

ideaexchange[®]

preliminary program

ICSC New England

Hynes Convention Center

Boston, MA

July 16 – 18, 2013



Hynes Convention Center • Boston, MA • July 16 – 18, 2013

Tuesday, July 16

■ **Golf Tournament**

7:00 am – 2:00 pm

7:00 am – Registration

8:00 am – Shotgun Start

Spring Valley Country Club

25 Tiot Street

Sharon, MA 02067

+1 781 784 5991

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

■ **City of Boston Retail Tour**

3:00 pm

Join Mayor Thomas M. Menino, other Boston officials, developers, and retailers on an exclusive, guided tour of Boston's most exciting neighborhoods. See the latest in retail and store developments. Hear firsthand about expansion opportunities in Boston's hottest districts. Special reception at tour end with Peter Meade, Director of the Boston Redevelopment Authority (BRA), Randi Lathrop, BRA Director of Business Development, Boston retailers, developers and property owners.

Space is very limited. Separate registration for this event is required, and tour details will be provided upon registration. Please contact Randi Lathrop at +1 617 918 4302, or marketing.bra@cityofboston.gov.

■ **Women's SIG**

6:00 – 8:00 pm



SIGS | WOMEN IN REAL ESTATE

Town Stove and Spirits

900 Boylston Street

Boston, MA

The goal of this SIG is to foster professional enrichment for women in real estate.

SIGs are interactive and participatory informal discussion groups. SIGs provide Industry professionals of like disciplines the opportunity to share common issues, concerns, ideas and best practices.

This is a rare opportunity to meet with colleagues, form new relationships and share best practices.

This is also an opportunity to become part of a Global Network of Women

Wednesday, July 17

■ **Idea Exchange Registration**

8:00 am – 7:00 pm

■ **Continental Breakfast**

8:00 – 9:00 am

■ **Special Industry Groups**

8:30 – 10:00 am



SIGS | SPECIAL INDUSTRY GROUPS

Special Industry Groups (SIGs) focus on a specific discipline and provide industry the opportunity to share challenges, issues, ideas and best practices. SIGs also provide an extraordinary forum for networking with your colleagues and allow for informal interactive discussion.

■ **Next Generation Session**

10:15 – 11:45 am

■ **Lunch Served**

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

■ **Welcome to the Program**

12:30 – 12:45 pm

■ **Government Relations Update**

12:45 – 1:00 pm

■ **Outlook for Retail Real Estate**

1:00 – 1:15 pm

■ **Keynote Presentation**

1:15 – 2:00 pm

STEVEN B. SAMUELS
*Samuels & Associates
Boston, MA*

■ **Retailers Runway**

2:15 – 3:45 pm

■ **General Session**

4:00 – 5:30 pm

The Retail Awakening: Understanding the Art & Science of Site Selection

Are you **thinking like a retailer** when proposing the right sites for their expansion into New England? Do you have the right demographics? Will the new retailer improve sales with your other tenants and within their chain, or not? Breakthrough your biases and blind spots and visualize a better way to make deals. This interactive session with retailers in the audience will help you understand **how a retailer thinks about site selection and why.**

You will learn to ask the right questions, analyze the right data and prepare the right information to achieve greater success in completing win-win deals.

SPEAKER
STEVEN B. GREENBERG
*President
The Greenberg Group
Hewlett, NY*

■ **Member-Hosted Reception**

5:30 – 7:00 pm

Corporate sponsorship is available for \$500. Log onto www.icsc.org/2013NE to get a copy of the Sponsorship Form.

Thursday, July 18

■ **Retailer Only SIG**

7:30 – 8:30 am



■ **Idea Exchange Registration**

8:30 am – 3:00 pm

■ **Deal Making**

8:30 am – 3:00 pm

Log onto www.icsc.org/2013NE for the Deal Making Booth Request Form.

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**

3:00 pm

Program Information current as of March 4, 2013.

Program Planning Committee Co-Chairs

LAWRENCE J. PLATT CSM, ICSC 2013 New England Idea Exchange Chair, ICSC ME/MA/NH/RI/VT Alliance Private Sector Co-Chair, Platt Realty Group, LLC

MICHAEL B. WALKER, SCLS, ICSC 2013 New England Idea Exchange Co-Chair, ICSC ME/MA/NH/RI/VT Operations Chair

ICSC Volunteer Global Officials

ERNEST A. POMERLEAU, ICSC Eastern Division Government Relations Chair, Pomerleau Real Estate Co.

SUSAN A. HAYS, ICSC Eastern Division Alliance Private Sector Chair, Updike, Kelly & Spellacy, P.C.

WAYNE COBLEIGH, ICSC Connecticut State Director, GZA GeoEnvironmental, Inc.

BRIAN ZELMAN, ICSC Connecticut Next Generation Chair, Eagle Rock Retail LLC

PATRICK PALADINO, ICSC ME/MA/NH/RI/VT State Director, Colliers International

STEPHEN AZAR, ICSC ME/MA/NH/RI/VT Alliance Public Sector Chair, City of Somerville

CANDACE COLE, ICSC ME/MA/NH/RI/VT Retail Chair, Staples, Inc.

DAVID STEINBERG, SCLS, ICSC ME/MA/NH/RI/VT Next Generation Chair, Ocean State Job Lot

Program Planning Committee

AUBRE CARREON AGUILAR, Boston Redevelopment Authority

ARTHUR BELMONTE, D.F. Pray, Inc.

LEONARD BIERBRIER, Bierbrier Development, Inc.

BRIAN W. BLAESSER, Robinson & Cole LLP

ANDREW BONICA, Eastern Retail Properties

MICHAEL BRANTON, KeyPoint Partners, LLC

DANIEL CHAREST, ACRE Group LLC

RICHARD J. DIAMOND, The Diamond Group

DAVID FLEMING

ALISON GALGAY, The Wilder Companies

WHITNEY GALLIVAN, WS Development Associates, LLC

STAN GLANTZ, SCDP, Katz Properties

STEPHEN J. GRAHAM, AEI Consultants

JEREMY A. GROSSMAN, CBRE | Grossman Retail Advisors

PAUL GROSSMAN, CBRE | Grossman Retail Advisors

GRANT GUIDINGER,

MATTHEW J. HALPRIN, New England Retail Properties

ROBERT HORVATH, Marcus & Millichap

SAM KALLMERTEN, Brixmor Property Group

LEE ANNE KLEMYK, Federal Realty Investment Fund

JAMES KOURY, HFF, LP

BRIAN KUNKEL, Planet Fitness Corporate

RANDI LATHROP, Boston Redevelopment Authority

JEAN MADAY, National Association of Realtors

JOHN J. McWEENEY, Waterstone Retail

THOMAS J. PHILLIPS, Brown Rudnick LLP

DIANA PODASKI, Linear Retail Properties, LLC

JOHN REECE, Fidelity Investments

SETH J. RICHARD, Marcus & Millichap

GARY ROBINSON, THE WILDER COMPANIES

DAVID SALVAGE, Kimco Realty Corporation

MARK A. SHAIR, M&J Associates, Inc.

ROBERT SHEEHAN, KeyPoint Partners, LLC

MOSS M. SIDELL, Sidell Law Offices

MATTHEW SLUTER, New England Construction

JOHN SOKUL, Hinckley, Allen & Snyder, LLP

JOSEPH TARBY, Murtha Cullina, LLP

SARA TAYLOR, Eagle Rock Retail, LLC

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*:	\$ 210	\$ 260
Non-Member:	\$ 440	\$ 545
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 **July 9, 2013**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after month day, year. All requests for refunds must be received by ICSC in writing.

Hotel Reservations

A block of rooms has been reserved at:

Sheraton Boston
 39 Dalton Street
 Boston, MA 02199

Rate: \$249 Single/Double Occupancy
Cut-off Date: June 14, 2013

We invite you to visit www.icsc.org/2013NE and click on Book Hotel under Additional Links. 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 EDT 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 EDT, Monday through Friday.

Continuing Education Credits

ICSC Certified professionals earn 1.0 credit (A3) towards senior certification renewal.



Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Meaghan Donovan** at +1 646 728 3683 no later than **July 6, 2013**.

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) _____ 2013NE-A

Deal Making Booth Request Form

■ When

Thursday, July 18, 2013
8:30 am – 3:00 pm

■ Where

Hynes Convention Center
900 Boylston Street
Boston, MA

■ Includes

- Company sign
- Carpet in show colors
- Pipe and drape (not provided with island booths)
- 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.

■ How to Register:

Fax: +1 732 694 1800

(credit card registrations only)

Note: Faxing to any other number could delay processing of your booth application form.

Mail: ICSC

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

Email: mwhyte@icsc.org

■ Booth Fee

- Credit card, check or money order 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)	\$ 430	\$ 615
() 10' x 20' (200 sq ft)	\$ 860	\$ 1,230
() 10' x 30' (300 sq ft)	\$ 1,290	\$ 1,845
() 20' x 20' (400 sq ft)	\$ 1,720	\$ 2,460

■ Guidelines

- Exhibits must not extend beyond the boundaries of the booth.
- Each person working at the booth must be a paid registrant for the 2013 New England 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 **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 booth will be reserved for you.
- Applications cannot 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 within a week of sending it please contact **Matt Whyte** at **+1 646 728 3847** or mwhyte@icsc.org.

■ Cancellations

Notify ICSC immediately if you must cancel. All booth deposits/payments are nonrefundable and nontransferable.

■ Contact

Matt Whyte

Tel: +1 646 728 3847

Fax: +1 732 694 1777

E-mail: mwhyte@icsc.org

† Name must be submitted by **May 31, 2013** to be listed in Deal Making Directory.

*Separate meeting registration is required for each staff member.

Contact name (for booth confirmation)

Company

Company name that should appear on sign (if different than above)

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)

NE2013

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 Gold Sponsorship of \$2,000 will include:

- Company logo recognition on all event-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
- Recognition on Exhibitor Tent sign (if applicable)
- Opportunity to distribute one 8"x11" page of literature in hotel room drop
- Company name on Thank You page in Directory
- Gold Sponsor ribbon

Your Silver Sponsorship of \$1,000 will include:

- Company logo recognition on all event-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
- Recognition on Exhibitor Tent sign (if applicable)
- Company name on Thank You page in Directory
- Silver Sponsor ribbon

Your Member-Hosted Reception Sponsorship of \$500 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 dates

■ When

Wednesday, July 17, 2013
5:30 – 7:00 pm

■ Where

Hynes Convention Center
900 Boylston Street
Boston, MA
Tel: +1 (617) 954-2000

■ Deadline

Sponsorship must be received by **May 31, 2013** to be recognized at the meeting.

■ ICSC Contact

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

■ Gold and Silver Sponsor Contacts

Amie Leibovitz
East Coast/South Central/Canada
Tel: + 1 773 360 1179
E-mail: aleibovitz@icsc.org

Sally Stephenson
West Coast/Midwest
Tel: 1 847 835 1617
E-mail: sstephenson@icsc.org

■ Member-Hosted Reception Sponsor Chair

Matt Halprin
Tel: +1 860 529 9000 ext. 2
E-mail: halprinm@newenglandretail.com

■ Sign up now by returning completed form with:

- Payment by credit card, check or money order made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (High Resolution .jpeg or .eps format) to mdonovan@icsc.org.

■ Return completed form to:

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

Company _____

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

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____ E-mail _____ 2013NE-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) _____

thank you!

Sports Event Form

GOLF

■ When

Tuesday, July 16, 2013
 7:00 am – Registration
 8:00 am – Shotgun Start

■ Where

Spring Valley Country Club
 25 Tiot Street
 Sharon, MA 02067
 +1 781 784 5991

■ Fees

\$175 (nonrefundable) 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 72 players and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome.

■ Golf Contact

Moss Sidel
 Tel: +1 617 202 9069
 E-mail: msidel@siddellaw.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 each other.

Net Division: _____ or
 Gross Division: _____ or
 Established Handicap: _____ or
 Estimated Handicap: _____
(check one only)

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 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, **Spring Valley 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, **Spring Valley 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.

Retailers Row Table Request Form

Fill out this form if you wish to reserve a table.

■ When

Wednesday, July 17, 2013
2:15 – 3:45 pm

■ Includes

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

■ Who Qualifies

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

■ 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 Retailer(s) Exhibitors Directory, ICSC must receive your table request by **May 31, 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 the Trade Exposition Planner to confirm.

■ Cancellation:

Notify ICSC immediately if you must cancel.

■ Please return to:

ICSC
Matt Whyte
Trade Exposition Planner
ICSC 2013 New England Idea Exchange
1221 Avenue of the Americas
41st Floor
New York, NY 10020
Tel: +1 646 728 3847
Fax: +1 732 694 1777
Email: mwhtye@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

NE2013

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:

_____ | <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 the 2013 New England Exchange. |
| | <input type="checkbox"/> We will notify ICSC immediately if we must cancel. |

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.

ideaexchange®

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

GET THE APP



icsc.org/mobile



ideaexchange®

preliminary program

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Hynes Convention Center

Boston, MA

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2014 Save the Dates July 29 – 31, 2014



13