

Boston Convention & Exhibition Center Boston, MA | July 16 – 17, 2019 #ICSC



# MONDAY JULY 15

# **Optional Event: Golf Tournament**

8:00 am - 2:30 pm

# Wayland Country Club

121 Old Sudbury Road Wayland, MA 01778

# Optional Event: City of Boston Tour

2:30 - 5:30 pm

Join us for a guided bus tour of some of Boston's new and exciting retail and store developments. Hear from local developers, property owners, city officials and more.

No fee to attend. Pre-registration is required.

# **Opening Night Networking Reception**

5:30 - 8:00 pm

Please join us for our third annual New England Conference kickoff networking reception. bartaco provides upscale street food with a coastal vibe in a relaxed environment. Located in the heart of the bustling seaport area, bartaco evokes a visit to a stylish beach resort and creates an unforgettable experience.

# bartaco

25 Thomson Place Boston, MA 02210

# THANK YOU TO OUR RECEPTION HOSTS





# TUESDAY JULY 16

# Registration

8:00 am – 7:00 pm | Exhibit Level Registration East Foyer

# **Continental Breakfast**

8:30 - 9:30 am | Room 253

No breakfast service after 9:30 am.

# First-Timers, New Members and Students Orientation

8:30 - 9:30 am | Room 258

Whether you are a new ICSC member or this is your first meeting, we can help to make the most out of your experience. We will also provide new members and students a quick overview of ICSC programs and services and tell you how best to utilize ICSC's many career-advancing resources.

# Women in Real Estate Workshop

8:30 - 9:30 am | Room 254

# Demystifying the Ideal Woman Leader in Real Estate

Facilitated by the Orange Grove Group, this interactive workshop will explore how the unconscious biases women hold about themselves continue to be one of the dominant drivers that impact their leadership success. Join us for research-backed content and roundtable discussions that will enable you to reflect on your leadership potential and style. Come support your colleagues, sip mimosas, and leave empowered!

#### Social Media in Retail Real Estate

9:45 - 10:30 am | Room 257-A

Who's Doing It, How They're Doing It and How It's Working?

MODERATOR



# **PANFLISTS**



Beth Azor Owner Azor Advisory Group

Jesse Baer-Kahn Principal Graffito S.P.

Sabrina Sandberg Vice President of Retail & Marketing Strategy Samuels & Associates

# Concurrent Sessions

11:00 am - 12:00 pm

# **Opportunity Zones: The Many Perspectives** on the Land of OZ | Room 257-A

In the Wizard of Oz, Dorothy, the Tin Man, the Scarecrow and the Lion were all on a journey to the Emerald City. While they were all going to the same place, they each had their own perspective of what the end result would be. And who, or what, is behind the curtain? The same can be said about the new Land of OZ – Opportunity Zones. This panel will seek to answer key questions from the perspective of a developer, financial consultant and local municipality. What are opportunity zones? How did they come to be? Where are they? How do they work and what are the issues surrounding them?

#### MODERATOR



Michele Maresca, Esq. ICSC P3 Private Chair Attorney Robinson & Cole, LLP

# **PANFLISTS**



Carlos Febres-Mazzei Principal **Quaker Lane Capital** 



#### Andrew Grace

Director of Economic & Strategic Planning in the Office of Economic Development City of Boston



Obiora "Bo" Menkiti CEO Menkiti Group

# Thinking Outside the Box: Alternative Uses in Retail Real Estate | Room 257-B

As traditional retailer bankruptcies mount and e-commerce becomes more relevant, retail landlords have begun to fill the void and breathe new life into their centers by leasing to fitness, entertainment and other alternative users. This session will examine the trend of alternative uses in retail real estate and what these tenants can bring to the table. Join us to get the inside scoop on the opportunities and challenges that both the operators and landlords see and how the shopping center environment is evolving right before our eyes.

#### MODERATOR



**Dusty Burke** President & CEO American Commercial Real Estate

# **PANELISTS**



**Brad Artery** COO Launch Trampoline Park



**Charles Davis** Vice President, Leasing **Brixmor Property Group** 



Mike Kormelink Director of Franchise Real Estate Blink Fitness



Lauren Macaulay Franchisee Title Boxing Club

# Lunch Served

12:00 - 12:30 pm | Room 253

No lunch service after 12:30 pm.

# Welcome and Introduction to the Program

12:30 - 12:45 pm | Room 253



#### Michael Branton

New England Conference & Deal Making Program Planning Committee Co-Chair Vice President, Leasing KeyPoint Partners, LLC



# Kimberly Sluter

New England Conference & Deal Making Program Planning Committee Chair Director of Business Development New England Construction

# **Keynote Presentation**

12:45 – 1:45 pm | Room 253

Brian Beaulieu of ITR Economics, a renowned expert in economic forecasting, will provide an engaging overview of the world of retail and commercial real estate and where it is headed.



Brian Beaulieu CEO ITR Economics

# Concurrent Sessions

2:00 - 3:00 pm

# Capital Markets | Room 257-A

Join a fast paced and dynamic discussion featuring leaders in the retail industry covering the hottest topics of the day facing owners of retail property.

**MODERATOR** 



**Jim Koury** Senior Managing Director, HFF

PANELIST



Robert Horvath Principal Horvath & Tremblay

# Leasing Trends in a Transformative Retail World: Planning for the Future Room 257-B

Gain valuable insight from a diverse panel on how to take hold and get in front of impacts currently affecting our industry and the way we do deals. Learn more about analyzing the current and future customer and how to lease successfully moving forward.

MODERATOR

Jim Sylvia Founder & President READCO Sylvia Advisors **PANFLISTS** 

Curt Avallone CBO

Takeoff Technologies

**Kerry Dowling** Senior VP, Leasing Wilder



Charlotte Keesler
Investment Professional

# **Feature Presentation**

3:15 - 4:00 pm | Room 258

Gretta Monahan, a retailer, author and television personality, has been revolutionizing style and fashion for over twenty years in the greater Boston area. Operating the Grettaluxe, Grettacole and gSpa brands, Gretta brings a wealth of knowledge from the fashion and retailing world and discusses how to be customer centric in a changing retail landscape.



Gretta Monahan
President & CEO
Gretta Enterprises/GrettaStyle

#### Retailer Runway

4:15 - 5:15 pm | Room 258

A preliminary list of retailers includes:

Dunkin' Brands

**Exponential Fitness** 

Fun City

Garbanzo Mediterranean Fresh

Get Air/Launch

Inque

Phoenix Salon

Veggie Grill

# Member-Hosted Reception

5:30 - 7:00 pm | Room 253

Relax and unwind with your industry peers after a full day of programming. Hors d'oeuvres and two complimentary drink tickets will be provided for registered attendees.

# WEDNESDAY JULY 17

# Registration

7:00 am – 2:30 pm | Exhibit Level **Registration East Foyer** 

# **Continental Breakfast**

7:30 - 9:00 am | Exhibit Hall B1

No breakfast service after 9:00 am.

# **Deal Making**

8:00 am - 2:30 pm | Exhibit Hall B1

# **Retailer Central**

8:00 am – 2:30 pm | Exhibit Hall B1

# **Boxed Lunch**

12:00 - 12:30pm | Exhibit Hall B1

No lunch service after 12:30 pm.

# Conference Adjourns

2:30 pm

Program information current as of June 17, 2019.

# DIVISIONAL VOLUNTEER LEADERSHIP

Seth Geldzahler, ICSC Eastern Division Vice President, Bed Bath and Beyond Inc.

Sam Rank, ICSC Eastern Division Government Relations Committee Chair, Lambis Rank

Morgan Konstantinidis, ICSC Eastern Division Innovation Chair, Retail Sites, LLC

Barry Porter, ICSC P3 Private Divisional Chair, CPH, Inc.

Davon Barbour, ICSC P3 Public Divisional Chair, Downtown Partnership of Baltimore, Inc.

Wayland Benbow, ICSC Eastern Division Retail Chair, Great Clips, Inc.

Chris McMahon, ICSC Eastern Division Next Generation Chair, Summit Realty Partners, Inc.

# STATE VOLUNTEER LEADERSHIP

# CONNECTICUT

Denise Robidoux, ICSC State Director, Goman+York, LLC

Brian Zelman, ICSC Government Relations Committee Chair, Zelman Real Estate

Debbie Kern, CSM, ICSC State Operations Chair, Ocean State Job Lot

Michele Maresca, Esq., ICSC P3 Private Chair, Robinson & Cole, LLP

Jacqueline Wetenhall, ICSC P3 Public Chair, Stamford Downtown Special Service District

Jason Lombardi, ICSC Next Generation Chair, Hutensky Capital Partners

# MAINE / MASSACHUSETTS / NEW HAMPSHIRE / RHODE ISLAND / VERMONT

David Steinberg, CLS, ICSC State Director, Ocean State Job Lot

Mitch Feeney, ICSC State Government Relations Committee Co-Chair, Maine, Ahold Delhaize

Jon Towle, ICSC State Government Relations Committee Co-Chair, Massachusetts, L2M Architects

**James Prieto**, ICSC State Government Relations Committee Co-Chair, New Hampshire, Granite Commercial Real Estate

**Lisa Adelman**, ICSC State Government Relations Committee Co-Chair, Rhode Island, Ocean State Job Lot

**Brian Waxler**, ICSC State Government Relations Committee Chair, Vermont, Pomerleau Real Estate Co.

Steven Findlen, ICSC P3 Private Chair, Massachusetts, McMahon Associates, Inc.

Crystal Torman, ICSC P3 Public Chair, Massachusetts, City of Boston – Office of Economic Development

Ozzie Kooloian Jr., ICSC P3 Private Chair, Rhode Island, Kooloian Realty

Dylan Zelazo, ICSC P3 Public Chair, Rhode Island, City of Pawtucket

Michael Branton, ICSC Operations Chair, KeyPoint Partners, LLC

Sam Kallmerten, CLS, ICSC Next Generation Co-Chair, Brixmor Property Group

# PROGRAM PLANNING COMMITTEE

Kimberly Sluter, 2019 New England Conference & Deal Making Program Planning Committee Chair, New England Construction

Michael Branton, 2019 New England Conference & Deal Making Program Planning Committee Co-Chair, KeyPoint Partners, LLC

Alden Bush, EDENS Susan Cadieux, Healy Enterprises Christine Cannon, WS Development Associates, LLC Daniel Charest, ACRE Group, LLC Wayne Cobleigh, GZA GeoEnvironmental, Inc. Lindsay Corsino, Phase Zero Design Steven Duffy, Cuhaci & Peterson Architects, Inc. Evan Eisenhardt, Linear Retail Properties, LLC Bill Flynn, Net Lease Capital Advisors, Inc. Todd Galusha, CVS Health Travis Ginsberg, Summit Realty Partners, Inc. Sheryl Guglielmo, DiPrete Engineering Associates, Inc.

Susan A. Hays, Updike, Kelly & Spellacy, P.C. Jesse Hepler, William & Reeves Commercial Real Estate

Robert Horvath, Horvath & Tremblay Sam Kallmerten, Brixmor Property Group Alan Kelly, Waterstone Properties Group, Inc. James Koury, HFF, L.P.

Jacqueline Lakritz, New England Retail Properties, Inc.

Sarah Lemke, New England Development

David Locke, Waterstone Properties Group, Inc. Michele Maresca, Robinson & Cole, LLP Andrew Marsallo, New England Development Kass McInnis, Alder Partners/Planet Fitness Chris McMahon, Summit Realty Partners, Inc. Nicole Nielsen, CBRE Michael O'Mara, Atlantic Retail Patrick Paladino, Newmark Knight Frank Diana Perry, Linear Retail Properties, Inc. Thomas Phillips, Brown Rudnick, LLP Lawrence Platt, Platt Realty Group Barry Porter, CPH, Inc. Denise Robidoux, Goman+York, LLC Katie Santarelli, Blackline Retail Chris Scharff, Waterstone Properties Group, Inc. John Sokul, Hinckley Allen Jenna Stacer-Miccille, HFA David Steinberg, Ocean State Job Lot Alec Tarberry, Boston Realty Advisors Crystal Torman, City of Boston -Office of Economic Development Andy White, National Commercial Brokers, Inc.

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# Member-Hosted Reception

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GZA GeoEnvironmental, Inc.
HFF, L.P.
Linear Retail Properties, LLC
Murtha Cullina, LLP

New England Retail Properties, Inc.
Ocean State Job Lot
Pomerleau Real Estate Co.
Robinson + Cole
Sherin and Lodgen, LLP
The Simon Konover Company
Summit Realty Partners, Inc.
VHB

# Floor Plan

# **Exhibitors**

# **AEI Consultants** Booth 631

Contact: Stephen Graham Phone: +1 857 350 3519 aeiconsultants.com

# **Ahold Delhaize** Booth 323

Contact: Timothy Farina Phone: +1 617 770 8128 www.aholdusa.com

# AJ Signs Co. Booth 131

Contact: Bridgette Shoemaker Phone: +1 518 399 9291

# **Atlantic Retail** Booth 204

Contact: Elizabeth Strom Phone: +1 617 239 3600 www.atlanticretail.com

# **Bane Realty Capital** Booth 126

Contact: Neil Bane Phone: +1 917 923 0214

# **Bedford Cost Segregation** Booth 117

Contact: Angela Mooney Phone: +1 603 641 2600 www.bedfordtea.com

# **Benderson Development** Company, LLC Booth 127

Contact: Katie Betker Phone: +1 941 359 8303 www.benderson.com

# Bierbrier Development, Inc. Booth 211

Contact: Riley Merritt Phone: +1 781 863 1800 www.BierbrierDevelopment.com

# **Black Creek Group** Booth 219

Contact: Deanna Tiso Phone: +1 860 207 9199 www.blackcreekgroup.com

# **BLACKLINE Retail Group LLC** Booth 514

Contact: Melanie Chambers Phone: +1 617 553 1820 www.blacklinere.com

# **Brixmor Property Group** Booth 510

Contact: Kristen Moore Phone: +1 212 869 3000 www.brixmor.com

# **Calkain Companies** Booth 515

Contact: Leigh Cline Phone: +1 703 787 4714 www.calkain.com

# **Capital Group Properties, LLC** Booth 231

Contact: Brendan Carroll Phone: +1 508 768 7972

www.capitalgroupproperties.com

# Carpionato Group Booth 417

Contact: Krystal Carnes Phone: +1 401 273 6800

# CATIC Booth 532

Contact: Nicole Clawson Pratt Phone: +1 617 905 3647 www.catic.com

# CBRE Booth 304

Contact: Lucia Caradonio Phone: +1 617 439 6000

www.cbre.us

# **CE Paintina** Booth 624

Contact: Fric Crews Phone: +1 877 626 9904 www.cepaint.com

# Cedar Realty Trust, Inc. Booth 625

Contact: Donna De Leo Phone: +1 516 767 6492 www.cedarrealtytrust.com

# ci design, inc. Booth 630

Contact: Chris Bauer Phone: +1 617 848 9511 www.ci designinc.com

# CM&B. Inc. Booth 318

Contact: Molly Berry Phone: +1 781 246 9400 www.cmbteam.com

# CPH. Inc. Booth 416

Contact: Nikhel Jindal Phone: +1 508 659 7020

www.cphcorp.com

# Crosspoint Associates, Inc. Booth 424

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# Cuhaci & Peterson Booth 623

Contact: Laura White Phone: +1 407 661 9100

www.c p.com

# Cushman & Wakefield Booth 114

Contact: Katie Mahon Phone: +1 312 470 1800

www.cushmanwakefield.com/en

# CVS/Pharmacy

Booth 315

Contact: Debra Leclerc Phone: +1 401 770 2020 www.cvs.com

# The Dartmouth Company Booth 604

Contact: Emily Kuszmar Phone: +1 617 262 6620 www.dartco.com

# **Denenberg Realty Advisors** Booth 314

Contact: Neil Denenbera Phone: +1 617 720 5656 www.DenenbergRealty.com

# **DiMarco Group** Booth 621

Contact: Tania Gerhart Phone: +1 585 272 7760 www.dimarcogroup.com

# **DLC Management Corp.** Booth 511

Contact: Rashawn Jackson Phone: +1 866.DLC.MGMT www.dlcmgmt.com

# **Dollar Tree/Family Dollar** Booth 332

Contact: Sofia Clark Phone: +1 757 321 5388 www.dollartree.com

# **Exhibitors**

# Dunkin' Brands Inc. Booth 125

Contact: Jenna Tavares Phone: +1 781 737 3000 www.dunkinfranchising.com

# Duro Last Roofing Booth 626

Contact: Erin Atha Phone: +1 800 248 0280 www.duro last.com

# Eastern Retail Properties, Inc. Booth 324

Contact: Andre Farhat Phone: +1 781 849 9010 www.easternretail.com

# EDENS Booth 519

Contact: Lindsay Purcell Phone: +1 617 369 6600 www.edens.com

# Fafard Real Estate Booth 122

Contact: Michael Belinski Phone: +1 508 881 1600

#### Federal Realty Investment Trust Booth 412

Contact: Brenda Pomar Phone: +1 301 998 8316 www.federalrealty.com

# Feldco Development Corp. Booth 110

Contact: Amy Dorgan Phone: +1 617 982 6962 www.feldcodevelopment.com

# Galaxy Development, LLC Booth 232

Contact: Kayla Cournoyer Phone: +1 508 721 0005 www.galaxydevelopment.net

# Gondek Group: Berkshire Hathaway Commercial Booth 334

Contact: Rocco Gondek Phone: +1 860 818 0226

# Grossman Development Group Booth 113

Contact: Howard Grossman Phone: +1 508 449 0601 www.grossmanre.com

# Haynes Group Inc. Booth 616

Contact: Kaitlin Kingman Phone: +1 508 230 9494 www.haynesgroupinc.com

# HFA Booth 215

Contact: Daryl Whitmer Phone: +1 508 528 0770 www.hfa ae.com

# Horvath & Tremblay Booth 432

Contact: Leigh Barcamonte Phone: +1 781 776 4000 www.horvathtremblay.com

# ImageX Innovation Booth 622

Contact: Leah Peterson Phone: +1 702 214 2154 www.imagexinnovation.com

# INSTA BRITE Mobile Washing Booth 119

Contact: David Friedman Phone: +1 781 447 0022 www.instabrite.com

# KeyPoint Partners, LLC Booth 109

Contact: Chris Cardoni Phone: +1 781 273 5555 www.keypointpartners.com

# KGI Properties, LLC Booth 212

Contact: Joe Harnan Phone: +1 401 273 8600 www.kgiproperties.com

# Kimco Realty Corporation Booth 602

Contact: Annie Poon Phone: +1 516 869 9000 www.kimcorealty.com

# The Learning Experience Booth 222

Contact: Nick Vanella Phone: +1 561 886 6400 www.thelearningexperience.com

# Linear Retail Properties, LLC Booth 409

Contact: Diana Perry Phone: +1 781 273 5665 linearretail.com

# Marcus & Millichap Booth 609

Contact: Alexis Hummel Phone: +1 617 896 7200 www.marcusmillichap.com

# Messina Enterprises Booth 320

Contact: Frankie Messina Phone: +1 781 848 5000

# MS Consultants, LLC Booth 534

Contact: Jeff Hiatt Phone: +1 508 878 4846

# National Commercial Brokers, Inc. Booth 524

Contact: David Hann Phone: +1 617 243 0222 www.nationalcommercial.com

# Neville

# Booth 123

Contact: Geoffrey Grab Phone: +1 201 723 3292

# New England Development Booth 404

Contact: Karen Trentman Phone: +1 617 965 8700 www.nedevelopment.com

# New England Real Estate Journal Booth 618

Contact: Michael Campisi Phone: +1 781 878 4540 nerei.com

# New England Retail Properties, Inc.

# Booth 612

Contact: Carol Piano Phone: +1 860 529 9000 www.newenglandretail.com

# NOREL Service Co., Inc. Booth 620

Contact: Sue Watson Phone: +1 781 768 5500 www.norelservice.com

# Northeast Retail Leasing & Mgmt Co. LLC

# Booth 431

Contact: Michael Sarasin Phone: +1 860 683 9000 northeastretail.com

# **Exhibitors**

# Ocean State Job Lot Booth 120

Contact: Evan Portno Phone: +1 401 552 4607 www.oceanstatejoblot.com/real estate

#### Phase Zero Desian Booth 311

Contact: Jim Kimball Phone: +1 781 452 7121 www.phasezerodesign.com

# Phillips Edison & Company Booth 619

Contact: Kelly Kerby Phone: +1 513 554 1110 www.phillipsedison.com

# Placer.ai Booth 134

Contact: Jacqueline Brown Phone: +1 415 549 6537 www.placer.ai

# Pomerleau Real Estate Booth 520

Contact: Kristin Plantier Phone: +1 802 863 8210 www.vermontrealestate.com

#### The Proto Group LLC Booth 116

Contact: Steve Patten Phone: +1 203 234 6371 www.theprotogroup.com

# **RD Management LLC** Booth 226

Contact: Lauren Holland Phone: +1 212 265 6600 Ext. 264 www.rdmanagement.com

# **RK Centers** Booth 319

Contact: Kevin Belmont Phone: +1 781 320 0001 www.rkcenters.com

# Saletin Real Estate Group Booth 124

Contact: Leslie Anderson Phone: +1 401 944 5900 saletinregroup.com

# Saugatuck Commercial Real Estate Booth 525

Contact: Marianne Adamo Phone: +1 203 222 4194

# **Shopping Center Business/ Northeast Re Business** Booth 413

Contact: Scott France Phone: +1 404 832 8262 www.shoppingcenterbusiness.com

# The Simon Konover Company Booth 420

Contact: Carolyn Norton Phone: +1 860 570 2000 www.simonkonover.com

# Sonnys The Car Wash Factory Booth 121

Contact: Kevin Collette Phone: +1 800 327 8723 www.sonnysdirect.com

# Streetscapes Inc. Booth 422

Contact: James Shaffer Phone: +1 303 398 7040 www.Streetscapes.biz

# Sullivan Hayes Northeast Booth 310

Contact: Jed Hayes Phone: +1 860 305 7366 www.sullivanhayesne.com

# Summit Realty Partners, Inc. Booth 132

Contact: Gabrielle O'Brien Phone: +1 781 862 9700 www.summitrealtypartners.com

# Ten X Commercial Booth 224

Contact: David Levi Phone: +1 800 215 7780

# Terracon Consultants, Inc. Booth 234

Contact: Wally Shedd Phone: +1 603 647 9700 www.terracon.com

# **Town of Groton CT Economic Development** Booth 223

Contact: Lauren Post Phone: +1 860 446 5960 www.exploremoregroton.com

# **Trinity Realty Group** Booth 220

Contact: Kevin Parisi Phone: +1 518 458 7203 www.trgcos.com

# **TRUE Commercial Real Estate** Booth 331

Contact: Dominick Musilli Phone: +1 203 253 2407 www.truecre.com

# **Urstadt Biddle Properties** Booth 233

Contact: Steve Dudziec Phone: +1 203 863 8212 www.ubproperties.com

# Vantage Point Retail Booth 225

Contact: John Benoit Phone: +1 413 567 2900 www.vantagepointretail.com

# **Waterstone Properties Group** Booth 613

Contact: Jennifer Fairfield Phone: +1 781 559 3301 www.waterstoneretail.com

# Wilder Booth 504

Contact: Vivian Grossman Phone: +1 617 896 4913 www.wilderco.com

# **Wireless Telematics** Booth 216

Contact: Gregory Kimmel Phone: +1 858 472 2334 www.wirelesstelematics.com

# **WLS Lighting Systems** Booth 523

Contact: Chantelle Prejean Phone: +1 817 731 0020 www.wlslighting.com

# WS Development Booth 102

Contact: Katrina Meidanis Phone: +1 617 232 8900 www.wsdevelopment.com

List current as of June 17, 2019.