food halls in the U.S. is expected to double by the end of this year. A look at new trends, designs and locations.

MODERATOR



Naveen Jaggi
President, Americas Retail Advisory Services
JLL
Houston, TX

SPEAKERS



Will Donaldson
CEO
Politan Group
New Orleans, LA



Eldon Scott
President
Urbanspace
New York, NY

9:00 – 9:45 am | TALENT DEVELOPMENT PAVILION – NORTH HALL

How to Succeed in a Competitive Business Environment

Top industry mentors share their best practices for success. Hosted by the ICSC Foundation.

MODERATOR



Jim Wittman, CCIM, CRRP, CRX, CLS
ICSC Ambassador
Senior Vice President & COO
Regency Properties
Evansville, IN

SPEAKERS



Lacy Beasley
President
Retail Strategies
Birmingham, AL



Kenneth S. Lamy, CRRP, CRX
ICSC Ambassador
Founder, President & CEO
The Lamy Group, LTD.
DataPoint International, LLC
New Orleans, LA



Rod L. Castan, CRRP, CRX, CLS
President, Leasing and
Management Services
Courtelis Company
Miami, FL



SPECIAL GUEST Anisha Yadav
ICSC Foundation Scholarship
Student Mentee
Capital Transactions Manager
Duke Realty
Indianapolis, IN

9:30 – 11:00 am | RETAIL IN FOCUS - NORTH HALL

Meet the Brands: Wallplay with Taubman, Kitchen United, Fourpost and Fair Harbor

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

9:30 – 11:30 am

Beyond the Strip: Las Vegas Student Retail Bus Tour

(Pre-Registration was Required)

Attendees depart via bus tour outside Grand Lobby in LVCC to visit City Hall and three distinct retail developments. This "behind-the-streets" excursion will showcase new retail concepts and preview the Las Vegas Master Plan 2045.

10:00 – 10:30 am | INNOVATION EXCHANGE - GRAND LOBBY

The Future of Smart Cities

Leaders in mobility tech, the built world, co-living and retail come together to envision the downtown of the future and discuss its implications on the retail industry.

SPEAKERS



Christopher Bledsoe
Co-Founder & CEO
Ollie
New York, NY



Aric Ohana
Co-Founder
Envoy
Los Angeles, CA



Bryan Copley
Co-Founder & CEO
CityBlr
Seattle, WA

10:00 – 10:45 am | Westgate Hotel – Pavilion 1-2 THE BIG PICTURE AT WESTGATE

The Omni-Channel Evolution*

How initiatives from click-and-collect to instant checkout are leading the way towards a frictionless shopping experience.

MODERATOR



Kenneth F. Bernstein
ICSC Past Chairman & Executive Board Member
President & CEO
Acadia Realty Trust
Rye, NY

SPEAKER



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

*Course eligible for AICP Certification Maintenance (CM) credit. For more information refer to the Continuing Education Credit document at www.icsc.org/recon.

10:00 – 10:45am | TALENT DEVELOPMENT PAVILION - NORTH HALL

Women in Leadership: Skills and Qualities that Move You Forward

Join us for a discussion about the qualities you need to embrace to advance your career. Applying CREW Network research, we will bring forth ideas and insights that participants may leverage to move toward greater leadership opportunities and professional growth. Hosted by CREW (Commercial Real Estate Women) Network.

MODERATOR



Wendy Mann, CAE
CEO
CREW Network
Lawrence, KS

SPEAKERS



Christine Gorham, CCIM
CREW Network Board President-Elect
Director of Development
Caddis
Atlanta, GA



Holly Neber
CREW Network Board President
CEO
AEI Consultants
Walnut Creek, CA

10:30 – 11:00 am | HEALTH & WELLNESS CENTER - CENTRAL HALL

A Case Study: Northwestern Memorial Healthcare

How to add mixed-use to a healthcare facility.

SPEAKER



Gina Weldy
Senior Vice President, Administration
Northwestern Memorial HealthCare
Chicago, IL

10:30 – 11:00 am | INNOVATION EXCHANGE - GRAND LOBBY

Entering New Realms: VR and the “Endless Aisle”

Innovators at the forefront of alternate reality technologies will discuss their impact on the retail sector, from driving foot traffic in-store to making the “endless aisle” more engaging than ever before.

SPEAKERS



Glen Roth
Strategic Partnerships
Google Lens/AR
San Francisco, CA



Neha Singh
Founder & CEO
Obsess VR
New York, NY

11:00 – 11:30 am | RETAIL IN FOCUS - NORTH HALL

Truckin’

Food trucks and beyond: get the basics of successful operation plus insight into new mobile food trends like indoor food halls and use of shipping containers.

SPEAKERS



Janice Fisher
Leasing Representative
Focus Brands
Lancaster, PA



Greg Petry
Founder
Foodhall Creative
Seattle, WA

11:00 – 11:30 am | HEALTH & WELLNESS CENTER - CENTRAL HALL

The New Intersection of Beauty, Wellness and Retail

Alchemy 43 and Candid are making beauty, health and wellness services more mainstream - and improving the retail experience.

MODERATOR



Kevin Campos

Co-Head of Retail Investments
 Fifth Wall Ventures
 Los Angeles, CA

SPEAKERS



Varun Anand

Studios Expansion Lead
 Candid
 New York, NY



Nicci Levy

Founder & CEO
 Alchemy 43
 Beverly Hills, CA

11:00 – 11:45 am | Westgate Hotel - Pavilion 1-2 THE BIG PICTURE AT WESTGATE

Capital Markets: The Future of Money

What attracts retail real estate lenders to a project and when, and to whom, are they willing to commit money?

MODERATOR



Ken McIntyre

Founder and Managing Principal
 PassPort Real Estate, LLC
 New York, NY

SPEAKERS



Gar Herring, CRX, CDP

Past ICSC Trustee
 Senior Vice President, Retail Development
 JLL
 Dallas, TX



Mark Monte

Managing Director, Head of Real Estate &
 Lodging Syndications and Corporate Banking
 Bank of America Merrill Lynch
 San Francisco, CA



Tammy Jones

CEO & Founder
 Basis Investment Group
 New York, NY



Steven G. Vittorio

Managing Director, Portfolio Manager
 Prudential
 Madison, NJ

11:00 – 11:45 am | TALENT DEVELOPMENT PAVILION - NORTH HALL

When Hard Work Isn't Enough

If you're part of an underrepresented group – whether it be gender, race, ethnicity or sexual identity – hard work may not be enough to help you stand out amongst your peers. Learn how you can work smart (in addition to hard), cultivate a resourceful network and manage your career to open doors for professional growth and success. Hosted by ICSC's Partners in Diversity & Inclusion Program and REAP.

MODERATOR



Starlett Quarles

Director of Marketing and Communications, The Bedford Group
 President, urban x marketing
 Los Angeles, CA

PANELISTS



Emmanuel Gutierrez
Leasing Representative
Primestor Development, LLC
Los Angeles, CA



Terrence G. Maiden
Managing Partner/CEO
Russell Glen
Dallas, TX



Heather Johnson
Real Estate Manager
Shake Shack Enterprises
New York, NY



Silva Zeneian
Managing Principal
Fiducia CP
Pasadena, CA

11:30 am – 12:00 pm | **RETAIL IN FOCUS - NORTH HALL**

Meet the Brands: Self Employed

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

11:30 am – 12:00 pm | **HEALTH & WELLNESS CENTER - CENTRAL HALL**

Emerging Brands in Healthcare Delivery – A Retail Approach

Healthcare business models are maturing by adopting principles learned from retailers.

MODERATOR



Paul Heiserman
Associate Director, Healthcare
JLL
Columbus, OH

SPEAKER



Dudley Carpenter
Senior Vice President Real Estate
Emerus Holdings
Woodlands, TX

12:30 – 2:00 pm | Westgate Hotel - Paradise Event Center **THE BIG PICTURE AT WESTGATE**

Lunch and Keynote Presentation

How WeWork is Using Physical Spaces to Build Communities



KEYNOTE SPEAKER
Julie Rice
Partner
WeWork

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

2:00 – 2:45 pm | Westgate Hotel - Pavilion 1-2 **THE BIG PICTURE AT WESTGATE**

The Self-Driving Revolution*

What are the implications of the expected eight million autonomous vehicles on the road in 2025 for our cities, suburbs and 500 million parking spaces?

SPEAKERS



AnnMarie Brintnall
Principal, Mixed Use Retail Centers Leader
Gensler
Los Angeles, CA



Thomas Walsh
Head of Autonomous Vehicle Partnerships
Ford Motor Company
Detroit, MI

2:00 – 2:45 pm | TALENT DEVELOPMENT PAVILION - NORTH HALL

Where The Jobs Are, Where They Will Be and How To Get Them

Leading recruiting professionals share their insights on how to navigate today's job market.

MODERATOR



Keith Rummer, JD, SPHR, SHRM-SCP
Senior Vice President &
Chief Human Resources Officer/
Chief Compliance Officer
Phillips Edison & Company
Cincinnati, OH

SPEAKERS



Jillian Klein
Director of People & #Success
DLC Management Corp.
Elmsford, NY



Lauren E. Whaley
Vice President, Compliance Officer &
Director of Human Resources
RPAI
Oak Brook, IL



Mark Millman
President & CEO
Millman Search Group, Inc.
Owings Mills, MD

2:00 – 3:00 pm | RETAIL IN FOCUS - NORTH HALL

Meet the Brands

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

2:30 – 3:00 pm | INNOVATION EXCHANGE - GRAND LOBBY

Understanding the Data Driving Retail Real Estate

With new technology comes new data — lots of it. In this conversation, CREtech leaders will discuss the data you should care about and what to do with it once you have it.

SPEAKERS



Chris Aronson
Chief Commercial Officer
CompStak
New York, NY



Joseph Lee
Co-Founder & CEO
Locate.ai
San Francisco, CA



Drew Breunig
Senior Vice President
PlaceIQ
Palo Alto, CA

2:30 – 3:00 pm | HEALTH & WELLNESS CENTER - CENTRAL HALL

A Case Study: Kaiser Permanente

Real estate strategies from the nation's leading not-for-profit health system.

SPEAKERS



Elizabeth Chaney
Account Executive
JLL
San Francisco, CA

Ethan Sullivan
Executive Director National Real Estate
Kaiser Permanente
Oakland, CA

3:00 – 3:45 pm | Westgate Hotel – Pavilion 1-2 **THE BIG PICTURE AT WESTGATE**

That's Entertainment!

New concept movie theaters, eater-tainment restaurants and recreation facilities are increasingly moving into repositioned retail and mixed-use properties. Is entertainment the new anchor?

MODERATOR



Charles Stilley
ICSC Past Trustee
CEO and President
Stilley Partners, LLC
Overland Park, KS

PANELISTS



Jeff Benson
Founder and CEO
Cinergy Entertainment Group
Dallas, TX



Dale Schwartz
Founder and CEO
Pinstripes
Northbrook, IL



Kyle Kavanaugh
President
Main & Main
Irvine, CA

3:00 – 3:45 pm | **TALENT DEVELOPMENT PAVILION - NORTH HALL**

What We Learned Along the Way to the C-Suite

Executives share lessons and strategies they have learned throughout their careers.

MODERATOR



Shane C. Garrison
President and COO
RPAI
Oak Brook, IL

PANELISTS



Amy J. Hall, CRRP, CRX, CLS, SLD
ICSC Ambassador
COO
Caton Commercial Real Estate Group
Naperville, IL



Angele Robinson-Gaylord
ICSC Trustee
President
IKEA Property Group
Conshohocken, PA



Whitney Livingston, CRRP
COO, Projects
Centennial
Dallas, TX



SPECIAL GUEST Grace Lewin
ICSC Fiala Fellow
Development Director
Brookfield Properties
Chicago, IL

4:00 – 4:45 pm | TALENT DEVELOPMENT PAVILION - NORTH HALL

Re-Charging and Re-Invigorating Your Career

Whether you're contemplating a career change or transition, find out how to make new connections and re-charge your career.

SPEAKERS



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



Cynthia J. Kratchman
ICSC Lead Ambassador, Central Division
Principal
Mid-America Real Estate-Michigan, Inc.
Bloomfield Hills, MI



Michael L. Kehoe
ICSC Lead Ambassador, Canada
Broker
Fairfield Commercial Real Estate, Inc.
Calgary, AB



Robert L. LeFeber
ICSC Ambassador
Principal Broker - Oregon
Broker - Washington
Commercial Realty Advisors, N.W., LLC
Portland, OR

WEDNESDAY, MAY 22

7:00 am – 2:00 pm | LVCC – N3

Registration

8:00 am – 2:00 pm | LVCC

Leasing Mall/Marketplace Mall

Program information current as of May 10, 2019.



Are You Making the Most of Your ICSC Membership?

Take advantage of all your ICSC membership has to offer.

- / Share best practices and gain knowledge to advance your business
- / Access industry statistics, news and analysis
- / Grow your career through online, classroom or in office educational opportunities
- / See who has joined our network
- / Stay abreast of news in our dynamic, rapidly paced industry by logging on to ICSC Exchange

Learn more about member benefits at www.icsc.org.

RETAIL IN FOCUS - NEW

North Hall - N1

New to RECon this year, Retail in Focus spotlights both Emerging Brands and Specialty Retail (formerly SPREE) on the show floor. Emerging Brands showcases digitally native brands plus the most innovative retail concepts, product curators, immersive content creators and more. Also, dozens of pop-ups, kiosks and experiential brands will anchor Specialty Retail. Businesses in this \$8 billion market display their products, share their growth strategies and explore the transformations taking place in this niche market.

MONDAY, MAY 20

9:30 – 10:00 am

Meet the Brands: Spaceus and Brella

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

10:00 – 10:30 am

Pop-Up Master Class

Learn how to open a successful pop-up from owners who have done it.

MODERATOR

Linda Johansen-James, CRX, CLS, Founder and CEO | International Retail Management and Consulting Group, LLC | Las Vegas, NV

SPEAKERS

Heather Allen Campbell | Creative Director | Heather Allen Design Group | Las Vegas, NV

Declan Hassett | Licensing Manager | DIAGEO | Dublin, Ireland

Patty Hirt | Director of Retail Development | Brookfield Properties | Chicago, IL

11:00 am – 12:00 pm

Meet the Brands: Batch

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

2:30 – 3:30 pm

Meet the Brands: Foxtrot and Neighborhood Goods with Fifth Wall

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

SPEAKERS

Brett Beaudette | Founder and Designer | Ideal Productions and Design | Minneapolis, MN

Joseph Scaretta | Founder and Co-CEO | CS Hudson | Hauppauge, NY

3:30 – 4:00 pm

Creating Unique Experiences

Learn how to turn underutilized spaces into truly unique experiences.

4:00 – 4:30 pm

Meet the Brands: Drybar with Telsey Advisory Group

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

TUESDAY, MAY 21

9:00 – 9:30 am

A Case Study: Meow Wolf and AREA15

An established disruptive player who has remained at the forefront of creative, immersive art experiences gets ready to open a new location as anchor tenant of an exciting new Vegas development.

SPEAKERS

Winston Fisher | Principal | Fisher Brothers and AREA15 | New York, NY

Vince Kadlubek | Co-Founder and CEO | Meow Wolf | Santa Fe, NM

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11:00 – 11:30 am

Truckin'

Food trucks and beyond: get the basics of successful operation plus insight into new mobile food trends like indoor food halls and use of shipping containers.

SPEAKERS

Janice Fisher | Leasing Representative | Focus Brands | Lancaster, PA

Greg Petry | Founder | Foodhall Creative | Seattle, WA

11:30 am – 12:00 pm

Meet the Brands: Self Employed

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

2:00 – 3:00 pm

Meet the Brands

In these back-to-back 30 minute sessions, hear from the leaders of digitally native brands who have made the successful transition to brick-and-mortar. Check online for the latest brand line-up.

Emerging Brands Exhibitors

Alchemy 43

www.alchemy43.com

b8ta

www.b8ta.com

Batch

www.visitbatch.com

Brella

www.hellobrella.com

Candid Care Co.

www.candidco.com

Candytopia

www.candytopia.com

Drybar

www.thedrybar.com

Fair Harbor

www.fairharborclothing.com

Fourpost

www.fourpost.com

Foxtrot

www.foxtrotco.com

Guesst

www.guesst.co

Kitchen United

www.kitchenunited.com

Leap

www.leapinc.co

Meow Wolf

www.meowwolf.com

Neighborhood Goods

www.neighborhoodgoods.com

Politan Row

www.politanrow.com

Self Employed

www.wearselfemployed.com

Spaceus

www.spaceus.co

Uppercase

www.uppercasehq.com

Voicebox Karaoke

www.voiceboxkaraoke.com

Wallplay

www.artsy.net/wallplay

Specialty Retail Exhibitors

Adventure Golf Services

N2967 Y Street

+1 231 922 8166

www.adventureandfun.com

The Amazing Chocolate Workshop

N3072 Y Street

+1 773 592 9142

www.chocolate-workshop.com

Apple Photo Booth, Inc.

N3160 Z Street

+1 516 619 8000

www.applephotobooth.com

Blue Moon Hemp

N3172 Z Street

+1 888 223 0420

www.bluemoonhemp.com

BNY GLV

N2966 X Street

+1 702 987 1351

www.zerogravityskin.com

Commercial Christmas Decorations

N2972 X Street

+1 480 967 1122

www.commercialchristmasdecorations.com

CS Hudson

N2868 W Street

+1 631 260 1976

www.cs-hudson.com

FASTSIGNS of Upper Saddle River

N2869 X Street

+1 201 825 0011

www.fastsigns.com/432

FOCO

N3262AA Z Street

+1 848 260 4124

www.foco.com

Foodhall Creative

N3067 Z Street

+1 206 510 7353

foodhallcreative.com

FOOZYS FUN SOCKS

N3166 Z Street

+1 888 637 3399

www.foozys.com

Green Team Worldwide Environmental Group

N3260AA Z Street

+1 973 420 4634

www.greenteamworldwide.com

GST Retail

N2969 Y Street

+1 817 520 2320

www.gstretail.com

Innovative Vending Solutions

N3060 Y Street

+1 856 595 2115

www.ivsvend.com

www.zoomaroo.com

www.shopizen.com

International Retail Management & Consulting Group

N3073 Z Street

+1 702 927 8740

www.irmg-retail.com

JLL

N2860 W Street

+1 404 995 2100

www.jllretail.com

KF Tea Franchising, LLC/ Kung Fu Tea

N3168 Z Street

+1 718 728 8833

www.kungfutea.com

Matane Productions, Inc./ Be Water

N3066 Y Street

+1 514 907 6113

www.bewater.ca

Mid Atlantic Clothing Recycling

N3068 Y Street

+1 410 356 8600

www.mac-recycling.com

Pharmabox, LLC

N3268AA Z Street

+1 786 537 0411

www.pharmabox.com

PREIT

N2960 X Street

+1 215 875 0700

www.preit.com

Raw Thrills, Inc.

N3161 Z Street

+1 847 679 8373

REDNews

N3069 Z Street

+1 713 661 6300

www.rednews.com

Simon

N2660 W Street

+1 317 263 7905

www.simon.com

Taubman Company

N2873 X Street

+1 248 258 6800

www.taubman.com

Triple Five Group of Companies

N2872 W Street

+1 780 443 8226

www.triplefive.com

Walls+Forms, Inc.

N3167 Z Street

+1 972 745 0800

www.wallsforms.com

Wide Angle Marketing

N2866 W Street

+1 978 928 5400

wideanglemarketing.com

HEALTH & WELLNESS CENTER - NEW

Central Hall

Debating at RECon this year, the Health & Wellness Center celebrates one of the fastest-growing and increasingly competitive tenant classes in the retail real estate industry today. The Health & Wellness Center on the show floor brings together shopping center owners and managers, leasing agents and investors with health and wellness tenants for networking, education and deal making.

MONDAY, MAY 20

10:30 – 11:00 am

The Doctor is In

Urgent care clinics' real estate strategy.

SPEAKERS

Alan Ayers, MBA, MAcc | Director | Urgent Care Consultants | Rockford, IL

Dr. Nedal Shami, MD | Chief Growth Officer | CityMD | New York, NY

11:30 am – 12:00 pm

A Case Study: Walgreens

The evolution of retail health & beauty – updating the *Corner of Happy & Healthy*.

SPEAKER

Joe Brady, III | Divisional Vice President, Real Estate | Walgreens | Deerfield, IL

2:30 – 3:00 pm

Cannabis Retail Revolution: It's Closer Than You Think

Everything you need to know about the industry which could reach \$22 billion by 2022.

MODERATOR

Daniel M. Taub | Founder, DMT | CRE Advisors | Rye Brook, NY

SPEAKERS

Brian Kabot | Chief Investment Officer | Stable Road Capital | Venice, CA

Kellen O'Keefe | Senior Vice President of Business Development | MedMen | Los Angeles, CA

3:30 – 4:00 pm

What Healthcare Can Learn from Retail

Lessons in location, convenience, cost efficiency, and experiences.

SPEAKER

Dan Stanek | Executive Vice President | WD Partners | Dublin, OH

Don't Miss These Opportunities at the Health & Wellness Center

A CVS pharmacist and nurse practitioner will be on-hand to administer flu shots and answer questions.

Have your blood pressure checked and speak with a beauty consultant from Walgreens. Learn more about Red Nose Day and how you can make a difference in the life of a child in need.

TUESDAY, MAY 21

10:30 – 11:00 am

A Case Study: Northwestern Memorial Healthcare

How to add mixed use to a healthcare facility.

SPEAKER

Gina Weldy | Senior Vice President, Administration | Northwestern Memorial HealthCare | Chicago, IL

11:00 – 11:30 am

The New Intersection of Beauty, Wellness and Retail

Alchemy 43 & Candid are making beauty, health and wellness services more mainstream – and improving the retail experience.

MODERATOR

Kevin Campos | Co-Head of Retail Investments | Fifth Wall Ventures | Los Angeles, CA

SPEAKERS

Varun Anand | Studios Expansion Lead | Candid | New York, NY

Nicci Levy | Founder and CEO | Alchemy 43 | Beverly Hills, CA

11:30 am – 12:00 pm

Emerging Models in Healthcare Delivery – A Retail Approach

Healthcare business models are maturing by adopting principles learned from retailers.

MODERATOR

Paul Heiserman | Associate Director, Healthcare | JLL | Columbus, OH

SPEAKER

Dudley Carpenter | Senior Vice President, Real Estate | Emerus Holdings | Woodlands, TX

3:30 – 4:00 pm

A Case Study: Kaiser Permanente

Real estate strategies from the nation's leading not for profit health system

SPEAKERS

Elizabeth Chaney | Account Executive | JLL | San Francisco, CA

Ethan Sullivan | Executive Director National Real Estate | Kaiser Permanente | Oakland, CA

Health & Wellness Exhibitors

Buxton

+1 817 332 3681
www.buxtonco.com

CVS Health

+1 401 770 3877
www.cvshealth.com

Emerus Holdings, Inc.

+1 713 637 1010
www.emerus.com

Envoy Net Lease Partners

+1 773 559 2559
www.envoynnn.com

Highmark Health

+1 412 544 2501
www.highmarkhealth.org

JLL/Kaiser Permanente Account

+1 415 314 3488
www.jll.com

Mohr Partners, Inc.

+1 214 243 6496
www.mohrpartners.com

Northwestern Memorial HealthCare

+1 312 926 7315
www.nm.org

Retro Fitness

+1 732 431 0062
www.retrofitness.com

Urgent Care Consultants

+1 815 713 2660
www.urgentcareconsultants.com

Walgreens

+1 847 561 6140
www.walgreens.com

INNOVATION EXCHANGE - NEW GRAND LOBBY

The retail renaissance is here, emboldened in large part by innovative new technologies that are changing everything from the way we lease to the way consumers buy. The Innovation Exchange at RECon highlights these technologies, as well as the people behind them. Discover the robots you may soon see in your shopping center, see what it's like to have brick-and-mortar retail brought to life in VR, learn how to make smart decisions with all that geo-data you're gathering, and more.

Psst—come for the tech, stay for the podcasts: the Innovation Exchange is also your destination to hear insightful podcast conversations with some of today's leading retail thinkers as they're recorded live on stage.

MONDAY, MAY 20

9:30 – 10:00 am

Ask 'Em Anything: Investing in Retail Real Estate

Retail real estate is on track to change more in the next 5 years than it has in the last 50. In this AMA-style session, leading VCs reveal the innovative products and trends they're most bullish on.

SPEAKERS

Zachary Aarons | Co-Founder & Partner | MetaProp | New York, NY

Jesse Franklin | Vice President Investments and Innovation | Macerich | Los Angeles, CA

Andrea Jang | Head of Growth, Americas | JLL | New York, NY

Dan Wenhold | Co-Head of Retail Investments | Fifth Wall Ventures | Venice, CA

11:30 am – 12:00 pm

Take Charge: EVs at Shopping Centers

EVs are coming to the market faster than most people realize. Learn how transformative electric cars will be for shopping centers, and what you can do to prepare.

SPEAKER

Rachel Moses | Senior Manager Site Acquisition, Development & Strategy | Electrify America | Los Angeles, CA

2:00 – 2:30 pm

Conquering the Last Mile

Whether shopping in-store for groceries or online for sneakers, consumers have come to expect an on-demand delivery option. Hear from Marble co-founder Jason Calaiaro, and a guest to be announced, on how AI-powered tech (like Marble's last mile delivery robots) is changing consumer expectations, and how your brand or retail destination can adapt.

SPEAKER

Jason Calaiaro | Co-Founder & Head of Hardware | Marble | San Francisco, CA

2:30 – 3:00 pm

CRE: Disrupted!

Innovative leaders building products and services to disrupt the CRE industry will have 5 minutes each to present their tech before taking the stage for a short conversation and Q&A.

SPEAKERS

Bryan Colin | Co-Founder and CEO | VirtualAPT | Brooklyn, NY

David Gull | CEO | Outer Realm | Los Angeles, CA

Mohamed Haouache | CEO | Storefront | New York, NY

TUESDAY, MAY 21

10:00 – 10:30 am

The Future of Smart Cities

Leaders in mobility tech, the built world, co-living and retail come together to envision the downtown of the future and discuss its implications on the retail industry.

SPEAKERS

Christopher Bledsoe | Co-Founder & CEO | Ollie | New York, NY

Bryan Copley | Co-Founder & CEO | CityBldr | Seattle, WA

Aric Ohana | Co-Founder | Envoy | Los Angeles, CA

10:30 – 11:00 am

Entering New Realms: VR and the Endless Aisle

Innovators at the forefront of alternate reality technologies will discuss their impact on the retail sector, from driving foot traffic in-store to making the “endless aisle” more engaging than ever before.

SPEAKERS

Glen Roth | Strategic Partnerships | Google Lens/AR | San Francisco, CA

Neha Singh | Founder & CEO | Obsess | New York, NY

2:30 – 3:00 pm

Understanding the Data Driving Retail Real Estate

With new technology comes new data — lots of it. In this conversation, CREtech leaders will discuss the data you should care about, and what to do with it once you have it.

SPEAKERS

Drew Breunig | Senior Vice President | PlacelQ | Palo Alto, CA

Chris Aronson | Chief Commercial Officer | CompStak | New York, NY

Joseph Lee | Co-Founder & CEO | Locate.ai | San Francisco, CA

Innovation Exchange Exhibitors

Athena Security

+1 833 928 4362
<https://athena-security.com>

Athena is an AI-driven software solution for workplace safety and protection concerns, as well as a customer loyalty platform. We use your existing security cameras to notify you when someone in your establishment has fallen down, or of potential threatening behavior as it unfolds. You'll also be notified when we utilize facial recognition to alert you that your VIP customers have arrived. Our artificial intelligence platform can help you provide better customer service while preventing crime and workplace safety issues at the same time!

Buxton

+1 817 332 3681
www.buxtonco.com

Buxton and CoStar announce a strategic relationship. Visit us at the Innovation Exchange to learn how this is changing the real estate industry as we know it.

Counect International Technology

+86 1065189511
www.counect.com/en-us/?home

Counect, a technology-innovative company focused on retail integrated formats, provides clients with total solutions for sales data collection and smart analytics services. Counect has three product lines: retail sales data collection service, retail sales data smart analytics service, and featured mobile payment products and service, to jointly serve the global retail integrated market.

Express Image Digital

+1 952 807 1606
expressimage.digital

Express Image Digital is your interactive wayfinding specialist with an unequalled passion and dedicated focus to design and build elite wayfinding solutions. Our end-to-end software, hardware and creative design offerings deliver great guest experiences and include the most comprehensive software feature and integration options. Want ease of doing business? Our implementation processes, customer support systems and content management features make it happen. We truly build real and authentic partnerships.

Mallcomm by Toolbox Group

+1 321 315 9802
www.mallcommapp.com

Mallcomm by Toolbox Group is the fastest growing, most advanced and proven, real estate user experience, occupier engagement and operations management technology. It is creating community and driving efficiency in more than 250 malls across Europe and the USA including Mall of America and Westfield World Trade Centre.

Marble

+1 415 506 7341
www.marble.io

Marble is creating intelligent delivery robots to reliably and securely transport goods in a way that is safe and accessible to everyone. By improving last mile delivery, we can help businesses compete and stay connected to their customers.

NTrust Infotech

+1 562 207 1610
www.ntrustinfotech.com

NTrust is the leader in using Artificial Intelligence and Analytics to create a unique software platform for Commercial Real Estate lease administration. The REMap platform auto-annotates leases, provides workflow and document management, and uses Analytics to provide a totally customizable dashboard and granular view of portfolio data.

Obsess AR/VR

+1 512 773 9568
www.observar.com

Platform for experiential commerce, which uses VR and AR to enable immersive shopping experiences. Obsess can be used to increase the reach of retail stores by putting them online and making them accessible and shoppable from anywhere in the world at any time.

Outer Realm

+1 607 237 5362
www.outerrealmvr.com

Immersive Virtual Reality Tours for New Development Marketing & Leasing. Showcase your vision in the most compelling way possible, long before construction or renovation is complete.

Placer.ai

+1 650 477 7905
www.placer.ai

Placer.ai is the world's most advanced foot traffic analytics platform allowing anyone in the retail industry to instantly generate insights into any physical place for a deeper understanding of audiences and competition.

RemoteLock

www.remotelock.com

RemoteLock delivers the ability for any commercial enterprise or property management organization to remotely control and manage access through connected locks via the cloud.

RPM Group

+1 704 807 3074
www.repmgroup.com

A Real Estate and Project Management company focusing on franchisors and franchisees to reach targeted unit growth.

VirtualAPT

+1 917 293 3171
www.virtualapt.com

VirtualAPT builds autonomous robots to create immersive, guided, moving 360° degree video tours of physical locations. They created a new way to visit, lease and purchase properties, tour hotels and shop online.

work.shop

www.workshop-mg.com

Work.shop creates software and provides services to close deals and open projects. Status Plan and the DDCM web apps accelerate the retail leasing and tenant delivery process by vividly presenting and tracking critical information from great idea to grand opening.

Workframe

www.workframe.com

Workframe is the only workflow automation and insights platform purpose-built for the commercial real estate industry. Our workflow automation tools empower teams to streamline communication, collaborate more efficiently, and proactively manage risk across a portfolio of initiatives.

Zero-In

+1 888 260 7291
<https://zero-in.com>

Zero-In is a turnkey, digital agency that provides shopping center guest experience solutions. Our solutions include: Digital Signage & Video Walls, Interactive Way-Finding Kiosks & Tablets, Overhead Music, Connected Devices & Guest WiFi, Retail Analytics & Audience Metrics

TALENT DEVELOPMENT PAVILION

North Hall

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 hoping to make a move. All are invited to visit the Talent Development Pavilion for a unique combination of mentoring, career development workshops, customized feedback and hands-on business services.

MONDAY, MAY 20

8:00 – 9:00 am

Talent Development Leaders Forum

(By Invitation Only)

Join ICSC and other senior talent development professionals for a reception and roundtable discussions designed to help develop strategies to future proof the workforce of the retail real industry. We will discuss a wide range of human resource related topics such as talent acquisition & retention, diversity & inclusion and corporate culture.

9:00 – 10:00 am

Speed Networking Breakfast

Join more than a dozen members of ICSC's elite Ambassador Program for three 20-minute mentoring conversations over breakfast. Bring questions about developing your career in the commercial real estate industry.

10:00 – 10:45 am

Developing Your Personal Social Media Strategy

Find out tips and tricks to create your own brand using LinkedIn, Facebook, Instagram and other social media platforms.

SPEAKERS

Ashley Casey | Director of National Accounts | Phillips Edison & Company | Atlanta, GA

Cherilyn Megill, CRX, CMD | Senior Vice President & CMO | Phillips Edison & Company | Salt Lake City, UT

Angela H. Sweeney, CRRP | Vice President & CMO | The Peterson Companies | Fairfax, VA

11:00 – 11:45 am

Utilizing Recruiters in Your Job Search

In this extremely tight labor market, working with a recruiter can be a valuable tool. Walk away with a road map for working with a recruiter and differentiating yourself when pursuing opportunities.

SPEAKERS

Hillary Shine | Principal | Shine Associates, LLC | Boston, MA

Tim Shine | Principal | Shine Associates, LLC | Boston, MA

2:00 – 4:00 pm

ICSC & Cornell International Retail Real Estate Case Competition 2019: Final Presentation Round

Cheer on teams from top university real estate programs in the final round of competition as they make investment recommendations on a real-life retail real estate case study before a panel of leading industry executives.

TUESDAY, MAY 21

7:30 – 8:00 am

ICSC Foundation Mentor Debrief

(By Invitation Only)

8:00 – 9:00 am

ICSC Foundation Scholarship Recipient Breakfast

(By Invitation Only)

9:00 – 9:45 am

How to Succeed in a Competitive Business Environment

Top industry mentors share their best practices for success. Hosted by the ICSC Foundation.

MODERATOR

Jim Wittman, CCIM, CRRP, CRX, CLS | ICSC Ambassador | Senior Vice President and COO
Regency Properties | Evansville, IN

SPEAKERS

Lacy Beasley | President | Retail Strategies | Birmingham, AL

Rod L. Castan, CRRP, CRX, CLS | President, Leasing and Management Services | Courtelis Company | Miami, FL

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

SPECIAL GUEST

Anisha Yadav | ICSC Foundation Scholarship Student Mentee | Indiana University - Bloomington | Carmel, IN

10:00 – 10:45 am

Women in Leadership: Skills and Qualities that Move You Forward

Join us for a discussion about the qualities you need to embrace to advance your career. Applying CREW (Commercial Real Estate Women) Network research, we will bring forth ideas and insights that participants may leverage to move toward greater leadership opportunities and professional growth. Hosted by CREW Network.

MODERATOR

Wendy Mann, CAE | CEO | CREW Network | Lawrence, KS

SPEAKERS

Christine Gorham, CCIM | CREW Network Board President-Elect | Director of Development Caddis | Atlanta, GA

Holly Neber | CREW Network Board President | CEO | AEI Consultants | Walnut Creek, CA

11:00 – 11:45 am

When Hard Work Isn't Enough

If you're part of an underrepresented group – whether it be gender, race, ethnicity or sexual identity – hard work may not be enough to help you stand out amongst your peers. Learn how you can work smart (in addition to hard), cultivate a resourceful network and manage your career to open doors for professional growth and success. Hosted by ICSC's Partners in Diversity & Inclusion Program and REAP.

MODERATOR

Starlett Quarles | Director of Marketing and Communications, The Bedford Group
President, urban x marketing | Los Angeles, CA

PANELISTS

Emmanuel Gutierrez | Leasing Representative | Primestor Development, LLC | Los Angeles, CA

Heather Johnson | Real Estate Manager | Shake Shack Enterprises | New York, NY

Terrence G. Maiden | Managing Partner/CEO | Russell Glen | Dallas, TX

Silva Zeneian | Managing Principal | Fiducia CP | Pasadena, CA

2:00 – 2:45 pm

Where The Jobs Are, Where They Will Be and How To Get Them

Leading recruiting professionals share their insights on how to navigate today's job market.

MODERATOR

Keith Rummer, JD, SPHR, SHRM-SCP | Senior Vice President and Chief Human Resources Officer/Chief Compliance Officer | Phillips Edison & Company | Cincinnati, OH

SPEAKERS

Jillian Klein | Director of People and #Success | DLC Management Corp. | Elmsford, NY

Mark Millman | President and CEO | Millman Search Group, Inc. | Owings Mills, MD

Lauren E. Whaley | Vice President, Compliance Officer and Director of Human Resources | RPAI | Oak Brook, IL

3:00 – 3:45 pm

What We Learned Along the Way to the C-Suite

Executives share lessons and strategies they have learned throughout their careers.

MODERATOR

Shane C. Garrison | President and COO | RPAI | Oak Brook, IL

PANELISTS

Amy J. Hall, CRRP, CRX, CLS, SLD | ICSC Ambassador | COO | Caton Commercial Real Estate Group | Naperville, IL

Whitney Livingston, CRRP | COO, Projects | Centennial | Dallas, TX

Angele Robinson-Gaylord | ICSC Trustee | President | IKEA Property Group | Conshohocken, PA

SPECIAL GUEST

Grace Lewin | ICSC Fiala Fellow | Development Director | Brookfield Properties | Chicago, IL

4:00 – 4:45 pm

Re-Charging and Re-Invigorating Your Career

Whether you're contemplating a career change or transition, find out how to make new connections and re-charge your career.

SPEAKERS

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

Michael L. Kehoe | ICSC Lead Ambassador, Canada | Broker | Fairfield Commercial Real Estate Inc. | Calgary, AB

Cynthia J. Kratchman | ICSC Lead Ambassador, Central Division | Principal | Mid-America Real Estate-
Michigan, Inc. | Bloomfield Hills, MI

Robert L. LeFeber | ICSC Ambassador | Principal Broker - Oregon/Broker - Washington Commercial Realty
Advisors, N.W., LLC | Portland, OR

ADDITIONAL SERVICES

Resume Coaching

Monday, May 20 | 10:00 am – 12:00 pm Tuesday, May 21 | 10:00 – 11:00 am

Receive one-on-one input on preparing and updating your professional resume.

Sarah Johnson, MBA, PHR, SHRM-CP | Senior HR Business Partner, Property Management HR Lead
JLL | Minneapolis, MN

Interview Coaching

Tuesday, May 21 | 10:00 am – 12:00 pm Tuesday, May 21 | 1:30 – 3:30 pm

Practice your interview skills and learn how to answer those hard questions.

Hillary Shine | Principal | Shine Associates, LLC | Boston, MA

Social Media Coaching

Monday, May 20 | 9:00 – 10:00 am Tuesday, May 21 | 9:00 – 10:30 am

Meet Coach KathyG, The Corporate Nanny™, and get immediate, relevant feedback on your professional social media presence.

Katharine Giacalone, CPC | President | Giacalone & Associates, LLC | Washington, DC

Style Coaching

Monday, May 20 | 11:00 am – 12:00 pm Tuesday, May 21 | 11:00 am – 12:00 pm

Get one-on-one advice on what to wear and how to style yourself for a job interview and after you get the job.

Linda Johansen-James, CRX, CLS | Founder and CEO | International Retail Management and Consulting Group, LLC | Las Vegas, NV

Michael Pappas | Operations Assistant | International Retail Management and Consulting Group, LLC | Las Vegas, NV

TJ Roberts | Director of Retail Operations | International Retail Management and Consulting Group, LLC | Little Rock, AR

One-on-One Mentoring

Monday, May 20 | 10:00 am – 5:00pm Tuesday, May 21 | 8:30 am – 5:00pm

More than 30 ICSC Ambassadors and other industry leaders will be available for mentoring sessions. To schedule an appointment, visit the Talent Development Pavilion or contact Madison Gross at mgross@icsc.org.

Professional Headshots

Monday, May 20 | 8:00 am – 12:00 pm Tuesday, May 21 | 1:00 – 5:00 pm

Gain a complimentary, high-quality headshot appropriate for resumes, LinkedIn profiles and other professional uses.

Talent HQ

Monday, May 20 | 8:00 am – 5:00 pm Tuesday, May 21 | 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.

Pavilion Power Breaks

Monday, May 20 | 8:00 – 10:00 am, 1:00 – 3:00 pm

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

Wednesday, May 22 | 8:00 – 10:00 am

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

RECEPTIONS

Diversity Reception

Monday, May 20 | 5:30 – 7:00 pm | Wynn Hotel - Margaux Ballroom

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

ICSC Foundation Student Engagement Networking Reception

Monday, May 20 | 6:30 – 7:30 pm | Wynn Hotel - Montrachet

Network with titans in the industry who are dedicated to student success, talent and diversity with their support of ICSC and the ICSC Foundation. The winner of this year's ICSC & Cornell International Retail Real Estate Case Competition will be announced. All student members, academic leaders, ICSC Foundation Scholarship Award recipients, young professionals and attendees of the ICSC & Cornell International Retail Estate Case Competition are welcome to attend.