

# ideaexchange®

**program**

## **ICSC Mountain States**

Salt Palace Convention Center

Salt Lake City, UT

February 11–12, 2009

● ***new date & location!***

 **ICSC**



## ICSC 2009 Mountain States

Salt Palace Convention Center • Salt Lake City, UT

February 11 – 12, 2009

### wednesday February 11

#### ◆ Ski Day

9:00 am – 3:00 pm

**Park City Mountain Ski Resort, Park City, UT**

9:00 – 10:00 am – Continental Breakfast

9:00 – 11:00 am – Registration – Pick up ski passes – Legacy Lodge

11:00 am – 3:00 pm – Hospitality Suite

12:00 noon – 1:00 pm – Lunch Served

To register, please log on to [www.icsc.org](http://www.icsc.org) to obtain a copy of the Sports Event Sign-Up Form. Online registration is now available.

Corporate sponsorship is available for the Ski Day. Please log on to [www.icsc.org](http://www.icsc.org) to obtain a copy of the Sports Event Sponsorship Form or contact Brent Parkin at +1 801 698 5444 or [brent.parkin@ggp.com](mailto:brent.parkin@ggp.com) or Brandon McDougald at +1 801 363 5605 or [brandonmcdougald@clclassoc.com](mailto:brandonmcdougald@clclassoc.com) for more information.

### thursday February 12

#### ◆ Registration

9:30 am – 4:30 pm

Please note time changes from Prelim Program.

#### ◆ Welcome, Introduction to the Program and Industry Trends

10:00 – 10:15 am

STEVE BOWLER

*ICSC Idaho/Utah/Montana State Director*

*Coldwell Banker Commercial NRT*

*Salt Lake City, UT*

#### ◆ Roundtable Discussions

10:15 – 11:15 am

For the first year in the history of the Mountain States Idea Exchange, Roundtable Discussions will be a part of the program. Each table will be numbered with a corresponding topic which will be listed in the Directory. Table seating is on a first-come, first-serve basis and there will be two twenty minute rotations so each participant will be able to sit in on two topics. There will be a discussion facilitator at each table to introduce the topic and engage and moderate all attendees in a lively discussion. Topics may include Grocery Trends, Leasing Techniques, Managing Vacancy, Retail Going Green, Design Trends, Mixed-Use and Project Branding. Roundtables present an opportunity for our industry professionals to educate each other on their areas of expertise while promoting further networking opportunities.

#### ◆ Guest Speaker

11:30 – 11:45 am

Jeff Edwards will discuss how the activities of EDCUtah can positively affect the retail industry in Utah and what recent successes and upcoming projects EDCUtah has planned.

JEFF EDWARDS

*President*

*Economic Development Corporation of Utah (EDCUtah)*

*Salt Lake City, UT*

#### ◆ Regional Development Update

11:45 am – 12:30 pm

The Mountain States Developer and Retailer presentation is back for its 14th year. Intermountain developers and real estate agents will present a fast paced narrated presentation on new projects in the area.

MODERATOR

CHAD MOORE

*Retail Specialist*

*Commerce CRG*

*Salt Lake City, UT*

To submit property for consideration, contact Chad Moore at +1 801 322 2000 or via e-mail at [cmoore@commercecrg.com](mailto:cmoore@commercecrg.com).

### ◆ Lunch Served

12:30 – 1:15 pm

(No lunch service after 1:15 pm)

### ◆ State of the Industry

1:15 – 1:30 pm

DON PROVOST

*ICSC Western Division Vice President and Trustee  
Principal*

*Alberta Development Partners, LLC.  
Greenwood Village, CO*

### ◆ Keynote Speaker

1:30 – 2:30 pm

**Lessons in Extreme Leadership:  
Surviving K2, the World's Hardest Mountain,  
Surviving Difficult and Uncharted Terrain  
During This Down Economy**

Fear, selfishness and arrogance—these are just some of the dangers that can threaten a climber's life and in the high threat world of global commerce and global security, they can destroy an organization. On July 20, 2007 twenty five climbers set out for the summit of K2. Eighteen would reach the summit. Two would die. On a mountain where one-in-seven summiters die descending, it was the most successful day in K2's epic history. Leading an international expedition, and filming it for NBC TV, Chris Warner captured the mountain in all its brutality. Whether in the Himalayas or in the corporate world, Chris Warner will draw parallels and offer compelling lessons in the art of bravery and selfless leadership and what it takes to be a leader in difficult times.

SPEAKER

CHRIS WARNER

*Mountaineer and Author  
Earth Treks, Inc.  
Columbia, MD*

### ◆ Deal Making and Member-Sponsored Reception

2:30 – 4:30 pm

This is your chance to network and conduct business with retailers, brokers, developers, owners, lenders, suppliers, cities, municipalities and economic development agencies! To reserve a table, please complete the attached Deal Making Table Request Form. Space is limited on a first-come, first-served basis. Reserve your table top exhibit now.

Corporate sponsorship is available for \$500 per company. Please refer to the Reception Sponsorship Form for more information or contact Barry Smith at +1 801 546 3471 or [barry\\_smith@cbsproperties.com](mailto:barry_smith@cbsproperties.com).

Thank you to the following preliminary reception sponsors:

- City of Taylorsville
- Coldwell Banker Commercial
- Layton Hills Mall

### ◆ Meeting Adjourns

4:30 pm

### registration form

#### ◆ How to Register

**Fax:** +1 732 694 1800 *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
<b>Member*</b>	\$ 160	\$ 200
<b>Non-member</b>	\$ 355	\$ 445
<b>Student Member**</b>	\$ 50	\$ 50

*\*To qualify for a member fee, 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 rate.*

#### ◆ Deadlines

To be listed in the Meeting Attendees List, you must register by **January 22, 2009**. To qualify for the advance registration fee, your registration must be received by **February 4, 2009**.

#### ◆ Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **February 4, 2009**. All requests for refunds must be received by ICSC in writing.

**Attendees will receive a complimentary copy of the book *The RetailGreen Agenda*.**

This publication is available only during the program registration hours and will not be mailed out after the event.

#### ◆ Hotel Reservations

A block of rooms has been reserved at:

**Salt Lake City Marriott Downtown**  
75 South West Temple  
Salt Lake City, Utah 84101  
**Tel:** +1 801 531 0800  
**Fax:** +1 801 532 4127  
**Rate:** \$159 Single/Double Occupancy  
**Cut-off Date: January 28, 2009**

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 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 EST, Monday through Friday.

#### ◆ Continuing Education Credits

**SCSM/SCMD:** 1 credit; **CLS:** 1 credit  
ICSC is applying for Continuing Education Credits with the State of Utah for this meeting.

#### ◆ Special Needs

Anyone desiring an auxiliary aid for this meeting should notify Casey Adams at +1 949 224 3830 no later than **January 22, 2009**.

◆ I authorize ICSC to send me announcements, via mail, fax, e-mail, phone or otherwise, about ICSC programs and services that may be of interest to me or my colleagues.

Please Check One:  ICSC Member  Non-Member  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 or money order 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)

2009MS-B

### program planning committee

**ROBIN SALVAGIO**, ICSC 2009 Mountain States Idea Exchange Program Planning Committee Co-Chair  
CLC Associates

**PAM THOMPSON**, ICSC 2009 Mountain States Idea Exchange Program Planning Committee Co-Chair  
Coldwell Banker Commercial

**WADE WILLIAMS**, scls, ICSC Western Division Operations Chair  
The Boyer Company

**STEVE BOWLER**, ICSC Idaho/Montana/Utah State Director  
Coldwell Banker Commercial

**ARMAND JOHANSEN**, ICSC Idaho/Montana/Utah Government Committee Relations Committee Chair  
Johansen Thackeray Commercial Real Estate Services

**CAMERON GUNTER**, ICSC Idaho/Montana/Utah Alliance Co-Chair – Private Sector  
PEG Development

**KEITH SNARR**, ICSC Idaho/Montana/Utah Alliance Co-Chair – Public Sector  
City of Taylorsville

**BARRY SMITH**, csm, ICSC Idaho/Montana/Utah State Operations Chair  
Layton Hills Mall

**PAUL S. STAFFORD**, ICSC Idaho/Montana/Utah State Retail Co-Chair, Pentad Properties, Inc.

**CHRIS MONSON**, ICSC Idaho/Montana/Utah Retail Co-Chair, NAI Utah

**JAY BLACKER**, Hawkins Companies

**BROOK BLAKESLEE**, Colliers International

**HEATHER BOGDEN**, Coldwell Banker Commercial

**RICHARD BRADFORD**, Pleasant Grove, Utah Economic Development

**KEITH BUSWELL**, Wadman Corporation

**DOUGLAS R. COLE**, NAI Utah

**RICK GATES**, First American Title

**CHRIS GRAHAM**, Mark Bottles Real Estate

**RUSS HARRIS**, CB Richard Ellis

**CHRIS HATCH**, IRG Retail

**GEOFF KAESSNER**, GSK Realty Services

**RALPH K LEE**, West Valley City

**BRANDON McDOUGALD**, CLC Associates

**RYAN S. McFARLAND**, UTA

**SHERRY McGEARY**, First American Title

**BOB MITCHELL**, csm, Thornton, Oliver, Keller

**CHAD MOORE**, Commerce CRG

**JR MOORE**, CB Richard Ellis

**ROB MOORE**, Coldwell Banker Commercial

**BRETT PALMER**, NAI Utah

**BRENT PARKIN**, scsm, General Growth Properties

**MORGAN RANDIS**, WinCo Foods

**RICH ROBINS**, csm, Coldwell Banker Commercial

**RUSSELL RODGERS**, Hawkins Companies

**GREG SHIELDS**, Pentad Properties

**MATT SWAIN**, Perry and Associates, Inc.

**LISA VANDERSTEEN**, Amsource Development

**SCOTT VERHAAREN**, The Boyer Company

**MIKE WALKER**, NAI Business Properties

**JASON WHITE**, White-Leisure Development

# 09

### reception sponsorship form

Sponsorship is an 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 Sponsorship of \$500 will include

- ◆ Sponsor sign of your company logo at the Member-Sponsored Reception on **Thursday, February 12, 2009**.
- ◆ PowerPoint display of your company logo at the luncheon on **Thursday, February 12, 2009**.
- ◆ Recognition in the Directory if sponsorship is received by **January 22, 2009**.
- ◆ Sponsor ribbons that can be worn with your badge throughout the Conference.

#### ◆ When

**Thursday, February 12, 2009**  
2:30 – 4:30 pm

#### ◆ Where

**Salt Palace Convention Center**

#### ◆ Deadline

Sponsorship needs to be received by **January 22, 2009** to be recognized at the meeting. Please allow ten days to process payments made by check.

#### ◆ Sponsor Contact

**Barry Smith**  
Tel: +1 801 546 3471  
E-mail: [barry\\_smith@cbsproperties.com](mailto:barry_smith@cbsproperties.com)

#### ◆ Sign-up now by returning completed form with

- Your company logo (.jpeg, .eps or .tif format) to Casey Adams at [cadams@icsc.org](mailto:cadams@icsc.org)

#### ◆ ICSC Sponsor Contact

**Casey Adams**  
Tel: +1 949 224 3830  
E-mail: [cadams@icsc.org](mailto:cadams@icsc.org)

- \$500 payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form.

#### ◆ Return Completed Form to 2009 Mountain States

**Idea Exchange Sponsorship**  
Mail: P.O. Box 26958  
New York, NY 10087-6958  
Fax: +1 732 694 1800  
*Credit card payments only*

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Company

---

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

---

Address

---

City

State/Province

Zip/Postal Code

---

Telephone

Fax

E-mail

#### Method of payment

- Check or money order made payable to ICSC enclosed for \$ \_\_\_\_\_
- MasterCard    Visa    AMEX    Discover   \$ \_\_\_\_\_

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Name (as it appears on credit card)

Signature

---

Credit Card Number (include all digits)

Expiration Date (month/year)

2009MS-B

*thank you!*

### deal making table request form

#### ◆ When

Thursday, February 12, 2009  
2:30 – 4:30 pm

#### ◆ Who Qualifies

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

#### ◆ Includes

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

#### ◆ 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 **January 22, 2009**.

#### ◆ Availability

Tables are confirmed 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 at right to confirm.

#### ◆ Cancellations

Notify ICSC immediately if you must cancel.

#### ◆ Please return to

ICSC  
**Julia Rumford**  
2009 Mountain States Idea Exchange  
P.O. Box 26958  
New York, NY 10087-6958  
**Tel:** +1 646 728 3693  
**Fax:** +1 732 694 1786  
**E-mail:** jrumbord@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

2008MS-B

#### 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:<br>_____ | <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 ICSC 2009 Mountain States Idea Exchange. |
|  | <input type="checkbox"/> We will notify ICSC immediately if we must cancel.              |

### sports event sponsorship form

Sponsorship is an opportunity to get your company name out in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!

◆ **The following Corporate sponsorships are available for the Ski Day**

- Two \$500 Breakfast Sponsorships
- Three \$500 Lunch Sponsorships
- Two \$500 Hospitality Suite Sponsorships

◆ **Your Sponsorship of \$500 will include**

- Sponsor sign of your company logo at the Ski Day on Wednesday, February 11, 2009.
- PowerPoint display of your company logo at the luncheon on Thursday, February 12, 2009.
- Recognition in the Directory if sponsorship is received by January 22, 2009.
- Sponsor ribbons that can be worn with your badge throughout the Conference.

◆ **When**

Wednesday, February 11  
9:00 am – 3:00 pm

◆ **Where**

Park City Mountain Ski Resort  
1310 Lowell Avenue  
Park City, UT 84060

◆ **Deadline**

Sponsorship needs to be received by **January 22, 2009** to be recognized at the meeting. Please allow ten days to process payments made by check.

◆ **Sponsor Contacts**

**Brent Parkin**  
Tel: +1 801 698 5444  
E-mail: brent.parkin@ggp.com

**Brandon McDougald**  
Tel: 1+ 801 363 5605  
E-mail: brandonmcdougald@clclassoc.com

◆ **ICSC Contact**

**Casey Adams**  
Tel: +1 949 224 3830  
E-mail: cadams@icsc.org

◆ **Sign-up now by returning completed form with**

Sponsorship payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form. Your company logo (.jpg, .eps, or .tif format) to cadams@icsc.org

◆ **Return form to**

**ICSC 2009 Mountain States Idea Exchange Sports Sponsorship**  
P.O. Box 26958  
New York, NY 10087-6958

**Fax: +1 732 694 1800**  
*Credit card payments only*

Please allow ten days to process payments made by check.

Please check one:  Breakfast Sponsor     Lunch Sponsor     Hospitality Suite Sponsor

Company

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

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

**Method of payment**

Check or money order 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)

2009MS-B

*thank you!*

### sports event sign-up form

#### ◆ When

**Wednesday, February 11, 2009**

9:00 – 10:00 am – Continental Breakfast

9:00 – 11:00 am – Registration – Pick up  
ski passes – Legacy Lodge

11:00 am – 3:00 pm – Hospitality Suite

12:00 noon – 1:00 pm – Lunch Served

#### ◆ Where

Park City Mountain Ski Resort  
1310 Lowell Avenue  
Park City, UT 84060

Online registration is now available.

#### ◆ Fees

**\$65** (nonrefundable) per person via check or credit card made payable to ICSC. Fee includes ski pass, continental breakfast, lunch and hospitality suite. Please allow ten days to process payments made by check.

#### ◆ Ski Day Contact

**Brent Parkin**  
Tel: +1 801 621 1162  
Fax: +1 732 694 1800  
E-mail: brent.parkin@ggp.com

#### ◆ ICSC Contact

**Casey Adams**  
Tel: +1 949 224 3830  
Fax: +1 949 224 3831  
E-mail: cadams@icsc.org

#### ◆ Directions

From downtown Salt Lake City enter Interstate 15 from the 500 South on ramp. Head south to Interstate 80 eastbound. Continue eastbound for 21 miles. Exit Interstate 80 at the Kimball Junction/Park City exit. Bear right heading southbound on UT-225 for six miles. Turn right on Empire Avenue and follow up to the base parking facilities of Park City Mountain Resort.

#### ◆ Return completed form and payment to

**ICSC Registration**  
Mail: 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 or money order 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)	

#### Release of Claims – Read Carefully and Sign

I agree and acknowledge that I am participating in the ICSC Ski Day ("Sports Event") on my own accord. I give this acknowledgement 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, Park City

Mountain Ski Resort, 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, Park City Mountain Ski Resort 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.

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

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**program**

**ICSC Mountain States**

Salt Palace Convention Center • Salt Lake City, UT

February 11 – 12, 2009

 **ICSC**

**09**