

ideaexchange[®]

preliminary program

ICSC Virginia

Virginia Beach Convention Center

Virginia Beach, VA

October 9 – 10, 2013



Wednesday, October 9

● Golf Tournament

9:00 am – 3:00 pm

Princess Anne Country Club

To register, log onto www.icsc.org/2013VA and click on Events/Programs to get a copy of the Sports Event Sign-Up Form.

● Registration

4:30 – 7:00 pm

Networking Lounge

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

● Member-Hosted Reception

5:30 – 7:00 pm

Princess Anne Country Club

Corporate sponsorship is \$600 per company. 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 or please contact Brenda Karp, The Breeden Company at +1 804 364 1006 or brendak@thebreedencompany.com.

Thursday, October 10

● Registration

7:30 am – 4:30 pm

● Continental Breakfast

8:00 – 9:00 am

● Roundtable Discussions

9:00 – 10:15 am

● Retailer Speed Networking

10:30 – 11:45 am

This fast-paced structured networking session will allow participants to create new connections through numerous casual face-to-face networking opportunities. The session will help to maximize and encourage participant involvement, and give new and seasoned industry professionals the opportunity to speak directly with their peers, while making long-lasting business contacts.

Don't miss this one-of-a-kind opportunity to broaden your network, knowledge and horizons.

● Lunch Served

12:00 noon – 12:30 pm

(No lunch service after 12:30 pm)

WELCOME REMARKS
THE HONORABLE
WILLIAM "WILL" SESSOMS
Mayor of Virginia Beach

● Government Relations Update

12:30 – 12:45 pm

● Keynote Presentation

12:45 – 1:30 pm

● Deal Making

1:30 – 4:30 pm

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

● Meeting Adjourns

4:30 pm

Program Information current as of June 4, 2013.

Program Planning Committee Co-Chairs

MATTHEW LAFLER, ICSC 2013 Virginia Idea Exchange Program Planning Committee Co-Chair, Commercial Real Estate Services

CHRISTINA WILLIS, ICSC 2013 Virginia Idea Exchange Program Planning Committee Co-Chair, The Shopping Center Group

ICSC Global Volunteer Officers

CHRISTOPHER E. ROUZIE, ICSC Virginia State Director, Cushman & Wakefield | Thalhimer

JEFFREY W. BRODERICK, ICSC Virginia Government Relations Chair, EDC

TONIA PEAKE, ICSC Virginia Alliance Private Sector Co-Chair, McCandlish Holton

MALLORY C. KAHLER, ICSC Virginia Alliance Public Sector Co-Chair, Portsmouth Dept. of Economic Development

ROGER R. RODRIGUEZ, ICSC Virginia Operations Chair, Timmons Group

KOREY ROBINSON, ICSC Virginia Retail Chair, Walgreen Co.

NEAL SADLER, ICSC Southern Virginia Next Generation Chair, S.L. Nusbaum Realty Co.

Program Planning Committee

LINDSEY BARDEN, The Rappaport Companies

BRUCE BERLIN, Ellis Gibson Development Group

ROBERT BROWN, CSM, Robert Brown & Associates, Inc.

TOMMY DREW, S.L. Nusbaum Realty Co.

DANTE FRATARCANGELO, Petco

FRANK GALLEHER, III, CBRE

MICHAEL GURLEY, S.L. Nusbaum Realty Co.

TYLER JACOBSON, S.L. Nusbaum Realty Co.

NICKI JASSY, Cushman & Wakefield | Thalhimer

SUSAN JONES, Colliers International

BRENDA KARP, Breeden Realty

EDWARD KIMPLE, Cushman & Wakefield | Thalhimer

BONNIE KIRBY, City of Colonial Heights

DENBEIGH MARCHANT, Wheeler Interests

BRETT McNAMEE, Divaris Real Estate, Inc.

MICHAEL PLOTKIN, Dumbarton Properties

SHEILA SHEPPERSON, City of Richmond

LINDSAY SHOOK, Amy Shu Properties

KEVIN SOUTH, The Shopping Center Group

DEBORAH WAKE, Divaris Real Estate, Inc.

JUNIE WEST, Timmons Group

MICHAEL ZARPAS, S.L. Nusbaum Realty Co.

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*:	\$ 170	\$ 210
Non-Member:	\$ 365	\$ 455
Student Member**:	\$ 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 qualify for the advance registration fee, your registration must be received by **October 1, 2013**.

● Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **October 1, 2013**. All requests for refunds must be received by ICSC in writing.

● Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Meaghan Donovan** at **+1 646 728 3683** no later than **September 13, 2013**.

● Hotel Reservations

A block of rooms has been reserved at:

Ocean Beach Club
3401 Atlantic Avenue
Virginia Beach, VA 23451

Rate: \$89 Single/\$89 Double Occupancy
Cut-off Date: **September 9, 2013**

To make your hotel reservation, we invite you to visit www.icsc.org/2013VA and click on Book Hotel under Additional Links. There you will find the description of the hotel as well as the direct link to book your room.

● 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) 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. 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 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) _____ 2013VA-A

Deal Making Booth Request Form

● **When**

Thursday, October 10, 2013
1:30 – 4:30 pm

● **Where**

Virginia Beach Convention Center
1000 19th Street
Virginia Beach, VA 23451

● **Includes**

- Company sign
 - Carpet in show colors
 - Pipe and drape (not provided with island booth sizes)
 - One (1) 6' skirted table
 - Two (2) chairs
 - One (1) wastebasket
 - Does not include a staff badge.
- All attendees must register.

● **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.

Online: www.icsc.org

(credit card registrations only)

Mail: ICSC

P.O. Box 26958

Note: E-mailing or mailing to any other address could delay processing of your booth request form.

● **Booth Fee**

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

CHECK ONE	MEMBER	NON-MEMBER
() 10' x 10' (100 sq ft)	\$ 370	\$ 555
() 10' x 20' (200 sq ft)	\$ 740	\$ 1,110
() 10' x 30' (300 sq ft)	\$ 1,110	\$ 1,665
() 20' x 20' (400 sq ft)	\$ 1,480	\$ 2,220

● **Guidelines**

- Exhibits must not extend beyond the boundaries of the booth.
- Each person working at the booth must be a paid registrant for the ICSC 2013 Virginia Idea Exchange.
- All exhibitors are required to provide General Liability insurance naming ICSC, the official expo contractor and the Convention Center as co-insured to the ICSC contact listed below.
- 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 **September 9, 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 will be reserved for you.
- Applications can not be processed without payment.
- ICSC can not 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 19, 2013**, contact **Peter Bordes** at **+1 646 728 3634**.

● **Cancellations**

Notify ICSC immediately if you must cancel. All booth deposits/payments are non-refundable and non-transferable.

● **Contact**

Peter Bordes
Trade Expositions Planner
Tel: +1 646 728 3634
Fax: +1 732 694 1806
E-mail: pbordes@icsc.org

† Name must be submitted by **September 9, 2013** to be listed in the Deal Making Directory
† Name(s) of person(s) who will staff exhibit booth
*Separate meeting registration is required for each staff member

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

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)

VA2013

Retailers' Row Table Request Form

● **When**

Thursday, October 10, 2013
1:30 – 4:30 pm

● **Where**

Virginia Beach Convention Center
1000 19th Street
Virginia Beach, VA 23451

● **Includes**

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

● **Who Qualifies**

Retailers
Brokers representing Retailers

● **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 **September 9, 2013**.

● **Availability**

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

● **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 Meeting Planner to confirm.**

● **Cancellation**

Notify ICSC immediately if you must cancel.

● **Contact**

Peter Bordes
Trade Expositions Planner
Tel: +1 646 728 3634
Fax: +1 732 694 1806
E-mail: pbordes@icsc.org

● **Please return to**

ICSC
Peter Bordes
2013 Virginia Idea Exchange
1221 Ave of the Americas
41st Floor
New York, NY 10020
Tel: +1 646 728 3634
Fax: +1 732 694 1806
E-mail: pbordes@icsc.org

Name(s) for Administrative Pass (access to Deal Making only)

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
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Telephone	Fax	E-mail	VA2013
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Check all that apply

- We are Retailers.
 We are Brokers exclusively representing the following Retailers:

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.

Member-Hosted Reception 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 Sponsorship of \$600 will include:

- Company logo recognition on all event-related communications:
- On-Site signage at Member-Hosted Reception only
- Company logo on Member-Hosted Reception loop
- Company name on Thank You page in Directory
- Reception Sponsor ribbon

**Pending production deadline date*

● **When**

Wednesday, October 9, 2013
5:30 – 7:00 pm

● **Where**

Princess Anne Country Club
3800 Pacific Avenue
Virginia Beach, VA 23451
Tel: +1 757 428 4141

● **Deadline**

Sponsorship must be received by
September 9, 2013, to be recognized
at the meeting.

● **ICSC Sponsor Contact**

Meaghan Donovan
Tel: +1 646 728 3683
E-mail: mdonovan@icsc.org

● **ICSC Member Contact**

Brenda Karp
The Breeden Company
Tel: +1 804 364 1006
E-mail: brendak@thebreedencompany.com

● **Sponsorship Contact/Return Completed Form to:**

2013 Virginia 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:

- \$600 payment by credit card, check or money order made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .eps format) to mdonovan@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

2013VAS

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)

thank you!

Sports Event Sign-Up Form

GOLF

● When

Wednesday, October 9
9:00 am – Registration
10:00 am – Shotgun Start

● Where

Princess Anne Country Club
3800 Pacific Avenue
Virginia Beach, VA 23451
Tel: +1 757 428 4141

● Fees

\$100 (non-refundable) per player via check or money order made payable to ICSC. Fee includes green fees, box lunch, practice cart rental and lunch. (Golf club rental extra.)

● Please Note

Space is limited to 70 players and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome.

● Golf Contact

Bruce Berlin
Ellis Gibson Development Group
Tel: +1 757 497 7700
E-mail: bberlin@ellisgibson.com

● ICSC Contact

Meaghan Donovan
Tel: +1 646 728 3683
E-mail: mdonovan@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			

Golf Preferred Foursome

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

Note: Please coordinate your choices with one another.

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 Virginia Idea Exchange Golf event ("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, Princess Anne Country 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,

Princess Anne Country 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.

ideaexchange®



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



Scan here for
more information.

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preliminary program

ICSC Virginia

Virginia Beach Convention Center

Virginia Beach, VA

October 9 – 10, 2013

