



Directory

# Florida Conference & Deal Making

Orange County Convention Center | Orlando, FL  
August 26 – 28, 2018  
#ICSC





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# Florida Conference & Deal Making

## SUNDAY, AUGUST 26

### Registration

2:00 – 7:00 pm » Room S220 D E F G

### Certified Retail Real Estate Professional (CRRP): How and what are we doing?

2:00 – 3:00 pm » Room S329

Come learn about ICSC's new credential. You will also receive information about the latest program developments, how to prepare for the exam and how earning the credential can increase your industry knowledge.

### Professional Development Workshops

3:00 – 4:30 pm

#### A. The Art of Negotiating Leases and Avoiding Common Pitfalls

» Room S230 A B

Leasing, negotiating, and deal making are as much an art form as they are 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 participants through the steps of the negotiation process. We will address how to manage your deals at an acceptable level of risk; develop critical techniques to build and win consensus among key participants in the negotiating process; and evaluate positions and outcomes for successful results in creating deals.

*CRRP Related Domains: Leasing and Development*



#### Oscar R. Rivera, Esq.

Shareholder and Chair  
Real Estate Property Group  
Siegfried, Rivera, Hyman, Lerner,  
De La Torre Mars & Sobel, P.A.  
Plantation, FL

#### B. Value Enhancing Asset Management Strategies

» Room S230 C D

Whether you manage a small group of properties or are responsible for a nationwide portfolio, your goals are explicit: maximize profits, create and enhance value; and position your centers optimally for the future. This session will focus on how to implement value enhancing asset management strategies that will increase the value of your properties. Participants will gain insights into a wide variety of practical issues and solutions facing asset managers in the retail world, all with the goal of influencing the bottom line and adding value.

*CRRP Related Domain: Asset Management*



#### Rod L. Castan, CRX, CLS

President, Leasing and Management Services  
Courtelis Company  
Miami, FL

### Student Program & Reception

3:00 – 4:30 pm » Room S230 F G

Join more than a dozen industry professionals for informal mingling and three 20-minute, small group mentoring conversations. Our mentors represent a wide range of companies and industry disciplines and stand ready to offer career advice to student attendees.

### ICSC First-Timer, New Member & Student Orientation, and Exhibit Floor Walking Tour

4:30 – 5:00 pm

If you're a new ICSC member or this is your first Florida Conference, ICSC Team Members and ICSC Ambassadors will be on-hand to tell you how to make the most out of your conference experience. Join us for a tour of the exhibit floor to get your bearings. We will meet up at the ICSC Kiosk across from the Registration Desk.

### Member-Hosted Reception

5:00 – 7:00 pm » South Concourse Foyer

## MONDAY, AUGUST 27

### Registration

7:00 am – 5:30 pm » Room S220 D E F G

### Smokin' Hot Breakfast

7:30 – 8:00 am » South Hall A

No breakfast service after 8:00 am.

### Opening Remarks, Program Overview & Government Relations Update

8:00 – 8:15 am » South Hall A



#### Justin Greider

ICSC 2018 Florida Conference & Deal Making  
Program Planning Committee Chair  
Senior Vice President, Retail Lead  
JLL  
Orlando, FL



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**Eric Rapkin**  
ICSC Florida State Director  
Chair, Real Estate Practice Group  
Akerman, LLP  
Fort Lauderdale, FL



**David Walthall, P.E.**  
ICSC Florida Government Relations Chair  
Vice President  
Kimley-Horn  
Tampa, FL

## Hot Retailers Making Moves in the Florida Market

8:15 – 9:00 am » South Hall A

Join this dynamic retail panel while learning about their brands, what they are up to and their latest site requirements and expansion plans.

### MODERATOR



**Justin Greider**  
ICSC 2018 Florida Conference & Deal Making  
Program Planning Committee Chair  
Senior Vice President, Retail Lead  
JLL  
Orlando, FL

### PANELISTS



**Richard Feinberg**  
Vice President of Real Estate  
Club Pilates Franchise, LLC  
Irvine, CA



**Chris Gannon**  
Founder and CEO  
Bolay Restaurant Partners, LLC  
West Palm Beach, FL



**Wade Laufenberg**  
Vice President of Real Estate and Construction  
Bealls Outlet | Burkes Outlet | Home Centric  
Bradenton, FL



**Matthew Livingston**  
Director of Real Estate  
First Watch Restaurants, Inc.  
University Park, FL



**Michael Stern**  
Principal, Edge Realty Partners | Master Broker  
Urban Air Adventure Park  
Dallas, TX

## Special Industry Groups (SIGs)

9:15 – 10:30 am

### ARCHITECTS, DESIGN & CONSTRUCTION

» Room S210 A

#### SPEAKERS



**Stacey Berthon**  
Senior Vice President  
Hoar Construction  
Birmingham, AL



**Aaron Buchler**  
Senior Vice President  
Kimley-Horn  
Raleigh, NC



**Michael Parks**  
Vice President  
Hoar Construction  
Orlando, FL

### ASSET MANAGEMENT

» Room S210 D

#### MODERATOR



**Lori Schneider**  
ICSC Southern Division Ambassador  
Senior Managing Director  
Marcus & Millichap  
Fort Lauderdale, FL

### ROUNDTABLES

#### TOPICS AND LEADERS

**1. How to Maximize: Small Team, Big Geography and Goals**

Catey Vaughn, Pebb Enterprises

**2. Artificial Intelligence: New Efficiencies**

Assaf Morag, DealSumm

**3. When Problems Stack Up: How to do the Job You Need a Bigger Team For**

Rachel Slater, Crossman & Company

**4. Closing a Deal? Reduce Your Taxes Here and Now**

Todd Jones, Real Advice

**5. Insurance: Preventative Medicine and/or Triage?**

Jimmy Clark, Harden Insights

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## DEVELOPMENT

» Room S320 A B

MODERATOR



**Duane Stiller**  
CEO  
Woolbright Development  
Boca Raton, FL

## EMERGING DYNAMICS IN TODAY'S CAPITAL MARKETS

» Room S210 B C

MODERATOR



**Jim Michalak**  
Managing Partner  
Plaza Advisors  
Tampa, FL

## ROUNDTABLES

TOPICS AND LEADERS

1. **Sponsor Equity Options (Positives and Negatives)**  
Jim Stine, RAM Realty
2. **Construction Financing**  
Ted Starkey, Wells Fargo
3. **Trends in the Net Lease Sector**  
Teal Henderson, 3 Properties
4. **The Development Capital Stack Senior Debt, Mezzanine Debt and Equity**  
Robert Hernandez, NorthMarq
5. **Retail and Big Data – The New Frontier**  
Michael McElveen, Urban Economics
6. **What is Happening in Non-Recourse Financing?**  
Livingston Hessam, Walker & Dunlop
7. **Value-Add Shopping Centers & Development**  
Peter Crane, PEBB Enterprises
8. **How are Lenders and Investors Underwriting Specialty Grocers**  
Carson Good, JLL
9. **1031 Tax Deferred Exchanges**  
Cynthia Shelton, CCIM, LandQwest Commercial
10. **NNN Real Estate Sales**  
Adam Tiktin, Tiktin Real Estate Investment Services
11. **Underwriting Shopping Center Investments in the Changing Retail Landscape**  
Paul Kang, Continental Realty Corporation
12. **Appraisal Challenges in a Rising Interest Rate Environment**  
Dave Beshears, Beshears & Associates
13. **New Development vs. Redevelopment in 2018: An Epic Throwdown to Find the Most Value**  
Lyle Fogarty, Clover Investment Properties

## 14. Joint Venture Development Equity

Ian Coia, Barclay Group

## 15. Has Investing in Retail Changed? Today's Retail Investment Strategies

Bryson Ridgway, Stiles Corporation

## LEASING

» Room S320 E F G H

MODERATORS



**Dana Dowsett**  
Vice President  
Southeast Retail Group  
Tampa, FL



**Sandi Rogacki**  
Leasing Associate  
Woolbright Development  
Boca Raton, FL

## ROUNDTABLES

TOPICS AND LEADERS

1. **What Makes a Fun Leasing Process**  
Tyler Saldutti, Prime Realty
2. **Organized Networking: How to Build Up Your Development Relationships**  
Michaelann Murphy, Armstrong Development Properties, Inc.
3. **Leasing & Strategizing for Out Parcels**  
Nichole Popovics, Sembler Company  
JP Guzzardo, Sembler Company
4. **Building Places People Love**  
Charlotte Manley, Kimco Realty
5. **Dania Pointe, Turning Retail Inside Out**  
Spencer Phelps, Kimco Realty
6. **Building the Brand of YOU Through Social Media**  
Gabriel Gonzalez, Woolbright Development
7. **The Big Box Conundrum: Creative Ways to Backfill Large Box Space**  
Jason Hurst, Front Street
8. **Back to Basics: Cold Calling Works**  
Doug Olson, Trinity Commercial Group  
Dan O'Berski, Trinity Commercial Group
9. **(Legal) Exclusives & Prohibited Uses**  
Adam Lustig, Bilzin Sumberg
10. **How to Lease More Space Using Facebook**  
Beth Azor, Azor Advisory Services
11. **Tips and Tricks for Avoiding Pitfalls in Leases – Your Money Saving Guide**  
Eric Coffman, Gunster

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**12. Tenant Sustainability in Today's High Rent Market**  
**Drew Margol**, Margol Commercial Real Estate Services

**13. Tenant Representation Process**  
**Jon Hellein**, Archon Commercial Advisors  
**Janet Galvin**, Archon Commercial Advisors

**14. Creating Fun Restaurant Environments in Shopping Centers**  
**Angie Kenyon**, MOD Pizza

**15. Grocery Anchored Centers: The Past, The Present, The Future**  
**Ashley Thornburg**, Elevated

**16. Don't Panic, Adapt!**  
**India Turkell**, MadisonMarquette

**17. Site Unseen: Leasing Pre-Developed Retail Projects**  
**Flavia Kanyago**, Front Street

**18. High Street Retail – Deconstructing the Template LOI for the Urban Environment**  
**Zach Winkler**, JLL

**19. Merchandising: Creating Retail Synergy**  
**Jennifer Houston**, Edens

**20. How to Tenant Rep a Start Up**  
**Jannie Del Rio**, Northbridge Commercial Real Estate Group

**21. Productivity Tools for Leasing Agents**  
**Hue Chen**, Saglo Development  
**Carlos Guzman**, Saglo Development  
**Alyona Tsutskova**, Saglo Development

**22. Fundamentals of Leasing Large Shopping Centers**  
**Alexander Evans**, Weingarten Realty  
**Patrick Frease**, Weingarten Realty

**P3 PUBLIC/PRIVATE PARTNERSHIP**  
**» Room S210 E**

**MODERATORS**



**David Barilla**  
 ICSC Florida P3 Public Chair  
 Assistant Director  
 Downtown Development Board/  
 Community Redevelopment Agency  
 City of Orlando  
 Orlando, FL



**Lynn Dehlinger**  
 ICSC Florida P3 Private Chair  
 Senior Manager  
 Redevelopment Management Associates, LLC  
 Pompano Beach, FL

**PANELISTS**

**Kevin Crowder**  
 Director of Economic Development  
 RMA  
 Pompano Beach, FL

**Colin D. Groff**  
 Assistant City Manager  
 City of Boynton Beach  
 Boynton Beach, FL



**Mark Hefferin**  
 President  
 E2L Real Estate Solutions, LLC  
 Winter Park, FL



**Keith O'Donnell**  
 Principal  
 Avison Young  
 Boca Raton, FL

**PROPERTY MANAGEMENT**

**» Room S220 A B**

**MODERATOR**



**Annette Aravena**  
 Principal  
 CPM  
 Miami, FL

**ROUNDTABLES**

**TOPICS AND LEADERS**

- 1. Automate an Improved Tenant Experience, While Still Keeping that Personal Touch**  
**Mary Gentile**, LandQwest
- 2. Tools to Seamlessly Manage From the Office or Road**  
**Nicole Lewis**, Crossman & Company
- 3. Benefits of Smart Technology: Smart Irrigation & Lighting Control Systems**  
**Tracey Hall**, Phillips Edison
- 4. Best Practices in Shopping Center Safety & Security**  
**Jessica Heinecker**, Saglo Development

**RETAILERS**

**» Room S319**

The Retailers SIG has been established by retailers, for retailers only. You must be employed by a retail company to attend. Brokers representing retailers do not qualify.

**MODERATORS**



**Dan Depace**  
 ICSC Southern Division Ambassador  
 Senior Director, Real Estate  
 Office Depot  
 Boca Raton, FL



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**Brigid O'Connor**  
 Director of Real Estate Strategy  
 Publix Super Markets, Inc.  
 Lakeland, FL

## Deal Making & Retailer Central

10:30 am – 5:30 pm » South Hall B

## Lunch Served

12:00 – 12:30 pm » South Hall A

No lunch service after 12:30 pm.

## General Session: Trends in Retail Real Estate

12:30 – 1:30 pm » South Hall A

### MODERATOR



**Anjee Solanki**  
 National Director, Retail Services  
 Colliers International  
 San Francisco, CA

### PANELISTS



**Lee Arnold, CCIM**  
 Executive Chairman, Colliers Florida  
 Colliers International  
 Tampa, FL



**Beck Besecker**  
 CEO and Co-Founder  
 Marxent  
 St. Petersburg, FL



**Mike Wior**  
 CEO and Co-Founder  
 Omnivore  
 New York, NY

## Concurrent Sessions

2:00 – 3:30 pm

### A. Last Mile Delivery & The Impact on Physical Retail

» Room S320 C D

The logistics of getting products to the consumer has become one of the largest focuses of retailers. The last mile creates new demands, challenges and opportunities for shopping center owners. This panel will explore how these concepts are coming to reality.

### MODERATOR



**Kane Morris-Webster, CCIM**  
 Senior Director Investments  
 LandQwest  
 Orlando, FL

### PANELISTS



**David Murphy, SIOR, MAI, CCIM**  
 Senior Vice President  
 CBRE  
 Orlando, FL



**Chris Tomasulo**  
 Executive Vice President  
 JLL  
 Atlanta, GA

### B. Retail Loves Me...Retail Loves Me Not: How to Ignite the Spark with Today's Shopper

» Room S320 A B

Learn what tenants are tapping from Zimmerman Advertising, the retailers' data whisperer and brand activator. Find out how to hit the marketing bullseye, recognize consumer triggers, and much more.

### SPEAKER



**Brad Higdon**  
 Chief Marketing Officer  
 Zimmerman Advertising  
 Miami, FL

## Professional Development Workshops

3:30 – 5:00 pm

### A. Making Deals and Leveraging Change in the Age of Disruption

» Room S230 A B

The retail real estate industry is currently experiencing significant seismic shifts. These changes provide many opportunities and challenges for all stakeholders within the retail real estate landscape. We are constantly bombarded with information, but how do you tune out the noise and focus on what is important? What is the personal mindset necessary to manage oneself through these changes and how do we successfully execute deals in an era of growing complexity and change? Join this session to gain insight on best practices and strategies.

### INSTRUCTOR



**Paul Rutledge**  
 Senior Vice President  
 JLL  
 Tampa, FL



# Horizon

RETAIL CONSTRUCTION, INC.

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**Closed & Open Store  
Remodels**

**Complete Turnkey**

**Redemising**

**Downsizing**

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**B. Bridging the Gap: Creating Successful Public/Private Partnerships**

» **Room S230 C D**

Retail real estate is a critical source of revenue for communities. With a shared vision for a community's future growth, public/private partnerships can have significant benefits for both parties involved. These partnerships take time to build, and are not without their challenges. But in the end, a successful project carried through to completion will result in profit, incentives, and a retail center that meets the community's needs. While the community gains jobs, new tax revenue, more retail options, and potentially additional investment. This session will address the fundamentals of public/private partnerships, including the sources of capital, the economic and quality-of-life impact, the key stakeholders, as well as the community roadblocks and eventual pathways to success.

*CRRP Related Domains: Development and Asset Management*

**INSTRUCTOR**



**David Barilla**  
 ICSC Florida P3 Public Chair  
 Assistant Director  
 Downtown Development Board/  
 Community Redevelopment Agency  
 City of Orlando  
 Orlando, FL

**TUESDAY, AUGUST 28**

**Registration**

7:30 am – 2:00 pm » **Room S220 D E F G**

**Continental Breakfast**

8:00 – 8:30 am » **South Hall B**  
 No breakfast service after 8:30 am.

**Deal Making & Retailer Central**

8:00 am – 2:00 pm » **South Hall B**

**Concurrent Sessions**

10:00 – 11:30 am

**A. Traditional or Trendy, Reliable or Resonating; Today's Tenancy Dilemma**

» **Room S320 C D**

What is sustainability cool and what is reliably credit worthy? Debating place making concerns circa 2018.

**MODERATOR**



**Lori Schneider**  
 ICSC Southern Division Ambassador  
 Senior Managing Director  
 Marcus & Millichap  
 Fort Lauderdale, FL

**PANELISTS**



**Sherif Ayad**  
 President  
 ID & Design International  
 Miami/Fort Lauderdale, FL



**Karen Case**  
 ICSC Past Trustee  
 President - US Commercial Real Estate  
 CIBC  
 Chicago, IL



**Chuck Taylor, CRX, CSM, CLS**  
 Senior Vice President - Leasing  
 Madison Marquette  
 Miami/Fort Lauderdale, FL

**B. The Florida Economy: What do Consumers Think and What Should They Think?**

» **Room S320 A B**

An in-depth look at Florida's economic underbelly, including consumer confidence, demographics, and what indicators are telling us about where we are headed.

**SPEAKER**



**Dr. Christopher McCarty**  
 Director of the University of Florida's Bureau of Economic and Business Research  
 University of Florida - Survey Research Center  
 Gainesville, FL

**Lunch Served**

12:00 – 1:30 pm » **South Hall B**  
 No lunch service after 1:30 pm.

**Conference Adjourns**

2:00 pm

*Program information current as of August 10, 2018.*

# Florida Conference & Deal Making

## Join us for Finance & Accounting for Non-Finance Professionals Workshops

**August 28 | 1:00 – 6:00 pm » Room S230 A B**

This special educational program, led by Kenneth S. Lamy, CRX, distills **financial and accounting principles** into practical, easy-to-apply concepts. You'll leave the program with **new connections** and an advantage in all areas of **retail real estate**. This workshop is approved by the Florida DBPR for **5.0 hours of Continuing Education Credit**.

**Separate fee required.**

**Member: \$250 | Non-Member: \$400**

Sign up on-site at the registration desk.



## 2018 Back-to-School (BTS) Survey



Physical stores continue to be the most popular format for BTS purchases. Nearly 90% of BTS shoppers will make purchases in physical stores.



50% of adults in the U.S. will buy items for BTS this year.



Nearly three-quarters of BTS shoppers say they will spend more this year than in 2017. On average, this year's back-to-school consumer will spend \$812.



About 40% of BTS shoppers will use click-and-collect, which is a significant increase from 2017 (30%). 96% of BTS shoppers who already used click-and-collect bought additional items when in store picking up an online order.



The No. 1 reason for shopping in store is the ability to **physically see, touch or try on the merchandise**. No. 2 is better prices, good deals and promotions.

Source: ICSC Research. For the full report, visit [www.icsc.org](http://www.icsc.org)

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### Reception

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## **DIVISIONAL VOLUNTEER LEADERSHIP**

**Patricia M. Blasi, CRX, CSM**, ICSC Southern Division Vice President, Borghese Investments  
**Trey Morgan**, ICSC Southern Division Government Relations Chair, Morgan Property Group  
**John Wiles, Esq.**, ICSC Southern Division P3 Private Chair, Wiles & Wiles, LLP  
**Marty Wieder**, ICSC Southern Division P3 Public Chair, City of Grand Prairie  
**Steve Althoff**, ICSC Southern Division Innovation Chair, Four M Development  
**Bridgid O'Connor**, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.  
**Townsend Underhill, CRX**, ICSC Southern Division Next Generation Chair, Stirling Properties

## **STATE VOLUNTEER LEADERSHIP**

**Eric Rapkin**, ICSC Florida State Director, Akerman, LLP  
**David Walthall, P.E.**, ICSC Florida Government Relations Committee Chair, Kimley-Horn  
**Lynn Dehlinger**, ICSC Florida P3 Private Chair, Redevelopment Management Associates, LLC  
**David Barilla**, ICSC Florida P3 Public Chair, Assistant Director, Downtown Development Board/  
Community Redevelopment Agency City of Orlando, Orlando, FL  
**Katy Welsh, CRX, CLS**, ICSC Florida Operations Chair, Colliers International  
**Sharon Bodden**, ICSC Florida Retail Chair, Spencer Spirit Holdings, Inc.  
**Katy Figg**, ICSC Florida Next Generation Chair, Colliers International

## **PROGRAM PLANNING COMMITTEE**

**Justin Greider**, ICSC 2018 Florida Conference & Deal Making Program Planning Committee Chair, JLL  
**Kane Morris-Webster, CCIM**, ICSC 2018 Florida Conference & Deal Making Program Planning Committee Co-Chair,  
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**Megan Atkin**, Entwine Real Estate  
**Karl Brinkman**, Weingarten Realty Investors  
**Dan Depace**, Office Depot  
**Dana Dowsett**, Southeast Retail Group  
**Britta Eriksson**, Leaseconomics  
**Jim Michalak**, Plaza Advisors  
**Nichole Popovics**, The Sembler Company  
**Lori Schneider**, Marcus & Millichap  
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**Randy Smith**, Bohler Engineering  
**Adam Tiktin**, Tiktin Real Estate Investment Services  
**Stevens Tombrink**, Redstone Commercial  
**Mark Trommsdorff, CDP, CRX**, Kimco Realty Corporation  
**Erica Waltermire**, CBRE  
**Tracy Worrell**, Crossman & Company

# Florida Conference & Deal Making

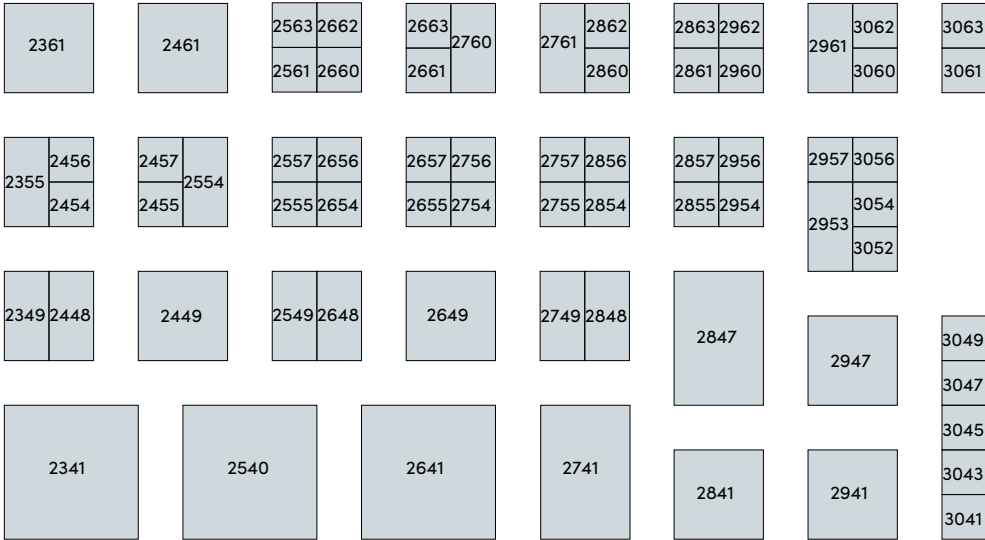
## Boxed Lunch Seating

1562	1561   1662	1663   1762	1763   1862	1861	1963   2062	University Square & Student Mentoring	2261   2362
1560	1660	1661   1760	1761   1860		1961   2060		2360
1556	1557   1656	Networking Lounge	1857   1954	1955	2055	2155   2256	2255
1554	1555   1654		1855			2151   2250	
1552						2149	2246
1550	1551   1650		1849   1950	1951   2050	2049   2148	2147	2249   2348
1548	1549   1646		1847   1946	1947   2046	2047   2146		2247   2346
1546	1547						
1544							
1540	1541		1643   1742	1743   1840	1843   1940	1941	2041
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## Retailer Central

1534	1531	1633	1733	1931	2033	2133	2233
1532							
1530							
1528		1629   1726	1729   1828				
1526	1527   1626	1627	1725   1826	1825   1924	1925	2025	2125
1522	1525   1624	1625   1724	1723   1820	1821   1920			2223
1520	1523   1622	1621   1722					
1518	1521   1620	1720	1721		1919	2021   2118	2119
1516	1517   1616	1617   1716	1717   1816	1817   1916			2219   2318
1514	1515   1614	1615   1714	1715   1814	1813   1914	1913   2012	2013   2114	2113
1512	1513   1612	1611   1712	1711   1810	1912		2112	
1510	1511   1610	1710					
1508				1809   1904	1909   2008	2009   2108	
1504	1505   1604	1605	1705	1805	1905   2004	2005   2104	2105
							2205

### Boxed Lunch Seating



### Retailer Central



# RAVAUDAGE

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# Exhibitors

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Phone: +1 425 677 7511  
Contact: Steve Cramer

## 7-ELEVEN, INC.

### Booth 2148

3200 Hackberry Road  
Irving, TX 75063  
Phone: +1 214 828 7778  
Contact: Brandon Wolf

## A10 Capital, LLC

### Booth 2008

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

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Phone: +1 407 392 2055  
Contact: Lindsay Hansen  
www.acrefl.com

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Suite 200  
Mechanicsville, VA 23111  
Phone: +1 804 730 0503  
Contact: Genevieve Goodwin  
www.advicestudios.com

## Advanced Drainage Systems/StormTech

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Winter Garden, FL 34787  
Phone: +1 800 733 9987  
Contact: Phillip Livingston  
www.ads-pipe.com

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Contact: Steve Yekich  
www.aeiconsultants.com

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Phone: +1 813 254 7339  
Contact: Robert Bender  
www.aerialinnovations.com

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Haines City, FL 33844  
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Contact: Terri Kamanaroff  
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www.amcomrealty.com

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www.AMPROteam.com

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Contact: Dori Fry

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Contact: Juliette Lauer  
www.apiplus.com

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www.aquapoint.com

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Contact: Jodi Frasere

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Contact: Maggie Rhine  
www.archonca.com

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Phone: +1 727 944 3500  
Contact: Eleni Lelekis

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Phone: +1 954 993 8747  
Contact: Roza H. Radkiewicz

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Needham, MA 02494  
Phone: +1 617 239 3600  
Contact: Suzann Cameron

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Contact: Nicole Gutierrez  
www.bilzin.com

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Phone: +1 888 440 7663  
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www.biscayneroofting.com

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Phone: +1 407 426 7702  
Contact: Caroline Miller  
www.bishopbeale.com

## **Boos Development Group, Inc.** **Booth 2105**

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Suite 100  
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Contact: Debra Giovanis  
www.boosdevelopment.com

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www.bowmanconsulting.com

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Contact: Kristen Moore  
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Contact: Jeff Smith  
www.broward.org/Econdev

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Contact: Diane Elyard  
www.brucestrumpf.com

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www.shopatbutler.com

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Phone: +1 904 493 1603  
Contact: Cheryl Bergeron

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www.capitalpacific.com

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Phone: +1 904 634 1200  
Contact: Mary Anne Brozman  
www.cbre.com

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Phone: +1 214 718 3477  
Contact: Carol Campbell

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www.centerstatebank.com

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Contact: Claire Waxenberg  
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Contact: Shalini Khandelwal  
commercial.century21.com

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Contact: Corey Runte  
www.cgcfloida.com

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www.charleswayne.com

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www.childrenofamerica.com

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www.coconutcreek.net

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Economic Development Office  
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Phone: +1 954 344 5771  
Contact: Yuu Soubra  
www.CoralSpringsEDO.com

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Phone: +1 954 924 6801  
Contact: Rickelle Williams

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Contact: Kris Mory  
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www.fortlauderdale.gov

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Contact: David Barilla

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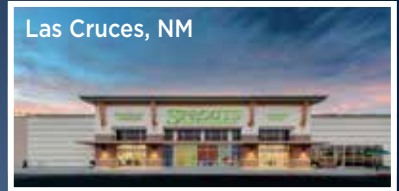
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Contact: Victoria Dick  
www.duro-last.com

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www.dynafire.com

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Contact: Jackie Bylsma

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www.edens.com

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Contact: Sunny Nariyani

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Contact: John Przybyla  
encoreinvestmentrealestate.com

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Contact: Christopher Savino

## **Equity, LLC** **Booth 1725**

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Contact: Kelly Crane  
www.equity.net

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Contact: Payton Foster  
www.fornessproperties.com

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www.FranklinSt.com

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Contact: Virginia MacKoul  
www.frontstreet.net

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Contact: Randy Cohen  
www.gaiconsultants.com

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Phone: +1 407 777 9660  
Contact: Timothy Garito

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Contact: Christina Ladd-Camacho  
www.gatorinvestments.com

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www.gtlaw.com

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www.naiflorida.com

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www.rwnk.com

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Contact: Troy Post

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Phone: +1 305 893 6511  
Contact: Sam Blatt

## **Oak Construction Co., Inc.**

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www.oakconstruction.com

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Jacksonville, FL 32256  
Phone: +1 904 367 5959  
Contact: Carrie Manley  
www.sleimanretail.com

## **Phillips Edison & Company**

### **Booth 2825**

11501 Northlake Drive  
Cincinnati, OH 45249  
Phone: +1 513 554 1110  
Contact: Kelly Kerby  
www.phillipsedison.com

## **Pine Street/RPS, LLC**

### **Booth 2119**

2650-2 Rosselle Street  
Jacksonville, FL 32204  
Phone: +1 904 398 1044  
Contact: Ann Freeland  
www.pinestreetrps.com

## **Planet Fitness**

### **Booth 2349**

4 Liberty Lane West  
Hampton, NH 03842  
Phone: +1 603 750 0001  
Contact: Christie Routhier  
www.planetfitness.com

## **PM Silicone**

### **Booth 2009**

540 Central Court  
New Albany, IN 47150  
Phone: +1 812 704 8496  
Contact: Tricia Schweitzer  
www.PMSilicone.com

## **PME**

### **Booth 2146**

P.O. Box 110009  
Naples, FL 34108-0101  
Phone: +1 239 596 9880  
Contact: Michelle Bunton  
www.pmefflorida.com

## **Prime Realty**

### **Booth 2456**

4237 Salisbury Road  
Suite 212  
Jacksonville, FL 32216  
Phone: +1 904 208 1168  
Contact: Kayla Deguzman

## **Primerica Group One, Inc.**

### **Booth 3010**

3629 Madaca Lane  
Tampa, FL 33618  
Phone: +1 813 933 0629  
Contact: Carol Smiddy  
www.primericagroupone.com

## **ProWasteUSA**

### **Booth 1518**

P.O. Box 1528  
Englewood, FL 32945  
Phone: +1 305 302 6921  
Contact: Mike White  
www.ProWasteUSA.com

## **Publix Super Markets, Inc.**

### **Booth 1931**

P.O. Box 407  
Lakeland, FL 33802-0407  
Phone: +1 863 602 1525  
Contact: Kimberly Nance  
www.Publix.com

## **Pure Properties Group**

### **Booth 3043**

220 West 7th Avenue  
Tampa, FL 33602  
Phone: +1 813 570 6900  
Contact: Monica Larrazabal  
www.purepropertiesgroup.com

# Exhibitors

## **Quick Response Fire Protection, LLC**

**Booth 1862**  
20545 Independence Boulevard  
Unit G  
Groveland, FL 34736  
Phone: +1 407 469 2134  
Contact: Eric Simmons  
www.quickresponsefl.com

## **Racetrac Petroleum, Inc.**

**Booth 2749**  
200 Galleria Parkway SE  
Suite 900  
Atlanta, GA 30339-6408  
Phone: +1 770 431 7600  
Contact: Mike Griffin

## **RAMCO**

**Booth 1919**  
31500 Northwestern Highway  
Suite 300  
Farmington, MI 48334  
Phone: +1 248 350 9900  
Contact: Kristen Scalisi  
www.ramcoproperties.com

## **Rapid Response Team**

**Booth 1760**  
2250 North Andrews Avenue  
Pompano Beach, FL 33069  
Phone: +1 954 288 0602  
Contact: Ivonne Oconnor

## **Ravti**

**Booth 2856**  
4100 West Kennedy Boulevard  
Tampa, FL 33609  
Phone: +1 720 352 1187  
Contact: Wade Knall

## **RD Management, LLC**

**Booth 1633**  
810 Seventh Avenue  
10th Floor  
New York, NY 10019-5898  
Phone: +1 212 265 6600  
Contact: Thomas Mirandi  
www.rdmanagement.com

## **RE Partners International, LLC**

**Booth 1643**  
1415 Panther Lane  
Naples, FL 34109  
Phone: +1 239 514 4001  
Contact: Jerry Starkey

## **Real Property Specialists, Inc.**

**Booth 1742**  
2345 West Sand Lake Road  
Suite 100  
Orlando, FL 32809  
Phone: +1 407 812 8000  
Contact: Bill Smith  
www.realpropertyspecialists.com

## **Redstone Investments**

**Booth 1820**  
5050 Belmont Avenue  
Youngstown, OH 44505-1020  
Phone: +1 330 759 4000  
Contact: Mary Kolesar

## **Regency Centers**

**Booth 2623**  
One Independent Drive  
Suite 114  
Jacksonville, FL 32202-3842  
Phone: +1 904 598 7000  
Contact: Jessica Sheard  
www.regencycenters.com

## **Retail Brokers Network**

**Booth 2119**  
338 South Sharon Amity Road  
Suite 185  
Charlotte, NC 28211  
Phone: +1 704 366 8999  
Contact: Ann Freeland

## **Retail Lease Trac, Inc.**

**Booth 1813**  
P.O. Box 1327  
Dahlonega, GA 30533  
Phone: +1 877 531 0007  
Contact: Rhonda Hayes  
www.rltrac.com

## **Retail Solutions Advisors**

**Booth 2555**  
P.O. Box 5664  
Lakeland, FL 33807  
Phone: +1 863 686 7330  
Contact: Rodney Thompson

## **Retail Strategies**

**Booth 1610**  
P.O. Box 531247  
Birmingham, AL 35253  
Phone: +1 205 314 0386  
Contact: Laura Marinos

## **RGA Design, LLC**

**Booth 1557**  
600 South Magnolia Avenue  
Suite 375  
Tampa, FL 33606  
Phone: +1 813 334 8370  
Contact: Ryan Krum  
www.rga-design.com

## **Rierner Insurance Group**

**Booth 2457**  
P.O. Box 250  
Hallandale, FL 33008-0250  
Phone: +1 954 454 3145  
Contact: Maria Martinez  
www.riernerinsurance.com

## **RKF**

**Booth 2147**  
800 Brickell Avenue  
Suite 502  
Miami, FL 33131  
Phone: +1 305 372 6200  
Contact: Elyse Bandel  
www.rkf.com

## **RMC Property Group**

**Booth 2341**  
8902 North Dale Mabry Highway  
Suite 200  
Tampa, FL 33614  
Phone: +1 800 728 5379  
Contact: Theresa Frederick  
www.rmcpvg.com

## **Rose Paving, LLC**

**Booth 2861**  
5718 East Columbus Drive  
Tampa, FL 33619  
Phone: +1 813 226 6686  
Contact: Leslie Benner  
www.rosepaving.com

## **Ross Realty Investments, Inc.**

**Booth 2118**  
3325 South University Drive  
Suite 210  
Fort Lauderdale, FL 33328-2020  
Phone: +1 954 452 5000  
Contact: Bob Sherman

## **Russell Aerial Photography**

**Booth 3047**  
1016 Flying M Court  
Edgewater, FL 32132  
Phone: +1 386 690 1532  
Contact: James Russell  
www.russair.com

## **Saglo Development Corporation**

**Booth 1843**  
777 Brickell Avenue  
Suite 708  
Miami, FL 33133  
Phone: +1 305 868 5131  
Contact: Kristina Remington

## **Scherer Construction**

**Booth 2241**  
2504 NW 71 Place  
Gainesville, FL 32653  
Phone: +1 352 371 1417  
Contact: Michael Biagini

## **Schmid Construction, Inc.**

**Booth 1532**  
1655 East Highway 50  
Suite 300  
Clermont, FL 34711  
Phone: +1 352 805 3030  
Contact: Joel Martin

## **Scott + Cormia**

**Architecture + Interiors**  
**Booth 3011**  
429 Keller Road  
Suite 200  
Orlando, FL 32810  
Phone: +1 407 660 2766  
Contact: Erin Simpson

## **Seacoast National Bank**

**Booth 2247**  
P.O. Box 9012  
Stuart, FL 34994  
Phone: +1 561 573 0583  
Contact: Lajuan Messer  
www.seacoastbank.com

## **SealMaster of Florida**

**Booth 1663**  
4901 30th Avenue South  
Tampa, FL 33619  
Phone: +1 813 248 8800  
Contact: Patrick Carr  
www.sealmaster.net

## **The Sembler Company**

**Booth 2033**  
5858 Central Avenue  
Saint Petersburg, FL 33707  
Phone: +1 727 384 6000  
Contact: Dawn Ladd  
www.Sembler.com

## **Seritage Growth Properties**

**Booth 1504**  
500 Fifth Avenue  
Suite 1530  
New York, NY 10110  
Phone: +1 212 355 7800  
Contact: Nellie Grande  
www.seritage.com

## **ShopCore**

**Booth 1940**  
10920 Via Frontera  
Suite 220  
San Diego, CA 92127  
Phone: +1 312 798 5168  
Contact: Maria Brown

## **ShopOne Centers REIT**

**Booth 2755**  
60 East 42nd Street  
Suite 2107  
One Grand Central Place  
New York, NY 10165  
Phone: +1 646 979 1111  
Contact: Kurt Pollex  
www.ShopOne.com

# Exhibitors

## Shopping Center Business Magazine/Southeast Real Estate Business Booth 3013

3500 Piedmont Road  
Suite 415  
Atlanta, GA 30305  
Phone: +1 404 832 8262  
Contact: Scott France

## The Shopping Center Group Booth 2805

300 Galleria Parkway  
12th Floor  
Atlanta, GA 30339  
Phone: +1 770 955 2434  
Contact: Jamie Standard

## Simon Booth 2504

225 West Washington Street  
Indianapolis, IN 46204  
Phone: +1 317 636 1600  
Contact: Mark Dreflak  
www.simon.com

## Sites USA Booth 2819

4005 West Chandler Boulevard  
Chandler, AZ 85226-3769  
Phone: +1 480 491 1112  
Contact: Lori Young

## SiteSeer Technologies Booth 2754

6154 North Meeker Place  
Suite 185  
Boise, ID 83713  
Phone: +1 801 634 8614  
Contact: Sam Lowder  
www.siteseer.com

## Sleiman Enterprises Booth 2916

1 Sleiman Parkway  
Suite 220  
Jacksonville, FL 32216-4977  
Phone: +1 904 731 8806  
Contact: Elise Greenbaum  
www.sleiman.com

## Southeast Centers, LLC Booth 2741

7284 West Palmetto Park Road  
210-S  
Boca Raton, FL 33433  
Phone: +1 561 347 0888  
Contact: Joe Manno

## Southeast Retail Group Booth 1604

1715 North Westshore Boulevard  
Suite 270  
Tampa, FL 33607  
Phone: +1 813 803 6400  
Contact: Sarah Kortright  
www.seretailgroup.com

## Southeastern Grocers Booth 2761

8928 Prominence Parkway  
Building 200  
Jacksonville, FL 32256  
Phone: +1 904 783 5000  
Contact: Jennifer Barnes  
www.segrocers.com

## Southern Management and Development L.P. Booth 2631

2300 NW Corporate Boulevard  
Suite 135  
Boca Raton, FL 33431  
Phone: +1 561 948 7100  
Contact: Kelly Ruiz  
www.smdproperty.com

## Space Coast Town Center West Melbourne, FL Booth 1761

4780 Dairy Road  
Suite 103  
Melbourne, FL 32904  
Phone: +1 321 984 0999  
Contact: William Benson

## Sperry Commercial Global Affiliates Booth 1556

18881 Van Karman  
Suite 800  
Irvine, CA 92612  
Phone: +1 949 705 5000  
Contact: Tangelique Wilcox  
www.sperrycga.com

## SRS Real Estate Partners Booth 2905

8343 Douglas Avenue  
Suite 200  
Dallas, TX 75225  
Phone: +1 214 560 3200  
Contact: Jamie Pape  
www.srsre.com

## St. Johns County Booth 1527

500 San Sebastian View  
Saint Augustine, FL 32084  
Phone: +1 904 209 0552  
Contact: Melissa Glasgow  
www.sjcf.us/EconomicDevelopment

## Stan Johnson Company Booth 2917

6120 South Yale Avenue  
Suite 300  
Tulsa, OK 74136  
Phone: +1 918 494 2690  
Contact: Alicia Waggoner  
www.stanjohnsonco.com

## Starbucks Coffee Company Booth 2919

2401 Utah Avenue South  
MS S-RE1  
Seattle, WA 98134  
Phone: +1 206 318 6710  
Contact: Hannah Brock

## Stephens Barrios, LLC Booth: 2757

605 Delaney Avenue  
Suite C  
Orlando, FL 32801  
Phone: +1 407 286 2610  
Contact: Chris Stephens  
www.stephensbarrios.com

## Stiles Booth 2725

301 East Las Olas Boulevard  
Fort Lauderdale, FL 33301  
Phone: +1 954 627 9400  
Contact: Corrinne Rinehart  
www.stiles.com

## Strategic Retail Advisors Booth 2649

1001 N U.S. Highway One  
Suite 710  
Jupiter, FL 33477  
Phone: +1 561 743 8724  
Contact: Brandon Nocella  
www.sraretailsouth.com

## Streetscapes, Inc. Booth 2360

1400 Sixteenth Street  
Suite 400  
Denver, CO 80202  
Phone: +1 303 398 7040  
Contact: James Shaffer  
www.streetscapes.biz

## Stephens Barrios, LLC Booth: 2757

605 Delaney Avenue  
Suite C  
Orlando, FL 32801  
Phone: +1 407 286 2610  
Contact: Chris Stephens  
www.stephensbarrios.com

## Subway Real Estate Corp. Booth 2215

325 Bic Drove  
Milford, CT 6461  
Phone: +1 800 888 4848  
Contact: Lynn McAlexander

## Suncoast Credit Union Booth 2662

4014 Gunn Highway  
Suite 140  
Tampa, FL 33618  
Phone: +1 813 340 8149  
Contact: Matt Gregory  
www.suncoastcreditunion.com

## Sutton Properties, Inc. Booth 1611

7201 1st Avenue South  
Saint Petersburg, FL 33707  
Phone: +1 386 566 0928  
Contact: Kim Ellis

## SVN Florida Commercial Real Estate Advisors Booth 1541

6615 West Boynton Beach Boulevard  
Suite 326  
Boynton Beach, FL 33437  
Phone: +1 386 547 4968  
Contact: Sarah Anderson  
www.svnflorida.com

## Sycamore Engineering, Inc. Booth 1712

8370 W Hillsborough Avenue  
Suite 205  
Tampa, FL 33615  
Phone: +1 813 889 0700  
Contact: JD Alsabbagh  
www.sycamoreng.com

## Tailwinds Development, LLC Booth 1810

100 Colonial Center Parkway  
Suite 230  
Lake Mary, FL 32746  
Phone: +1 321 363 4955  
Contact: James Gendreau

## Team Volusia EDC Booth 2960

One Daytona Boulevard  
Suite 240  
Daytona Beach, FL 32114  
Phone: +1 386 265 6332  
Contact: Mathew Chesnut

# Exhibitors

## **Thur & Associates (Thur Retail)**

**Booth 1916**  
327 Plaza Real Boulevard  
Suite 301  
Boca Raton, FL 33432  
Phone: +1 561 395 2441  
Contact: Shary Thur  
www.thurretail.com

## **Tiktin Real Estate Investment Services**

**Booth 3049**  
17071 West Dixie Highway  
North Miami Beach, FL 33160  
Phone: +1 305 975 7450  
Contact: Adam Tiktin  
www.tiktinrealestate.com

## **Town of Miami Lakes Booth 2151**

6601 Main Street  
Miami Lakes, FL 33014  
Phone: +1 979 922 4451  
Contact: Charisma Glassman

## **Trinity Commercial Group, Inc. Booth 2255**

9250 Corkscrew Road  
Suite 13  
Estero, FL 33928  
Phone: +1 239 334 3040  
Contact: Whitney Wolfe  
www.trinitycre.com

## **TS Consulting, Inc. Booth 2256**

485 Massachusetts Avenue  
Cambridge, MA 02139  
Phone: +1 702 782 3553  
Contact: Thomas Smith

## **Twin Rivers Capital, LLC Booth 1515**

125-G Wappoo Creek Drive  
Charleston, SC 29412  
Phone: +1 843 722 9925  
Contact: Laurin McGee  
www.twinriverscap.com

## **Unicorp National Developments, Inc. Booth 1816**

7940 Via Dellagio Way  
Suite 200  
Orlando, FL 32819  
Phone: +1 407 999 9985  
Contact: Taylor Coan  
www.unicorpUSA.com

## **Verardo Capital & Development Booth 2661**

516 Commons Drive  
Palm Beach Gardens, FL 33418  
Phone: +1 813 494 6800  
Contact: Stephanie Goins

## **Vercetti Enterprises Booth 2956**

2576 West 84th Street  
Hialeah, FL 33016  
Phone: +1 305 517 3772  
Contact: Christopher Cobas  
www.vercetti.net

## **VEREIT, Inc. Booth 2705**

2325 East Camelback Road  
Suite 1100  
Phoenix, AZ 85016-9078  
Phone: +1 602 778 6000  
Contact: Heather Varney  
www.VEREIT.com

## **W.H. Benson & Company**

4780 Dairy Road  
Suite 103  
Melbourne, FL 32904  
Phone: +1 321 984 0999  
Contact: William Benson

## **Walker & Dunlop, LLC Booth 1809**

7501 Wisconsin Avenue  
Suite 1200  
Bethesda, MD 20814  
Phone: +1 301 215 5518  
Contact: Ashton Monacelli  
www.WalkerDunlop.com

## **Washington Prime Group Booth 2847**

180 East Broad Street  
Columbus, OH 43215  
Phone: +1 614 621 9000  
Contact: Sarah Saide  
www.washingtonprime.com

## **Waste Management, Inc. of Florida Booth 2355**

3411 North 40th Street  
Tampa, FL 33605  
Phone: +1 813 545 0605  
Contact: Vicki Petersen  
www.wm.com

## **Waterstone Defeasance, LLC Booth 3012**

11600 North Community House Road  
Suite 200  
Charlotte, NC 27173  
Phone: +1 704 926 6501  
Contact: Connie Rodriguez

## **Wawa, Inc. Booth 2927**

260 West Baltimore Pike  
Wawa, PA 19063-5699  
Phone: +1 610 513 1681  
Contact: Dana Corvino  
www.wawa.com

## **Weingarten Realty Investors Booth 1955**

2600 Citadel Plaza Drive  
Suite 125  
Houston, TX 77008  
Phone: +1 713 866 6000  
Contact: Meagan Froehlich  
www.weingarten.com

## **Westwood Financial Booth 2049**

11440 San Vicente Boulevard  
2nd Floor  
Los Angeles, CA 90049-6216  
Phone: +1 310 820 5443  
Contact: Volker Schramm  
www.westffin.com

## **Williams Company Booth 1711**

2301 Silver Star Road  
Orlando, FL 32804  
Phone: +1 407 295 2530  
Contact: Ed Mcwhorter  
www.williamsco.com

## **Wireless Telematics, LLC Booth 1512**

P.O. Box 928588  
San Diego, CA 92192  
Phone: +1 855 259 9592  
Contact: Ciaron Mullaney

## **WLS Lighting Systems Booth 1717**

1919 Windsor Place  
Fort Worth, TX 76110  
Phone: +1 817 731 0020  
Contact: Chantelle Prejean  
www.wslighting.com

## **Wolverton & Associates Booth 1551**

6745 Sugarloaf Parkway  
Duluth, GA 30097  
Phone: +1 770 447 8999  
Contact: Tim Germaine

## **Woolbright Development Booth 2305**

3200 North Military Trail  
4th Floor  
Boca Raton, FL 33431  
Phone: +1 561 989 2240  
Contact: Jo-Anne Roggin  
www.woolbright.net

## **Yellowstone Landscape Booth 1511**

1930 Silver Star Road  
Orlando, FL 32804  
Phone: +1 407 814 2400  
Contact: Joseph Barnes  
www.yellowstonelandscape.com

## **Zaxby's Franchising, LLC Booth 1726**

1040 Founders Boulevard  
Athens, GA 30606  
Phone: +1 706 433 2289  
Contact: Tommy Mitchell  
www.zaxbysfranchising.com

*List current as of August 10, 2018.*



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