

ICSC 2013 FLORIDA CONFERENCE

PRELIMINARY PROGRAM



WE'RE BACK

AND PICKING UP SPEED!

AUGUST 18 - 20, 2013

GAYLORD PALMS RESORT & CONVENTION CENTER | KISSIMMEE, FL



ICSC 2013 FLORIDA CONFERENCE

AUGUST 18 – 20, 2013

GAYLORD PALMS RESORT & CONVENTION CENTER | KISSIMMEE, FL

SUNDAY, AUGUST 18

11:00 AM

PAC Golf Tournament

2:00 – 8:00 PM

Registration

5:00 – 6:30 PM

Student Networking Reception

6:30 – 8:00 PM

Member-Hosted Reception

If you are interested in being a sponsor,
please visit www.icsc.org/2013FL

MONDAY, AUGUST 19

6:30 AM – 5:30 PM

Registration

7:00 – 8:00 AM

Breakfast

7:45 – 8:00 AM

Opening Remarks & Program Overview



CHUCK TAYLOR, SCSM, SCLS

*ICSC Florida State Director
Senior Vice President, Southeast/Mid-Atlantic
Madison Marquette
Ft. Lauderdale, FL*



PAUL RUTLEDGE

*ICSC 2013 Florida Conference Program
Planning Committee Chair
Executive VP Operations
CASTO Southeast Realty Services
Sarasota, FL*

8:00 – 9:00 AM

2013 Florida Overview

9:15 – 10:30 AM

Special Industry Groups (SIGs)

Choose from 8 sessions and interact with your colleagues and peers
on issues, successes and challenges in your segment of the industry.



SIGS | SPECIAL INDUSTRY GROUPS

ALLIANCE

LYNN DEHLINGER

*Economic Developmental Director
City of Holly Hill
Holly Hill, FL*

DEBRA SINKLE KOLSKY

*President
Redevco Corporation
Miami, FL*

DESIGN/CONSTRUCTION

DALE E. SCOTT, SCDP

*Director
Hawkins Construction, Inc.
Boca Raton, FL*

PRIVATE DEVELOPERS

JOSH BEYER

*VP of Development
The Sembler Company
St. Petersburg, FL*

J.P. GUZZARDO

*Director of Real Estate
The Sembler Company
St. Petersburg, FL*

CAPITAL MARKETS

BRAD PETERSON

*ICSC Florida Program Chair
Senior Managing Director
HFF, L.P.
Orlando, FL*

LORI SCHNEIDER

*Senior VP Investments
Marcus & Millichap
Ft. Lauderdale, FL*

LEASING

SUSANA HERNANDEZ-HAZZI

*Leasing Associate
Kimco Realty Corporation
Hollywood, FL*

KATY WELSH, SCLS

*President
Hunter Real Estate Brokerage, Inc.
West Palm Beach, FL*

LEGAL

ERIC COFFMAN, ESQ.

*Greenberg Traurig, P.A.
Ft. Lauderdale, FL*



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RETAILERS

BRYAN COOK

*ICSC Florida Retail Chair
Regional Director of Real Estate
CVS/Caremark
Ft. Lauderdale, FL*

JIM SIMPSON

*Vice President
Bealls Department Stores, Inc.
Bradenton, FL*

WOMEN IN REAL ESTATE

MICHAELANN MURPHY

*Leasing Agent
The Sembler Company
St. Petersburg, FL*

10:45 – 11:45 AM

Concurrent Sessions

A: The New Retail Development Realities Post 2009

The retail development world has changed dramatically since the market crash of 2009. If you are a developer, leasing agent, lender, investor or tenant, you have and will be affected. Come and listen to a panel of experts lay out the challenges and solutions of adjusting development strategies for 2013 and beyond.

B: The Impact of the Grocer on Valuation

Come hear a panel of leading experts discuss how the dynamic changes in grocers' ownership structure, operating strategy and evolving competitive landscape with new entrants impact the valuation of shopping centers.

C: Retail Forecast

Get an update on active retail programming for 2013 and 2014.

12:00 NOON – 12:30 PM

Lunch Served

12:30 – 1:00 PM

Outlook for Retail Real Estate

1:00 – 1:45 PM

Keynote Speaker

2:00 – 3:15 PM

Workshops

A: Six Ideas in Sixty Minutes

Management/Operations/Construction

Don't miss this fast-paced opportunity to see six new ideas/concepts related to shopping center operations, management and construction. In sixty minutes you will see and hear the highlights of these topics. Then meet the presenters to discuss in greater detail how their ideas can benefit you and your company. This is an exciting, fun and informative approach to learning what is new and creative in our business.

B: Overview of Florida

Economics, Lending, Sales and Leasing.

C: Technology and the Real Estate Professional

iPads, smartphones, pencil and paper – how to maximize the available tools and software to build success.

2:30 – 5:30 PM

Deal Making Exhibition & Retailer Corral

5:30 – 6:30 PM

Next Generation Reception (By Invitation Only)



Florida Next Gen hosts an invite-only pre-reception networking event. Don't miss the opportunity to meet and interact with fellow Next Gener's, share experiences, exchange ideas and gain advice in an interactive, yet relaxed environment!

5:30 – 10:00 PM

Networking Reception

7:30 – 9:30 PM

Dine Around at Winter Park Village

TUESDAY, AUGUST 20

7:30 AM – 2:00 PM

Registration

8:00 – 8:30 AM

Breakfast

8:00 – 9:00 AM

Certification Breakfast & Info Session



If you could use some help deciphering the 'Alphabet Soup' of ICSC's CSM, CMD, CLS, CDP and the brand new CRX designations, you're not alone. Don't miss this chance to explore the ins and outs of ICSC Professional Certification Programs and take your career to the next level. This is an ideal way to better understand the purpose, prerequisites, process and preparation involved in getting certified. You'll get an inside peek at what certification exams are like but more importantly, you'll interact with ICSC Certified industry leaders about what these credentials have meant to them, personally and professionally.

ANDREW D. CARLSON, SCSM, SCLS

The Retail Advisors

STACEY BERTHON, SCDP

Hoar Construction, LLC

Space is limited. RSVP at www.icsc.org/2013MIX6



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8:00 AM – 2:00 PM

Deal Making Exhibition & Retailer Corral

12:30 – 1:30 PM

Lunch Served

2:00 PM

Conference Adjourns

Program Information current as of March 5, 2013.

THANK YOU TO OUR GOLD SPONSORS:



WEINGARTEN REALTY

People-to-People. Coast-to-Coast.

THANK YOU TO OUR SILVER SPONSORS:



THANK YOU TO OUR BRONZE SPONSORS:





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2013 PROGRAM PLANNING COMMITTEE

PAUL RUTLEDGE, ICSC 2013 Florida Conference Program Planning Committee Chair, CASTO Southeast Realty Services

STEVE ALTHOFF, ICSC 2013 Florida Conference Program Planning Committee Co-Chair, The Sembler Company

CHUCK TAYLOR, **SCSM**, **SCLS**, ICSC Florida State Director, Madison Marquette

KANE MORRIS-WEBSTER, **CCIM**, ICSC Florida Government Relations Committee Chair, Colliers International

DEBRA SINKLE KOLSKY, ICSC Florida Alliance Private Sector Co-Chair, Redevco Corporation

LYNN DEHLINGER, ICSC Florida Alliance Public Sector Co-Chair, City of Holly Hill

ROBERT M. BRESLAU, **SCLS**, ICSC Florida Operations Chair, Stiles

BRYAN C. COOK, ICSC Florida Retail Chair, CVS/pharmacy

MICHAEL WEINBERG, **CCIM**, ICSC Florida Next Generation Chair, HFF, L.P.

BRAD PETERSON, ICSC Florida Program Chair, HFF, L.P.

JUSTIN GREIDER, ICSC Southern Division Next Generation Chair, Crossman & Company

BOB BALCERAK, Publix Supermarkets

KALYN BRANDEWIE, Florida Retail Partners

DANIEL DEPACE, Office Depot

DREW FRICK, GL National, Inc.

PATRICK McKINLEY, Regency Centers

TOM MEREDITH, Equity One, Inc.

ERIC RAPKIN, Akerman Senterfitt

KENNETH ROOSTH, Kimco Realty Corporation

LORI SCHNEIDER, Marcus & Millichap

BRAHM SCOLER, Isram Realty & Management

DALE E. SCOTT, **SCDP**, ICSC Florida Past State Director, Hawkins Construction, Inc.

KATY WELSH, Hunter Real Estate Brokerage, Inc.



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REGISTRATION FORM

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

Select the **Best Value* Package** when you register for the ICSC Florida Conference and enjoy unlimited, 24/7 access to the ICSC Digital Knowledge Center! Enrich your conference learning with up to 8 hours of audio recorded LIVE from the Florida Conference and synchronized to presenters' PowerPoint presentations, downloadable MP3s and presenter handouts. Overcome the challenge of concurrent sessions and take full advantage of your deal making meetings without missing our fabulous speaker lineup. By selecting this package you will experience more sessions than you thought possible. Don't struggle to take notes in Kissimmee, FL as you can review critical information from home, at the office or on the road with 24/7 availability. The ICSC Digital Knowledge Center is the ultimate educational resource. SAVE over \$250 when you purchase the Best Value* Package with your registration.

REGISTRATION FEE

1. Full Conference Registration - Best Value* Package

ICSC Florida Conference Best Value* Package includes full Conference Registration, plus access to the ICSC Digital Knowledge Center.

Receive up to 8 hours of sessions captured live during the Conference.

	Advance	On-Site
ICSC Member*:	\$ 340	\$ 410
Non-Member:	\$ 545	\$ 655
Student**:	\$ 95	\$ 95

2. Florida Conference Regular Registration

	Advance	On-Site
ICSC Member*:	\$ 295	\$ 365
Non-Member:	\$ 500	\$ 610
Student**:	\$ 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.

3. Recordings** of Florida Conference Sessions

(purchased without a Florida Conference registration)

	Advance	On-Site
ICSC Member:	\$ 295	
Non-Member:	\$ 500	
Student:	\$ 50	

*Full Conference Registration PLUS access to the ICSC Digital Knowledge Center with up to 8 hours of audio recorded LIVE and synchronized to PowerPoint presentations from the ICSC Florida Conference, downloadable MP3s and speaker materials.

**Due to some proprietary restrictions some sessions may not be recorded and available for viewing.

DEADLINES

To qualify for the advance registration fee, your registration must be received by **August 11, 2013**.

CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **July 19, 2013**. All requests for refunds must be received by ICSC in writing.



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REGISTRATION FORM

HOTEL RESERVATIONS

A block of rooms has been reserved at:

Gaylord Palms Resort & Convention Center

6000 W. Osceola Parkway

Kissimmee, FL 34746

Rate: \$233 Single/Double Occupancy

\$273 Emerald Bay Rooms

Cut-off Date: July 16, 2013

We invite you to visit www.icsc.org/2013FL and click on Book Hotel under Additional Links, found by scrolling down on the meeting page. There you can access the latest hotel availability info 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.

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 (A3) toward senior certification renewal.



SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify **Christabelle Flanhardt** at **+1 646 728 3638** no later than **July 19, 2013**.

PHOTO ID BADGES REQUIRED FOR 2013 FLORIDA CONFERENCE

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the 2013 Florida Conference. Badges will be mailed in advance for those who register and submit an acceptable photo by **July 19, 2013**.

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

☐ Member

☐ Non-Member

☐ Student

☐ 1. Best Value Package

☐ 2. Conference Registration

☐ 3. Recordings Only

Contact name

Company name

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

Membership ID #

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.

Method of Payment

☐ Check enclosed

Make check payable to ICSC

Mail to: International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

(credit card registrations only)

☐ MasterCard ☐ Visa ☐ AMEX ☐ Discover \$ _____

Name (as it appears on credit card)

Credit Card Number (include all digits)

Expiration Date (month/year)

Signature

(2013FL-A)



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DEAL MAKING BOOTH REQUEST FORM

WHEN

August 19 – 20, 2013

WHERE

Gaylord Palms Resort & Convention Center
Kissimmee, FL

INCLUDES

- Exhibitor ID Sign
- Carpeting
- Pipe & drape exhibit structure (not provided with island booths)
- One (1) 6' draped table
- Two (2) chairs
- Wastebasket

Note – Badges Are Not Included With The Exhibit Space. All Exhibitors Must Register For A Conference Badge. Information Can Be Found At www.icsc.org/2013FL

HOW TO REGISTER

Fax: +1 732 694 1735

(credit card payments only)

Mail: ICSC

P.O. Box 26958

New York, NY 10087-6958

BOOTH FEE

- Check or credit card accepted as payment
- Make check payable to ICSC
- Booth fee is non-refundable/non-transferable

Check one	Member	Non-Member
() 10' x 10' (100 sq. ft.)	\$ 455	\$ 640
() 10' x 20' (200 sq. ft.)	\$ 910	\$ 1,280
() 20' x 20' (400 sq. ft.)	\$ 1,820	\$ 2,560
() 30' x 30' (900 sq. ft.)	\$ 4,095	\$ 5,760

GUIDELINES

- All exhibitors are required to provide General Liability insurance naming ICSC, the official expo contractor and the Convention Center as co-insured.
- Height restrictions: Please refer to the ICSC Design Criteria available in the exhibitor manual.
- 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 expositions agreement with payment by **Friday, May 31, 2013.**

AVAILABILITY

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

NOTIFICATION

You will receive a written Space Confirmation from ICSC prior to the meeting. If you do not receive a letter regarding the status of your request, please e-mail exhibits@icsc.org.

CANCELLATIONS

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

CONTACT

Eddie Emeric

Trade Exposition Manager

Fax: +1 732 694 1735

E-mail: exhibit@icsc.org

Contact name (to receive space confirmation)

Company name (to appear in Program Directory)

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)

Credit Card Number (include all digits)

Expiration Date (month/year)

Signature

FL2013

By signing below you acknowledge that you have read and agree to abide by the ICSC Terms, Conditions and Rules printed on the reverse side of this page, as well as the Show Site Work Rules, Fire Regulations and the Gaylord Palms Resort & Convention Center Guidelines located at <http://www.gaylordhotels.com/gaylordpalms/index.html>



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INTERNATIONAL COUNCIL OF SHOPPING CENTERS' TERMS, CONDITIONS AND RULES

AGREEMENT TO TERMS, CONDITIONS AND RULES

Exhibitor agrees that these Terms, Conditions and Rules are an integral part of this Agreement and that it is bound to observe and abide by the provisions of the following paragraphs and by such additional Terms, Conditions and Rules made by ICSC and communicated to the Exhibitor from time to time, including but not limited to, those contained in the exhibitor service manual ("Exhibitor Manual") which ICSC will provide to Exhibitor in print or electronically, all of which are hereby incorporated in this Agreement.

COST OF EXHIBIT SPACE

The cost of the exhibit spaces is noted in the application. Cost includes: exhibit space, pipe & drape exhibit structure, standard carpet, one (1) 6' draped table, two (2) chairs, company ID sign and wastebasket.

PAYMENT OF EXHIBIT SPACE

ICSC's payment/deposit policy requires all Exhibit Space requests to be paid in full and submitted with this application. Exhibit Spaces will not be reserved or assigned without the appropriate payment or deposit.

CANCELLATION OF EXHIBIT SPACE

At no time or under no additional conditions will Exhibit Space payment and/or deposit be refunded.

ASSIGNMENT OF EXHIBIT SPACE

Assignment of Exhibit Space will be made on a first-come, first-served basis. ICSC shall assign the Exhibit Space to Exhibitor for the period of the Show. Such assignment is made for the period of this Show only and does not imply that the same or similar space will be held or offered for future shows. ICSC reserves the right to terminate this Agreement, close the exhibit or remove the Exhibitor's property from the Exhibit Space if ICSC determines in its sole discretion that the Exhibitor has violated any part of these Terms, Conditions and Rules.

EXHIBIT CONSTRUCTION AND DESIGN SPECIFICATIONS

In the construction and design of the Exhibitor's display, the Exhibitor agrees to comply with the guidelines detailed in "ICSC Florida Conference 2013 Exhibit Design Criteria." Such specifications are set forth in the Exhibitor Manual and are made a part hereof as though fully incorporated herein.

SHOW HOURS AND DATES

Hours and dates for installing, showing and dismantling exhibits shall be those specified by ICSC in the Exhibitor Manual. No trunks, cases or exhibit materials shall be brought into or out of the Exhibit Space during exhibit hours and no dismantling or packing may be started before the official close of the Show. All exhibits must be open for business during exhibit hours and appropriate representatives of Exhibitor must be present in the Exhibit Space at all times during the open hours of the show. After Hours Receptions in the Exhibitor's Space are permitted provided ICSC receives written notification of the event. All food and beverage for your event must be ordered through the Gaylord Palms Resort & Convention Center. If the event is extending past official Show hours, exhibitors must contact the Freeman ServiceCenter to schedule late booth power.

INSURANCE

ICSC, the Gaylord Palms Resort & Convention Center and Freeman shall not be held responsible for the safety of exhibits against fire, theft, or property damage, or for accidents to Exhibitors or their representatives from any cause prior to, during or subsequent to the period covered by the exhibit contract. All Exhibitors are required to obtain general liability and fire insurance at the Exhibitor's own cost and expense. ICSC, the Gaylord Palms Resort & Convention Center and

Freeman must be named as coinsured with limits of liability of at least \$1,000,000 combined single limits including bodily injury, property damage, fire and theft. Proof of such coverage shall be provided to ICSC. Additional information regarding this coverage is located in the Exhibitor Manual.

FORCE MAJEURE

Should any circumstance beyond the control of, and not the fault of ICSC prevent or materially effect the Show from being held as scheduled, or the exhibit space not being available for uses herein specified due to war, governmental action or order, act of God, fire, strikes, labor disputes or any other cause beyond the control of ICSC, this Agreement shall immediately terminate and no fees shall be returned.

NON-ASSIGNMENT

An Exhibitor may neither assign to a third party any rights under this Agreement or any rights here under to or permit any party to use the Exhibit Space or any portion thereof without the written consent of ICSC which ICSC may withhold in its sole discretion and subject to ICSC's right set forth in Paragraph 5. Additional Directory Listings are permitted provided written notification is provided to ICSC and a \$100 fee per additional listing is paid. If consent is given, the Exhibitor and such assignee shall be jointly and severally responsible for the conduct of the assignee and all its representatives.

SALES OR TRANSFER OF EXHIBITOR'S BUSINESS

Exhibitor agrees to promptly notify ICSC if there is a sale or transfer of a substantial portion of the assets of Exhibitor's business, or a transfer of a controlling equity interest in the Exhibitor's business, or if Exhibitor makes an assignment of its business for the benefit of creditors, or if Exhibitor admits in writing its inability to pay its debts as they come due, or if Exhibitor files a voluntary petition in bankruptcy, or if Exhibitor is adjudicated as bankrupt or insolvent. If any of the foregoing events occur, ICSC may, at its option, terminate this Agreement.

UNION LABOR

Exhibitor must comply with all union regulations applicable to set-up, display and dismantling of its exhibit. Union regulations can be found in the Exhibitor Manual.

COMPLIANCE WITH LAWS

Exhibitors shall bear responsibility for the compliance with any and all local, city, state and federal safety, fire and health laws, ordinances and regulations, including Policies, Rules and Regulations of the Gaylord Palms Resort & Convention Center regarding installation, dismantle and operation of the exhibit. This information is included in the Exhibitor Manual.

OBSERVANCE OF LAWS: AMERICANS WITH DISABILITIES ACT

Exhibitor shall abide by and observe all laws, rules, regulations and ordinances of any applicable governmental authority and all rules of the Gaylord Palms Resort & Convention Center. Exhibitor warrants and represents that it is in full compliance with the Americans with Disabilities Act and all regulations thereunder and agrees that it shall be responsible for the readily achievable removal of barriers relating to its exhibit and the provision of auxiliary aids and services where necessary to ensure effective communication of Exhibitor's product or services to disabled attendees at the Show.

COPYRIGHTED WORKS

Exhibitor acknowledges and agrees that it shall be solely responsible for obtaining any licenses, permits, etc. which may be required for it to broadcast, perform or display any copyrighted materials including but not limited to music,

video, software. Exhibitor shall indemnify, defend and hold harmless ICSC, its directors, officers, employees and agents and each of them, from and against any and all claims and expenses, including attorney's fees and costs, arising out of or related to Exhibitor's breach of this provision. The terms of this provision shall survive the termination or expiration of this Agreement.

EXHIBITOR CONDUCT

Exhibitor and its representatives shall not congregate or solicit trade in the aisles. The prior written consent of ICSC is required for the mechanical reproduction of lights and sound. Such use shall be confined to the Exhibit Space. ICSC, in its sole and absolute discretion, may withdraw its consent at any time, in which event Exhibitor shall terminate such activity forthwith. Exhibitors shall refrain from any action that will distract buyers from attendance at the Show during exhibit hours. The Exhibit Space shall not be used for entertaining. Exhibitors shall not lead buyers from one exhibit space to another. Exhibitors shall not enter into another exhibitor's space without invitation or when unattended. Neither Exhibitor nor any of its representatives shall conduct themselves in a manner offensive to standards of decency or good taste. Further, ICSC shall have the right to remove and ban Exhibitor and/or any of its individual representatives from the Show Building if ICSC, in its sole discretion, determines that Exhibitor or any of its representatives are not able to conduct themselves in a professional manner toward fellow exhibitors and/or the staffs of ICSC, the Gaylord Palms Resort & Convention Center or any of their respective officers, agents, employees or other representatives.

DRESS OF ATTENDANTS

Costumes not regularly associated with the business and professional character of the Show must have the approval of ICSC. Business attire is recommended.

SERVING OF ALCOHOLIC BEVERAGES

Exhibitors will not be permitted to sell, serve, or give away alcoholic beverages at the Show without prior written approval from ICSC. All food and beverage for your event must be ordered through the Gaylord Palms Resort & Convention Center.

VIOLATIONS

ICSC Staff and Floor Managers will patrol the Show floor during show set-up, during show hours and during show tear-down. If any of the Rules & Regulations and/or TERMS, CONDITIONS AND RULES are not followed or if any exhibit does not comply with the Exhibit Design Criteria, ICSC staff may issue the Exhibitor a formal Violation. Formal Violations will be included in the Exhibitor's file with ICSC.

- First Violation: Warning
 - Second Violation (repeat Violation or new Violation): Loss of Staff Badge
- Allotment for the following year's Show
- Third Violation (repeat Violation or new Violation): Loss of Exhibit Space

The above notwithstanding, the early tear-down or failure to remain open for business shall constitute a material breach of Terms, Conditions and Rules as stated in Paragraph 7 above.

GOVERNING LAW; AMENDMENTS

This Agreement shall be governed by and construed and enforced in accordance with the Laws of the State of Florida as if it is an agreement made and to be performed entirely within such State. This Agreement may not be amended or modified except by a written communication by ICSC.



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GAYLORD PALMS RESORT & CONVENTION CENTER | KISSIMMEE, FL

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!

GOLD LEVEL \$5,000

- Company logo recognition on Florida Conference-related communications:
 - Online (on event page and on member e-mails) with hyperlink
 - Pre-Event printed materials*
 - On-Site signage at Event
- Company logo to loop during select event functions
- Full page 4-color ad in Directory
- 4 weekly SCT Brief Insertions
- Opportunity to distribute one 8"x11" page of literature in a hotel room drop
- Company name on Thank You page in Directory
- Gold Sponsor ribbon

SILVER LEVEL \$3,000

- Company logo recognition on Florida Conference-related communications:
 - Online (on event page and on Member e-mails) with hyperlink
 - Pre-Event printed materials*
 - On-Site signage at Event
- Company logo to loop during select event functions
- Half page 4-color ad in Directory
- Company name on Thank You page in Directory
- Silver Sponsor ribbon

BRONZE LEVEL \$1,500

- Company logo recognition on Florida Conference-related communications:
 - Pre-event printed materials*
 - On-Site signage at Event
- Company name on Thank You page in Directory
- Bronze Sponsor ribbon

MEMBER-HOSTED RECEPTION SPONSOR \$750

- On-site signage at Member-Hosted Reception
- Company logo will loop during Member-Hosted Reception
- Reception Sponsor Ribbon

**Pending production deadlines*

DEADLINE

Sponsorship must be received by **July 27, 2012** to be recognized at the meeting.

RETURN COMPLETED FORM TO:

ICSC 2013 Florida Conference Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800
(credit card payments only)

SIGN UP NOW BY RETURNING THIS COMPLETED FORM ALONG WITH:

- Payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg preferred) to rmalek@icsc.org

SPONSOR CONTACT:

Rita Malek

+1 646 728 3539

rmalek@icsc.org

LEVEL OF SPONSORSHIP

- ☐ Gold (\$5,000) ☐ Silver (\$3,000)
☐ Bronze (\$1,500) ☐ Member-Hosted Reception (\$750)

Contact name

Company name

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

Membership ID #

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.

Method of Payment

- ☐ Check enclosed

Make check payable to ICSC

Mail to: International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

(credit card payments only)

☐ MasterCard ☐ Visa ☐ AMEX ☐ Discover \$ _____

Name (as it appears on credit card)

Credit Card Number (include all digits)

Expiration Date (month/year)

Signature

(2013FL-S)



ICSC 2013 FLORIDA CONFERENCE

AUGUST 18 – 20, 2013

GAYLORD PALMS RESORT & CONVENTION CENTER | KISSIMMEE, FL

REGISTRATION FORM FLORIDA SHOPPING CENTER PAC* GOLF TOURNAMENT

NEW EARLIER TIME AND LOWER PRICE! 

RETURN COMPLETED FORM AND PAYMENT TO:

Debbie Wysocki

Smith, Bryan & Myers

311 E. Park Avenue

Tallahassee, FL 32301

GOLF CONTACT

Debbie Wysocki

Smith, Bryan & Myers

+1 850 224 5081

ICSC CONTACT

Christabelle Flanhardt

+1 646 728 3638

cflanhardt@icsc.org

WHEN NEW EARLIER TIME! 

Sunday, August 18, 2013 – Captain's Choice Format

10:00 am – Registration

11:00 am – Shotgun Start

WHERE

Hyatt Regency Grand Cypress Golf Resort

Orlando, FL

The New Course

Registration Deadline August 2, 2013

FEES NEW LOWER FEES! 

\$150 (nonrefundable) per player. Fee includes green fees, box lunch, practice range and cart rental. (Golf club rental extra.)

METHOD OF PAYMENT

Check made payable to Florida Shopping Center PAC.

Credit cards are not accepted.

PLEASE NOTE:

Space is limited to 144 players and will be confirmed on a first-come, first-served basis. If you are playing in a foursome, a check of \$600 must accompany this form. No on-site registrations will be accepted.

PREFERRED FOURSOME

If you are playing in a foursome, please provide the following information. You must pay for all 4 players to register as a guaranteed foursome.

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

This form should be duplicated for additional registrants. Return the form to Debbie Wysocki at Smith, Bryan & Myers.

Contact name

Company name

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

Membership ID #

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

Method of Payment

☐ Enclosed is my check made payable to Florida Shopping Center PAC
in the amount of \$150 x Number of players TOTAL \$ _____

Release of Claims (Read Carefully and Sign)

I agree and acknowledge that I am participating in the ICSC Sports 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, Florida Shopping Center PAC, Hyatt Regency Grand Cypress Golf 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, Florida Shopping Center PAC, Hyatt Regency Grand Cypress Golf 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.

Signature

Date

(2013FL-A)



ICSC 2013 FLORIDA CONFERENCE

AUGUST 18 – 20, 2013

GAYLORD PALMS RESORT & CONVENTION CENTER | KISSIMMEE, FL

DINE AROUND REGISTRATION FORM

Winter Park Village Dine Around.



When: Monday, August 19th

Where: Winter Park Village

Time: 7:00 pm – 9:30 pm

Cost: \$65 per person

Special Instructions: Transportation will be provided. Attendees will be picked up at the convention center at 6:30 pm.

Registration deadline is August 9, 2013

400 N. Orlando Avenue
Winter Park, FL 32789
+ 1 407 571 2700

Participants will enjoy appetizers, dinner, and dessert from the gourmet restaurant selection in Winter Park Village. This year, we will bring the “Dine Around” experience to you! Participants will gather in the scenic garden for cocktail hour from 7:00 – 8:00 pm, break to enjoy dinner at either Brio, The Cheesecake Factory, or PF Chang’s from 8:00 – 9:00 pm, and then regroup near the fountain for dessert.

HOSTED BY:



Fax: +1 732 694 1800

(credit card payments only)

REGISTRATION FEE:

Member	Non-Member
\$65	\$85

To qualify for the member fee, each registrant must be a member or an affiliate member of ICSC. To become a member, call ICSC information services at +1 646 728 3800.

CANCELLATIONS:

Payments are not refundable nor transferable.

Contact name

Company name

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

Membership ID #

Sign up online at www.icsc.org/2013FL or mail this form with a check payable to ICSC:

Please choose from the following restaurants for dinner

(each restaurant will offer 3 options that will be made fresh as ordered):

☐ Brio ☐ The Cheesecake Factory ☐ PF Chang’s

Method of Payment

☐ Check enclosed

Make check payable to ICSC

Mail to: International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

(credit card payments only)

☐ MasterCard ☐ Visa ☐ AMEX ☐ Discover \$ _____

Name (as it appears on credit card)

Credit Card Number (include all digits)

Expiration Date (month/year)

Signature

(2013FL-A)



International Council of Shopping Centers

1221 Avenue of the Americas

41st Floor

New York, NY 10020

GET THE APP



icsc.org/mobile



ICSC 2013 FLORIDA CONFERENCE



WE'RE BACK

AND PICKING UP SPEED!

AUGUST 18 - 20, 2013 | GAYLORD PALMS RESORT & CONVENTION CENTER | KISSIMMEE, FL