



ICSC

N3

TRIPLE NET LEASE CONFERENCE

GRAND HYATT DFW, DALLAS, TX

MARCH 7 – 8, 2016

PRELIMINARY PROGRAM

Monday, March 7, 2016

5:30 – 9:30 pm

N3 Conference Registration

6:30 – 7:15 pm

Speed Networking

7:30 – 8:30 pm

**Welcome Remarks &
Keynote Presentation**

Jerry Rossi

Former Senior Executive Vice
President & Group President
TJX Companies, Inc.
Framingham, MA

8:30 – 9:30 pm

Networking Reception

Tuesday, March 8, 2016

7:00 am – 3:30 pm

N3 Conference Registration

8:00 – 8:45 am

Continental Breakfast

8:45 – 9:00 am

**Welcome Remarks & Introduction
to the Program**

Geoff Linden

2016 N3 Triple Net Lease
Conference Program Planning
Committee Chair
Principal
Vault Equity Partners
Bloomfield Hills, MI

9:00 – 10:00 am

**General Session I: Pencils Down:
The Interest Rate Hike Finally
Happened, Now What's Next for
the Capital Markets?**

moderator:

Peter Bauman

Vice President - Investment
Services & Net Lease Group
Colliers International
Phoenix, AZ

panelists:

Taylor Coy

Vice President
Goldman, Sachs & Co.
Irving, TX

Ralph Cram

President
Envoy Net Lease Partners
Northbrook, IL

Jonathan Florin

President & CEO
Florin Financial
Miami, FL

Shawn Givens

Principal
Capstone Financial Solutions
O'Fallon, MO

Brandon Johnson

President
Triple Net Financial
Fort Worth, TX

Gregory E. Rauscher

Director, Institutional Sales &
Marketing
Egan-Jones Ratings Company
Haverford, PA

10:00 – 10:30 am

Networking Break

10:30 – 11:30 am

General Session II: Deal Makers Panel

How does 2016 look compared to 2015? What's changed in terms of desired product to sell and to buy? Any fear of the 1031 rules changing from owners?

moderator:

Geoff Linden

2016 N3 Triple Net Lease
Conference Program Planning
Committee Chair
Principal
Vault Equity Partners
Bloomfield Hills, MI

panelists:

Randy Blankstein

President
The Boulder Group
Northbrook, IL

Steven Borysewich

Vice President - Real Estate
Orion Investment and
Management Ltd. Corp.
Orlando, FL

Christopher M. Phillips

Director of Acquisitions
PECO Real Estate Partners
Salt Lake City, UT

Christopher J. Sands

Investment Broker & Advisor
Sands Investment Group
Charleston, SC

11:30 am – 1:00 pm

Lunch & Networking

1:00 – 2:00 pm

General Session III: Retail and Development Panel

Retailers and Developers Share their Insights in the Current State of the Net Lease Market.

moderator:

Joey Odom

Atlanta Director
Stan Johnson Company
Atlanta, GA

panelists:

Craig Cole

Executive Vice President
GBT Realty Corporation
Brentwood, TN

Brian A. Pomykacz

Senior Manager of New
Market Strategy
Wawa Inc.
Stuart, FL

2:00 – 2:15 am

Networking Break

2:15 – 3:00 pm

General Session IV: Buyer Panel

Public and Private Institutional Buyers Share Their Predictions, Projections and Plans for 2016

moderator:

Patrick Nutt

Managing Partner
Calkin Companies
Fort Lauderdale, FL

panelists:

Jon Adamo

VP Acquisitions
National Retail Properties
Orlando, FL

Joey N. Agree

President & CEO
Agree Realty Corporation
Bloomfield, MI

James L. Brault

President
Brauvin Real Estate
Chicago, IL

Chris Volk

CEO
STORE Capital
Scottsdale, AZ

Joe Yiu

Chief Investment Officer
Elm Tree Funds
St. Louis, MO

3:00 – 4:00 pm

**Wine & Cheese Networking
Reception**

4:00 pm

Conference Concludes

Program information current as of February 10, 2016.

Conference Program Planning Committee

chair:

Geoff Linden

Principal
Vault Equity Partners
Bloomfield Hills, MI

co-chair:

Patrick Nutt

Managing Partner
Calkain Companies
Fort Lauderdale, FL

committee members:

Peter Bauman

Vice President - Investment Services & Net Lease Group
Colliers International
Phoenix, AZ

Steven Borysewich

Vice President, Real Estate
Orion Investment and Management Ltd. Corp.
Orlando, FL

Sean Egan

Managing Director
Egan-Jones Ratings Company
Haverford, PA

Joey Odom

Atlanta Director
Stan Johnson Company
Atlanta, GA

How to Register

Fax: +1 732 694 1800

Online: www.icsc.org

Mail: ICSC

P.O. Box 26958

New York, NY 10087-6958

Registration Fees

	Advance	On-site
Member*	\$ 390	\$ 470
Non-Member	\$ 490	\$ 570
Student Member**	\$ 50	\$ N/A

*To qualify for the member rates, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC information services at +1 646 728 3800.

**ICSC student members are required to register in advance to receive the discounted student registration fee. No discounted registration will be offered on-site.

Deadlines

To qualify for the advance registration rates, your registration must be received by **February 29, 2016**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **February 29, 2016**. All requests for refunds must be received by ICSC in writing.

Special Needs

Anyone desiring an auxiliary aid for this conference should notify **Christina Jasmine** at **+1 646 728 3536** no later than **January 11, 2016**.

Hotel Reservations

A block of rooms has been reserved at:

Grand Hyatt DFW

2337 S International Parkway

DFW Airport, TX 75261

Rate: \$229 Single/Double Occupancy

Cut-off Date: February 22, 2016

We invite you to visit www.icsc.org/2016NLC and click on Book Hotel under Additional Links. There you may access electronic form to reserve your room(s).

Airfare Savings

The ICSC Travel Desk has secured special airline and car discounts for attendees. For current prices and availability, please contact us at +1 888 ICSC TVL (427 2885) or +1 585 442 8856 from 8:00 am to 5:30 pm ET, Monday through Friday.

Continuing Education Credits

ICSC Certified professionals earn 1.0 credit (A3) towards certification renewal.

I authorize ICSC and its members to send me announcements via mail, fax and phone about ICSC's and ICSC members' programs and services that may be of interest to me or my colleagues. I also consent to receipt of notices from ICSC in electronic form. In addition, I hereby consent to having the Hotel provide, and authorize ICSC and/or its representative(s) to receive, any reservation information I provide to the Hotel.

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Sponsorships serve as an advertising or PR opportunity to get your company name out in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!

BENEFITS	PLATINUM \$3,000	GOLD \$2,000	MEMBER-HOSTED RECEPTION \$1,000
One (1) complimentary conference registration	■		
Company name and/or logo on all publicity materials including electronic and hard copy on*: Pre-event printed materials, Targeted e-mail blasts to ICSC membership, Logo on event website with hyperlink, Company logo to loop during select event functions	■	■	
Company logo on on-site signage during conference	■	■	
Company logo on on-site signage during reception	■	■	■
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Company logo and write-up (150 words, subject to ICSC approval) in the Directory	■		
Company logo in the Directory		■	
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Sponsor ribbons for all company attendees	■	■	■

* Pending production deadline dates

Deadline

Sponsorship must be received by **February 8, 2016** to be recognized at the conference.

Return To

ICSC N3 Triple Net Lease Conference Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800

ICSC Contact

Christina Jasmine
Tel: +1 646 728 3536
E-mail: cjasmine@icsc.org

Sign up now by returning this completed form along with

- Payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
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