

## NAI Global at RECon 2019

*Copy and photos by Gary Marsh*

Once again **NAI Global** anchored a prominent spot on Q Street in the South Hall of the Las Vegas Convention Center for the annual **RECon** event hosted by the **International Council of Shopping Centers (ICSC)**.



**L-R: France Media’s Ryan Nixon, Kristi Procopio, Jerry France, Simon Hartzell with NAI Global and France Media’s Nellie Day**, shortly after Nellie interviewed Simon for a video clip on retail trends.

The four and a half-day show drew over 30,000 attendees and hundreds of exhibitor companies from every major real estate company in the U.S. and abroad. There were over 20 breakout sessions and panels starting on Sunday from crafting restaurant deals to last mile delivery, lease workouts, investing in retail properties and structured partnerships, negotiating tactics, talent development and much more. New for 2019, ICSC introduced features on designations, experiences and a look at the big picture with such keynote speakers as **Julie Rice**, a partner at **WeWork** that presented “How WeWork is Using Physical Space to Build Communities” at the Westgate Hotel’s main ballroom.

Networking and deal making, however, remained the core focus for most attendees. Here’s a look at some of the action at NAI Global’s booth on Q Street.



**Erin Poulson-Morris** and **Joe Vargas** with Los Angeles-based **Wonderful Real Estate Company** met with **Simon Hartzell**. The company is developing **Wonderful Industrial Park (WIP)**, a fully-entitled 1,625-acre, world-class distribution center located in Shafter, California. The park is a rail-served industrial development entitled for 26 million square feet and currently has 7.6 million square feet of completed buildings. Shafter is 18 miles north of Bakersfield on CA-99 and about 20 minutes to Interstate 5 in California's Central Valley.

**Gregg Brown**, MBA, SIOR and the Master Broker for **Profile Sanford** is assisting local brokers and franchisees in locating and executing 100 more leases this year on behalf his fast-growing client. In the past year and a half, Brown has helped facilitate 80 store leases for Profile, which currently has 115 open locations in 41 U.S. states and 388 in development for future locations. Brown is a principal with **NAI Sioux Falls** in South Dakota. He and **Kurt Brost**, Director of Real Estate for Profile, held over a dozen meetings with NAI brokers and from other firms on Monday and Tuesday.



**L-R: Kurt Brost, Tony Colvin, Mid-America Real Estate Group (Milwaukee, WI office) and Gregg Brown**













