# **Ceaexchange**

## preliminary program

## **ICSC Pennsylvania/New Jersey/Delaware**

Atlantic City Convention Center Atlantic City, NJ September 9 – 11, 2013

**EXCITING NEWS!** Registered retailers are being offered a free table on Retailers' Row.

ICSC is providing shuttle service to the Atlantic City Convention Center from the Borgata Hotel Casino & Spa, Caesars Atlantic City and Revel Hotels.



### A MESSAGE FROM THE PENNSYLVANIA/SOUTHERN NEW JERSEY/DELAWARE STATE DIRECTOR AND IDEA EXCHANGE CHAIRS

Dear ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Attendee,

We sincerely believe the reformatted ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange in Atlantic City, NJ, September 9 – 11, 2013, will be one of the most important events you can attend.

In these critical times for the retail real estate industry, achieving effective results demands a paradigm shift that can only be realized with exposure to new thoughts and ideas. This year we are pleased to offer an event that will not only provide numerous opportunities to learn new concepts, but to make important contacts and deals as well.

As in the past, we have a variety of educational sessions in management, marketing and technology. Idea Exchange sessions include:

- Grocery Stores: Big and Small, Evolving, Competing
- Rebranding a City through Public and Private Partnerships
- Qualifying Prospects and Working with Mom & Pop Retailers
- Government Affairs and ICSC We have your Back
- NOI Plus: Property Management Workshop
- Urban Real Estate: Vertical Leasing in the CBD
- Member-Hosted Reception
- Retailers' Runway

Special features! This year's Pennsylvania/New Jersey/ Delaware Idea Exchange will include the second Sporting Clay Tournament. This year, Retailers are being offered a FREE table and two (2) chairs on "Retailer Rows'" for the duration of the event. Our industry has proved to be quite resilient through these tough economic times and, as a result, has an opportunity to emerge from this recession stronger and more efficient than ever. However, as an industry, it's no longer enough to just play the game; we need to "Play to Win!" This year's Idea Exchange will provide the necessary tools to ensure that you are able to turn opportunity into success.

We invite you to review the entire program on the following pages. We think our Program Planning Committee has given you a great deal of content and value. Need new ideas, new solutions and new methods to see you through these times? Then come join us at the 2013 Pennsylvania/ New Jersey/Delaware Idea Exchange and Deal Making!



JOHN-DAVID W. FRANKLIN, SCLS ICSC Pennsylvania/Southern New Jersey/Delaware State Director Senior Vice President Madison Marquette Philadelphia, PA



HALEY SAMSI ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Program Planning Committee Chair Fameco Real Estate L.P. Philadelphia, PA



**BROOKE J. HENNINGSEN** ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Program Planning Committee Co-Chair Arrow Real Estate Services Doylestown, PA



### Atlantic City Convention Center • Atlantic City, NJ • September 9 – 11, 2013

### **Monday, September 9**

### Pennsylvania/New Jersey/ Delaware Idea Exchange Sporting Clay Tournament

### 8:00 am - 12:00 noon

Join your friends and colleagues for a morning of great fun, and fellowship.

#### M & M Hunting Preserve & Sporting Clays 2 Winslow Road

2 winslow Roa Pennsville, NJ

Registration: 7:30 am Breakfast: 7:30 – 8:30 am Rules & Safety: 8:30 am Sporting Clays: 9:00 – 10:30 am Awards & Lunch: 11:00 am – 12:00 noon

To register, log onto www.icsc.org and click on Events & Programs to get a copy of the Sports Events Sign-up Form, or contact G. Sean R. Sablosky, CSM, at +1 610 400 3018 or sean326@aol.com or Scott Dare at +1 856 694 1199 or sdare@dareliving.com.

### **Tuesday, September 10**

### Registration

7:00 am - 7:00 pm

### Networking Lounge

7:00 am – 6:30 pm

The Networking Lounge provides a comfortable place to network and do business and will be open during registration hours to all registered attendees.

### Special Industry Groups (SIGs) 8:00 – 8:45 am



Special Industry Groups (SIGs) focus on a specific discipline within the industry and allow industry professionals to share common ideas, interests and challenges. SIGs also provide a tremendous opportunity for you to network with colleagues, engage with business associates and take part in informal interactive discussions.

### Leasing

Leasing is people-to-people negotiations and it often involves options and alternatives. ICSC's

leasing agents, brokers and retailers meet together in forums at ICSC meetings so that they foster lasting relationships.

### **Operations & Management**

Shopping center managers and marketers continually strive to promote the many aspects of their centers to prospective customers. The



Marketing & Management SIG meetings address core concerns, offer insight, and provide practical guidance from guest speakers and fellow marketing and management executives.

### Retailers



Retailers' are the life and blood of the shopping center industry and every owner, developer, broker and manger wants to meet new, innovative, and, above all else, expanding retail companies. The Retailers' SIG has been established by retailers and is for retailers only (brokers representing retailers do not qualify for membership). Representing virtually every type of retailer, this SIG offers a wealth of conferences, publications and activities on the local-to-global scale, providing unlimited opportunities for sharing technical expertise and firsthand knowledge on retailing. Note: You must work for a retail company to be eligible. You cannot be a broker representing retailers.

### Women in Real Estate

Foster professional enrichment and career growth for women in retail real estate

through education, mentoring, networking and support. The 2013 Women's SIG will prove to be informative, inspirational and incredible. You won't want to miss this participatory and interactive event with the top retailers in our business!

### **Public/Private Partnerships**



Public/Private Partnerships strive to foster and promote relationships between public

officials and shopping center developers. Public and private partnerships are an important component of the shopping center industry and can be utilized in times of economic uncertainty and in periods of prosperity.



ICSC 2013 Pennsylvania/ New Jersey/Delaware

### Atlantic City Convention Center • Atlantic City, NJ • September 9 – 11, 2013

Alliance

### Opening General Session

9:15 – 10:00 am Grocery Stores: Big and Small, Evolving, Competing

### General Session

10:00 – 10:45 am Rebranding a City through Public and Private Partnerships

### General Session

11:00 – 11:45 am Qualifying Prospects and Working with Mom & Pop Retailers

### Lunch Served

11:45 am – 12:30 pm (No lunch service after 12:30 pm)

### Welcome and Introduction to the Program

12:30 - 1:00 pm



### HALEY SAMSI

ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Program Planning Committee Chair Fameco Real Estate L.P. Philadelphia, PA



### **BROOKE J. HENNINGSEN**

ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Program Planning Committee Co-Chair Arrow Real Estate Services Doylestown, PA

### Keynote Presentation

1:15 – 2:15 pm

### General Session

2:30 – 3:30 pm Government Affairs and ICSC – We have your Back

### Concurrent Sessions

3:30 – 4:30 pm A. NOI Plus: Property Management Workshop B. Urban Real Estate: Vertical Leasing in the CBD

### Retailers' Runway

4:30 – 5:30 pm

Retailers' runway is back at the PA/NJ/DE Idea Exchange! Watch brief presentations by some of the hottest concepts to recently enter the Greater Philadelphia market. Representatives will give attendees a brief description of their companies and provide detailed insight into their relevant real estate criteria. For those interested in participating in the Retailers' Runway, please contact Lars Kerstein at +1 215 893 0300 or Ikerstein@metrocommercial.com, Gary Leone at +1 215 370 1009 or gleone@fameco.com, Daniel Mortimer at +1 610 328 1700 or dmortimer@ nationalrealtycorp.com, Andrew Shpigel at +1 215 568 2600 or ashpigel@salove.com, or Robert Winitsky at +1 610 400 3018 or robertw@arrowrealestateservices.com

## Member-Hosted Reception

5:30 - 7:00 pm

If you are interested in being a sponsor, log onto www.icsc.org and click on Events & Programs to get a copy of the Sponsorship Form.

### Wednesday, September 11

### ■ Registration 7:30 am – 4:00 pm

### Continental Breakfast

7:30 – 8:30 am (No breakfast service after 8:30 am)

### Deal Making

8:30 am – 4:00 pm

Log onto www.icsc.org and click on Events & Programs to get a copy of the Deal Making Booth Request Form. Space is limited, so register today!

### Lunch Served

12:00 noon – 1:30 pm (No lunch service after 1:30 pm)

### Meeting Adjourns

4:00 pm



ICSC 2013 Pennsylvania/ New Jersey/Delaware

## **Divisional/State Volunteer Officials**



JEFFREY HOFFMAN, SCLS, CCIM, ICSC Eastern Division Operations Chair, JPH Realty Advisors, LLC



JOHN-DAVID W. FRANKLIN, SCLS, ICSC Pennsylvania/Southern New Jersey/Delaware State Director, Madison Marquette



**G. SEAN R. SABLOSKY, CSM**, ICSC Pennsylvania/Southern New Jersey/Delaware Operations Chair, Arrow Real Estate Services, LLC



**SCOTT R. DARE,** ICSC Southern New Jersey Government Committee Chair, Dare Living Associates



JOSEPH VISCUSO, ICSC Pennsylvania/Delaware Government Committee Chair, Stantec



**RUSSELL JENKINS**, ICSC Pennsylvania/Southern New Jersey/Delaware Alliance Private Sector Chair, Zamias Services, Inc.



**MICHELLE SHANNON, SCMD,** ICSC Pennsylvania/Southern New Jersey/Delaware Alliance Public Sector Chair, Center City District



**MICHAEL J. MAIER,** ICSC Pennsylvania/Southern New Jersey/Delaware Retail Chair, IKEA Property, Inc.



**PAIGE BARROW,** ICSC Pennsylvania/Southern New Jersey/Delaware Next Generation Chair, Fameco Real Estate, LP

## **Program Planning Committee**



**HALEY SAMSI,** ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Program Planning Committee Chair, Fameco Real Estate L.P.



**BROOKE J. HENNINGSEN,** ICSC 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Program Planning Committee Co-Chair, Arrow Real Estate Services

ICSC 2013 Pennsylvania/ New Jersey/Delaware



JASON B. BOCK, MSC MSC - Michael Salove Company



LAUREN BOWMAN Cedar Realty Trust



**RONALD J. CAPPELLO** Colliers International



DAVID DePETRIS Legend Properties, Inc.



TONY DIFLAVIS Rodenas Consulting



BRIAN DONLEY Federal Realty Investment Trust



JAMES GALBALLY Jones Lang LaSalle

**STEVEN H. GARTNER** Metro Commercial Real Estate, Inc.



BRIAN GILBERG The Odell Studner Group



**DAVID GOODMAN** Equity Retail Brokers, Inc.



**JENNIFER GREEN** PetValu, Inc.



MORGAN C. HILL Retail Sites, LLC



PAUL HOYLE Ignarri-Lummis Architects



MONICA JINDIA Commonwealth Land Title Insurance Company



LARS KERSTEIN Metro Commercial Real Estate, Inc.



GARY N. LEONE Fameco Real Estate, LP

**PETER J. MAGGIO** RioCan Real Estate Investment Trust



**DANIEL MORTIMER** National Realty Corporation



IVY OLESH Center City District



NINA V. ROGERS Kimco Realty Corporation

**DREW A. ROMANIC** The Martin Architectural Group, PC



**MATT RYAN** Brixmor



ANDREW SHPIGEL, MSC Michael Salove Company



**JESSICA TAYLOR** Villanova University



**ROBERT WINITSKY** Arrow Real Estate Services

### ICSC 2013 Pennsylvania/ New Jersey/Delaware

### **Registration Form**

### How to Register

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

#### Registration Fees

	EARLY BIRD ends April 15	ADVANCE April 15 – Sep. 2	ON-SITE
Member*:	\$ 270	\$ 320	\$400
Non-Member:	\$ 445	\$ 495	\$620
Student Member**:	\$ 50	\$ 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.

\*\*Registrants must be ICSC student members to qualify for the stude

### Deadlines

### PHOTO ID BADGES REQUIRED FOR

2013 Pennsylvania/New Jersey/Delaware Idea Exchange All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the 2013 Pennsylvania/New Jersey/Delaware Idea Exchange. Badges will be mailed out in advance for those who register and submit an acceptable photo by August 25, 2013.

To register and submit a photo, please visit www.icsc.org/2013pnd.

### Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **August 24**, **2013**. All requests for refunds must be received by ICSC in writing.

### Special Needs

Anyone desiring an auxiliary aid for this meeting should notify William E. Taylor, CMP at +1 646 728 3641 no later than August 10, 2013.

### Hotel Reservations

A block of rooms has been reserved at:

Borgata Hotel Casino & Spa 1 Borgata Way Atlantic City, NJ 08401 Rate: \$114 Single/Double Occupancy (two beds)

Caesars Atlantic City 2100 Pacific Avenue Atlantic City, NJ 08401 Rate: \$99 Revel

500 Boardwalk, Revel Beach Atlantic City, NJ 08401 Rate: \$139 Single/Double Occupancy

Sheraton Atlantic City Convention Center Hotel Two Convention Center Boulevard Atlantic City, NJ 08401 Rate: \$139 Traditional \$149 Deluxe

We invite you to visit www.icsc.org/2013pnd and click on Book Hotel Now under Quick Links on the right side of the page. 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 EST at +1 888 ICSC TVL (427 2885) ext. 2, or internationally at +1 585 442 8900 ext. 4.

ICSC is providing shuttle service to the Atlantic City Convention Center from the Borgata Hotel Casino & Spa, Caesars Atlantic City and Revel Hotels.

### 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

ICSC Certified Professionals earn 1.0 credit (A3) toward senior 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.

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 rece	ntly 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

## **Ceaexchang**

### **Deal Making Booth Request Form**

### When

Wednesday, September 11, 2013 8:30 am – 4:00 pm

### Where

**Atlantic City Convention Center** One Convention Center Boulevard Atlantic City, NJ

### Includes

- Company sign
- Carpet in show colors
- Pipe and drape (not provided with island booth sizes)
- Does not include furniture. All furniture required must be ordered from the official expo contractor. Once space is confirmed, exhibitor's kit outlining the furniture services will be available on www.icsc.org.
- One non-transferable administrative pass (allows access to Deal Making only)

### How to Register

Fax:	+1 732 694 1800
	Credit card registrations only
Note:	Faxing to any other number
	could delay processing of your
	booth request form.
Mail:	ICSC
	P.O. Box 26958
	New York, NY 10087-6958
Note:	E-mailing, or mailing to any
	other address could delay
	processing of your booth
	request form.
	•

### Booth Fee

- Check or credit card accepted as payment.
- Make check payable to ICSC.
- Booth fee is nonrefundable.

Early Bird until April 15, 2013			
CHECK ONE	MEMBER	NON-MEMBER	
( )10' x 10' (100 sq ft)	\$ 425	\$ 625	
( )10' x 20' (200 sq ft)	\$ 850	\$ 1,250	
( )10' x 30' (300 sq ft)	\$1,275	\$ 1,875	
( ) 20' x 20' (400 sq ft)	\$1,700	\$ 2,500	

#### April 15 Soptombor 2 2012

April 15 September 2, 2015		
CHECK ONE	MEMBER	NON-MEMBER
( )10' x 10' (100 sq ft)	\$ 475	\$ 675
( )10' x 20' (200 sq ft)	\$ 900	\$ 1,300
( )10' x 30' (300 sq ft)	\$1,325	\$ 1,925
( ) 20' x 20' (400 sq ft)	\$1,750	\$ 2,550

### Guidelines

- Exhibits must not extend beyond the boundaries of the booth.
- Each person working at the booth must be an advance paid registrant for the 2013 Pennsylvania/New Jersey/Delaware Idea Exchange.
- All exhibitors are required to provide General Liability insurance naming ICSC, the official expo contractor and the Convention Center as co-insured.
- Height restrictions: Exhibit Fixtures, Components and Identification Signs are permitted to a maximum height of 8' for in-line booths and 12' for island booths.
- All guidelines are subject to regulations of venue and ICSC.

### ■ Deadline

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your booth request by August 10, 2013.

### Availability

- Booths are confirmed on a first-come, first-served basis.
- Sending in this Deal Making Booth Request Form does not guarantee a booth.
- Applications cannot be processed without payment.
- ICSC cannot guarantee that you will not be placed near a competitor.

### Notification

If you do not receive a letter regarding the status of your request by July 1, 2013, contact cbaudett@icsc.org.

### Cancellations

Notify ICSC immediately if you must cancel. Booth fee is non-refundable and non-transferable.

### Contact

**Carlos Baudett** Tel: +1 646 728 3518 E-mail: cbaudett@icsc.org Fax: +1 732 694 1735

Name for Administrative Pass (access to Deal Making only)		
Contact name (for booth confirmation)		
Company		
Company name that should appear in Directory (please print or ty	/pe)	
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
E-mail		
Please check here if any of the above information has recently Method of payment	y changed.	
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)	PND2013

## deaexchange<sup>®</sup>

## **Retailers Table Request Form**

This year, Retailers are being offered a FREE table and chairs on "Retailers' Row" for the duration of the event. This is a wonderful opportunity for you to join over 2,000 shopping center industry professionals and service providers who gather for this two-day event.

### When

Wednesday, September 11, 2013 8:30 am – 4:00 pm

### Includes

- One (1) table
- Two (2) chairs
- Company identification sign

### Who Qualifies

Please Check One:

Retailers Only Brokers representing Retailers exclusively permitted

### 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. No badges are included with the table.

### Deadline

In order to be listed in the Retailers Exhibitor Directory, ICSC must receive your table request form by **August 10, 2013**.

### Availability

Tables are confirmed on a first-come, first-served basis. Submission of this request does not guarantee a table.

### Cancellation

Notify Carlos Baudett at cbaudett@icsc.org immediately if you must cancel.

### Please return this form to:

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

Tel: +1 646 728 3518 E-mail: cbaudett@icsc.org

Name(s) of person(s) who will staff exhibit table	
Contact Name (person to receive confirmation)	
Company	

Non-Member

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

ICSC Member

### Address

City

State/Province

Zip/Postal Code

E-mail

Telephone

PND2013

ICSC 2013 Pennsylvania/ New Jersey/Delaware

## **Member-Hosted 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 PLATINUM Sponsorship of \$2,000 will include:

- Verbal recognition from podium
- Reserved table set aside at event for sponsor to include brochures/marketing/ press releases
- 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
- Platinum Sponsor Ribbon

#### When

**Tuesday, September 10, 2013** 5:30 – 7:00 pm

Where

Atlantic City Convention Center One Convention Center Boulevard Atlantic City, NJ

Deadline

Sponsorship needs to be received by **August 2, 2013**, to be recognized at the meeting.

- 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 \$650 will include:

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

\*Pending production deadline dates

■ ICSC Sponsor Contact William E. Taylor, CMP Tel: +1 646 728 3641 E mail: wtaylor@icsc.org

## Return form with payment to: 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Sponsorship P.O. Box 26958 New York, NY 10087-6958 Fax: +1 732 694 1800

(credit card payments only)

Sign up now by returning completed form with:

• Payment by credit card, check or money order made out to ICSC. Payment must accompany the Sponsorship Form.

thank you!

 Your company logo (.jpeg or .eps format) to William E. Taylor at wtaylor@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 2013PND-S
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)

## **Ceaexchange**

## Sporting Clay Tournament "Shoot Out" Sign-up Form

### **Sporting Clays**

### When

Monday, September 9, 2013 Registration: 7:30 am Breakfast: 7:30 - 8:30 am Rules & Safety Meeting: 8:30 am Sporting Clays: 9:00 - 10:30 am Awards & Lunch: 11:00 am - 12:00 noon

#### Where

M & M Hunting Preserve & Sporting Clays 2 Winslow Road Pennsville, NJ 08070 Tel: +1 856 935 1230 Travel Time to M & M: After Exit 1 NJ Turnpike to Route 49 east to light (WalMart Pennsville) make left on to Winslow Road on right about 2 miles Cherry Hill - 45 minutes Philadelphia – 45 minutes Valley Forge – 75 minutes NY City - Two Hours & 30 minutes

### Fees

\$130 (nonrefundable) per player via check or money order made payable to ICSC. Fees include 100 target sporting clay shoot, ammunition, shotguns (or bring your own), earplugs, eye protection and barbecue lunch **Return completed** 

#### Please Note

Space is limited to 100 shooters and will be confirmed on a first-come, first-served basis

### Sporting Clay Contacts

G. Sean R. Sablosky, CSM Tel: +1 215 801 6894 E-mail: sean326@aol.com

### Scott Dare

Tel: +1 856 694 1199 E-mail: sdare@dareliving.com

### ICSC Contact

William E. Taylor, CMP Tel: +1 646 728 3641 E mail: wtaylor@icsc.org

## 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		
Enclosed is my entry fee for 🗌 Sporting Clays		
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 2013 Pennsylvania/New Jersey/Delaware Idea Exchange Sporting Clay Tournament "Shoot Out" ("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, M & M Hunting Preserve & Sporting Clay, 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, M & M Hunting Preserve & Sporting Clay 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.





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



# <u>Ceaexchange</u>

## preliminary program

## **ICSC Pennsylvania/New Jersey/Delaware**

**Atlantic City Convention Center** Atlantic City, NJ September 9 – 11, 2013

