

2018



ICSC/CARW RETAIL EVENT

April 18th | Potawatomi Hotel & Casino

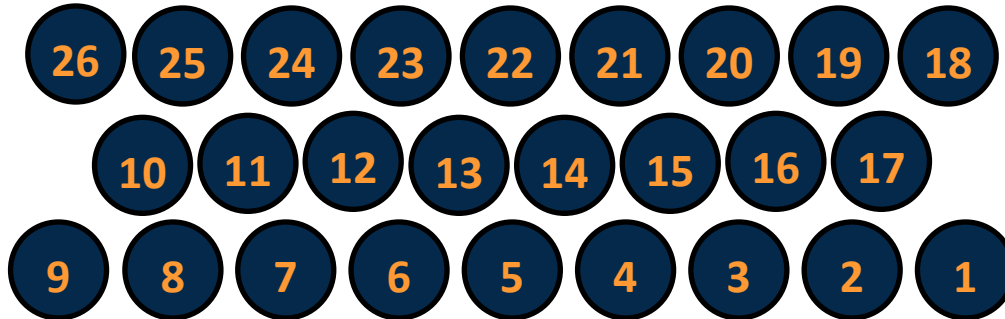
Presented by:



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Roundtable Discussion Topics

1. **Expanding Retailers** | Ross Koepsel, CCIM, Founders 3 Real Estate Services
2. **Expanding Restaurants** | *Andrew Prater, Mid-America Real Estate | **Tom Bruss, Founders 3 Real Estate Services
3. **Financing Strategies (Permanent, Construction and Conventional)** | Adam Newman, SVP Commercial Lending Manager, Landmark Credit Union
4. **Tax Deferred Exchanges and the New Tax Code** | Anna Barsky, IPX1031
5. **Foxconn and Development Opportunities in Eastern Racine County*** | Sam Schultz, Community Development Director of Mt. Pleasant Jordan Brown, Business Recruitment Specialist for RCEDC
6. **Challenges of Negotiating a TIF with Public/Private Interest** | *Douglas Buck & **Scott Langlois, Quarles & Brady, LLP
7. **New Trends in Grocery** | Brianna Cotten, Kroger
8. **LOI Clauses** | Harold van Ommeren, CALERES
9. **Cost Control in Creative Reuse of Retail Properties** | Dave Schwartz, Innovative Construction Solutions, Inc.
10. **Cost Effective Tenant Improvement** | Kevin Ellertson, Horizon Retail Construction, Inc.
11. **Virtual Reality and the Real Estate Deal** | Chris Gallagher, Eppstein Uhen Architects
12. **Retail Site Selection** | Patrick Cairns, Kohl's
13. **Shopping Center Investment Sales** | Carly Gallagher, Mid-America Real Estate—Chicago
14. **Net Lease Sales** | Adam Connor, Sr Associate Director—National Retail Group, Marcus & Millichap
15. **New Market Tax Credits** | Hal Karas & Rebecca Mitich, Husch Blackwell LLP
16. **Role of Entertainment in Shopping Centers** | Katie Falvey, The Marcus Corporation | Mary Mokwa, Southridge Mall
17. **Third Ward/Downtown Market Update*** | Bruce Westling, NAI MLG Commercial
18. **Green Bay/Fox River Valley Market Update** | Garritt Bader, GB Real Estate Investments, LLC | Ed Bowen, The Morgan Partners, LLC
19. **Madison/Dane County Market Update*** | Max Jacobson, Mid-America Real Estate
20. **Suburban Milwaukee Market Update** | Brian Vanevenhoven, NAI MLG Commercial | Scott Satula, Mid-America Real Estate
21. **Milwaukee Buck's Entertainment District*** | Blair Williams, WiRED Properties
22. **Pending Changes to State Wetland Legislation & Impacts to Development** | Justin Frahm, JSD Professional Services, Inc.
23. **Trends in the CMBS & Real Estate Capital Markets** | Jeff Schmidt & Tim Cotter, Walker & Dunlop
24. **Lessons Learned from Mixed-Use Development** | Mark Lake, Wangard Partners, Inc.
25. **Strategies for Modern Retail Developments** | Steve Morales, Rinka Chung Architecture, Inc.
26. **Property Assemblage for Development** | Scott Yauck, President & CEO, Cobalt Partners, LLC

* Morning Session Only

** Afternoon Session Only