

ideaexchange[®]

program



ICSC Tennessee/Kentucky Idea Exchange and Alliance Program

Music City Convention Center
Nashville, TN
July 9 – 10, 2014



Music City Convention Center • Nashville, TN • July 9 – 10, 2014

Wednesday, July 9

■ Golf Tournament

9:00 am – Shotgun Start

Vanderbilt Legends Club

1500 Legends Club Lane
Franklin, TN 37069

■ Registration

11:00 am – 8:00 pm

■ Lunch Served

12:00 noon – 12:30 pm

■ Alliance Program:

12:30 – 12:45 pm

Welcome and Introduction



LACY BEASLEY

*ICSC Tennessee Alliance Private Sector
Co-Chair
Vice President of Business Development
Retail Strategies
Birmingham, AL*



■ Alliance Program:

12:45 – 1:15 pm

Keynote Presentation

A Retail Perspective on Alcohol Laws

SPEAKERS

KEITH BELL

*Director
Tennessee Alcoholic Beverage Commission
Nashville, TN*

WILLIAM T. CHEEK, III

*Attorney
Bone McAllester Norton PLLC
Nashville, TN*

■ Alliance Program:

1:30 – 2:30 pm

General Session

Public/Private Partnership in Retail Development:
Reviewing the Economic Development Toolkit

RICHARD SPORE III

*Attorney
Bass, Berry & Sims PLC
Nashville, TN*

B. TAYLOR GRAY

*Attorney
Bass, Berry & Sims PLC
Nashville, TN*

■ Continuing Education

1:30 – 5:30 pm

Advanced Registration is required for Continuing
Education Sessions.

■ Networking Break

2:30 – 2:45 pm

■ Alliance Program:

2:45 – 3:45 pm

Community Roundtable Discussions

■ Next Generation Meet and Greet



5:00 – 6:30 pm

Rippy's Smokin' Bar and Grill

429 Broadway
Nashville, TN 37203

■ Member-Hosted Reception

6:00 – 8:00 pm

Music City Convention Center

201 5th Avenue S
Nashville, TN 37203

If you are interested in being a sponsor, log
onto www.icsc.org/2014TK to get a copy of
the Sponsorship Form.

Thursday, July 10

■ Registration

7:00 am – 4:00 pm

■ Continental Breakfast

7:30 – 8:00 am

■ Welcome and Introduction to the Program

8:00 – 8:15 am

■ Roundtables

8:30 – 9:30 am

■ Meet the Retailers

9:45 – 10:45 am

■ Concurrent Sessions

11:00 – 11:45 am

- A: LinkedIn 101 – The World's Largest Professional Network
- B: State of the Market Report

■ Lunch Served

12:00 noon – 12:30 pm

(No lunch service after 12:30 pm)

■ Welcome and Program Overview

12:30 – 1:00 pm

■ Keynote Presentation

1:00 – 1:45 pm

The Retailers Strike Back: How Bricks and Mortar will Survive and Thrive in the Age of E-Commerce

The retail marketplace will change more in the next FIVE years than it has in the past twenty. Garrick will discuss the real game changers in omni-channeling and the revenge of bricks and mortar.



GARRICK BROWN
*Director of Research
Market Research
Cassidy Turley
Sacramento, CA*

■ Deal Making

2:00 – 4:00 pm

Log onto www.icsc.org/2014TK to get a copy of the Deal Making Table Request Form. Space is limited, so register today!

■ Meeting Adjourns

4:00 pm

Program information current as of May 12, 2014.

Thank You To Our Platinum Sponsors



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Development
Group, LLC**

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The Shopping Center Group
TRIO Commercial Property Group
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Vision Real Estate
West Tennessee Retail Alliance

Divisional Volunteer Leadership

MARTIN A. MAYER, ICSC Southern Division Vice President, Stirling Properties

D. SCOTT McLAIN, CCIM, ICSC Southern Division Government Relations Committee Chair, Coldwell Banker Commercial McLain Real Estate

JACQUELINE WAMMOCK, CRX, CLS, ICSC Southern Division Operations Chair, Westmoreland Company

JASON E. CLAUNCH, ICSC Southern Division Alliance Private Sector Co-Chair, Catalyst Commercial, Inc.

CONNIE BAINBRIDGE, ICSC Southern Division Alliance Public Sector Co-Chair, City of Prattville

BRYAN C. COOK, ICSC Southern Division Retail Chair, CVS/pharmacy

JONATHAN L. NEVILLE, ICSC Southern Division Next Generation Chair, Arnall Golden Gregory LLP

State Volunteer Leadership

MATT EADS, ICSC Tennessee State Director, Brookside Properties, Inc.

JOHN FISCHER, ICSC Kentucky State Director, FISCHER'S Real Estate Brokerage & Betterment Haus

STEPHEN J. BROPHY, ICSC Tennessee Government Relations Committee Chair, Dollar General Corporation

TALMAGE HOCKER, ICSC Kentucky Government Relations Committee Chair, The Hocker Group

LACY BEASLEY, ICSC Tennessee Alliance Private Sector Co-Chair, Retail Strategies

BECKY NORTON, ICSC Kentucky Alliance Private Sector Co-Chair, Bayer Properties

MELISSA HALSELL, ICSC Tennessee Alliance Public Sector Co-Chair, TVA Economic Development

BRANDI BERRYMAN, ICSC Kentucky Alliance Public Sector Co-Chair, Lexington Downtown Development Authority

RHONDA THOMAS, CSM, CLS, ICSC Tennessee Operations Chair, The Parkes Companies, Inc.

PAUL RAY SMITH, JR., ICSC Kentucky Operations Chair, NAI Isaac Commercial Properties, Inc.

JOHN WEBER, ICSC Tennessee Retail Chair, Sport Clips, Inc.

DANIEL PELLISSIER, ICSC Kentucky Retail Chair, PPG Architectural Finishes, Inc.

ASHLEY UTLEY WALKER, ICSC Tennessee Next Generation Chair, AutoZone, Inc.

NICOLE MADDOX, ICSC Kentucky Next Generation Chair, Stites & Harbison, PLLC

Program Planning Committee

ROBERT SLOAN, ICSC 2014 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair, The Shopping Center Group

DANIEL PELLISSIER, ICSC 2014 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair and Kentucky Retail Chair, PPG Architectural Finishes, Inc.

SUSAN AHLHEIT, The Shopping Center Group

MICHAEL ANDERSON, CBRE Louisville

GEORGE BROWN, Wood Properties

HOLLY BUCHANAN, Kabat Real Estate Solutions

CHIP HAMM, Miller Wells PLLC

JOHANNA JUMPER, Bradley Arant Boult Cummings LLP

EAN MOFFETT, Holrob

JOHN POTTER, Equitas

STEVE STANLEY, Pride Brokerage Services

MICHAEL STEWART, Bass, Berry & Sims PLC

MICHAEL TABOR, TRIO Commercial Property Group

KELLY WILL, Will Realty, LLC

Registration Form

How to Register

Fax: +1 732 694 1800 (credit card registrations only)

Online: www.icsc.org (credit card registrations only)

Mail: ICSC

P.O. Box 26958
New York, NY 10087-6958

Registration Fee

| | ADVANCE | ON-SITE |
|--------------------------|---------|---------|
| Member*: | \$ 180 | \$ 220 |
| Non-Member: | \$ 375 | \$ 465 |
| Public Official | \$ 95 | \$ 125 |
| Student Member**: | \$ 50 | \$ 50 |

*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.

**Registrants must be ICSC student members to qualify for the student rates.

Deadlines

To qualify for the advance registration rates, your registration must be received by **June 24, 2014**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **June 24, 2014**. All requests for refunds must be received by ICSC in writing.

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Jaymie Conte** at +1 646 728 3598 no later than **June 9, 2014**.

Hotel Reservations

A block of rooms has been reserved at:

Omni Nashville

150 3rd Avenue South
Nashville, TN 37201

Rate: \$199 Single/\$209 Double Occupancy

Cut-off Date: June 17, 2014

We invite you to visit www.icsc.org/2014TK and click on Book Hotel under Additional Links. There you can access the latest hotel availability and the electronic form to reserve your room(s). We would be happy to answer any of your questions during our office hours of Monday through Friday 8:00 am to 5:30 pm ET at +1 888 ICSC TVL (427 2885) ext. 2, or internationally at +1 585 442 8900 ext. 4.

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.

Please Check One: ICSC Member Non-Member Public Official Student Member

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

E-mail _____ Your Membership I.D. # _____

Please check here if any of the above information has recently changed.

Method of payment

Check made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____ 2014TK-B

Deal Making Table Request Form

■ When

Thursday, July 10, 2014
2:00 – 4:00 pm

■ Includes

- 6' x 30" draped table
- 2 chairs
- Company sign

■ Who Qualifies

Retailers
Brokers representing Retailers
Developers/Owners
Lenders
Suppliers
Cities/Municipalities/
Economic Development Agencies

■ Guidelines

- Exhibits must not hang over the edge of the table
- Exhibits must not rise more than 3' above the table
- No floor easels
- No electrical equipment
- No balloons
- One table per company

■ Cost

No cost to reserve a table, but each person who is working at the table must be an advance paid registrant for the meeting.

■ Deadline

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by **June 23, 2014**.

■ Availability

Tables are confirmed on a first-come, first-served basis. Sending in this Deal Making Table Request Form does not guarantee a table will be reserved for you.

■ Notification

You will receive a Table Confirmation from ICSC two weeks prior to the meeting, if a table has been reserved for you. **If you do not receive an e-mail regarding the status of your request, please contact Jaymie Conte to confirm.**

■ Cancellation

Notify ICSC immediately if you must cancel.

■ Contact

Jaymie Conte
Project Manager, Southern Division
Tel: +1 646 728 3598
Fax: +1 732 694 1763
E-mail: jconte@icsc.org

■ Please return to:

ICSC
Jaymie Conte
2014 Tennessee/Kentucky
Idea Exchange and Alliance Program
1221 Avenue of the Americas
41st Floor
New York, NY 10020-1099
Fax: +1 732 694 1763
E-mail: jconte@icsc.org

Name(s) of person(s) who will staff exhibit table

Contact Name (person to receive confirmation)

Company

Company name that should appear on sign (please print or type)

Address

| | | |
|------|----------------|-----------------|
| City | State/Province | Zip/Postal Code |
|------|----------------|-----------------|

| | | | |
|-----------|-----|--------|--------|
| Telephone | Fax | E-mail | TK2014 |
|-----------|-----|--------|--------|

Check all that apply

- | | |
|---|---|
| <input type="checkbox"/> We are Retailers. | <input type="checkbox"/> We are Lenders. |
| <input type="checkbox"/> We are Brokers exclusively representing the following Retailers: _____ _____ | <input type="checkbox"/> We are Suppliers. |
| <input type="checkbox"/> We are Developers/Owners. | <input type="checkbox"/> We are a City/Municipality or Economic Development Agency. |
| | <input type="checkbox"/> We have registered for the ICSC Tennessee/Kentucky Idea Exchange and Alliance Program. |
| | <input type="checkbox"/> We will notify ICSC immediately if we must cancel. |

Indemnification

Each party, to the extent permitted by law, agrees to defend and indemnify the other, and its officers, directors, agents, and employees, of and from all claims, demands, or suits for bodily injury or property damage, including costs and attorney fees, in any way arising out of or related to third-party claims based on the indemnifying party's negligent acts or omissions in connection with the Event, except to the extent of the negligence or willful misconduct of the indemnified party.

Insurance

Exhibitor shall each carry Commercial General Liability insurance coverage for property damage and bodily injury to be in effect over the meeting dates specified in this Contract in an amount sufficient to meet its indemnity obligations for this Event.

Sports Event Sign-Up Form

GOLF

■ When

Wednesday, July 9, 2014
9:00 am – Shotgun Start

■ Where

Vanderbilt Legends Club
1500 Legends Club Lane
Franklin, TN 37069

■ Fees

\$95 (non-refundable) per player via check made payable to ICSC. Fee includes: green fees & range balls, golf carts and Clubhouse Cookout. (Golf club rental extra.)

■ Please Note

Space is limited and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome.

■ ICSC Contact

Jamie Conte
Tel: +1 646 728 3598
E-mail: jcont@icsc.org

■ Return Completed Form and Payment to:

ICSC Registration
P.O. Box 26958
New York, NY 10087-6958
Tel: +1 646 728 3800
Fax: +1 732 694 1800

This form should be duplicated for additional registrations.

| | | | |
|-----------------|--|----------------------|-----------------------|
| Name _____ | | Company _____ | |
| Address _____ | | | |
| City _____ | | State/Province _____ | Zip/Postal Code _____ |
| Telephone _____ | | Fax _____ | |
| E-mail _____ | | | |

Method of payment

Check made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX Discover \$ _____

Golf Preferred Foursome

1. _____
2. _____
3. _____
4. _____

Note: Please coordinate your choices with each other.

Net Division: _____ or
Gross Division: _____ or
Established Handicap: _____ or
Estimated Handicap: _____

(check one only – copy this form for additional registrations)

| | | | |
|---|--|------------------------------------|--|
| Name (as it appears on credit card) _____ | | Signature _____ | |
| Credit Card Number (include all digits) _____ | | Expiration Date (month/year) _____ | |

Release of Claims (Read Carefully and Sign)

I agree and acknowledge that I am participating in the **ICSC 2014 Tennessee/Kentucky Idea Exchange and Alliance Program** ("Sports Event") on my own accord. I give this acknowledgment freely and knowingly and I represent and warrant to you that I am physically and mentally fit and that, as a result, able to participate, and I do hereby assume responsibility for my own well-being.

I am fully aware that possible physical injury might occur to me as a result of my participation, and I agree to assume the full risk, including risk which is not specifically foreseeable, of any injuries,

including death, damages or loss regardless of severity, which I may sustain as a result of participating in any and all activities connected with or associated with the Sports Event.

In consideration of the right to participate in the Sports Event, I hereby waive any and all rights or claims I may have as a result of participation in the Sports Event against the International Council of Shopping Centers, Vanderbilt Legends Club, and their respective directors, officers, employees, members, staff and all individuals assisting in instructing, sponsoring and conducting these activities, and I hereby fully release and discharge them from any and all claims resulting from injuries, including death, damages or loss,

which may accrue to me or my heirs arising out of or in any way connected with my participation in the Sports Event.

I further agree to indemnify, defend and hold harmless the International Council of Shopping Centers, Vanderbilt Legends Club and their respective directors, officers, employees, members, staff, and all individuals assisting in instructing, sponsoring and conducting these activities, from any and all claims resulting from injuries, including death, damages or loss, which may accrue to me or my heirs arising out of or in any way connected with my participation in the Sports Event.

It just got better.

Download ICSC Mobile 2.0



ICSC is App-solutely connected.

- Member to Member lookup
- View/search attendee and exhibitor lists
- View conference programs
- Shows floor plan and booth locations
- Register for ICSC events anytime, anywhere
- Sponsorship and advertising opportunities
- View updated industry job openings



www.icsc.org/mobile



Sponsorship Form

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!

Your PLATINUM Sponsorship of \$2,000 will include:

- Verbal recognition from podium
- Additional Deal Making Table (total of 2 tables)
- Company name and/or logo on all publicity material including electronic and hard copy on:
 - Pre-event printed materials*
 - Targeted e-mail blasts to ICSC membership
 - Logo on event Website with hyperlink
 - On-Site signage
- Company logo to loop during select event functions
- Hole signage at the Golf Tournament
- Platinum Sponsor Ribbon

Your GOLD Sponsorship of \$1,000 will include:

- Company name and/or logo on all publicity material including electronic and hard copy on:
 - Pre-event printed materials*
 - Targeted e-mail blasts to ICSC membership
 - Logo on event Website with hyperlink
 - On-Site signage
- Company logo to loop during select event functions
- Gold Sponsor Ribbon

Your MEMBER-HOSTED RECEPTION Sponsorship of \$500 will include:

- On-Site Signage at Member-Hosted Reception
- Company logo to loop during select event functions
- Reception Sponsor Ribbon

*Pending production deadline dates

■ When

Wednesday, July 9, 2014
6:00 – 8:00 pm

■ Where

Music City Convention Center
201 5th Avenue South
Nashville, TN 37203

■ Deadline

Sponsorship must be received by **June 18, 2014**, to be recognized at the meeting.

■ Return completed form to:

Tennessee/Kentucky Idea Exchange and Alliance Program Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800
(credit card payments only)

■ Sign up now by returning this completed form along with:

- \$2,000, \$1,000 or \$500 payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .eps format) to jconte@icsc.org.

■ ICSC Sponsor Contact

Jaymie Conte
Tel: +1 646 728 3598
E-mail: jconte@icsc.org

Company _____

Company name that should appear on sign (please print or type) _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____ E-mail _____ 2014TK-S

Method of payment

Check made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____

thank you!



ICSC is the global trade association for the shopping center industry. ICSC uses the most prominent industry leaders to help educate its membership on the ever-changing trends in the shopping center business. ICSC is here to advocate for the retail real estate industry to ensure fair and legal practices for its members. ICSC is the global source of retail real estate statistics and the thought leader for the industry. ICSC provides its membership with the most networking opportunities to build new and productive partnerships.

EARN

EDUCATION ADVOCACY RESEARCH NETWORKING

Discover just how much we can help your business EARN by joining today at www.icsc.org/EARN or call us at +1 646 728 3800 ext.1.



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International Council of Shopping Centers
1221 Avenue of the Americas, 41st Floor
New York, NY 10020-1099



Scan here for
more information.

idealexchange[®] program

ICSC Tennessee/Kentucky
Idea Exchange and Alliance Program

Music City Convention Center
Nashville, TN
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