



Directory

Florida Conference & Deal Making

Orange County Convention Center
Orlando, FL | August 25 – 27, 2019
#ICSC



www.icsc.org/2019FL



**Vibrant Beachfront
Dynamic Downtown & Commercial Corridors**

**Office, retail and commercial from 200 to 20,000 sq. ft.
New construction and renovated. Variety of locations.**

**Hollywood Community Redevelopment Agency
1948 Harrison Street, Hollywood, FL 33020
www.ChooseHollywoodFL.com**

Florida Conference & Deal Making

SUNDAY, AUGUST 25

Registration

1:00 – 7:00 pm » Room S220 D-G

Certified Retail Real Estate Professional (CRRP) Information Session

2:15 – 2:45 pm » Room S230 C-D

Join us and learn about ICSC's new credential. Find out why earning this designation will help you increase your industry knowledge and become a more well-rounded professional. You will also receive information on the best way to prepare for the exam.



Karen M. Scott, CRRP
Senior Project Manager
CBRE

Professional Development Workshops

3:00 – 4:30 pm

A. Nine Creative Ways to Lease Your Vacancies Faster

» Room S230 A-B

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 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 Azor
President
Azor Advisory Services

B. Real Estate Finance 101*

» Room S230 C-D

Whether you are brand-new to the industry or have a few years' experience, it is always useful to learn and refresh financial concepts and terms used regularly in the industry. This session will focus on retail real estate financial principles, practices and terminology. You will also obtain a better understanding of shopping center business finances. *CRRP Course

INSTRUCTOR



Gary M. Ralston, CCIM, SIOR, CPM, CRE, CRRP, FRICS
Managing Director, Owner
SVN | Saunders Ralston Dantzler
Real Estate

Student Networking Event

3:00 – 4:30 pm » Room S220 A-B

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-Timers, New Members and Students Exhibit Floor Walking Tour

4:30 – 5:00 pm » Room S210 A

ICSC Team Members, ICSC Ambassadors and ICSC Volunteer Leaders will be on-hand to share how to make the most of your Conference experience. Join us for a tour of the exhibit floor to get your bearings.

Member-Hosted Reception

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

MONDAY, AUGUST 26

Registration

7:00 am – 5:30 pm » Room S220 D-G

Smokin' Hot Breakfast

7:30 – 8:00 am » South Hall A

Enjoy breakfast with special "hair of the dog" additions. Mimosas and Bloody Marys will be on hand to ease you into your Monday agenda. Sponsored by Sleiman Enterprises.



Opening Remarks, Program Overview and Industry Update

8:00 – 8:15 am » South Hall A



Kane Morris-Webster, CCIM
Florida Conference & Deal Making
Program Planning Committee Chair
Senior Director
B+E



Eric Rapkin
ICSC Florida State Director
Chair, Real Estate Practice Group
Akerman, LLP

Florida Conference & Deal Making



Leslie Fox
Senior Vice President, Membership
& Strategy
ICSC

Smokin' Hot Retailers on the Move

8:15 – 9:00 am » South Hall A

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

MODERATOR



Britta Eriksson
Florida Conference & Deal Making
Program Planning Committee
Co-Chair
Owner/Broker
Leaseconomics, LLC

PANELISTS



Chris Byam
Director of Real Estate
Kendra Scott



Randy Frank
Area Representative
Bigby Coffee



Edward Keith
Co-Founder & CSO
Regymen Fitness



Chad Montgomery
Real Estate & Development Manager
Andretti Indoor Karting & Games

Special Industry Groups (SIGs)

9:15 – 10:30 am

Capital Markets

» Room S230 E-F

FACILITATOR



Lori Schneider
ICSC Southern Division Ambassador
Senior Vice President, Investments
Marcus & Millichap

PANELIST



Mark Thompson
CEO
GroceryAnchored.com

Development, Design and Architecture

» Room S220 A-B

MODERATOR



Paul Ajdaharian
Senior Vice President
Simon

PANELISTS



Kenneth Adams
Director, Project Management
CBRE



Stacey Berthon, CRRP, CDP
Senior Vice President
HOAR



Erin Nellis
Director of Retail Development &
Construction
Tavistock



Jeff Suchan
Chief Development Officer
Cuhaci & Peterson

Leasing Roundtables

Room S230 A-C

See list of topics on page 8.

MODERATORS



Dana Dowsett
Vice President
Southeast Retail Group



Sandi Rogacki
Leasing Associate
Woolbright Development

Property Management Roundtables

» Room S210 B-C

See list of topics on page 7.

MODERATOR



Annette Aravena
Principal
CPM

Retailers

» Room S210 E

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



Bridgid O'Connor

ICSC Southern Division Retail Chair
Director of Real Estate Strategy
Publix Super Markets, Inc.

P3 Public/Private Partnership

» Room S230 D

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 Economic Development
Manager
Associate Broker
RMA

PANELISTS



Keith Brown

Director of Permitting
Cuhaci & Peterson



Benjamin Toro-Spears

Technical Advisor
Florida Housing Coalition

**Industry Talent Overview: From Student
to Emerging Professional**

10:30 – 11:30 am » Room S210 A

Students will have a chance to meet mentors from across the industry at this informal meet and greet and attend a short panel presentation on how to best launch and grow a retail real estate career.

Deal Making & Retailer Central

10:30 am – 5:30 pm » South Hall B

Industry Spotlight Pop-Up Sessions

11:30 am – 4:30 pm

» South Hall B Recharge Lounge

Come here for industry news from top

leaders about finance, insurance, technology and more. These are 20-minute sessions with each leader and will be held in the back of the exhibit hall in our Pop-Up Theater.

♦ **Medical Marijuana**

11:30 am

SPEAKERS



Nicholas Hansen

Regional Director of Government
Affairs
MedMen



Tara Tedrow

Attorney-Shareholder
Lowndes

♦ **Crash Course in Hard/Private Money**

2:00 pm

SPEAKER



Alex Horn

Managing Partner
BridgelInvest

♦ **Insurance**

3:00 pm

SPEAKERS



John D. Allen, ARM

CEO
Chronos Underwriters



Jamie Levenshon-Najman

Commercial Real Estate Producer
Hays Companies of Florida



David McBride

Executive Vice President
Hays Companies of Florida

♦ **Retail Real Estate Through
the Data Lens**

4:00 pm

SPEAKER



Ethan Chernofsky

Vice President, Marketing
Placer.ai

Lunch Served » South Hall A

12:00 – 12:30 pm

No lunch service after 12:30 pm.

Florida Conference & Deal Making

Keynote Presentation

12:30 – 1:30 pm » South Hall A



Vernice Armour, the first African American Female Combat Pilot, has a “Zero to Breakthrough Mentality” to ensure success in business and life. She energizes people to see obstacles as opportunities and conquer them at full speed.

Economic Update

2:30 – 3:30 pm » Room S230 A-C

Hear from Kevin Thorpe, Chief Economist and Global Head of Research on economic trends and forecasts impacting our industry and the State of Florida. Kevin is a past recipient of the NABE Outlook award for being recognized as the nation’s most accurate economic forecaster.



Kevin J. Thorpe
Chief Economist, Global Head of Research
Cushman & Wakefield

Professional Development Workshops

3:30 – 5:00 pm

A. Urban Redevelopment: Re-imagining and Rebuilding

» Room S230 E-F

Redevelopment can transform an entire neighborhood. Cities come alive through innovative design and accessible, adaptable community spaces. This session will discuss how an integrated approach that addresses the environmental, structural and social aspects of communities can benefit your properties. Get insight on what it takes to successfully redevelop existing retail real estate properties for today’s market.

INSTRUCTORS



Lynn Dehlinger
ICSC Florida P3 Private Chair
Senior Economic Development Manager
Associate Broker
RMA



Christopher Brown
Principal
RMA



Andrew Dorin
Principal
Cuhaci & Peterson



Sharon McCormick
Director of Marketing
RMA



Ashon Nesbitt
Technical Advisor/Research Analyst
Florida Housing Coalition

B. Experience is Everything: New Rules for Driving Shopper Engagement

» Room S230 G-H

Join us for this session 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.

INSTRUCTORS



Jeannie De Fazio, CRRP, CRX, CLS
Vice President, Real Estate
N3 Real Estate



Daniel Burgner
President & CEO
Burgner Experiential



Stephen McClurkin
President
Sydney, Inc.

TUESDAY, AUGUST 27

Registration

7:30 am – 2:00 pm » Room S220 D-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

Retailer Pop-Up Sessions

9:30 – 11:30 am

» **South Hall B Recharge Lounge**

Come to our Retailer Pop-Up Sessions to hear about exciting concepts and how they are moving to the next level. These are 20-minute sessions with each tenant and will be held in the back of the exhibit hall in our Pop-Up Theater.

◆ **Master Brokerage**

9:30 am

SPEAKERS



Ty Brewster
Master Broker
Keyser



Dana Dowsett
Vice President
Southeast Retail Group



Jonathan Heldin
Co-Founder
Archon Commercial Advisors



Drew Margol
Broker
Margol Commercial Realty Services

◆ **Restaurant Market Update**

10:00 am

SPEAKERS



Mike Kelly
Area Representative
Firehouse Subs



Kris McDonald
Senior Director of Real Estate &
Construction
Checkers Drive In Restaurants, Inc.



Greg Sausaman
CEO/CDO
Topper's Craft Creamery

◆ **Medical in a Retail World**

10:30 am

SPEAKERS



Cory Bird
Director of Real Estate
Pacific Dental Services



Eric Simon
Vice President of Franchise Sales
& Development
The Joint Chiropractic

◆ **CDO Spotlight**

11:00 am

SPEAKER



Richard Renninger
Chief Development Officer
Darden

Boxed Lunch Served

12:00 – 1:30 pm » **South Hall B**

No lunch service after 1:30 pm.

Event Adjourns

2:00 pm

Program information current as of August 13, 2019.

Monday, 9:15 – 10:30 am SIGs: Property Management Roundtables

#	Topic	Leader
1	Know Your Lease: Landlord's Role in Fire Protection. Inspection Differences Required by National Fire Protection Association (NFPA) vs. American Health Care Association (AHCA)	Mary Gentile, CRX, CSM LandQwest Commercial
2	Low Hanging Fruit for Maintaining Buildings With Lean Budgets	Devon Newton, Stiles
3	Preventative Maintenance – Why it's Worth Every Ounce of Energy and Every Penny	Rachel Slater, Casto
4	Security: Different Ways to Integrate Recent Technology Advancements	Brittney Liberti, Brixmor Property Group
5	Optimizing the Property Management & Brokerage Team for Leasing Success	Dwight Robertson, CFM, Equity

Florida Conference & Deal Making

Monday, 9:15 – 10:30 am **SIGs: Leasing Roundtables**

#	Topic	Leader
1	Personal Branding and Social Media Marketing	Michael Mogerman, Trinity Commercial Group
2	Medical Tenants in Retail Settings	Jon Johnson, Equity Construction Solutions Ben McLeish, Equity, LLC
3	Net Leased Investments: Whatever Happened to all That Talk About Rising Cap Rates?	Doug Aronson, Colliers International
4	Move Your Assets: Positioning Your Center to Add More Value	Deighton Babis, BDG Architects
5	Nuanced Issues in Real Estate Joint Venture Agreements	David Resnick, Bilzin Sumberg Baena Price & Axelrod, LLP
6	From Dream to Built – Development/Entitlement Process	Douette Pryce, Pryce Resources
7	Making Sense of Florida Demos to Sell the Site	Britta Eriksson, Leaseconomics, LLC
8	Leasing Trends in Northwest Florida	Shawn Maxey, Beck Partners
9	Why the Future of Retail is Mixed-Use	Britney Mroczkowski, BTI Partners
10	8 Creative Tips to Fill Vacancies Faster	Beth Azor, Azor Advisory Services
11	Sell Like A [LinkedIn] All-Star	Courtney Saksefski, LandQwest Commercial
12	Sourcing Tenants	Cammi Goldberg, Courtelis Company
13	Sourcing Quality Retail Acquisitions from a Contrarian Perspective	Peter Crane, Sansone Group Adam Lubkin, Ibis Development Group
14	Creative Leasing for Strips and Malls	Kevin Hipes, Hipes Consulting & Brokerage
15	Leasing and Tenant Coordination... How to Successfully Partner to Find and Onboard New Tenants and Generate Repeat Business	Karen Scott, CBRE Skye Group
16	A Recipe for Landing the Game-Changer Restaurant	Rafael Romero, JLL
17	What You Should be Doing in Your First Five Years of Commercial Real Estate	Jeffrey Kalil, Woolbright Development
18	Leasing Reps – How to Get Your Foot in the Door	Eric Apple, Regency Centers Ricky Ostrofsky, Franklin Street
19	Internet Resistant Leasing	Patrick Beraman, Cushman & Wakefield
20	Getting an Early Jump on New Development Leasing Opportunities	Craig Kopko, North American Properties
21	What Does NNN Mean?	Cynthia Shelton, LandQwest Commercial
22	Evolution of the Retail Bank Branch	Chris Kirschner, BDG Architects
23	Landlord Protections in Lease Provisions	Kristy Armada, Hackleman Olive & Judd PA

THANK YOU TO OUR SPONSORS

Global



North American



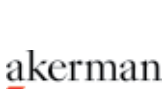
Platinum



Gold



Silver



Florida Conference & Deal Making

DIVISION VOLUNTEER LEADERSHIP

Kenton McKeehan, CRX, CSM, ICSC Trustee and Southern Division Vice President, Hines
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.
Ryan Rivera, ICSC Southern Division Next Generation Chair, Hartman Simons & Wood, LLP

STATE VOLUNTEER LEADERSHIP

Eric Rapkin, ICSC Florida State Director, Akerman, LLP
Bill Tomala, ICSC Florida Government Relations Committee Chair, Cuhaci & Peterson Architects, Inc.
Lynn Dehlinger, ICSC Florida P3 Private Chair, RMA
David Barilla, ICSC Florida P3 Public Chair, Downtown Development Board/Community Redevelopment Agency, City of Orlando, Orlando, FL
Katy Welsh, CRRP, 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

Kane Morris-Webster, CCIM, Florida Conference & Deal Making Program Planning Committee Chair, B+E
Britta Eriksson, Florida Conference & Deal Making Program Planning Committee Co-Chair, Leaseconomics, LLC
Dana Dowsett, Southeast Retail Group
Justin Greider, JLL
Whitaker Leonhardt, HFF, L.P.
Jamie Levenshon-Najman, The Hays Companies
Nichole Popovics, The Sembler Company
Lori Schneider, Marcus & Millichap
Dale Scott, CDP, CRX, Hawkins Construction, Inc.
Randy Smith, Bohler Engineering
Adam Tiktin, Tiktin Real Estate Investment Services
Stevens Tombrink, Redstone Commercial
Mark Trommsdorff, CDP, CRX, Kimco Realty Corporation
Erica Waltermire, Colliers International

WHAT'S NEXT

REDEFINING THE RETAIL EXPERIENCE

VISIT US AT BOOTH #2125
cushwakeretail.com | @cushwakeRETAIL

*Join Cushman & Wakefield's program
presenters Kevin Thorpe, Chief Economist,
Global Head of Research, and Mark Gilbert,
Vice Chairman, For An Economic Update*
Monday, August 26th | 2:30pm



**CUSHMAN &
WAKEFIELD**

ICSC GLOBAL SPONSOR

Floor Map

LEVEL 3 MEETING ROOMS

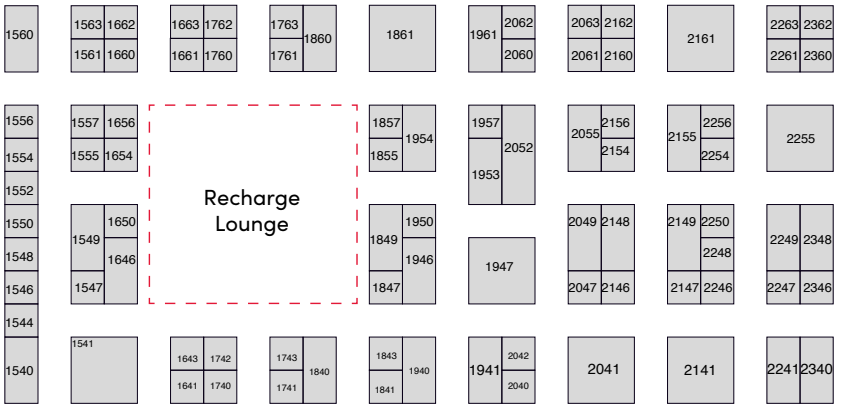
S310D
S310C
S310B
S310A

S310H
S310G
S310F
S310E

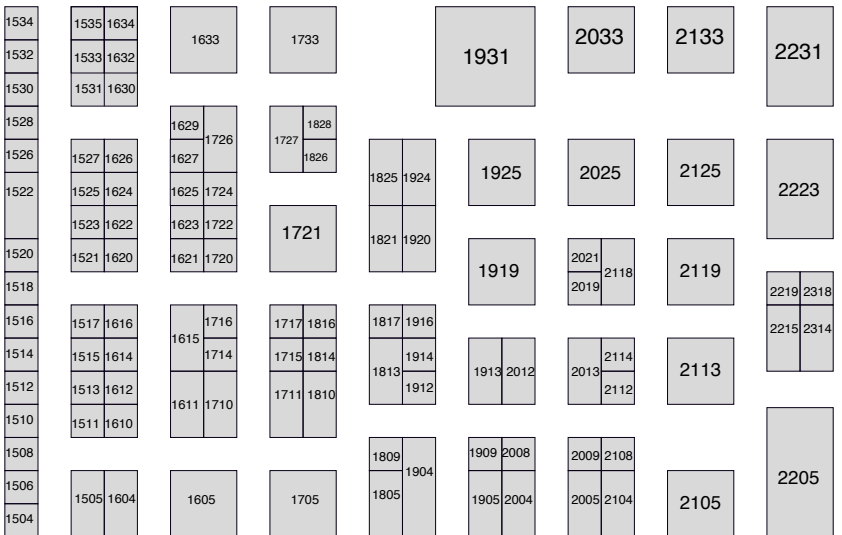
S312
S311

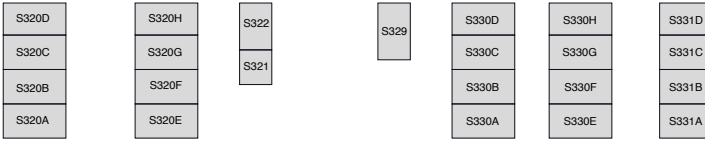
S319

BOXED LUNCH SEATING



RETAILER CENTRAL





BOXED LUNCH SEATING



RETAILER CENTRAL



ENTRANCE

1031 TRADE

EXCHANGE FASTER.



INSTANTLY SWEEP THE ACTIVE MARKET

+/- 4,000 NNN listings are available on and off-market, 24 hours a day, 7 days per week.



WORK WITH AN EXPERIENCED 1031 EXCHANGE BROKER

B+E brokers have closed billions in net lease transaction volume across all 50 states.



ORGANIZE EVERYTHING IN ONE PLACE

Innovative dashboards, task management tools, and data vaults help buyers stay on track and on time.



COMMUNICATE BETTER

A buyer's entire team will have real-time data and communication on all deals, using B+E's collaborative hub throughout the entire exchange.



WHAT'S DIFFERENT ABOUT 1031 EXCHANGING WITH B+E?

B+E is a modern brokerage firm, taking the chaos out of 1031 Exchange. We combine deep expertise with the latest advancements in Artificial Intelligence, allowing anyone to confidently trade net lease properties. Our 1031 Trade is the first AI-driven 1031 Exchange platform with the largest database of triple net lease properties across all 50 states. We work with buyers, sellers, and brokers every step of the way, matching you with the right properties soon; with our innovative dashboards and personalized tools, you can see the entire transaction process end-to-end.



BENETLEASE.COM

NEW YORK | CHICAGO | ATLANTA | TAMPA | SAN FRANCISCO

Exhibitors

2-D As-Built Floor Plans

Booth 2454

Contact: Steve Cramer
Phone: +1 425 677 7511

7-Eleven, Inc.

Booth 2148

Contact: Brandon Wolf
Phone: +1 214 828 7778

A10 Capital, LLC

Booth 2008

Contact: Camille Moreno
Phone: +1 208 577 5000
www.a10capital.com

ACRE Commercial Real Estate

Booth 1814

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

Ad Vice, Inc.

Booth 1828

Contact: Genevieve Goodwin
Phone: +1 804 730 0503
www.advicestudios.com

Advanced Drainage Systems/ StormTech

Booth 2155

Contact: Phillip Livingston
Phone: +1 800 733 9987
www.ads-pipe.com

All County Paving

Booth 1857

Contact: Steve Winter
Phone: +1 561 819 3893

Alliance of Retail Brokers

Booth 3024

Contact: Eric Odum
Phone: +1 813 514 1070

Altieri Transco American Claims

Booth 1550

Contact: Ray Penge
Phone: +1 813 247 4757
www.altieritransco.com

American Commercial Realty

Booth 1805

Contact: George Kleier
Phone: +1 561 775 1300
www.amcomrealty.com

AMPRO

Booth 2314

Contact: Agnieszka Chwaleba
Phone: +1 813 980 0300
www.amproteam.com

APG

Booth 2848

Contact: Dori Fry
Phone: +1 727 530 0077

Archon Commercial Advisors

Booth 2361

Contact: Maggie Rhine
Phone: +1 407 278 5535
www.archonca.com

Arkon Power, LLC

Booth 1826

Contact: Graham Brown
Phone: +1 727 944 3500

Atlantic Retail

Booth 2325

Contact: Suzann Cameron
Phone: +1 617 239 3600
www.atlanticretail.com

Atlantic Southern Paving and Sealcoating

Booth 2827

Contact: Laura Lessey
Phone: +1 954 581 5805
www.atlanticsouthernpaving.com

Atwater Group

Booth 3060

Contact: Elizabeth Lucas
Phone: +1 312 332 0690
www.atwatergroup.com

Avalon Park Group

Booth 3015

Contact: Tracy Durham
Phone: +1 407 658 6565

AVCON, Inc.

Booth 1743

Contact: Rick Baldocchi
Phone: +1 407 599 1122
www.avconinc.com

AVID Group

Booth 1825

Contact: Steven Stuebs
Phone: +1 727 789 9500
www.avidgroup.com

Avison Young

Booth 1705

Contact: Virginia MacKoul
Phone: +1 561 721 7000
www.Avisonyoung.com

Azor Advisory Services, Inc.

Booth 1849

Contact: Josee Crosbie
Phone: +1 954 615 0615
www.bethazor.com

B+E

Booth 1525

Contact: Katherine Wadleigh-White
Phone: +1 646 770 0659
www.benefitlease.com

The Barclay Group

Booth 2161

Contact: Loren Coia
Phone: +1 727 733 8417
www.barclaygroup.com

Barkett Realty Group, LLC

Booth 3056

Contact: Danielle Barkett
Phone: +1 407 574 3530
www.barkettrealtygroup.com

Baxter Restoration

Booth 1523

Contact: Steffani Schwartz
Phone: +1 407 423 5553
www.baxterrestoration.com

Benderson Development Company

Booth 2531

Contact: Julie Fanning
Phone: +1 941 359 8303
www.benderson.com

Big Box Broker LLC

Booth 1515

Contact: Charles Silver
Phone: +1 561 376 0104
www.BigBoxBroker.com

Bilzin Sumberg

Booth 1847

Contact: Moni Barrios
Phone: +1 305 375 6143
www.bilzin.com

Bishop Beale Duncan

Booth 2340

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

Boos Development Group, Inc.

Booth 2105

Contact: Debra Giovanis
Phone: +1 727 669 2900
www.boosdevelopment.com

Bowman Consulting Group

Booth 1716

Contact: Taylor Vollman
Phone: +1 321 255 5434
www.bowmanconsulting.com



**Retail's on
the move...**

MAKE THE MOST OF IT

SMD

Southern Management
and Development, L.P.



**Capture today's retail opportunities
with SMD's results-driven services.**

Brokerage / leasing

Professional property management

An expert in renovating and repositioning existing centers

FLORIDA | TENNESSEE | INDIANA

561.948.7100

WWW.SMDPROPERTY.COM

Exhibitors

Brixmor Property Group Booth 2331

Contact: Chris Ralph
Phone: +1 212 869 3000
www.brixmor.com

Broward County Office of Economic and Small Business Development Booth 1614

Contact: Jeff Smith
Phone: +1 954 357 6400
www.broward.org/Econdev

Bruce Strumpf, Inc. Booth 2448

Contact: John Stoner
Phone: +1 727 449 2020
www.brucestrumpf.com

Butler Enterprises Booth 1904

Contact: Mary Reichardt
Phone: +1 352 372 3581
www.shopatbutler.com

Butters Construction & Development Booth 1722

Contact: Tim Thomas
Phone: +1 954 312 2400
www.butters.com

C.L. Burks Booth 1532

Contact: Jeffrey Black
Phone: +1 724 288 7500
www.clburks.com

CAM Service and Repair Booth 1544

Contact: Clifford Barfield
Phone: +1 407 286 7573
www.camservice.net

Cantrell & Morgan Booth 3007

Contact: Cheryl Bergeron
Phone: +1 904 493 1603
www.cantrellmorgan.com

Capital Pacific Booth 2816

Contact: Elizabeth Gibson
Phone: +1 415 274 7395
www.capitalpacific.com

Carolina Holdings, Inc. Booth 1909

Contact: Richelle Doney
Phone: +1 864 272 0088

Casto Booth 2913

Contact: Sheila Cowan
Phone: +1 941 552 2700
www.castoinfo.com

CBL Properties Booth 1920 Contact: Natalie Flanagan Phone: +1 423 855 0001 www.cblproperties.com

CBRE Booth 2711 Meeting Room S320A

Contact: Cecile Blanco
Phone: +1 305 374 1000
www.cbre.com

CCIM Technologies Booth 2455

Contact: Carol Campbell
Phone: +1 214 718 3477

CenterState Bank Booth 1546 Contact: Matthew Mee Phone: +1 855 863 2265 www.centerstatebank.com

Centimark Booth 1504 Contact: David Slivinski Phone: +1 321 304 2003 www.centimark.com

Centre-Line Real Estate Booth 3046 Contact: Claire Waxenberg Phone: +1 305 576 9008 www.centre-line.com

Chain Store Guide Booth 1715 Contact: Ivette Diaz Phone: +1 813 627 6800 www.chainstoreguide.com

Charles Wayne Properties, Inc. Booth 2114 Contact: Joanne Winkler Phone: +1 386 238 3600 www.charleswayne.com

CHW Booth 1711 Contact: Missy Boyer Phone: +1 352 331 1976 www.chw-inc.com

ci design, inc. Booth 2918 Contact: Chris Bauer Phone: +1 800 978 5606 www.ci-designinc.com

Circle K Stores, Inc. Booth 2961 Contact: Matt Garcia Phone: +1 813 910 6800

City of Coconut Creek Booth 1622 Contact: Scott Stoudenmire Phone: +1 954 973 6756 www.coconutcreek.net

City of Coral Springs Booth 1626 Contact: Yuu Soubra Phone: +1 954 344 5771 www.CoralSpringsEDO.com

City of Dania Beach CRA Booth 1624 Contact: Rickelle Williams Phone: +1 954 924 6801 Ext. 3732

City of Fort Lauderdale - Economic & Community Investment Booth 1629 Contact: Michael Chen Phone: +1 954 828 6359 www.fortlauderdale.gov

City of Fort Pierce Booth 1554 Contact: Shyanne Helms Phone: +1 772 467 3034 www.cityoffortpierce.com

City of Hollywood Booth 1615 Contact: Herb Conde-Parlato Phone: +1 954 921 3620

City of Kissimmee Booth 2557 Contact: Belinda Kirkegard Phone: +1 407 518 2307 www.kissimmee.org

City of Largo Booth 3027 Contact: Teresa Brydon Phone: +1 727 586 7360 www.largo.com

City of Lauderhill Booth 1616 Contact: Julie Brown Phone: +1 954 730 3041 www.lauderhill-fl.gov

Visit us at the ICSC Florida Conference to discuss acquisitions and leasing opportunities.

Booth #1710. Call for an appointment at 770.980.8179.



Our Florida Shopping Center Locations

Boynton Commons, Boynton Beach • Gateway Market Center, St. Petersburg • Lakeside & Lakeside Crossing, Winter Park
PGA Plaza, Palm Beach Gardens • Peachland Promenade, Port Charlotte • Plantation Grove, Ocoee • Rio Pinar Plaza, Orlando
Sarasota Pavilion, Sarasota • Suncrest Village, Orlando • Westfork Plaza & Paraiso Parc, Pembroke Pines



InvenTrust
Properties

We own, buy, lease and manage grocery-anchored centers in these key markets:
Atlanta | Denver | Southern California | Dallas/Fort Worth/Arlington | Houston | Austin
San Antonio | Tampa/St. Petersburg | Charlotte | Raleigh/Durham | Orlando
Miami/Fort Lauderdale/West Palm Beach | DC Metro

www.InvenTrustProperties.com | 630.570.0700 | Follow us on   @InvenTrustProp

Exhibitors

City of Miami Gardens Booth 1549

Contact: Tamara Wadley
Phone: +1 786 509 8850

City of Oakland Park Booth 1627

Contact: Neysa Herrera
Phone: +1 954 630 4251
www.oaklandparkfl.gov

City of Orlando Booth 1841

Contact: David Barilla
Phone: +1 407 246 3703

City of Pembroke Pines Booth 1620

Contact: Michael Stamm
Phone: +1 954 392 2100
www.ppines.com

City of Pompano Beach Booth 1625

Contact: Chris Clemens
Phone: +1 954 786 4601
www.pompanobeachfl.gov

City of Tamarac Booth 1621

Contact: Lori Funderwhite
Phone: +1 954 597 3513
www.tamarac.org

Cohen Commercial Realty, Inc. Booth 1925

Contact: Jamie Crocker
Phone: +1 561 471 0212
www.cohencommercial.com

Coldwell Banker Commercial Affiliates, Inc. Booth 2113

Contact: Matt Kornfeind
Phone: +1 800 222 2162
www.cbcworldwide.com

Colliers International Booth 2231

Meeting Room S330AB
Contact: Lynsey Alegria
Phone: +1 813 221 2290
www.colliers.com

Commodore Realty, Inc. Booth 2219

Contact: Nicole Christodoulou
Phone: +1 305 365 2600 Ext. 40
www.commodorealty.com

Concept Companies Booth 1861

Contact: Susan Lynch
Phone: +1 352 333 3233
www.conceptcompanies.net

Courtelis Company Booth 2841

Contact: Charmaine Barnaby
Phone: +1 305 261 4330
www.courtelis.com

CPH, Inc. Booth 2019

Contact: Nik Jindal
Phone: +1 407 322 6841
www.cphcorp.com

CRE Consultants Booth 1530

Contact: Shirley Bulgerin
Phone: +1 239 481 3800
www.creconsultants.com

Critical Path Construction Booth 1505

Contact: Ada Holian
Phone: +1 305 856 3919
www.criticalpathgc.com

Crossman & Company Booth 2540

Contact: Gena Filion
Phone: +1 407 423 5400

CSG Consolidated Service Group Booth 2360

Contact: Carmen Burkhammer
Phone: +1 407 948 3822
www.csgetcamservices.com

Cuhaci & Peterson Architects, LLC Booth 1733

Contact: Laura White
Phone: +1 407 661 9100
www.c-p.com

Cushman & Wakefield Booth 2125

Contact: Jamie Schmitz
Phone: +1 415 773 3511

Dacar Management, LLC Booth 2648

Contact: Elizabeth Thalman
Phone: +1 954 505 5500
www.dacar.us

Demetree Real Estate Services, Inc. Booth 1654

Contact: Preet Bansal
Phone: +1 407 647 9800
www.DemetreeRealEstate.com

DLC Management Corporation Booth 2717

Contact: Rashawn Jackson
Phone: +1 914 631 3131
www.dlcmgmt.com

Dollar Tree/Family Dollar Booth 1913

Contact: Rachel Hornbrook
Phone: +1 757 321 5388

Dorsky + Yue International Architecture Booth 2954

Contact: Kevin Zak
Phone: +1 216 468 1850
www.dorskyyue.com

Downtown Development Authority (Miami DDA) Booth 1947

Contact: Antoine Williams
Phone: +1 305 379 6579

Downtown Doral Booth 2348

Contact: Cristine Danauy
Phone: +1 305 392 5800
www.downtowndoral.com

Driveway Maintenance, Inc. Booth 2156

Contact: Michelle Lippai
Phone: +1 407 487 6578
www.driveway.net

Duro-Last, Inc. Booth 1660

Contact: Erin Aitha
Phone: +1 989 758 1088
www.duro-last.com

Economic Development Council of St. Lucie County Booth 1555

Contact: Jackie Bylsma
Phone: +1 772 336 6256
www.youredc.com

EDC Services Group, LLC Booth 1506

Contact: Julia Moore
Phone: +1 407 771 4442
www.edcsg.com

EDENS Booth 2420

Contact: Lindsay Purcell
Phone: +1 954 670 8990
www.edens.com

Elevation Development, LLC Booth 2042

Contact: Owais Khanani
Phone: +1 407 270 8866
www.ElevationDev.com

WE'VE GOT FLORIDA RETAIL COVERED



- 127 PROPERTIES
- 20 COUNTIES
- 6.5 MILLION SF
- 47 YEARS



800.728.5379 | RMCPG.COM

8902 N DALE MABRY HWY, SUITE 200 | TAMPA, FL 33614

Exhibitors

ELEVEN18 Architecture

Booth 2112

Contact: Tori Thornton
Phone: +1 407 745 5300
www.eleven18architecture.com

EMPAD Architecture

Booth 1724

Contact: Chris Culbertson
Phone: +1 727 570 9506
www.empad.net

Empire Roofing

Booth 1656

Contact: Carla Branes
Phone: +1 786 562 1851
www.empireroofing.com

Equity Investment Services

Booth 1953

Contact: Christopher Savino
Phone: +1 407 716 1084

Equity, LLC

Booth 1727

Contact: Kelly Crane
Phone: +1 813 490 9800
www.equity.net

Excel Engineering, Inc.

Booth 1817

Contact: Jeff Kamin
Phone: +1 920 322 1794
www.excelengineer.com

Excess Space Retail Services,

Inc., A Newmark Grubb Knight Frank company

Booth 2818

Contact: Nancy Murguia
Phone: +1 714 594 9800
www.ExcessSpace.com

Extended Stay America Hotel

Booth 1662

Contact: Carol Bauman
Phone: +1 813 713 7600

Faris Lee Investments

Booth 2246

Contact: Ingrid Vallon
Phone: +1 949 922 9182
www.farislee.com

Fellers, Schewe, Scott & Roberts, Inc.

Booth 2318

Contact: Travis Thatcher
Phone: +1 770 621 9548
www.fssr.com

The Ferber Company, Inc.

Booth 2449

Contact: Pam Laurenzo
Phone: +1 561 625 9125
www.ferbercompany.com

Firehouse Restaurant Group, Inc.

Booth 1914

Contact: Mike Kelly
Phone: +1 800 388 3473
www.firehousesubs.com

Five Star Claims Adjusting

Booth 3063

Contact: Chelsee Camero
Phone: +1 407 466 5235
www.askanadjuster.com

Florida International University

Tibor & Sheila Hollo School of Real Estate

Booth 2256

Contact: Eileen Cardelle
Phone: +1 305 779 7891
www.msire.fiu.edu

Florida State University

Real Estate Center

Booth 1514

Contact: Mandy Chapman
Phone: +1 850 644 4071
www.fsurealestate.com

FMP Services/Michael Wallack

Booth 2162

Contact: Michael Wallack
Phone: +1 954 599 6039

Forness Properties

Booth 2825

Contact: Payton Foster
Phone: +1 407 403 5846
www.fornessproperties.com

Foundry Commercial

Booth 3043

Contact: Elizabeth Carrara
Phone: +1 407 757 1919

FPL Energy Services

Booth 1517

Contact: Richard Anderson
Phone: +1 561 568 2134
www.fpl.com

Franklin Street

Booth 2830

Contact: Emillie Stempski
Phone: +1 813 839 7300
www.FranklinSt.com

Fuqua Development

Meeting Room S320F

Contact: Jennifer Ledbetter
Phone: +1 404 907 1709

Garito & Company, LLC

Booth 1742

Contact: Timothy Garito
Phone: +1 407 777 9660
www.garitoco.com

Gator Investments

Booth 2025

Contact: Christina Ladd-Camacho
Phone: +1 305 949 9049
www.gatorinvestments.com

GBT Realty Corporation

Booth 2223

Contact: Befina Didomenico
Phone: +1 615 370 0670
www.gbtrealty.com

Genesis Real Estate

Advisers, LLC

Booth 1522

Contact: Tracy Reece
Phone: +1 404 869 2700
www.genesis-rea.com

Global Fund Investments, Inc.

Booth 1946

Contact: Kevin Buth
Phone: +1 305 535 6305
gfinvestments.com

Guy Roofing

Booth 3029

Contact: Kelli Gosnell
Phone: +1 800 771 0778

Halvorsen Holdings, LLC

Booth 2012

Contact: Tim Berg
Phone: +1 561 367 9200
www.Halvorsenholdings.com

Harry E. Robbins

Associates, Inc.

Booth 1521

Contact: Loyd Robbins
Phone: +1 941 924 8346
www.RobbinsCommercial.com

Hawkins Construction, Inc.

Booth 2104

Contact: Leslie Easom
Phone: +1 727 938 9719
www.hawkinsnet.com

Hays Companies of Florida

Booth 1905

Contact: David McBride
Phone: +1 954 475 3600
www.hayscompanies.com

Heartland Dental, LLC

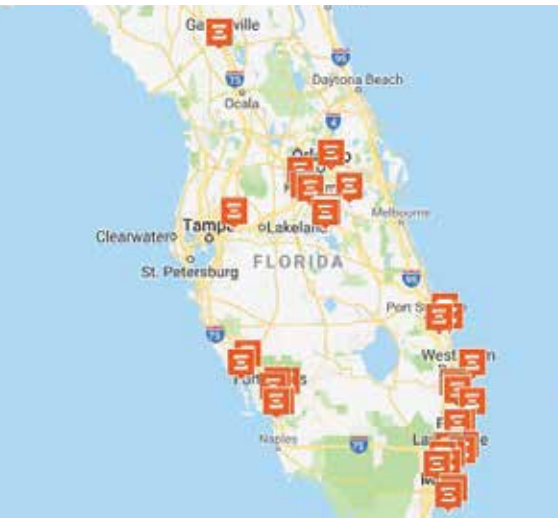
Booth 1726

Contact: Carol Narens-Pahl
Phone: +1 217 540 5100
www.heartland.com/submitleases

SOUTHEAST CENTERS

**PROPERTY MANAGEMENT • LEASING
CONSTRUCTION MANAGEMENT • DEVELOPMENT**

Best-in-class service and value creation through diligent, return-driven property management, leasing, development, and construction management.



MIAMI | (305) 666-2140

1541 SUNSET DRIVE, SUITE 300
CORAL GABLES, FL 33143-5777

BOCA RATON | (561) 347-0888

7284 W. PALMETTO PARK ROAD, SUITE 210-S
BOCA RATON, FL 33433

ORLANDO | (321) 677-0155

3815 PLEASANT HILL ROAD
KISSIMMEE, FL 34746

SARASOTA | (941) 955-2022

240 N. WASHINGTON BLVD, SUITE 302
SARASOTA, FL 34236-5945

WWW.SOUTHEASTCENTERS.COM

VISIT US AT BOOTH #2741!

Exhibitors

HGR Construction, Inc.

Booth 1821

Contact: Stephanie Pohlmann
Phone: +1 407 645 4447
www.hgrconstruction.com

Horizon Properties

Booth 2549

Contact: Jorge Alvarino
Phone: +1 305 364 9945
www.horizonpropertiesfl.com

Horvath & Tremblay

Booth 3019

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

HRP Associates, Inc.

Booth 3018

Contact: Kent Ward
Phone: +1 813 620 3851
www.hrpassociates.com

HUTTON

Booth 2661

Contact: Victoria Love
Phone: +1 423 756 9267
www.hutton.build

Hybridge CRE

Booth 1954

Contact: Scott Dobbins
Phone: +1 813 413 6700
www.hybridgecre.com

ID & Design International

Booth 1740

Contact: Casie Idle
Phone: +1 954 566 2828

ID Plans

Booth 2004

Contact: Brooks Ashcraft
Phone: +1 813 657 2545
www.idplans.com

Image X Innovation

Booth 3020

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

IMC Equity Group

Booth 1816

Contact: Angela Lygerou
Phone: +1 305 893 9955
www.imcequitygroup.com

Insite Real Estate

Booth 1957

Contact: Stanton Englander
Phone: +1 727 580 1177

Inspire Brands

Booth 2554

Contact: Mike Landru
Phone: +1 678 514 4100

Interlachen Commercial

Mortgage

Booth 3005

Contact: Laura Mikesell
Phone: +1 407 539 1600

Interplan LLC - National Architects & Engineers

Booth 1641

Contact: Rachel Reife
Phone: +1 407 645 5008
www.interplanllc.com

InvenTrust Properties Corp.

Booth 1710

Contact: Lisa Alexander
Phone: +1 630 570 0700
www.InvenTrustProperties.com

Investment Management Associates

Booth 2119

Contact: Ann Freeland
Phone: +1 305 661 0110
www.ima-re.com

Isram Realty Group

Booth 2313

Contact: Brahm Scoler
Phone: +1 954 455 2822
www.isramrealtygroup.com

J. Raymond Construction Corporation

Booth 1924

Contact: Michael Gramblin
Phone: +1 407 868 7906
www.jray.com

James Bates Brannan Groover, LLP

Booth 1763

Contact: John Nichols
Phone: +1 478 742 4280
www.jamesbatesllp.com

Jay Berry Signs, Inc.

Booth 2248

Contact: Jay Berry
Phone: +1 352 805 4050

Jersey Mike's Franchise Systems

Booth 2654

Contact: Elizabeth Hutchison
Phone: +1 732 223 4044
www.jerseymikes.com

JLL

Booth 2613

Contact: Cheri Evans
Phone: +1 404 995 2100
www.jllretail.com

Jonathan Molano OTM CRE

Booth 1612

Contact: Jonathan Molano
Phone: +1 954 696 1600

Jorge Gutierrez Architects, LLC

Booth 3061

Contact: Jorge Gutierrez
Phone: +1 786 657 2352

Katz & Associates

Booth 2523

Contact: Jacqui Chazen
Phone: +1 201 731 8511
www.katzassociates.com

KEITH

Booth 2321

Contact: Stephanie Ruwell
Phone: +1 954 788 3400
www.KEITHteam.com

Kimco Realty Corporation

Booth 2133

Contact: Diane Agonstinello
Phone: +1 516 869 9000
www.kimcorealty.com

Kimley-Horn

Booth 2249

Meeting Room S321 (Tuesday)

Contact: Heather Hetherington
Phone: +1 407 898 1511
www.kimley-horn.com

Kite Realty Group

Booth 2641

Contact: Carissa Klaers
Phone: +1 317 577 5600
www.Kiterealty.com

Kitson & Partners

Booth 2755

Contact: Sonya Hene
Phone: +1 561 630 4877
www.kitsonpartners.com

Konover South

Booth 2141

Contact: Maria Pertusi
Phone: +1 954 354 8282
www.konoversouth.com

LandQwest Commercial

Booth 2041

Contact: Courtney Saksefski
Phone: +1 239 275 4922
www.lqwest.com

Shopping Center Management - Leasing - Redevelopment



Bruce Strumpf, Inc.

Licensed Real Estate Broker Since 1980



Turn Your Property Over To The Experts
Serving Florida for over 35 years with over 4.5 million square feet

MEET US AT BOOTH #2448!

Jill Strumpf, CSM
President

John F. Stoner, CCIM
Director of Leasing

2120 Drew Street, Clearwater, FL 33765

727-449-2020 • Fax 727-449-2212

email: johnstoner@brucestrumpf.com

www.brucestrumpf.com



Exhibitors

Langan Engineering and Environmental Services, Inc.

Booth 1741
Contact: Ginger Lorenzo
Phone: +1 786 264 7200
www.langan.com

Largo Capital

Booth 1548
Contact: Katie Vivian
Phone: +1 407 710 2200
www.largocapital.com

Laundromart

Booth 2047
Contact: Brittany Pettineo
Phone: +1 954 290 1409

The Learning Experience

Booth 1912
Contact: Nick Vanella
Phone: +1 561 886 6400
www.theLearningExperience.com

Leasecake

Booth 2349
Contact: Taj Adhav
Phone: +1 407 704 9518
www.leasecake.com

Lee & Associates

Booth 1714
Contact: Sheena Sabatier
Phone: +1 305 235 1500
www.lee-associates.com

Leon Capital Group

Booth 2657
Contact: Ronnie Carlson
Phone: +1 260 316 4302
www.leoncapitalgroup.com

Liberty Universal Management, Inc.

Booth 2119
Contact: Ann Freeland
Phone: +1 407 426 2300
www.libertyum.com

Lightle Beckner Robison, Inc.

Booth 2049
Contact: Joy Olson McVay
Phone: +1 321 722 0707
www.teamlbr.com

Low Slope Solutions

Booth 1540
Contact: Amanda Holup
Phone: +1 727 347 0060
www.lowslopesolutions.com

LSI Companies, Inc.

Booth 2021
Contact: Pat Whipple
Phone: +1 239 489 4066
www.lsicompanies.com

Madison Marquette

Booth 2819
Contact: Carla Snyder
Phone: +1 202 741 3800
www.madisonmarquette.com

Mag Mile Capital

Booth 1552
Contact: Francisco Nacorda
Phone: +1 407 454 1150
www.magmilecapital.com

MaintenX International

Booth 1534
Contact: Amy Abril
Phone: +1 855 751 0075
www.maintenx.com

Marcus & Millichap

Booth 2205
Contact: Manisha Khan
Phone: +1 407 557 3800
www.marcusmillichap.com

Margate CRA

Booth 1623
Contact: Diana Scarpetta
Phone: +1 954 935 5307

Martin Architectural Group

Booth 1661
Contact: Drew Romanic
Phone: +1 215 665 1080
www.MartinAIA.com

Marvin F. Poer and Company

Booth 1720
Contact: Phillip Bateman
Phone: +1 407 671 1477
www.mfpoer.com

Maser Consulting

Booth 2955
Contact: Deb Hufford
Phone: +1 813 207 1061
www.maserconsulting.com

Matthews Real Estate Investment Services

Booth 1605
Contact: Tiffani Weeda
Phone: +1 866 889 0550
www.matthews.com

MBI

Booth 1510
Contact: Scott Malenock
Phone: +1 407 585 0330
www.mbicompanies.com

McClure Company

Booth 2660
Contact: Richard McClure
Phone: +1 727 821 0170
www.themcclurecompany.com

Meridian Capital

Booth 1527
Contact: Shmuel Brudny
Phone: +1 561 367 0005
www.meridiancapital.com

Merritt Realty Corporation

Booth 2261
Contact: Terry Purdy
Phone: +1 941 320 6079

Meryman Environmental, Inc.

Booth 2108
Contact: Mona Francis
Phone: +1 813 626 9551
www.merymanenvironmental.com

Miromar Development Corp.

Booth 2005
Contact: Lyna Parrino
Phone: +1 239 390 5100

Modis Architects, LLC

Booth 1840
Contact: Robert Morisette
Phone: +1 305 607 3451
www.modisarchitects.com

Moonbeam Capital Investments, LLC

Booth 2052
Contact: Mindy Synan
Phone: +1 407 294 1494
www.moonbeamproperty.com

MQ Development Company

Booth 2055
Contact: Alexis Pentecost
Phone: +1 214 393 3983
www.mqcompanies.com

Munyan Restoration, Waterproofing & Painting Service of Tampa Bay, Inc.

Booth 1513
Contact: Munyan Restoration
Phone: +1 727 442 5062

Murphy Land and Retail Services, Inc.

Booth 2013
Contact: Clint Murphy
Phone: +1 904 645 0644

MyDroneOp

Booth 2456
Contact: Michael Rustenberghe
Phone: +1 813 918 4612
www.mydroneop.com

MyVendorCenter.com

Booth 3049
Contact: Eric Paul
Phone: +1 800 985 9243
www.myvendorcenter.com

WANT TO FILL VACANCIES FASTER?

Hire me to canvass with **YOUR** team,
for **YOUR** assets, in **YOUR** market!

Talk to your peers and ask about the results Beth delivers!

BRIXMOR
Property Group

IRVINE COMPANY

DLC
MANAGEMENT CORP.

ic RetailCenters

**S I
T E**

PHILLIPS EDISON & COMPANY

M Investas & Ward

CHASE
RESIDENTIAL

KIMCO
HEALTH

PHILLIPS EDISON & COMPANY

WATERSTONE
MANAGEMENT CORP.

UBP
United Bible Property



Meet Beth at
BOOTH 1849!
ICSC Florida
Conference

Beth Azor
The Canvassing Queen
Author of
Don't Say No for the Prospect!

www.bethazor.com • 305-970-0416 • beth@azoradvisoryservices.com

Deal Making Experience

Consistently ranked as one of the leading real estate practices by *Legal 500*, *Chambers USA*, and *U.S. News-Best Lawyers*, Akerman provides legal services to key stakeholders engaged in retail development and leasing transactions throughout the U.S.

Explore the findings of the 2019 Akerman U.S. Real Estate Sector Report, which provides insights on the economic conditions affecting the U.S. commercial real estate market and the outlook for retail and other asset classes.

Reports.akerman.com/resectorreport/2019/#/

700+ Lawyers, 25 Offices
akerman.com

©2019 Akerman LLP. All rights reserved.

akerman

Exhibitors

N3 Real Estate Booth 2656

Contact: Terri Kowalski
Phone: +1 817 348 8748
www.n3realestate.com

NAI Global - Florida and Caribbean Region Booth 2514

Contact: Jessica Halleck
Phone: +1 850 224 2300
www.naiflorida.com

NAI Hallmark Booth 2514

Contact: Jeff Conn
Phone: +1 904 363 9002
www.NAIHallmark.com

NAI Miami Booth 2514

Contact: Jackie Larkin
Phone: +1 305 938 4000
www.naimiami.com

NAI Pensacola Booth 2514

Contact: Logan DeVries
Phone: +1 850 206 1237
www.naipensacola.com

NAI Realvest Booth 2514

Contact: Patrick Mahoney
Phone: +1 407 875 9989
www.nairealvest.com

NAI Southcoast Booth 2514

Contact: Stacey Van Duyn
Phone: +1 772 286 6292
www.naisouthcoast.com

NAI TALCOR Booth 2514

Contact: Jessica Halleck
Phone: +1 850 224 2300
www.talcor.com

NAI/Merin Hunter Codman Booth 2514

Contact: Melissa Beier
Phone: +1 561 471 8000
www.mhcreal.com

NaviRetail Booth 2254

Contact: Casey Kidd
Phone: +1 901 654 0790
www.naviretail.com

Net Lease Alliance Booth 2355

Contact: Ali Duerr
Phone: +1 415 420 9817
www.netleasealliance.com

New Wave Loans Booth 2062

Contact: Ryan Powers
Phone: +1 305 528 6846
www.newwaveloans.com

Newmark Knight Frank & Newmark RKF Booth 2147

Contact: Donna Ficarra
Phone: +1 212 372 2000
www.ngkf.com

NextSite Booth 1941

Contact: Ashton Cushing
Phone: +1 205 443 3483
www.nextsite.net

Noble Properties Booth 1560

Contact: Aryeh Sehayik
Phone: +1 561 966 0070

North Brevard Economic Development Zone Booth 1860

Contact: Troy Post, CECd
Phone: +1 321 264 5205
www.nbedz.org

North Miami Community Redevelopment Agency Booth 1528

Contact: Gayle McDonald
Phone: +1 305 893 6511 Ext. 19006

Nunez Lawncare & Landscaping Booth 1961

Contact: Richard DeSane
Phone: +1 863 610 2975

O'Connor Capital Partners Booth 2655

Contact: Yari Lattanzio
Phone: +1 212 546 0899
www.oconnorcp.com

Off Market Deal Makers Booth 2662

Contact: Ted Dowding
Phone: +1 858 999 7431
www.OffMarketDealMakers.com

On-Site Lighting & Survey, LLC Booth 1855

Contact: Tony Broughton
Phone: +1 763 684 1548

Orion Real Estate Group Booth 2924

Contact: Lorraine Spargur
Phone: +1 305 960 8996
www.orionmiami.com

Osceola County W192 Development Authority Booth 2925

Contact: Christina Morris
Phone: +1 407 742 4200
www.west192.org

Paradise Ventures Booth 2933

Contact: Bianca Heard
Phone: +1 727 726 1115
www.paradiseventuresinc.com

PaveCo, Inc. Booth 1516

Contact: Darin Whelan
Phone: +1 954 256 9300
www.paveco.com

PeakCM Booth 1950

Contact: Jerry Davis
Phone: +1 802 383 8088
www.peakcm.com

PEBB Enterprises Booth 3017

Contact: Chris Stewart
Phone: +1 561 613 4020
www.pebbenterprises.com

Peter Sleiman Development Group Booth 2250

Contact: Catherine Midkiff
Phone: +1 904 367 5959
www.Sleimanretail.com

Phillips Edison & Company Booth 1919

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

Pine Street/RPS, LLC Booth 2119

Contact: Ann Freeland
Phone: +1 904 398 1044
www.pinestreetrps.com

Placer Labs, Inc. Booth 2756

Contact: Rachel Newman
Phone: +1 415 549 6537
www.placer.ai

Planet Fitness Booth 2149

Contact: Christie Routhier
Phone: +1 603 750 0001
www.planetfitness.com



BARCLAY GROUP

- Development
- Construction
- Property Management
- Asset Management
- Marketing

www.barclaygroup.com

Florida Office

2300 Curlew Rd. Suite 100
Phone. 727-733-7585
Fax. 727-733-9310

Arizona Office

2390 Camelback Rd. Suite 200
Phone. 480-596-9399
Fax. 480-596-6366



"Building Relationships Nationwide"



FPL

Energy Services™

LED Lighting

Big Savings

Safer Environment

Less Maintenance

Visit Booth #1517

Call (561) 681-3061 or visit FPLES.com
to learn more about our service offering

Exhibitors

PME

Booth 2146

Contact: Michelle Bunton
Phone: +1 239 596 9880
www.pme-florida.com

Premier Commercial Group

Booth 1940

Contact: Justin Ghazvini
Phone: +1 850 545 8210

Prime Realty

Booth 2060

Contact: Kayla Deguzman
Phone: +1 904 208 1168
www.primerealtyinc.com

Primerica Group One, Inc.

Booth 3012

Contact: Carol Smiddy
Phone: +1 813 933 0629 Ext. 201
www.primericagroupone.com

Progressive Materials - PM Silicone

Booth 2009

Contact: Tricia Schweitzer
Phone: +1 812 704 8496
www.PMSilicone.com

Pro-Ject International, Inc.

Booth 2362

Contact: John Twomey
Phone: +1 813 251 0388
www.pro-ject.com

Pro-Link Roofing Systems, Inc.

Booth 1761

Contact: Jennifer McCall
Phone: +1 239 963 3926
www.prolinkrs.com

ProWasteUSA

Booth 1518

Contact: Mike White
Phone: +1 305 302 6921
www.ProWasteUSA.com

Publix Super Markets, Inc.

Booth 1931

Contact: Kimberly Gunn
Phone: +1 863 499 8557
www.Publix.com

R.E. Crawford

Construction, LLC

Booth 1650

Contact: Susan Courter
Phone: +1 941 343 4113
www.recrawford.com

Racetrac Petroleum, Inc.

Booth 2749

Contact: Mike Griffin
Phone: +1 770 431 7600

Radisson Hotel Group

Booth 1526

Contact: Bill Balletto
Phone: +1 239 896 6055
www.radissonhotelgroup.com

Rapid Response Team

Booth 1760

Contact: Ivonne Oconnor
Phone: +1 954 288 0602

Rave Commercial, LLC

Booth 2160

Contact: Venkata Ravipati
Phone: +1 813 750 7507
www.www.ravecommercial.com

Ravti

Booth 2061

Contact: Wade Knall
Phone: +1 720 352 1187

RCN Prayer Breakfast

(Tuesday Only)

Meeting Room S330C

Contact: Charmaine Barnaby
Phone: +1 305 261 4330

RD Management, LLC

Booth 1633

Contact: Thomas Mirandi
Phone: +1 212 265 6600 Ext. 239
www.rdmanagement.com

RE Backoffice, Inc.

Booth 1512

Contact: David Peters
Phone: +1 412 259 5840
www.rebackoffice.com

Real Property Specialists, Inc.

Booth 2040

Contact: Bill Smith
Phone: +1 407 812 8000
www.realpropertyspecialists.com

Redstone Investments

Booth 1721

Contact: Mary Kolesar
Phone: +1 330 759 4000
www.redstoneinvestments.com

Regency Centers

Booth 2623

Contact: Faith Hershey
Phone: +1 904 598 7000
www.regencycenters.com

Retail Brokers Network

Booth 2119

Contact: Ann Freeland
Phone: +1 704 366 8999

Retail Lease Trac, Inc.

Booth 1813

Contact: Rhonda Hayes
Phone: +1 877 531 0007
www.rltrac.com

Retail Solutions Advisors

Booth 2555

Contact: Rodney Thompson
Phone: +1 863 686 7330

Retail Strategies

Booth 1646

Contact: Laura Marinos
Phone: +1 205 314 0386
www.retailstrategies.com

RGA Design, LLC

Booth 1643

Contact: Ryan Krum
Phone: +1 813 226 2220
www.rga-design.com

RJ Brunelli & Co., LLC

Booth 2457

Contact: Arlene Arruda
Phone: +1 732 721 5800
www.rjbrunellil.com

RMCP Property Group

Booth 2341

Contact: Theresa Frederick
Phone: +1 800 728 5379
www.rmcp-g.com

Rose Paving, LLC

Booth 2861

Contact: Lisa Linn
Phone: +1 813 579 9120
www.rosepaving.com

Ross Realty Investments, Inc.

Booth 2118

Contact: Bob Sherman
Phone: +1 954 452 5000 Ext. 214

RPM Realty Management, LLC

Booth 2154

Contact: Priscila Goodall
Phone: +1 813 269 0702
www.rpm-realty.com

RPT Realty

Booth 2761

Contact: Patricia Locey
Phone: +1 248 350 9900
www.rptrealty.com

RSP Architects

Booth 1547

Contact: Hobi Linhares
Phone: +1 305 444 7100
www.rsparch.com



Brokerage Services | Development

813.254.6200
RedstoneInvestments.com



RYAN

Getting you there first.
And getting it right.

In the past 20 years, we have successfully delivered more than 15 million SF of retail space across North America, including neighborhood convenience stores, grocery-anchored centers and 500,000 SF regional destinations.

RYANCOMPANIES.COM/RETAIL



Exhibitors

Saglo Development Booth 1843

Contact: Kristina Remington
Phone: +1 305 868 5131
www.saglo.com

Scherer Construction Booth 2241

Contact: Michael Biagini
Phone: +1 352 371 1417
www.schererconstruction.com

Scott + Cormia Architecture + Interiors Booth 3011

Contact: Erin Simpson
Phone: +1 407 660 2766
www.scottcormia.com

Seacoast National Bank Booth 2247

Contact: Lajuan Messer
Phone: +1 561 573 0583
www.seacoastbank.com

The Sembler Company Booth 2033

Meeting Room S310E
Contact: Dawn Ladd
Phone: +1 727 384 6000
www.Sembler.com

ShopOne Centers REIT Booth 2346

Contact: Kurt Pollex
Phone: +1 646 979 1111
www.ShopOne.com

Shopping Center Business Magazine/Southeast REBusiness Booth 3013

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

The Shopping Center Group Booth 2805

Meeting Room S320E
Contact: Jamie Standard
Phone: +1 770 955 2434

Simon Booth 2504

Contact: Carolyn Peavler
Phone: +1 317 263 2332
www.simon.com

SITE Centers Corp. Booth 2605

Contact: Tina Carr
Phone: +1 216 755 5500
www.sitecenters.com

Sleiman Enterprises Booth 2941

Contact: Michael McNaughton
Phone: +1 904 731 8806
www.sleiman.com

Sonnys the Car Wash Factory Booth 2855

Contact: Kevin Collette
Phone: +1 561 718 3981

Southeast Centers, LLC Booth 2741

Contact: Greg Scott
Phone: +1 561 347 0888
www.southeastcenters.com

Southeast Retail Group Booth 1604

Contact: Sarah Kortright
Phone: +1 813 803 6400
www.seretailgroup.com

Southern Management and Development L.P.

Booth 2631
Contact: Kelly Ruiz
Phone: +1 561 948 7100
www.smdproperty.com

Sperry Commercial Global Affiliates

Booth 1556
Contact: Tangelique Wilcox
Phone: +1 949 705 5000
www.sperrycga.com

SRS Real Estate Partners Booth 2905

Contact: Jamie Pape
Phone: +1 214 560 3200
www.srsre.com

Stan Johnson Company Booth 2919

Contact: Alicia Waggoner
Phone: +1 918 494 2690
www.stanjohnsonco.com

Starbucks Coffee Company Booth 2921

Contact: Emily Cooper
Phone: +1 206 318 4440

Stephens Barrios Booth 2556

Contact: Chris Stephens
Phone: +1 407 286 2610
www.stephensbarrios.com

Stiles Booth 2725

Contact: Corrinne Rinehart
Phone: +1 954 627 9400
www.stiles.com

Strategic Retail Advisors Booth 2649

Contact: Brandon Nocella
Phone: +1 561 743 8724
www.sraretailsouth.com

Streetscapes, Inc. Booth 2754

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

Subway Real Estate Corp. Booth 2215

Contact: Lynn McAlexander
Phone: +1 800 888 4848
www.subway.com

Suncoast Credit Union Booth 1508

Contact: Kevin Franzese
Phone: +1 813 442 1671
www.suncoastcreditunion.com

Sutton Properties, Inc. Booth 1611

Contact: Kim Ellis
Phone: +1 386 566 0928
www.suttonprop.com

SVN Florida Commercial Real Estate Advisors

Booth 1541
Contact: Jerry Anderson, CCIM
Phone: +1 386 547 4968
www.svnflorida.com

Sycamore Engineering, Inc. Booth 1520

Contact: JD Alsabbagh
Phone: +1 813 889 0700
www.sycamoreeng.com

Tailwinds Development, LLC Booth 1810

Contact: James Gendreau
Phone: +1 321 363 4955

Team Volusia EDC Booth 2960

Contact: Chris Wimsatt
Phone: +1 386 265 6332

Thur & Associates (Thur Retail)

Booth 3026
Contact: Shary Thur
Phone: +1 561 395 2441
www.thurretail.com

Tiktin Real Estate Investment Services Booth 3041

Contact: Adam Tiktin
Phone: +1 305 363 4750
www.tiktinrealestate.com

SIEGFRIED | RIVERA

**LAW.
OUR BUSINESS.
OUR PASSION.
OUR FOCUS.**

Our Core Practice Areas:

Community Association Law
Construction Law
Real Estate Law
Property Insurance Claims
Collections and Foreclosures
Bankruptcy Law
Aviation Law

LET THE PEOPLE WHO KNOW
THE LAW ADVOCATE FOR YOU.

GET MORE INFO AT
WWW.SIEGFRIEDRIVERA.COM

MAIN OFFICE: SUNTRUST PLAZA • 201 ALHAMBRA CIRCLE, 11TH FLOOR • CORAL GABLES, FLORIDA 33134
800.737.1390 • WWW.SIEGFRIEDRIVERA.COM

We can assist you with your commercial development project

Suncoast Credit Union can help you save time and money so you can focus on your investment. Our investment real estate lending options include multifamily, storage facilities, offices, strip plazas, hotels, malls and industrial.

Benefits include:

- Loans up to \$25MM in aggregate lending
- No prepayment penalties
- No intangible tax
- Local decision making

Learn more about our commercial lending options with competitive rates, low fees and favorable terms at suncoastcreditunion.com.

Please visit us at booth #1508



*A financial partner you can count
on with more than \$10B in assets.*



Exhibitors

Trinity Commercial Group, Inc.

Booth 2255

Contact: Krystal Malpass
Phone: +1 239 334 3040
www.trinitycre.com

Twin Rivers Capital, LLC

Booth 1916

Contact: Heather Smolinski
Phone: +1 843 722 9925
www.twinriverscap.com

Unicorp National Developments, Inc. Booth 3045

Contact: Marla Morales
Phone: +1 407 999 9985
www.unicorp.com

V 3 Capital Group

Booth 3054

Contact: Kyle Krumm
Phone: +1 407 848 1663
www.v3capgroup.com

Vercetti Enterprises

Booth 2956

Contact: Christopher Cobas
Phone: +1 305 517 3772
www.vercetti.net

VEREIT, Inc.

Booth 2705

Contact: Heather Varney
Phone: +1 602 778 6000
www.vereit.com

VIZpin Smartphone Access Control

Booth 2857

Contact: Jordan Mandell
Phone: +1 717 327 4244
www.vizpin.com

Walker & Dunlop, LLC

Booth 1809

Contact: Taylor Summers
Phone: +1 301 215 5500
www.WalkerDunlop.com

The Was Group, LLC

Booth 2263

Contact: Jeffrey Was
Phone: +1 862 203 4352

Washington Prime Group

Booth 2461

Contact: Sarah Saide
Phone: +1 614 621 9000
www.washingtonprime.com

Waterstone Defeasance, LLC

Booth 3014

Contact: Connie Rodriguez
Phone: +1 704 926 6501

Wawa, Inc.

Booth 2927

Meeting Room S310F

Contact: Dana Corvino
Phone: +1 610 358 8000
www.wawa.com

Weingarten Realty

Booth 2847

Contact: Alyssa Evans
Phone: +1 713 866 6889
www.weingarten.com

WGI

Booth 3062

Contact: Caryn Werkle
Phone: +1 561 839 1707

Wireless Telematics, LLC

Booth 1610

Contact: Gregory Kimmel
Phone: +1 855 4985267 Ext. 750
www.wirelesstelematics.com

WLS Lighting Systems

Booth 1717

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

Woodie's Wash Shack

Booth 3023

Contact: Glen Stygar
Phone: +1 813 868 3100
www.woodieswash.com

Woolbright Development

Booth 2305

Contact: Jo-Anne Roggin
Phone: +1 561 989 2240
www.woolbright.net

X-Team Florida (FL Retail Partners, Rotella Group, Strategic Sites)

Booth 1557

Contact: Kalyn Brandewie
Phone: +1 813 251 3333 Ext. 1
www.floridaretailpartners.com

Yellowstone Landscape

Booth 1511

Contact: Pete Wittman
Phone: +1 407 396 0529
www.yellowstonelandscape.com

*Exhibitor list current as of
July 26, 2019.*

New Trends. New Tenants. New Technology.

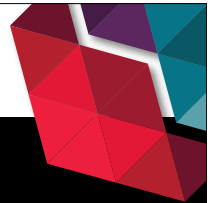
New York Deal Making

December 10 – 12, 2019 | Javits Center | New York City

Experience how we're changing the game for retail real estate.



Register by **September 6** and save.
Visit www.icsc.org/2019EDM.



Owners and Managers of Net Lease Real Estate

Prime Retail Space Available at High-Performing Locations

Contact Our Experienced Leasing Team



Brett Sheets
Senior Vice President, Leasing
602.778.6300
BSheets@VEREIT.com



Norah Brennan
Manager, Leasing
602.778.6091
NBrennan@VEREIT.com

Visit us at ICSC Florida, booth #2705



A fully diversified real estate operating company.
Disciplined. Transparent. Consistent.
www.VEREIT.com



 whadesign
est. 1982



South Florida's Premier Retail Design Firm

bruce@whadesign.com
305.443.3100 ext. 101

RETAIL SHOPPING CENTER DESIGN
RENOVATION, REDESIGN, FACELIFTS
INTERIOR BUILD-OUT DOCUMENTS
EXISTING CONDITIONS DOCUMENTS
SITE DEVELOPMENT STUDIES

VCC

Excellence in Construction

BRING US YOUR **VISION**

LET US **BUILD** ON THAT



RETAIL · ENTERTAINMENT · THEATER · MIXED-USE · MULTI-FAMILY · OFFICE · INDUSTRIAL · HEALTHCARE

TURNING YOUR VISION INTO REALITY.

For over 32 years, VCC has built our reputation as a leading contractor in the nation. We have extensive experience building across all product types, and our team has the resources and knowledge to complete any project.

We take pride in building projects that leave a lasting impression on communities and delivering ***Excellence in Construction***.

Join us in accomplishing something extraordinary!

VCCUSA.com



ONE DAYTONA
Daytona Beach, Florida







HIGH STREET CHUTZPAH

**TERRANOVA, THE PREMIER OWNER-OPERATOR
OF HIGH STREET RETAIL IN SOUTH FLORIDA.**

- BRAZEN BOLDNESS FOR BIG IDEAS
- CONNECTIONS THAT COUNT
- DRIVING CUSTOMER TRAFFIC HIGHER

ACQUISITIONS • LEASING • JOINT VENTURES • ASSET MANAGEMENT

801 ARTHUR GODFREY ROAD, SUITE 600, MIAMI BEACH, FL 33140

WWW.TERRANOVACORP.COM | LEASING@TERRANOVACORP.COM | 305.695.8700 |     @terranovalcorp