

# IDEA Exchange

2004  
TENNESSEE/KENTUCKY  
Idea Exchange

PROGRAM

RENAISSANCE NASHVILLE HOTEL & NASHVILLE CONVENTION CENTER, NASHVILLE, TN

JULY 6-7, 2004



INTERNATIONAL COUNCIL OF SHOPPING CENTERS

# 2004 TENNESSEE/KENTUCKY Idea Exchange

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## PROGRAM

**TUESDAY, JULY 6**

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### ■ Golf Tournament & Luncheon

9:00 am Shotgun Start  
Legends Golf Club of Tennessee  
1500 Legends Club Lane  
Franklin, TN

The tournament is limited to 96 players. See the enclosed Golf Tournament sign-up form for registration details.

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### ■ Tour of Country Music Hall of Fame and Museum

222 Fifth Avenue South  
Nashville, TN

The tour is available at a reduced rate of \$10/per person on Tuesday, July 6 only. Hours: 9:00 am – 5:00 pm  
If you are interested in participating in a tour, please contact Holly Buchanan no later than June 30, 2004, at (615) 301-2917 or email [hbuchanan@ctmt.com](mailto:hbuchanan@ctmt.com).

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### ■ Early Registration

12:00 noon – 3:00 pm  
Renaissance Nashville Hotel

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### ■ Special Continuing Education Session

1:00 – 5:00 pm  
Renaissance Nashville Hotel

### Legal Issues & Strategies for Real Estate Professionals

This course will address legal concerns relevant to commercial real estate professionals. Specific topics will include current trends in the industry, acquisitions, evaluating deals, issues in subleasing and insurance matters. Questions and answers will follow each

presentation, and 10 minute breaks will be held each hour. Approval for this course has been sought from Tennessee and Kentucky Real Estate Commissions for reciprocal credit to TN/KY licensees only. Meeting attendees from other states are welcome to participate and may individually apply for CE credit from their states. Written evidence of course completion will be provided to all attendees.

#### *Speakers:*

**ROBERT N. BUCHANAN, III, ESQ.**

Sites & Harbison PLLC  
Nashville, TN

**JEFFREY R. KING, ESQ.**

Sites & Harbison PLLC  
Nashville, TN

**TANDY C. PATRICK, ESQ.**

ICSC Kentucky State Government Relations  
Committee Chair  
Greenebaum Doll & McDonald PLLC  
Louisville, KY

**MICHAEL B. VINCENTI, ESQ.**

Wyatt Tarrant & Combs LLC  
Louisville, KY

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### ■ Registration and Hosted Welcome Reception

6:00 – 8:00 pm  
County Music Hall of Fame and Museum

*Thanks to the following sponsors:*

#### PLATINUM

Boult, Cummings, Connors & Berry, PLC  
Brookside Properties, Inc.  
City of Gallatin Economic Development Agency

## PLATINUM continued

First American Title Insurance Company  
Fletcher Bright Company  
GBT Realty Corporation  
The Hutton Company  
J. E. Crain & Son, Inc.  
Joint Economic & Community Development Board  
of Wilson County  
Key Bank  
Newton Oldacre McDonald  
R. P. Industries, Inc.  
Redd Realty Services  
Robbins Properties  
The Shopping Center Group, LLC  
Vision Real Estate LLC

## GOLD

Baker Storey McDonald, Inc.  
Bass, Berry & Sims, PLC  
CB Richard Ellis  
CBL & Associates Properties, Inc.  
Centennial, Inc.  
City of Lebanon, Tennessee  
Edens & Avant  
Global Fitness Holdings D/B/A Gold's Gym  
Greenebaum Doll & McDonald PLLC  
H. G. Hill Realty Company  
H. Michael Hindman Architects, PC  
Horne Properties, Inc.  
The Kroger Company  
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Maxwell Johanson Maher Architects, LLC  
Opry Mills/The Mills Corporation

## SILVER

Artech Design Group, Inc.  
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CB Richard Ellis/Nicklies & Company  
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Cracker Barrel Old Country Store, Inc.  
City of Hopkinsville, Kentucky  
Dahlem Realty Company, Inc.  
David Hocker & Associates, Inc.  
Dippin' Dots Franchising, Inc.

Dooley Mack Constructors, Inc.  
EMJ  
Hollins & Associates, PLLC  
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NAI Isaac Commercial Properties, Inc.  
O'Charley's Inc.  
Phoenix Associates, LLC  
Service Management Systems, Inc.  
Shumaker Witt Gaither & Whitaker, PC  
SouthStar, LLC  
Stevens Group  
Valor Security Services  
Yellowwood Franchise Services, Inc.

## WEDNESDAY, JULY 7

### ■ Registration

7:30 am – 4:00 pm  
Renaissance Nashville Hotel

### ■ Continental Breakfast Served

7:30 – 8:00 am  
Renaissance Nashville Hotel

### ■ Welcome and Program Introduction

8:00 – 8:30 am

#### *Welcome*



#### **H. MICHAEL HINDMAN**

ICSC Tennessee State Director  
President

H. Michael Hindman Architects, PC  
Brentwood, TN



#### **KARLA ROCKER, SCSM**

Incoming ICSC Kentucky State Director  
CBL & Associates Properties, Inc.

Louisville, KY

## Program Overview



**CHARLIE WARFIELD**  
ICSC 2004 Tennessee/Kentucky Idea  
Exchange Program Planning  
Committee Co-Chair  
Brookside Properties, Inc.  
Nashville, TN



**CHARLIE DAHLEM, CCIM**  
ICSC 2004 Tennessee/Kentucky Idea  
Exchange Program Planning  
Committee Co-Chair  
Dahlem Realty Company, Inc.  
Louisville, KY

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### ■ State of the Industry

8:30 – 9:00 am



**JAMES E. MAURIN**  
ICSC Chairman-Elect  
Chairman  
Stirling Properties  
Covington, LA

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### ■ Concurrent Sessions

9:15 – 10:30 am

#### A. Yesterday's Centers — Tomorrow's Future

Many enclosed malls and neighborhood centers are outdated and physically obsolete. Owners, developers and cities who can work together to create a new vision and allow a center to be partially or fully de-malled will be rewarded. The successful rehabilitation or renovation of these centers requires an experienced legal, financial, marketing and development/construction team who know how to work together to create value for both the investor and the community. Hear case studies of actual projects the panelists have been involved with — and some of the roadblocks and solutions for those considering redevelopment of an existing center.

#### Moderator:



**ALLEN C. McDONALD, CCIM**  
Principal  
Baker Storey McDonald, Inc.  
Nashville, TN

#### Panelists:

##### **LYLE DARNALL**

Vice President-Development Southeast  
Edens & Avant  
Columbia, SC

##### **GARY SAYKALY**

Managing Partner  
New Bridge Retail Advisors  
Alpharetta, GA

##### **J. THOMAS TRENT, JR.**

Board of Governors Member  
Boult Cummings Connors & Berry, PLC  
Nashville, TN

#### B. Roundtable Discussions

Here is your chance to sit down and informally discuss a variety of topics important to your business. The topics will be repeated in (2) 35 minute segments.

#### Location Decision Process for Retailers

##### **DAVID A. ATCHISON**

ICSC Tennessee State Retail Chair  
Real Estate Representative  
Lifeway Christian Stores  
Nashville, TN

#### Location Decision Process for Restaurants

##### **FLOYD DEAN**

Vice President of Real Estate  
Captain D's  
Nashville, TN

#### Design and Construction

##### **DAVID HUDSON**

Architect/Vice President  
ARTECH Design Group, Inc.  
Chattanooga, TN

## Site Selection

### CARRIE LENEAVE

Director of Real Estate  
Logans Roadhouse Restaurants  
Nashville, TN

## The Art of Negotiation

### ANN P. CARGILE

Attorney  
Boult Cummings Conners & Berry  
Nashville, TN

## Cap Rates 101

### PAUL GAITHER

Senior Associate  
CB Richard Ellis Retail Services  
Nashville, TN

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## ■ General Session

10:45 am – 12:15 pm

### Meet the Retailers Update

A panel of retailers will present their business and expansion plans, including site criteria for the state of Tennessee and Kentucky and the Southeast. **Copies of the retailers' profiles will be available at the session.**

*Co-chaired by:*

### TOBY DAVIS

President  
Davis Commercial Group  
Louisville, KY

### JON PARKER

Broker  
Brookside Properties, Inc.  
Nashville, TN

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## ■ Luncheon Served

12:30 – 1:00 pm

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## ■ Keynote Address

1:00 – 1:45 pm

### “Dancing on the Deck of the Titanic: Lessons in the Art of Strategic Listening”



### BILL LINDSLEY, Ph.D.

President  
Bill Lindsley & Co.  
Brentwood, TN

A well-known consultant, author, educator, speaker and expert in the art of strategic listening, he is president of Bill Lindsley & Co., a consulting firm in Brentwood, TN that specializes in strategic planning. Dr. Lindsley has worked with numerous organizations in a variety of industries and settings from manufacturing to high technology, from family businesses to entrepreneurs, from multinationals to not-for-profits. He is a former dean and professor, holding positions at Boston College, Vanderbilt University and Belmont University. Lindsley has won a number of teacher-of-the-year honors. Dr. Lindsley holds a Ph.D. from M.I.T. and M.B.A. from Boston College.

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## ■ Deal Making

2:00 – 4:00 pm

See the enclosed Deal Making Table Request Form for information and sign-up instructions.

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## ■ Meeting Adjourns

4:00 pm

# 2004 TENNESSEE/KENTUCKY Idea Exchange

## REGISTRATION FORM

RENAISSANCE NASHVILLE HOTEL & NASHVILLE CONVENTION CENTER, NASHVILLE, TN

JULY 6-7, 2004

### ■ HOW TO REGISTER



Fax: (212) 589-5600  
(Credit card registrations only)



Online: [www.icsc.org](http://www.icsc.org)  
(Credit card registrations only)



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

### ■ REGISTRATION FEE

	Advance	On-Site
Member:*	\$125	\$150
Non-Member:	\$175	\$215

\*To qualify for the member fee, each registrant must be an ICSC member or an affiliate member. To become an ICSC member, call ICSC Information Services at (646) 728-3800.

Attendees will receive a complimentary copy of the book, *SCORE 2004*.

### ■ DEADLINES

To be listed in the Meeting Attendees List, you must register by *June 10, 2004*. To qualify for the advance registration fee, your registration must be received by 12:00 noon EST *June 29, 2004*.

### ■ CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after *June 29, 2004*. All requests for refunds must be received by ICSC in writing.

Please Check One:

ICSC Member\*       Non-Member

2004TK-B

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

( ) \_\_\_\_\_

State/Province \_\_\_\_\_

( ) \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail Address

Your membership I.D.#

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

### ■ METHOD OF PAYMENT

Check or money order made payable to ICSC enclosed for \$ \_\_\_\_\_

MasterCard    Visa    AMEX      \$ \_\_\_\_\_

Name (as it appears on credit card) \_\_\_\_\_

Signature \_\_\_\_\_

Credit Card Number (include all digits) \_\_\_\_\_

Expiration Date (month/year) \_\_\_\_\_

### ■ HOTEL RESERVATIONS

A block of rooms has been reserved at:

Renaissance Nashville Hotel  
611 Commerce Street  
Nashville, TN  
(615) 255-8400

Rate: \$129 Single/Double Occupancy

Cut-off Date: *June 3, 2004*

Be sure to tell the hotel that you are with the ICSC meeting. Requests received after the cut-off date are subject to space and rate availability.

### ■ AIRFARE / CAR RENTAL DISCOUNTS

Call DePrez Travel at (888) ICSC-TVL (427-2885) Ext.417 or (585) 442-8856 from 8:30 am to 5:30 pm EST for discount airfare information.

### ■ CONTINUING EDUCATION CREDITS



SCSM/SCMD: 1 credit

CLS: 1 credit

### ■ SPECIAL NEEDS



Any disabled individual desiring an auxiliary aid for this meeting should notify Terri Miller at (561) 750-9049 no later than *June 10, 2004*.

■ I authorize ICSC to send me announcements, via fax, email, phone or otherwise, of ICSC programs and services that may be of interest to me or my colleagues.

# 2004 TENNESSEE/KENTUCKY Idea Exchange

## PROGRAM PLANNING COMMITTEE

**CHARLES J. DAHLEM, CCIM**

ICSC 2004 Tennessee/Kentucky Idea Exchange Program Planning Committee  
Co-Chair, Dahlem Realty Company, Inc.

**CHARLIE WARFIELD**

ICSC 2004 Tennessee/Kentucky Idea Exchange Program Planning Committee  
Co-Chair, Brookside Properties, Inc.

**H. MICHAEL HINDMAN**

ICSC Tennessee State Director, H. Michael Hindman Architects

**KARLA ROCKER, SCSM**

ICSC Incoming Kentucky State Director, CBL & Associates Properties, Inc.

**JON HASTINGS**

ICSC Tennessee State Government Relations Committee Chair  
Boult Cummings Connors & Berry

**TANDY S. PATRICK, ESQ.**

ICSC Kentucky State Government Relations Committee Chair, Greenebaum Doll &  
McDonald PLLC

**SUE AKINS**

ICSC Incoming Tennessee State Alliance Co-Chair, City of Lebanon, TN

**JOHN FISCHER**

ICSC Incoming Kentucky State Alliance Co-Chair, Metro Development Authority-  
Louisville

**CARNELL SCRUGGS**

ICSC Incoming Tennessee State Alliance Co-Chair, NAI

**BENTON SEAY**

ICSC Incoming Kentucky State Alliance Co-Chair, Hagan Seay Properties

**ANNE L. KILCOYNE, CPM**

ICSC Kentucky State Operations Chair, Isaac Commercial Properties, Inc.

**STEVE STANLEY**

ICSC Tennessee State Operations Chair, SouthStar, LLC

**DAVID A. ATCHISON**

ICSC Tennessee State Retail Chair, Lifeway Christian Stores

**CHAD WILSON**

ICSC Incoming Kentucky State Retail Chair, Dippin' Dots Inc.

**MARK R. BANKS**, Newton Oldacre McDonald

**HOLLY BUCHANAN**, Colliers Turley Martin Tucker

**KIM COOK**, Colliers Turley Martin Tucker

**TOBY DAVIS**, Davis Commercial Group

**LAINY HABEEB**, Faulkner Hinton Associates

**SANDRA J. HEYMANN, SCMD**, CBL & Associates Properties, Inc.

**MIKE LANE**, Artech Design Group, Inc.

**ALLEN C. McDONALD, CCIM**, Baker Storey McDonald, Inc.

**THERESA MCGARRY**, Hagan Seay Properties

**GLENN MCGEHEE**, The Shopping Center Group of Tennessee, Inc.

**JON PARKER**, Brookside Properties, Inc.

**BRANDON PLUNKETT**, Baker Storey McDonald, Inc.

**DON REID**, DMReid & Associates

**LOUIS RIEKE**, First American Title Insurance Company

**STEVE ROGERS**, CB Richard Ellis/Nicklies & Company

**BIRGITTA WILLIAMSON**, Edens & Avant

**MYRON WORLEY, SCSM, SCMD**, CBL & Associates Properties, Inc.

# 2004 TENNESSEE/KENTUCKY Idea Exchange

## DEAL MAKING TABLE REQUEST FORM

### ■ WHEN

Wednesday, July 7, 2004  
2:00 – 4:00 pm

### ■ WHO QUALIFIES

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

### ■ INCLUDES

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

### ■ 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.

### ■ 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

### ■ DEADLINE

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your Deal Making Table Request Form by *June 10, 2004*.

### ■ AVAILABILITY

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

### ■ NOTIFICATION

You will receive a written Table Confirmation from ICSC two weeks prior to the meeting if a table has been reserved for you. If you do not receive a letter regarding the status of your request, please contact the meeting planner listed below to confirm.

### ■ CANCELLATION

Notify ICSC immediately if you must cancel.

### ■ CONTACT

Terri Miller  
Senior Meetings Manager  
(561) 750-9049  
(561) 750-9169  
tmiller@icsc.org

DETACH HERE

DETACH HERE

PLEASE RETURN TO:



ICSC

Donna Ramnauth

Tennessee/Kentucky Idea Exchange

1221 Avenue of the Americas, 41st Floor, New York, NY 10020-1099

Tel: (646) 728-3643 ■ Fax: (212) 589-5587

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

### CHECK ALL THAT APPLY:

- We are retailers.
- We are brokers.
- We are developers/owners.
- We are lenders.
- We are suppliers.
- We are a city/municipality or economic development agency
- We have registered for the Idea Exchange.
- We will notify ICSC immediately if we must cancel.

2004TK-B

# 2004 TENNESSEE/KENTUCKY Idea Exchange

## GOLF SIGN-UP FORM

■ **WHEN**

Tuesday, July 6, 2004  
 Golf Tournament & Luncheon  
 9:00 am – 4:00 pm  
 8:00 am – Practice Range Opens  
 9:00 am – Shotgun Start

■ **WHERE**

Legends Golf Club of Tennessee  
 1500 Legends Club Lane  
 Franklin, TN  
 Tel: (615) 791-8100

■ **FORMAT**

Scramble

The event will utilize a “scramble format” and will attempt to mix players into foursomes according to abilities, but if you would like to play with a specific group, please list the other names here and the event coordinator will attempt to accommodate your request. **Please Note:** There is no guarantee that you will be able to play with the group that you requested.

■ **FEES**

\$85 (nonrefundable) per player includes luncheon, green fees, cart fees and prizes. Fees are due by **June 14, 2004**. Please make checks payable to : TN/KY Golf Tournament

■ **DEADLINE**

Please register before **June 14, 2004**. Limited to the first 96 registrants.

■ **CONTESTS/PRIZES**

Closest to Pin  
 Par 3's  
 Longest Drive

■ **GOLF CONTACT/RETURN COMPLETED FORM TO:**

Steve Stanley  
 SouthStar, LLC  
 1616 Westgate Circle  
 Brentwood, TN 37027  
 Tel: (615) 844-0180  
 Fax: (615) 844-0179  
 Email: sstanley@southstarco.com

DETACH HERE

DETACH HERE

This form should be duplicated for additional registrations. *Mail form to event contact listed above.*

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City _____	State/Province _____	Zip/Postal Code _____
( ) _____	( ) _____	
Telephone _____	Fax _____	E-mail _____

Enclosed is my entry fee of \$ \_\_\_\_\_

I Prefer to play with:

Established Handicap: \_\_\_\_\_

Estimated Handicap: \_\_\_\_\_

Estimated Handicap: \_\_\_\_\_

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Check one

Sex:

Male     Female

Age:

20+     50+

30+     60+

40+

**WAIVER AND RELEASE STATEMENT**

(Read Carefully and Sign)

In consideration of your accepting this entry, I, the undersigned, intending to hereafter be legally bound for myself, my heirs, executors and administrators waive and release any and all rights and claims for injuries and damages I may have against, and agree to hold harmless the International Council of Shopping Centers, Legends Golf Club of Tennessee and the City of Franklin, the United State of America, all officials of this event, all sponsors, producers and their officers, agents, employees, representatives, successors and assigns for any and all injuries and damages suffered by me in connection with this event, including travel to and from the event, and including injuries that may be suffered by me before, during or after the event, and for all damages caused by me to another person or property. I understand that this waiver includes any claims based on negligence, action or inaction of any of the above parties. I recognize the difficulties of the event and attest and certify that I am sufficiently physically fit to compete safely and that I have not been advised otherwise by a qualified medical person.

Signature \_\_\_\_\_

Date \_\_\_\_\_

**Are you a retail real estate professional seeking to  
develop your career?**

**Would you like to build valuable business networks  
and learn from industry leaders?**

**Then you'll want to learn more about**

# **NEXT GENERATION**

***FUTURE OF THE INDUSTRY***

**If you're an up and coming retail real estate professional and are  
looking for an opportunity to meet and interact with your peers,  
NEXT GENERATION was developed with you in mind. Take advantage  
of this forum to network, share experiences and learn from  
senior industry leaders who will share their insights and offer advice.**



**To get involved visit [www.icsc.org/nextgen](http://www.icsc.org/nextgen) or email [nextgen@icsc.org](mailto:nextgen@icsc.org)**

# 2004 TENNESSEE/KENTUCKY Idea Exchange

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## UPCOMING MEETINGS

### FLORIDA CONFERENCE

Gaylord Palms Resort & Convention Center  
Kissimmee, FL  
August 8-10, 2004

### VRN FALL CONFERENCE

Hyatt Regency Grand Cypress  
Orlando, FL  
September 8-10, 2004

### FALL CONFERENCE & TRADE EXPOSITION

San Antonio Marriott Rivercenter  
San Antonio, TX  
September 27-30, 2004

### OKLAHOMA/ARKANSAS IDEA EXCHANGE

Renaissance Tulsa Hotel & Convention Center  
Tulsa, OK  
October 18-19, 2004

### SOUTH FLORIDA IDEA EXCHANGE

Seminole Hard Rock Hotel  
Hollywood, FL  
November 9-10, 2004

### TEXAS IDEA EXCHANGE

Henry B. Gonzalez Convention Center  
San Antonio, TX  
November 16-18, 2004