

# ICSC PACIFIC NORTHWEST/INTERMOUNTAIN REGIONAL PROGRAM

Thursday, November 5, 2009

Stueckle Sky Club

Double R Ranch Club Room 4<sup>th</sup> Floor (Boise State University Stadium)

Boise State University ♦ 1910 University Drive ♦ Boise, ID 83725 ♦ +1 208 426 2570

*Parking available – West Stadium Lot*

### Agenda

- 9:00 – 10:00 am Registration
- 10:00 – 11:30 am Retail Update
- 11:30 am – 12:30 pm Box Lunch
- 12:30 – 1:30 pm Guest Speaker (Economist)
- 1:30 – 2:30 pm Lenders Panel Discussion
- 2:45 – 4:00 pm Retail Panel Discussion “What Does it Take?”
- 4:30 – 6:00 pm Networking Reception at “Beside the Bardenay”  
(612 Grove Street, Boise, Idaho 83702)

The ICSC Pacific Northwest/Intermountain Regional Program will feature Retailers, Developers and Consultants looking to develop in Washington, Oregon, Idaho, Nevada, Utah, Montana and Wyoming. The program will feature retail updates from Brokers located throughout the Northwest and Intermountain Regions. Following *Retail Update* listen to a panel of Lenders and Retailers discuss their respective markets, expectations, and corporate deal requirements.

### Retail Update:

- Brook Blakeslee, Broker**, Colliers International – Boise, Idaho
- Rick Casazza, Broker**, Colliers International – Reno, Nevada
- Michael Heerman, Broker**, HSM Pacific Commercial – Portland, Oregon
- Justin Holmes, Broker**, First Western – Tacoma, WA
- Chad Moore, Broker**, Mountain West Retail – Salt Lake City, Utah
- Mike Walker, Broker**, NAI Business Properties – Billings, Montana

### Keynote Speaker:

**Jim Angresano** – PHD Economics, College of Idaho, Caldwell, ID

### Moderator – Rob Perez, Western Capital Bank

#### Lender Panelists

- Jack Harty**, Harty Capital
- Anthony Sciortino**, Wells Fargo Commercial
- Ken Wilson**, A10 Capital
- Robert Yamashita**, US Bank Commercial

### Moderator - Matt Hicks, Holland Hart

#### Retail Panelists

- Don Forrest, Real Estate Manager**, Fred Meyer, Portland, Oregon
- David Husk, Director of Real Estate**, Les Schwab Tire Centers, Bend, Oregon
- Mitchell S. Johnson, Real Estate Manager**, Savers, Bellevue, Washington
- Dave Messner, Broker**, Northwest Atlantic/Costco, Bellevue, Washington
- Jeff Piccolo, Development Manager**, Burger King, Seattle, Washington
- Morgan Randis, Vice President**, WinCo Foods, Boise, Idaho

**Program Planning Committee Committee:** **Morgan Randis**, Program Chair, WinCo Foods, Inc. **Steve Bowler**, ICSC Idaho/Montana/Utah State Director, Coldwell Banker Commercial NRT, **Mike Bideganeta**, First American Title Insurance Company, **Brook Blakeslee**, Colliers International, **Hilary Bradbury**, Holland and Hart LLP, **Matt Hicks**, Holland and Hart LLP, **Scott Hume**, Bill Thompson and Co., **Brian Liquin**, TAIT & Associates, Inc., **Andrea Nilson**, Heslin Becker Properties, **Jason White**, White-Leasure Development Company, **Jeremy Jeffers**, Terracon Consultants.

### Registration Fees:

	<u>Member</u>	<u>Non-Member</u>
Advance:	\$85.00	\$100.00
Onsite:	\$100.00	\$115.00

### ICSC Meeting Contact:

**Meaghan Donovan +1646-728-3683**  
**Fax: +1 732-694-1800**  
**2009S36-1876**

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Your membership I.D. # \_\_\_\_\_ E-mail \_\_\_\_\_

### **METHOD OF PAYMENT**

Check or money order made payable to ICSC for \$ \_\_\_\_\_  MasterCard  VISA  American Express

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

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

*For registration instructions, see reverse. Duplicate form for additional registrations.*

# Get With the Program.

## Tune Into Your Local ICSC Network!

### HOW TO REGISTER

Complete the registration form on the reverse side and use one of the following to send in your form. For fastest registration visit us online at [www.icsc.org](http://www.icsc.org) or fax this form. Advance registration is encouraged.



**Fax:** (732) 694-1800  
(Credit card registrations only)



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



**Mail:** ICSC, Registration Department  
1221 Avenue of the Americas, 41st Floor  
New York, NY 10020-1099

### ON-SITE REGISTRATION

Checks and credit cards (MasterCard, VISA, American Express) are the only form of payment accepted when you register on-site. No cash accepted on-site. Make checks or money orders payable to ICSC.

### REGISTRATION DEADLINE

All registrations, including fax registrations, must be received at ICSC by 12:00 noon ET three business days before the meeting. *No refunds or cancellations will be given at any time.*

### INFORMATION

If you have any questions regarding meeting registration, please call the **ICSC Information Center at (646) 728-3800**. For information about the program, call the ICSC Meeting Contact listed on the reverse side.

For directions to the site, please contact the venue at the phone number provided on the reverse side.



Any disabled individual desiring an auxiliary aid for this meeting should notify the ICSC Meeting Contact listed on the reverse side at least two weeks prior to the meeting.

*Members and nonmembers are welcome to attend.*