

WEDNESDAY, 01 MAY 2019

12:00PM	Badge Pickup & Networking (coffee & light snacks provided)	2 nd Level Foyer
1:00PM	<p>Welcome Meeting Doug Munson (MTN Retail Advisors) will introduce this year's theme: Evolving Landscapes and introduce Wednesday Presenters Nina Saurey (MTN Retail Advisors) will go over the conference guidelines</p>	Sand Key Ballroom
1:20PM	<p>Grocery: A Catalyst in Opportunity Zones by Tamela Thornton Tamela Thornton (ESmith Legacy) will help us grasp where opportunity zones and food deserts interest. She will discuss the challenges of bringing fresh food alternatives into underserved communities, and how opportunity zones can provide the financial leverage to reduce some of the site selection risks for traditional grocery stores.</p>	Sand Key Ballroom
2:00PM	<p>Tracking Decades of Change Impacting Site Selection Mike Saint (Anquiro) has been working on real estate entitlement battles since 1983 and has witnessed much change while leading project campaigns in all but two US states on more than 2,000 projects. Along the way, he created the land use political consulting category of management consulting and co-wrote the book, NIMBY WARS. He will share some of his stories and make observations on how the local political climate has now become a factor in successful store siting and how the process of identifying where new competitors will locate has moved from a relationship-based process to a tech based one.</p>	Sand Key Ballroom
2:45PM	<p>Breakout Session</p> <p>Trade Area Systems Instructed by Bill Dakai Field Data Collection: In this interactive session, TAS will provide an overview of their product suite with emphasis on how it can be used to collect and verify data. There will be plenty of time for questions so bring us your challenges and we will show you how they can be solved within the TAS platform.</p> <p>SiteSeer Technologies Instructed by Sam Lowder Chain Stores don't start off with 100's of locations. Chains generally start with a store or two and when the proof of concept seems to be ripe for expansion, sites are soug based on a small sample size of operating stores. With a small sample size, it's difficult or impossible to produce an accurate sales forecast model. It's more important for small chains to choose successful locations than it is for larger chains because one bad location can sink a small company. However, there are tools and models available to help small emerging concepts and chains. We will discuss these tools and how important it is to continually improve your research, model, tools and process as more and more data becomes available with opening stores.</p> <p>MTN Retail Advisors Instructed by Jake Johnson Assessing Grocery Potential: An introduction into how MTN assesses grocery potential of sites before engaging in fieldwork. The session will cover methodologies, data and tools that are used to review locations and provide insights from a desktop.</p> <p>SitesPlus Instructed by Jim & Sean Puffer Come explore all of the changes to the SITESPLUS software over the past 12 months. There will be many examples, and demonstrations of the newer features of version 2017.1. Let's also explore the exciting new design of version 2020 and examine what the changes mean for users in the near future. There will be ample time for questions.</p>	<p>Long Boat Key</p> <p>Siesta Key</p> <p>Sand Key Ballroom</p> <p>Madeira/Indian Shores</p>

3:30PM	Break/Networking	2nd Level Foyer
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	<p>B.I. Spatial Instructed by Andy Moncla Combine Credit Card Matching with Mobile Data to Better Understand Your Customers and Markets. Using data from and techniques within Alteryx, Andy Moncla will demonstrate how credit card data and mobile data, when used at the household level, can give a company a more complete view of its customers and markets.</p>	Madeira/Indian Shores
	<p>Site-Check Research Group Instructed by Ron Conlin Ron Conlin has been analyzing retail fuel and convenience locations for over 25 years in Canada and the USA. Through observing the many nuances of this segment of the industry, and the resulting sensitivities of site selection; he has determined that the process has become more science than art. Ron will be highlighting his findings and demonstrate his approach.</p>	Sand Key Ballroom
4:30PM	Networking/Vendors (Coffee & Light snack provided)	2nd Level Foyer
	<p>POOLSIDE SOCIAL Organized & Sponsored by: Matt P Casey & Associates Open outdoor bar next to the pool (indoor bar/lounge if weather requires an inside stay). This is a great chance to spend time with some old friends, make new friends, greet those new to our research conference and network. This a friendly relaxed environment. All are welcome; Beach attire. *Disclaimer: This event is not affiliated with Gravisite</p>	Outdoor Bar
6:00PM	Cocktails & Conversation	Veranda
	-Come enjoy drinks and appetizers with friends and colleagues to kick off this year's conference. Badge pickup available	

THURSDAY, 02 MAY 2019

7:30AM	Continental Breakfast & Sponsor Booths Start your morning with a Nourishing Breakfast Buffet	Second Level Foyer
8:30AM	Welcome Meeting Nina Saurey (MTN Retail Advisors) will go over the conference guidelines Doug Munson (MTN Retail Advisors) will introduce this year's Keynote Speaker	Sand Key Ballroom
9:00AM	Technology and Innovations: New Pieces of the Real Estate Puzzle Steve Weikal, Head of Industry Relations at the MIT Center for Real Estate, will lead a session exploring the transformation taking place in the real estate industry. The changes include the powerful technologies that are enabling new business models, reinventing the old, and encouraging innovation on an unprecedented scale. Learn about the continuing influence of the sharing economy and how technologies such as Ai/ML, VR, AVs and robotics will fundamentally change the business, and how we can prepare for this exciting future.	Sand Key Ballroom
10:00AM	Network & Snack/Sponsor Booths	2 nd Level Foyer
10:15AM	Reimagining and Activating Sites and Corridors to help accelerate Economic Growth by Rise of the Grocerant Jessica Herrera (El Paso City) and Tammy Fate (OKC Chambers) What started off as an idea....to a 'What if'and then blossoms into 'What Will Be.'" Hear from a panel of economic development representatives in El Paso, TX and Oklahoma City that will highlight examples on what it takes to bring these ideas to fruition and secure public and private partnerships to spur renewed interest and investment opportunities.	Sand Key Ballroom
10:45AM	Rise of the Grocerant-The Retail Supermarket Life Saver Chef Steve Petusevsky (Culinary Innovation for the Food Service Industry) will explain how the Grocerant is simply defined as a grocery store that sells prepared meals, either for eating on site or for takeout. The evolution of the grocerant has literally saved the life of the traditional grocery store as studies show that instore dining and takeout of prepared foods from grocers has grown nearly 30 percent since 2008. We'll examine this phenomenon through a series of images from actual case studies that illustrate how grocerants revitalize sales and create store personalities, build sales, increase profit margins, and customer loyalty.	Sand Key Ballroom
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12:30PM	Lunch @ Water Colour Restaurant: Causeway Deli	Water Colour Restaurant
1:45PM	<p>Online Grocery: Time to Think Carefully David Rogers (DSR Marketing Systems, Inc) The online grocery business is said to be 'exploding' -but grocery retailers need to think carefully about the degree of their involvement in e-commerce. This session will briefly review lessons from the grocery e-commerce experience to date in the UK and USA, and identify some of the important issues to be considered in deciding on the scale and nature of involvement in grocery e-commerce- including shopper demographics, locational targeting, and the impact on overall competitiveness.</p>	Sand Key Ballroom
2:30PM	<p>Supermarket PCW Jim Puffer will use the latest microdata from the BLS Diary Survey to explore the complex relationships of demographics to the figure we use for supermarket per-capita-expenditure values. We will explore income, household size, race, ethnicity, major metropolitan areas, and other variables. We will begin by looking at the reasons accurate PCW values are essential to sales forecasting.</p>	Sand Key Ballroom
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4:15PM	Afternoon Networking & Sponsor Booths	Second Level Foyer
6:00PM	Dinner on the Veranda (Ballroom Backup)	Veranda

FRIDAY, 03 MAY 2019

7:30AM	Continental Breakfast & Sponsor Booths	Second Level Foyer
8:30AM	<p>Shifting Times: How Technology and Consumer Expectations are Transforming Retail Site Selection</p> <p>Jamie Gull (SALT) An examination of the technological advancements and evolving consumer expectations that are now shaping, and will continue to shape the retail industry. The discussion will examine how these changes affect retail site selection including analytics, market planning, merchandise strategies, financial analysis and site selection tools. The subject will also include: futuristic technological advancements, various omnichannel approaches, financial pro forma analysis, sales attribution among channels, trends in mixed-use development, landlord/tenant issues, and lease implications</p>	Sand Key Ballroom
9:15AM	<p>The Future of Grocery Delivery</p> <p>John Tippetts (MTN Retail Advisors, LLC) will show how grocery home delivery has been around since the early 1900's. Are the modern methods sustainable? Profitable? What are potential new technologies that may facilitate efficiency and profitability? We will explore several different systems, both in concept and already in use, for grocery home delivery.</p>	Sand Key Ballroom
10:00AM	Break & Sponsor Booths	2nd Level Foyer
10:15AM	<p>Panel Discussion</p> <p>A popular addition to last year's conference, Moderator and Panel Participants will discuss the conference theme of Evolving Landscapes</p>	Sand Key Ballroom
11:15AM	<p>Conference Wrap Up (Conference Surveys)</p> <p>Doug Munson to give closing remarks; recognize the 2019 Sponsors and Summarize Theme content: Evolving Landscapes</p>	Sand Key Ballroom

