



# ICSC | NATIONAL NEW DEAL YORK | MAKING

Jacob K. Javits Convention Center | New York City  
December 5 – 6, 2016  
#NYnDM

BIGGER | BETTER | JAVITS



## Investors Choose Marcus & Millichap More Than Any Other Firm

Over 3,500 Retail Transactions Closed per Year



**Net-Leased Drugstores**  
2,312 Properties Sold  
\$10,853,947,000

**Net-Leased Restaurants**  
6,916 Properties Sold  
\$13,279,372,000

**Net-Leased Banks**  
775 Properties Sold  
\$2,052,460,000

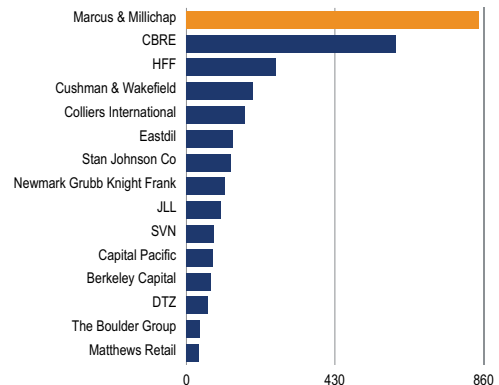
**Net-Leased C-Stores**  
1,516 Properties Sold  
\$2,796,311,000

**Net-Leased Discount Stores**  
1,541 Properties Sold  
\$2,238,559,000



**FIVE YEARS IN A ROW**

Top 15 Retail Brokerages of 2015 by Number of Properties



**REAL CAPITAL ANALYTICS**  
Insights. Trends. Risk.

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**Make Your Next Deal at Booth 830**

The data for net-leased categories is for transactions dated approximately from 1986 through June 2016. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2016 Marcus & Millichap. All Rights Reserved.

Offices Throughout the U.S. and Canada

[www.MarcusMillichap.com](http://www.MarcusMillichap.com)

# JACOB K. JAVITS CONVENTION CENTER

## ATTENDEE GUIDE

### ATM

There are two Chase ATMs located at the Center. The first is adjacent to the Guest Services Desk on the north side of the Crystal Palace Lobby on Level 3. The other is on the north side of the Level 1 Food Court.

### BOOKSTORE

The ICSC Bookstore is located outside of 1B Hall (Concourse Level) and will be open during show hours.

### BUSINESS CENTER

The FedEx Office located on the Concourse Level across from Starbucks is open on show days and during some move-in and move-out days. FedEx Office is equipped to handle any printing, packing and shipping needs worldwide.

### CHARGING STATIONS

Charging stations provided by Brightbox are located throughout the deal making floor and on the Concourse Level.

### COAT CHECK

Coat check is available across from the Concourse Cafe, which is located outside of 1C Hall (Concourse Level).

### EXHIBITOR SERVICES

To order any exhibitor services for your exhibit space, please visit the Exhibitor Services Desk located in the back of the 1A Hall, at the end of 1400 aisle.

### HOTEL INFORMATION

#### Courtyard Times Square West

307 West 37th Street, NY, NY 10018  
+1 212 912 0009

#### Element Times Square West

311 West 39th Street, NY, NY 10018  
+1 212 643 0770

#### Homewood Suites by Hilton

312 West 37th Street, NY, NY 10018  
+1 212 244 0644

#### Intercontinental NY Times Square

300 West 44th Street, NY, NY 10036  
+1 212 803 4500

#### New York Hilton Midtown

1335 Avenue of the Americas, NY, NY 10019  
+1 212 586 7000

#### New York Marriott Marquis

1535 Broadway, NY, NY 10036  
+1 212 398 1900

#### Sheraton NY Times Square

811 7th Avenue at 53rd Street, NY, NY 10019  
+1 212 581 1000

#### Westin NY at Times Square

270 West 43rd Street, NY, NY 10036  
+1 212 201 2700

#### YOTEL New York

570 10th Avenue at 42nd Street, NY, NY 10036  
+1 646 449 7700

### ICSC BOOTH

The ICSC booth is located outside of 1B Hall (Concourse Level).

### INFORMATION COUNTERS

Have a question? ICSC has stationed information counters throughout the event for your convenience. There are information counters located on the Concourse Level and within the Deal Making Hall entrances.

### LOST AND FOUND

The Lost and Found is open 24 hours and is managed by the Javits Center's Security & Safety Solutions Department. Any item found should be turned over to the Javits Center Security & Safety Solutions Department for receipt. The phone number is +1 212 216 2196. Items that are not returned or claimed within 45 days will be destroyed.

### MEAL FUNCTIONS

On Monday, lunch will be at 12:00 pm in the Special Events Hall. On Tuesday, a boxed lunch will be served at 12:00 – 12:45 pm in the Special Events Hall.

### MEDICAL EMERGENCY

The Javits Center First Aid office is located on Level 1 in the southwest corner of the building. A nurse is on duty throughout the Center's regular business hours. House telephones can be found in hall corridors throughout the Javits Center and should be used to notify the Command Center of emergency situations. The emergency number is 2222.

### MOTHER'S LOUNGE

The Mother's Lounge is located in room 2D01.

# WE ARE THE CENTER OF RETAIL

ICSC New York National Deal Making 2016

Visit Us at Booths #930 & #1030

Cushman & Wakefield Retail Services

## Ranked #1...

### in the U.S.

By Square Footage Leased  
in 2015 - *The Real Deal's*  
National Retail Brokerage  
Ranking, May 2016

### in Manhattan

*Crain's New York Business*  
List of Top 50 Largest Retail  
Leases in Manhattan Through  
Mid-year 2016

[cushwakeretail.com](http://cushwakeretail.com) | #NYnDM



ICSC GLOBAL PARTNER

**PARKING**

There is no on-site parking at the Javits Center. However, there are many parking garages in the vicinity. The average price for event day parking is approximately \$50 a day and is subject to change depending on the Center’s activity.

**PAVILIONS**

**Finance Pavilion** is a convenient stop for attendees to meet with banks, other financial institutions and advisors. Located in the 1400 aisle.

**Global Pavilion** gives you the chance to meet with global companies and learn about retail and development opportunities around the world. Located in the 100 aisle.

**P3 Pavilion** (public-private partnership) is the dedicated area to make deals with public sector exhibitors. Located in the 1200 aisle.

**REGISTRATION**

On-site/Badge Pick-Up is located outside of 1A Hall (Concourse Level). Self-service kiosks will be available for those needing to pick-up badges only.

**RESTAURANTS**

Please refer to restaurants list in the back of the program directory.

**RETAILER ROW**

Located on the deal making floor, Retailer Row gives you the chance to meet with over 20 retailers simultaneously.

**STARBUCKS**

A Starbucks is located just inside the taxi drop-off on the Concourse Level.

**TRANSPORTATION**

**7 LINE SUBWAY**

The 34th Street/Hudson Yards stop is located on 34th Street and 11th Avenue.

**SHUTTLE BUSES**

ICSC will provide shuttle bus service between official event hotels and the Javits Center. Shuttle buses will drop off/pick-up at the inner roadway of the Javits Center, outside of the Concourse Level.

**Hours of Service**

Monday, December 5

7:00 – 11:00 am, 2:00 – 7:00 pm

Tuesday, December 6

7:00 – 11:00 am, 2:00 – 4:00 pm

*Buses will run in 15 minute intervals.*

**Bus Routes**

Route No.	Hotel
ROUTE 1	<b>SHERATON NEWYORK</b> On 7th Avenue between 52nd & 53rd Street (across from the hotel)
ROUTE 2	<b>MARRIOTT MARQUIS</b> On 45th Street off Broadway
ROUTE 3	<b>WESTIN</b> On 8th Avenue at the 43rd Street NE Corner <i>Servicing: IntercontinentalTSQ</i>
ROUTE 4	<b>YOTEL</b> On 41st Street at 10th Avenue (NE corner)
ROUTE 5	<b>HOMEWOOD SUITES</b> On 8th Avenue & 37th Street <b>ELEMENT</b> On 39th Street between 8th & 9th Avenue
ROUTE 6	<b>HILTON NEWYORK</b> On 53rd Street off 6th Avenue

**Note: On Tuesday, December 6 shuttle service ends at 4:00 pm**

**WI-FI**

Sagamore Development Company enthusiastically offers all New York National Deal Making attendees FREE HI-SPEED WI-FI throughout the show, courtesy of Baltimore’s transformational Port Covington redevelopment. Enjoy this complimentary service and visit booth 1574 to experience the Sagamore Development Company Hospitality Lounge for additional first-class amenities.

1. Select @ICSC\_SAGAMORE\_SUPERFAST\_WIFI from the list of available networks. Your device will automatically redirect to the Sagamore Development Company and Port Covington WI-FI welcome page.
2. If not automatically redirected, open a web browser to initiate launch of the Sagamore Development WI-FI Welcome Page.
3. Simply type in your name and email address to get started.

Sagamore Development Company hopes this FREE WI-FI service will enhance the New York National Deal Making experience for all attendees and exhibitors! We look forward to seeing you at booth 1574 to share the Sagamore Development Company first-class hospitality lounge experience with you.

Retail Real Estate's Biggest Event  
37,000 attendees + 1,200 exhibitors  
Make deals. Network. Learn.



Las Vegas Convention Center & Westgate Hotel  
May 21 – 24, 2017 | Las Vegas, NV | #ICScrecon

Register by **December 9** to qualify for the Early Bird rate.  
[www.icscrecon.org](http://www.icscrecon.org)



December 6 – 7, 2017 | Even Bigger. Even Better.

You've helped make New York National Deal Making so popular that we've outgrown our space! In **2017** we'll be moving upstairs in the Javits Center, **adding 55,000 square feet** to the deal making floor.

**See you next year!**

## SUNDAY, DECEMBER 4

### REGISTRATION

8:00 am – 5:00 pm

Concourse Level

## MONDAY, DECEMBER 5

### REGISTRATION

7:00 am – 6:00 pm

Concourse Level

### COFFEE SERVICE

7:00 – 8:30 am

Special Events Hall Lobby

### DEAL MAKING

8:00 am – 5:00 pm

Level 1 Halls A - E

### RETAIL RUNWAY

8:30 – 9:30 am

Special Events Hall

#### List of participants:

Charming Charlie  
Cinemex Cinema  
Club Pilates  
Five Below  
Flywheel Sports  
Le Pain Quotidien  
Sephora  
Shake Shack  
Skechers  
Sweetgreen  
Taco Bell

### PROFESSIONAL DEVELOPMENT WORKSHOP

9:00 – 10:30 am

Room 2D10

*Seating is limited and available on a first-come, first-served basis.*

#### A Closer Look at Leasing Financials: The Numbers Behind the Deal

One of the foremost challenges for leasing professionals is to understand the long-term financial impact of their decisions.

This course will guide participants through the financial components necessary to structure a leasing deal and demonstrate how understanding these quantifiable results can directly lead to better decision-making and increased profits.



#### MICHAEL N. HIRSCHFELD

Executive Vice-President, Co-lead National Retail Tenant Services  
JLL  
Westport, CT

### PROFESSIONAL DEVELOPMENT WORKSHOP

11:00 am – 12:30 pm

Room 2D10

*Seating is limited and available on a first-come, first-served basis.*

#### Experience is Everything: Driving Shopper Engagement During the Holiday Season

Developing and executing a strategy that guides buyers towards or through your store or area of interest in your mall is crucial for shopping centers and retailers – especially during the holiday season. Once you have the shopper, what drives their engagement and builds passion for shopping? This course will analyze how shopping centers and retailers can manage a consumer’s “journey” to purchase and use physical and emotional levers to create a more productive shopping trip. We will examine case studies and strategies to successfully engage consumers and examine new trends in driving shopper engagement.



#### ALAN McKEON

Chief Executive Officer  
Alexander Babbage, Inc.  
Atlanta, GA

### LUNCH AND WELCOME REMARKS

12:00 – 12:30 pm

Special Events Hall

### KEYNOTE PRESENTATION

12:30 – 1:30 pm

Special Events Hall



#### KEVIN PLANK

Founder and Chief Executive Officer  
Under Armour

After 20 years of outfitting athletes with the world’s most innovative performance apparel, footwear and equipment, Kevin Plank now oversees a global company of more than 14,000 employees with total expected revenues of nearly \$5 Billion in 2016 and with global headquarters in Baltimore.



THE  
**BEST**  
 Z RETAIL  
 FROM EVERY  
**ANGLE.**



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**MONDAY, DECEMBER 5 CONTINUED**

Under Armour athletic performance products are sold globally and are worn by athletes at all levels on the playing fields all over the world. The Under Armour Connected Fitness platform powers the world's largest digital health and fitness community through a suite of applications: UA Record, MapMyFitness, Endomondo and MyFitnessPal.

With Plank's mission to elevate Greater Baltimore through investment, waterfront revitalization, impactful philanthropy, entrepreneurship, global engagement and strategic communications, Plank Industries was born. The privately-held company has diversified holdings in commercial real estate, hospitality, transportation, food and beverage and thoroughbred horseracing, all under the Sagamore group of brands, and is based in Baltimore City.

**PROFESSIONAL DEVELOPMENT WORKSHOP**

1:30 – 3:00 pm

Room 2D10

*Seating is limited and available on a first-come, first-served basis.*

**From Invite to Done Deal: The Closer's Guide to Social Selling**

Join us for this advanced social media session designed to take your Social to the next level and grow your book of business. Topics covered in the workshop will include:

- Strategic prospecting
- Tactics that drive to meeting
- Follow up and the social 'friend zone'
- Content to get you noticed
- Profile refinement



**KELLY FARRELL**  
Team Lead, Enterprise Training  
Hootsuite  
Vancouver, BC

**PROFESSIONAL DEVELOPMENT WORKSHOP**

3:30 – 5:00 pm

Room 2D10

*Seating is limited and available on a first-come, first-served basis.*

**Real Estate & Retailers Rekindle Their Romance**

Attendees in this workshop will engage with topics and discuss how they can create new value dynamics in retail, how new services can add value to their square footage, and how improved engagement together ultimately affect the bottom line.



**JEREMY BERGSTEIN**  
President  
THE SCIENCE PROJECT  
New York, NY

**NEW YORK NATIONAL DEAL MAKING RECEPTION**

5:00 – 6:30 pm

River Pavilion

Catch up and mingle with key members in the industry.

Newly ICSC certified professionals are encouraged to stop by the Professional Certification event at the reception to celebrate their recent achievement with fellow designees.

**TUESDAY, DECEMBER 6**

**REGISTRATION**

7:00 am – 2:00 pm

Concourse Level

**COFFEE SERVICE**

7:00 – 8:00 am

Special Events Hall Lobby

**ICSC PROFESSIONAL CERTIFICATION INFORMATION BREAKFAST**

7:30 – 8:30 am

Room 2D10



Attendees are invited to engage with certified industry leaders on becoming ICSC certified and all the necessary steps. Pre-registration was required. Available seating will be given on a first-come, first-served basis.

**DEAL MAKING**

8:00 am – 3:00 pm

Level 1 Halls A - E

**TRENDS AND OPPORTUNITIES IN URBAN AND SUBURBAN SPACE**

8:30 – 9:30 am

Special Events Hall

Hear from a panel of top industry executives as they discuss the issues that are changing the retail real estate landscape.

This will be a wide-ranging discussion with some of the most well-regarded leaders in our business.



# STARKENTERPRISES<sup>SM</sup>

## EXPERIENCE

**IS THE DESTINATION.**

## PROCESS

**IS THE VEHICLE.**

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For leasing opportunities, contact Carla Lally: 216.464.2860

For joint venture opportunities, contact Ezra Stark: 216.292.0231

## TUESDAY, DECEMBER 6 CONTINUED

Topics will include:

- How tenant location preferences are changing
- The impact of omni-channel and social media
- Trends in the capital markets including sources of equity and debt
- The panel's view on the future of both suburban and urban retailing

Breakfast will be served throughout the panel discussion and you will have the opportunity to meet our panelists and network with fellow ICSC Members.

This is a great way to open up the final day of the event.

### MODERATOR



**JASON RICHTER, CRX, CLS**

ICSC 2016 New York National Deal Making Program Planning Committee Chair  
 Managing Principal  
 HUDSON  
 New York, NY

### PANELISTS



**DANIEL HURWITZ**

ICSC Past Trustee  
 Chief Executive Officer  
 Raider Hill Advisors  
 New York, NY



**CHAIM KATZMAN**

Chairman  
 Gazit Global LTD.  
 New York, NY



**RICHARD WAGMAN**

Managing Partner  
 Madison Capital  
 New York, NY

### BOXED LUNCH SERVED

12:00 – 12:45 pm

Special Events Hall

### DEAL MAKING ADJOURNS

3:00 pm

*Program information current as of November 14, 2016.*

# How Can Being Certified Work For You?

ICSC Professional Certifications provide global recognition to retail real estate professionals. Validate your industry knowledge and experience through proven commitment to continuous learning and career advancement.

Whether you are closing a deal, seeking a new job opportunity or expanding your network, ICSC Professional Certification is your path to success.



Learn more at  
[icsc.org/certification](http://icsc.org/certification)

# Premier NY Retail Leasing Opportunities

51st to 52nd Street Plaza District Retail Locations Available!

**488 Madison Avenue**

Prestigious  
Madison Avenue  
Retail Opportunities

**684 SF –  
5,500 SF**

Prime Retail  
Space Available



- Ground and second floor façade renovations now complete
- Directly across from St. Patrick's Cathedral boasting over 5 million visitors per year
- Area retailers include Bonobos Guideshops, Saks Fifth Avenue, Tourneau, Burberry, Cellini Jewelers, Bremont, Nordstrom's Trunk Club, Porsche Design, Tumi, and Pink

Retail /Restaurant Space in Iconic Art Deco Plaza District Building.

**570 Lexington Avenue**

**6,570 SF**

Ground Floor Corner  
Retail/Restaurant  
Space Available

Mezzanine 2,488 SF

Lower Level 2,000 SF



- Prestigious landmark building in midtown Manhattan's Plaza District near the renowned Park Avenue corporate corridor
- Area retailers and restaurants include Schnippers, New York Sports Club, Godiva Chocolatier, Duane Reade, Bull & Bear, Ann Taylor, Starbucks, Oscar's Brasserie, The National, and Bliss Spa

Retail Space in Midtown South's Exciting "New" NoMad Section.

**261 Fifth Avenue**

**7,646 SF**

Ground Floor  
Corner Location  
Available (Not Divisible)

1,590 SF – 5,763 SF  
Mezzanine

6,717 SF – 8,048 SF  
Lower Level Retail



- New storefronts at iconic art deco building
- Situated near Herald Square, Manhattan Mall, new residential developments, and the new Virgin Hotel with 70,776 SF of retail on four floors (opening 2018)
- Just south of The Empire State Building which welcomes up to 20,000 tourists a day



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**Nicholas Forelli x275** :: [nforelli@feilorg.com](mailto:nforelli@feilorg.com)

Visit Us at **Booth 102** at ICSC NY National Deal Making 2016.

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LARISA ORTIZ, ICSC Eastern Division P3 Public Chair, LISC MetroEdge

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DAVID STEINBERG, cLS, ICSC Eastern Division Retail Chair, Ocean State Job Lot

AMI ZIFF, ICSC Eastern Division Next Generation Chair, Time Equities, Inc.

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DEBORAH S. HOFFMAN, P3 Public Chair, New Jersey, Passaic County

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LISA HAM, Retail Co-Chair, Ahold USA

ARI BENMOSCHE, Next Generation, JACA Entertainment Corp.

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DAVID SCHWARTZ, Olympic Realty & Development Corp.

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STANLEY GLANTZ, CRX, CDP, ICSC 2016 New York National Deal Making Program Planning Committee Co-Chair, Katz Properties

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DAVID FIRESTEIN, The Shopping Center Group

AARON FLEISHAKER, Welco Realty, Inc.

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ROBERT SHASHA, The Cotswold Group

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December 5 - 6 • Booth #378

# GROWTH PERFORMANCE VALUE

**39**

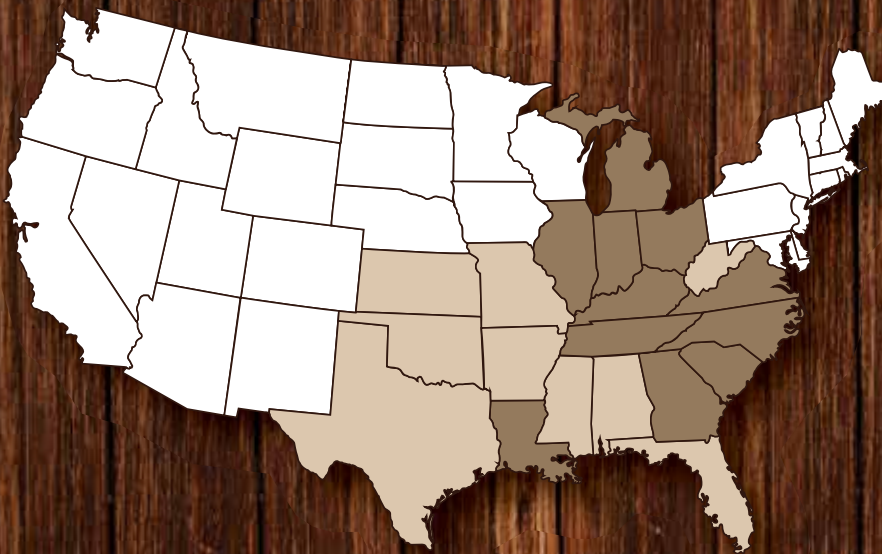
Shopping Centers

**5.3**

Million Square Feet

**11**

States



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**125TH STREET BUSINESS  
IMPROVEMENT DISTRICT**

**Booth: P3 Pavilion**

360 West 125th Street #11  
New York, NY 10027  
Contact: Barbara Askins  
Phone: +1 212 662 8999  
www.125thstreet.nyc

**2-D AS-BUILT FLOOR PLANS**

**Booth: 1269**

One Penn Plaza, Suite 6329  
New York, NY 10119  
Contact: Alexsei Blenkers  
Phone: +1 425 677 7511  
www.2dfloorplans.com

**34TH STREET PARTNERSHIP**

**Booth: 1039**

1065 Avenue of the Americas, Suite 2400  
New York, NY 10018  
Contact: Dan Pisark  
Phone: +1 212 719 3434

**7-ELEVEN, INC.**

**Booth: 964**

3200 Hackberry Road  
Irving, TX 75063  
Contact: Ken Barnes  
Phone: +1 214 828 7778  
www.corp.7-eleven.com

**A&G REALTY PARTNERS, LLC**

**Booth: 1258**

445 Broadhollow Road, Suite 410  
Melville, NY 11747  
Contact: Susan Ciancanelli  
Phone: +1 631 420 0044  
www.agrealtypartners.com

**A10 CAPITAL, LLC**

**Booth: 1219**

800 West Main Street, Suite 1100  
Boise, ID 83702  
Contact: Laura Penney  
Phone: +1 208 577 5000  
www.a10capital.com

**ABELL ASSOCIATES**

**Booth: 446**

30 North LaSalle Street, Suite 2120  
Chicago, IL 60602  
Contact: Norris R. Eber  
Phone: +1 312 528 7910  
www.abbell.com

**ABS PARTNERS REAL ESTATE**

**Booth: 1040**

200 Park Avenue South, 10th Floor  
New York, NY 10003  
Contact: Alison Miller  
Phone: +1 212 400 6060  
www.absre.com

**ACADIA REALTY TRUST**

**Booth: 1C01**

411 Theodore Fremd Avenue, Suite 300  
Rye, NY 10580  
Contact: Diana Trent  
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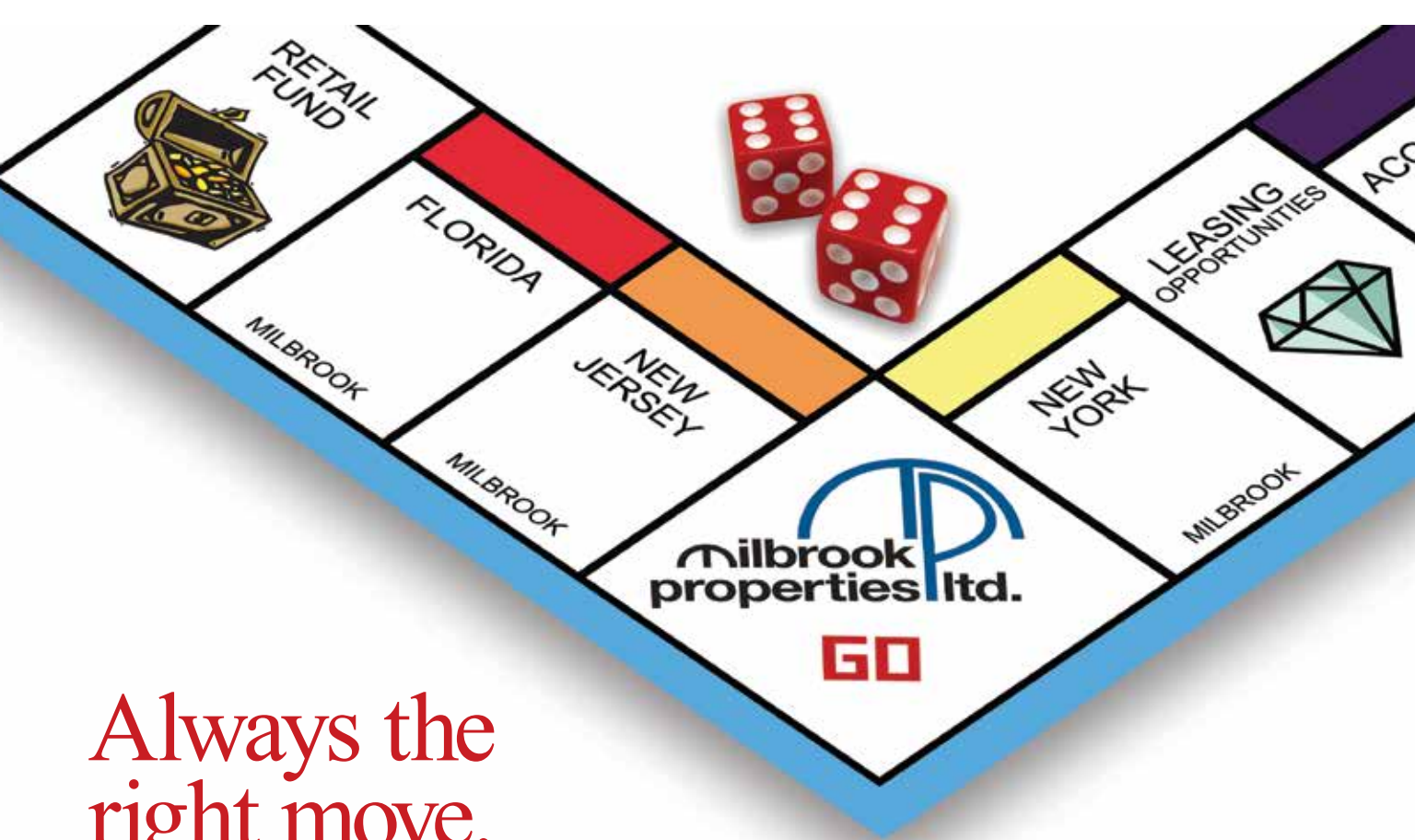
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