



**ICSC 2013**

# **TEXAS**

**Conference and Deal Making**

**November 6 – 8, 2013**

**Kay Bailey Hutchison Convention Center  
(formerly Dallas Convention Center)**

**Dallas, TX**

**Program**

# TEXAS

Conference and Deal Making

PROGRAM

## Wednesday, November 6

### REGISTRATION

12:00 noon – 8:00 pm

### OPTIONAL EVENT: GOLF TOURNAMENT

9:00 am – Shotgun Start

Cowboys Golf Club  
1600 Fairway Drive  
Grapevine, TX 76051

### OPTIONAL EVENT: "TEXAS SHOOT OUT" SPORTING CLAY TOURNAMENT

10:30 am – 4:00 pm

10:30 am – Registration  
11:30 am – Lunch Served  
12:30 pm – Shotgun Start  
3:30 pm – Networking & Awards Presentation

Dallas Gun Club  
3601 South Stemmons Freeway  
Lewisville, TX 75067



### SPECIAL INDUSTRY GROUPS (SIGs)

4:00 – 6:00 pm

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

4:00 – 5:00 pm

#### RetailGreen

#### Facilitators



**Abby Johnson, LEED AP O&M**  
Principal  
Abacus Property Solutions, LLC  
San Francisco, CA



**Dean Pritchard, SCDP**  
Principal  
WLS Lighting Systems  
Fort Worth, TX

5:00 – 6:00 pm

#### Leasing

#### Facilitator



**Michael Hale**  
Vice President, Leasing  
AmREIT  
Dallas, TX

#### Retailers

#### Facilitator



**Mike Atkins**  
Real Estate Manager  
Dickey's Barbecue Restaurants, Inc.  
Dallas, TX

#### Alliance

#### Facilitators



**Jason E. Claunch**  
ICSC Texas Alliance Private Sector Co-Chair  
President  
Catalyst Commercial  
Dallas, TX



**Marty Wieder**  
ICSC Texas Alliance Public Sector Co-Chair  
Economic Development Director  
Colleyville, TX

#### Women

#### Facilitators



**Judy McDonald**  
President/CEO  
Nacogdoches Economic Development Corporation  
Nacogdoches, TX



**Nancy Windham**  
Vice President  
Frisco Economic Development Corporation  
Frisco, TX

### WEST TEXAS RECEPTION

5:00 – 6:00 pm

Doing business or thinking of doing business in West Texas? Then you need to attend this reception to meet and mingle with the players in that region!

### MEMBER-HOSTED RECEPTION

6:00 – 8:00 pm

**Thursday, November 7**

**REGISTRATION**

7:00 am – 6:00 pm

**OPTIONAL EVENT: ICSC MORNING RUN**

6:30 – 7:30 am

Start your day off with a run along the Katy Trail and Turtle Creek.

**FIRST TIMERS AND  
NEXT GENERATION BREAKFAST**



7:30 – 8:15 am

Attend this breakfast to learn how to use ICSC's platform to grow your business and meet Next Generation chairs and committee members.



**Krista Dabney Dillard**  
ICSC Texas Next Generation Chair  
Owner  
Open Space Commercial  
Austin, TX

**CONTINENTAL BREAKFAST**

8:00 – 8:30 am

**WELCOME, PROGRAM OVERVIEW AND  
STATE GOVERNMENT RELATIONS UPDATE**

8:30 – 8:45 am

**Welcome**



**Kendra Hinderland**  
ICSC Texas State Director  
Managing Vice President, Asset Management  
RED Development, LLC  
Flower Mound, TX

**Program Overview**



**Elizabeth Nabholtz Allen**  
ICSC 2013 Texas Conference and Deal Making  
Program Planning Committee Chair  
Director of Leasing - Texas  
RioCan Real Estate Investment Trust  
Dallas, TX

**State Government Relations Update**



**Lance W. Taylor, CCIM**  
ICSC Texas Government Relations Chair  
Senior Vice President  
Jones Lang LaSalle Americas, Retail  
Dallas, TX

**OUTLOOK FOR RETAIL REAL ESTATE**

8:45 – 9:00 am



**David J. LaRue**  
ICSC Chairman  
President and Chief Executive Officer  
Forest City Enterprises  
Cleveland, OH

**GENERAL SESSION: CAPITAL MARKETS**

9:00 – 10:00 am

A panel of experts will discuss a variety of relevant current event topics affecting the capital markets for commercial retail properties.

**Moderator**



**John Fenoglio**  
Executive Vice President  
CBRE Capital Markets of Texas, LP  
Houston, TX

**Panelists**



**Travis Furr**  
Principal  
Rockstreet Partners LLC  
Dallas, TX



**Mark McClure**  
Principal & EVP  
A10 Capital  
Irving, TX



**Patrick Ramsier**  
Senior Vice President/Chief Commercial Real Estate Officer  
ViewPoint Bank  
Plano, TX



**Peter Scola**  
Senior Managing Director  
Cantor Commercial Real Estate  
New York, NY



**Bill Vanderstraaten**  
President  
Chief Partners, LP  
Dallas, TX

## DEAL MAKING

10:00 am – 6:00 pm

## #ITECHLOUNGE: WHERE SOCIAL, DIGITAL AND MOBILE CONVERGE #iTechLounge

10:00 am – 6:00 pm

It's time to think more broadly about how digital platforms support marketing strategies. Whether you are taking your first steps into creating an online marketing strategy, interested in emerging trends or looking for ways to integrate digital platforms, this year's #iTechLounge has something for everyone.



### 10:30 am – 12:00 noon

One-on-one Social Media Q&A

Presenter: Sarah Malcolm, ICSC

### 1:30 – 1:50 pm

Evolution of Social Advertising: Content = Ads

Presenter: COHN

### 2:30 – 2:50 pm

E-mail Strategy: The Tried and True Digital Tactic that Still Works

Presenter: COHN

### 3:00 – 3:20 pm

Website Property Display: What Are My Options?

Presenter: Dave Lewand

### 3:30 – 5:30 pm

One-on-one Social Media Q&A

Presenter: Sarah Malcolm, ICSC

## LUNCH SERVED

11:30 am – 12:00 noon

## TEXAS UNDERGRADUATE CASE STUDY COMPETITION AWARDS

12:00 noon – 12:15 pm

The Texas ICSC Undergraduate Case Study Competition will pit rival universities against one another in a battle of retail knowledge that will determine which undergraduate program produces students most ready to excel in the retail real estate industry.

Faced with a challenging prompt, students will have to overcome various obstacles and answer several key questions asked by industry experts in order to be crowned undisputed champion of ICSC's first-ever collegiate case study competition. Does your alma mater have what it takes?

## GENERAL SESSION: DEVELOPER SHOWCASE

12:15 – 1:15 pm

Come hear from several Texas developers about new development projects in the region. You'll hear about their success in attracting key retailers and the challenges they have faced as they bring these new developments to their respective markets.

### Moderator



#### Bryan Cornelius

Partner  
Venture Commercial Real Estate, LLC  
Dallas, TX

### Panelists



#### Richard S. Carduner

President  
Carduner Commercial  
San Antonio, TX  
(Representing Robstown Outlet in Corpus Christi, TX)



#### Bobby Johnson

Executive Vice President, Leasing  
RED Development  
Phoenix, AZ  
(Representing Rayzor Ranch Town Center in Denton, TX)



#### Woody Mann

President  
Vista Equities Group  
Houston, TX  
(Representing La Centerra at Cinco Ranch in Katy, TX)



#### Ryan Roberts

Vice President of Leasing  
Thomas Land & Development  
Newnan, GA  
(Representing The Rim in Austin, TX)

## RETAILER ROUNDUP

3:00 – 5:00 pm

The Retailer Roundup will provide an opportunity for retailers to discuss their future business plans and, most importantly, to increase visibility and networking contacts with shopping center owners and developers.

Don't miss this opportunity to meet face-to-face with over 80 retailers!

(Retailers: Please see the form on page 12 to sign up.)

*Preliminary list of retailers include:*

Advance Auto Parts  
Burger King Corporation  
Bluewave Express  
Burkes Outlet Stores, LLC  
Carl's Jr. Restaurants  
The Cato Corporation  
Chick-fil-A, Inc.  
Church's Chicken  
Cottonwood Financial/Cash Stores  
Darden  
Destination XL Group  
Dick's Sporting Goods  
Dollar Tree Stores  
Factory Connection LLC  
Fallas Stores  
Famous Footwear  
Genghis Grill -Build Your Own Stir Fry  
Global Franchise Group (Great American Cookies, Pretzelmaker, Marble Slab Creamery)  
Great Clips  
Hibbett Sporting Goods, Inc.  
Jersey Mike's Subs  
La Madeleine de Corps, Inc.  
Lane Bryant  
The Learning Experience  
Melrose Family Fashions  
My Fit Foods  
Panda Express/Panda Restaurant Group  
Party City Retail Group  
Pet Supermarket, Inc.  
Quiktrip Corporation  
Racetrac Petroleum Inc.  
Rack Room Shoes  
Randall's Food & Drugs, LP  
Regis Corp  
rue21, Inc.  
Sally Beauty Holdings  
Shoe Carnival, Inc.  
Shoe Show, Inc.

Smoothie King Franchises, Inc.  
Sonic Industries  
Spirit Halloween  
Sport Clips  
Sprouts Farmers Market  
Starbucks Coffee Company  
Title Boxing Club  
Tuesday Morning  
Walmart Realty  
Whataburger Real Estate, LLC  
Wells Fargo Bank  
Yum! Brands, Inc.  
Zaxby's  
Zoës Kitchen

## Friday, November 8

### REGISTRATION

7:30 am – 12:00 noon

### SMOKIN' HOT BREAKFAST AND RETAILERS!

8:00 – 10:00 am

Nothing's better than a Smokin' Hot breakfast.....except one that is followed by Smokin' Hot retailers! This event highlights category standouts for entertainment, grocery, health and beauty and restaurants. Hear interesting stories about concept development and expansion plans for these retailers.

After enjoying breakfast, settle in for a program that will be of interest to developers, landlords, brokers and even other retailers. You won't want to miss this Smokin' Hot event!

#### Moderator



#### Alice Zimmerman Seale

Principal  
Seale Realty Advisors  
Dallas, TX

#### Panelists



#### Rita Dickerson

Vice President, Leasing  
Foot Locker  
Addison, TX



#### Ted Frumkin

Senior Vice President of Business Development  
Sprouts Farmers Market  
Phoenix, AZ

ICSC 2013

# TEXAS

Conference and Deal Making



**Jimmy Loup**  
Founder and CEO  
Grub Burger Bar  
College Station, TX



**Paul Myrick**  
Vice President, Real Estate  
Sally Beauty Company  
Denton, TX



**Matt Silvers**  
Senior Vice President, Real Estate & Development  
Hospitality Investors Inc. | FLIX Entertainment LLC  
Round Rock, TX

## DEAL MAKING

9:00 am – 12:00 noon

## #ITECHLOUNGE: WHERE SOCIAL, DIGITAL AND MOBILE CONVERGE [#iTechLounge](#)

9:00 am – 12:00 noon

It's time to think more broadly about how digital platforms support marketing strategies. Whether you are taking your first steps into creating an online marketing strategy, interested in emerging trends or looking for ways to integrate digital platforms, this year's #iTechLounge has something for everyone.



**9:00 – 10:00 am**

One-on-one Social Media Q&A  
*Presenter: Sarah Malcolm, ICSC*

**10:00 – 10:20 am**

The Changing Face of Facebook  
*Presenter: COHN*

**11:00 – 11:20 am**

Virtual Reality: Digital/Social Case Studies From the Retail Industry  
*Presenter: COHN*

## CONFERENCE ADJOURNS

12:00 noon

Program information current as of July 24, 2013.

## State Leadership



**Kendra Hinderland**, ICSC Texas State Director, RED Development, LLC



**Lance W. Taylor, CCIM**, ICSC Texas Government Relations Chair, Jones Lang LaSalle Americas, Retail



**Jason E. Claunch**, ICSC Texas Alliance Private Sector Co-Chair, Catalyst Commercial, Inc.



**Marty Wieder**, ICSC Texas Alliance Public Sector Co-Chair, City of Colleyville



**Denise Browning, SCMD**, ICSC Texas Operations Chair, Madison Marquette



**Kevin Sendrey**, ICSC Texas Retail Chair, Dick's Sporting Goods



**Krista Dabney Dillard**, ICSC Texas Next Generation Chair, Open Space Commercial



**Tina Wolfe**, ICSC Texas Program Chair, Hunt Companies

## Program Planning Committee



**Elizabeth Nabholtz Allen**, ICSC 2013 Texas Conference and Deal Making Program Planning Committee Chair, RioCan Real Estate Investment Trust



**Matt Marshall**, ICSC 2013 Texas Conference and Deal Making Program Planning Committee Co-Chair, StoneCrest Investments, LLC



**Heather Abel**, Goldman Sachs



**Shawn Ackerman**, Henry S. Miller Brokerage, LLC



**Suzanne Anderson**, Midway Companies



**Zach Armstrong**, J. Beard Real Estate Company



**Davis Bennett**, Great Clips



**Joe Berry**, Venture DFW



**Jeff Brand**, Brand Capital Partners



**Bryan Cornelius**, Venture Commercial Real Estate, LLC



**Jessica Donnelly**, UCR Investment Sales



**Perren Gasc**, Centennial Retail Services



**Jace Hinderland**, Rockwood Real Estate Advisors



**Ryan Johnson**, SRS Real Estate Partners



**Patrick Manchi**, Weingarten Realty



**David D. Miracle**, Miracle Development Services Company



**Blane O'Banion**, Weingarten Realty Advisors



**Terri Seiler**, SiteSource Real Estate Services



**Michelle Smith**, Nacogdoches Economic Development Corporation

ICSC 2013

# TEXAS

Conference and Deal Making

## THANK YOU TO OUR SPONSORS

### NORTH AMERICAN PARTNER



### PLATINUM SPONSORS



### GOLD SPONSORS

- Cole Real Estate Investments
- Equity Fund Advisors, Inc.
- Henry S. Miller
- The Inland Real Estate Group of Companies, Inc.
- Read King
- Retail Solutions
- Tarantino Properties, Inc.
- Trade Area Systems, Inc.
- Trademark Property Company
- Triad Retail Construction, Inc.
- Weingarten Realty Investors

### #ITECH LOUNGE SPONSORS



### OFFICIAL SOCIAL MEDIA MOBILE PARTNER





## 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

Select the **Best Value Package** when you register for the ICSC Texas Conference and Deal Making and enjoy unlimited 24/7 access to the ICSC Digital Knowledge Center! Enrich your conference learning with up to 10 hours of audio recorded LIVE from the Texas Conference and synchronized to presenters' PowerPoint presentations, downloadable MP3s and presenter handouts. Overcome the challenge of concurrent sessions and take full advantage of your networking meetings without missing any of our fabulous speaker line-up. By selecting this package you will experience more sessions than you thought possible. Don't struggle to take notes in Dallas as you can review critical information from home, at the office or on the road. The ICSC Digital Knowledge Center is the ultimate educational resource. **SAVE** over \$225 when you purchase the **Best Value Package** with your registration.

## REGISTRATION FEES

### 1. Full Conference Registration – Best Value Package

ICSC Texas Conference and Deal Making **Best Value Package** includes full conference registration, plus access to the ICSC Digital Knowledge Center. Receive up to 10 hours of sessions captured live during the Conference.

	Advance	On-Site
ICSC Member*:	\$ 315	\$ 380
Non-Member:	\$ 525	\$ 640
Student**:	\$ 95	\$ 95

Full Conference Registration PLUS access to the ICSC Digital Knowledge Center with up to 10 hours of audio recorded LIVE and synchronized to PowerPoint presentations from the ICSC Texas Conference and Deal Making downloadable MP3s and speaker materials.

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

### 2. ICSC Texas Conference Regular Registration

	Advance	On-Site
ICSC Member*:	\$ 270	\$ 335
Non-Member:	\$ 480	\$ 595
Student**:	\$ 50	\$ 50

### 3. Recordings of Texas Conference Sessions

(purchased without a conference registration)

	Advance
ICSC Member*:	\$ 295
Non-Member:	\$ 500
Student**:	\$ 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.

## PHOTO ID BADGES REQUIRED FOR THE 2013 TEXAS CONFERENCE AND DEAL MAKING.

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the ICSC 2013 Texas Conference and Deal Making. Badges will be mailed out in advance for those who register and submit an acceptable photo by **October 9, 2013**. Please visit www.icsc.org/2013TX to register and submit a photo.

## HOTEL RESERVATIONS

A block of rooms has been reserved at:

**The Omni Dallas Hotel**  
555 South Lamar Street  
Dallas, TX 75202

**Rate:** \$209 Sngl/DbI Occupancy  
**Cut-off Date: October 9, 2013**

**Aloft Dallas Downtown**  
1033 Young Street  
Dallas, TX 75202

**Rate:** King Loft \$153 Sngl/DbI Occupancy  
**Cut-off Date: October 15, 2013**

We invite you to visit www.icsc.org/2013TX 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 ET 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 **October 2, 2013**.

## DEADLINES

To qualify for the advance registration fee, your registration must be received by **October 30, 2013**.

## CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **October 4, 2013**. All requests for refunds must be received by ICSC in writing.

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

Please check one:  Best Value Package  Regular Registration  Recordings

Name		Your ICSC Membership I.D.#	
<hr/>			
Company			
<hr/>			
Address			
<hr/>			
City		State/Province	Zip/Postal Code
<hr/>		<hr/>	<hr/>
Telephone		Fax	E-mail
<hr/>		<hr/>	<hr/>
<input type="checkbox"/> Please check here if any of the above information has recently changed.			
<b>Method of payment</b>			
<input type="checkbox"/> Check made payable to ICSC enclosed for \$ _____			
<input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> AMEX <input type="checkbox"/> Discover \$ _____			
<hr/>			
Name (as it appears on credit card)		Credit Card Number (include all digits)	
<hr/>		<hr/>	
Signature		Expiration Date (month/year)	2013TX-B
<hr/>		<hr/>	



# Sponsorship Form

Sponsorship serves 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!

### GOLD – \$3,000

- ★ Company logo displayed throughout the conference on signage
- ★ Company name on the lighted kiosk in the registration area
- ★ Company name listed in the final program mailer and on-site program directory
- ★ Company logo displayed on PowerPoint presentations at select event functions, including Member-Hosted Reception and meal functions
- ★ Gold Sponsor ribbon

### SILVER – \$1,500

- ★ Company name on the lighted kiosk in the registration area
- ★ Company name listed in the final program mailer and on-site program directory
- ★ Company logo displayed on PowerPoint presentations at select event functions, including Member-Hosted Reception and meal functions
- ★ Silver Sponsor ribbon

### BRONZE – \$500

- ★ Company name on the lighted kiosk in the registration area
- ★ Company logo displayed on the PowerPoint presentation at the Member-Hosted Reception
- ★ Bronze Sponsor ribbon

### DEADLINE

Sponsorship must be received no later than **October 4, 2013** to be recognized at the conference.

### SPONSOR CONTACT

**Shawn Ackerman**  
Henry S. Miller Brokerage, LLC  
**Tel:** +1 713 626 2828  
**E-mail:** shawnackerman@henrysmiller.com

### RETURN COMPLETED FORM AND PAYMENT TO:

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

### ICSC CONTACT

**Christabelle Flanhardt**  
**Tel:** +1 646 728 3638  
**E-mail:** cflanhardt@icsc.org

---

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Your ICSC Membership I.D.# \_\_\_\_\_

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

### Method of payment

- Check made payable to ICSC enclosed for \$ \_\_\_\_\_
- MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

---

Name (as it appears on credit card) \_\_\_\_\_ Credit Card Number (include all digits) \_\_\_\_\_

---

Signature \_\_\_\_\_ Expiration Date (month/year) \_\_\_\_\_

# Deal Making Booth Request Form

November 6 – 8, 2013 ★ Dallas, TX

## WHEN

**Thursday, November 7, 2013**

**10:00 am – 6:00 pm**

**Friday, November 8, 2013**

**9:00 am – 12:00 noon**

## WHERE

Kay Bailey Hutchison Convention Center  
(formerly Dallas Convention Center)

650 S Griffin Street  
Dallas, TX 75202

## INCLUDES

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

**NOTE – Badges and floor carpet are not included with the exhibit space. All exhibitors must register for a conference badge and order carpet through Freeman. Information can be found at [www.icsc.org/2013TX](http://www.icsc.org/2013TX).**

## HOW TO REGISTER

**Fax: +1 732 694 1777**

(credit card payments only)

## 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
<input type="checkbox"/> 10' x 10' (100 sq. ft.)	\$ 475	\$ 675
<input type="checkbox"/> 10' x 20' (200 sq. ft.)	\$ 950	\$ 1,350
<input type="checkbox"/> 20' x 20' (400 sq. ft.)	\$ 1,900	\$ 2,700
<input type="checkbox"/> 30' x 30' (900 sq. ft.)	\$ 4,275	\$ 6,075

## GUIDELINES

- ★ Exhibits must not extend beyond the boundaries of the booth.
- ★ 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, September 20, 2013**.

## AVAILABILITY

- ★ Booths are confirmed on a first-come, first-served basis.
- ★ Sending in this expositions agreement does not guarantee a booth will be reserved for you.
- ★ Expositions agreement 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 an e-mail regarding the status of your request, please contact Matt Whyte at [mwhyte@icsc.org](mailto:mwhyte@icsc.org).**

## CANCELLATIONS

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

## CONTACT

**Matt Whyte**

Trade Exposition Planner

**Tel: +1 646 728 3847**

**Fax: +1 732 694 1777**

**E-mail: [mwhyte@icsc.org](mailto:mwhyte@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

Booth Location Preference

## Method of payment

Check made payable to ICSC enclosed for \$ \_\_\_\_\_

MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

Name (as it appears on credit card)

Credit Card Number (include all digits)

Signature

Expiration Date (month/year)

TX2013

DEAL MAKING BOOTH REQUEST



# Retailer Roundup Table Request Form

RETAILER ROUNDUP TABLE REQUEST FORM

Fill out this form if you wish to reserve a Table during the Retailer Roundup.

**WHEN**

**Thursday, November 7, 2013**  
3:00 – 5:00 pm

**WHERE**

Kay Bailey Hutchison Convention Center  
(formerly Dallas Convention Center)  
650 S Griffin Street  
Dallas, TX 75202

**INCLUDES**

- ★ 6' x 30" draped table
- ★ Company sign

**WHO QUALIFIES**

- ★ Retailers
- ★ Brokers representing Retailers

**GUIDELINES**

- ★ Retailers must be present at their table for the entire duration of the Retailer Roundup
- ★ Exhibits must not extend 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**

There is no cost to reserve a table, but each person who is working at the table must be an advance paid registrant for the meeting.

**AVAILABILITY**

Tables are limited in number and will be confirmed on a first-come, first-served basis. Sending in this Retailer Roundup Table Request Form does not guarantee a table will be reserved for you.

**DEADLINE**

To be recognized in the Program Directory, ICSC must receive your table request by **September 13, 2013**.

**NOTIFICATION**

You will receive a written confirmation from ICSC two weeks prior to the meeting, if a table has been reserved for you. **If you do not receive an e-mail regarding the status of your request, please contact Matt Whyte to confirm.**

**CANCELLATIONS**

Notify ICSC immediately if you must cancel.

**CONTACT**

**Kevin Sendrey**  
**E-mail:** kevin.sendrey@dcsq.com

**PLEASE RETURN TO:**

**Matt Whyte**  
Trade Exposition Planner  
**Tel:** +1 646 728 3847  
**Fax:** +1 732 694 1777  
**E-mail:** mwhyte@icsc.org

**CHECK ALL THAT APPLY**

- We are Retailers.
- We are Brokers exclusively representing the following Retailers:  
\_\_\_\_\_  
\_\_\_\_\_
- We have registered for the 2013 Texas Conference and Deal Making.
- We will notify ICSC immediately if we must cancel.

*This form should be duplicated for additional registrants.*

---

Name \_\_\_\_\_

---

Company \_\_\_\_\_

---

Address \_\_\_\_\_

---

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

---

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

---

E-mail \_\_\_\_\_ Your ICSC Membership I.D.# \_\_\_\_\_ TX2013

**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.

# Sports Event Sign-Up Form

November 6 – 8, 2013 ★ Dallas, TX

## “Texas Shoot Out” Sporting Clay Tournament

### RETURN COMPLETED FORM AND PAYMENT TO:

**ICSC**  
P.O. Box 26958  
New York, NY 10087-6958  
**Fax:** +1 732 694 1800

### SPORTING CLAY TOURNAMENT CONTACT

**Zach Armstrong**  
**Tel:** +1 832 623 0303  
**E-mail:** zarmstrong@jbeardcompany.com

### ICSC CONTACT

**Christabelle Flanhardt**  
**Tel:** +1 646 728 3638  
**E-mail:** cflanhardt@icsc.org

### WHEN

**Wednesday, November 6, 2013**  
10:30 am Registration  
11:30 am Lunch Served  
12:30 pm Shotgun Start  
3:30 pm Networking & Awards Presentation

### WHERE

**Dallas Gun Club**  
3601 South Stemmons Freeway  
Lewisville, TX 75067

### FEES

\$135 (non-refundable) per player via check made payable to ICSC. Fee includes 100 targets, ammunition and barbeque lunch. Please bring your own shotguns.  
*Please Note: Space is limited and will be confirmed on a first-come, first-served basis.*

### EVENT SPONSOR



### PLATINUM SPONSORS



*This form should be duplicated for additional registrants. Return form to ICSC.*

Average score out of 100 clays: \_\_\_\_\_%

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Your ICSC Membership I.D.# \_\_\_\_\_

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

### Method of payment

Check made payable to ICSC enclosed for \$ \_\_\_\_\_  MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

Name (as it appears on credit card) \_\_\_\_\_ Credit Card Number (include all digits) \_\_\_\_\_

Signature \_\_\_\_\_ Expiration Date (month/year) \_\_\_\_\_ 2013TX-B

### Release of Claims (Read Carefully and Sign)

I agree and acknowledge that I am participating in the ICSC Texas Conference and Deal Making Sporting Clay Tournament (“Sports Event”) on my own accord. I give this acknowledgement 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, Dallas Gun 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, Dallas Gun 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.

Signed \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_



# Sports Event Sign-Up Form

SPORTS EVENT SIGN-UP FORM

**RETURN COMPLETED FORM AND PAYMENT TO:**

**ICSC**  
 P.O. Box 26958  
 New York, NY 10087-6958  
**Fax:** +1 732 694 1800

**GOLF CONTACT**

**Ryan Johnson**  
**Tel:** +1 214 560 3285  
**E-mail:** Ryan.johnson@srsre.com

**ICSC CONTACT**

**Christabelle Flanhardt**  
**Tel:** +1 646 728 3638  
**E-mail:** cflanhardt@icsc.org

**WHEN**

**Wednesday, November 6, 2013**  
 9:00 am Shotgun Start

**WHERE**

**Cowboys Golf Club**  
 1600 Fairway Drive  
 Grapevine, TX 76051

**Golf Tournament**

**FEES**

\$130 (non-refundable) per player via check made payable to ICSC. Fee includes practice, green fees, box lunch and cart rental. (Golf club rental extra.)

*Please Note: Space is limited to 100 players and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome. Please coordinate your choices with each other.*

**PREFERRED FOURSOME**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

Net Division: \_\_\_\_\_ or

Gross Division: \_\_\_\_\_ or

Established Handicap: \_\_\_\_\_ or

Estimated Handicap: \_\_\_\_\_

**PLATINUM SPONSORS**



*This form should be duplicated for additional registrants. Return form to ICSC.*

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Your ICSC Membership I.D.# \_\_\_\_\_

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

**Method of payment**

Check made payable to ICSC enclosed for \$ \_\_\_\_\_  MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

Name (as it appears on credit card) \_\_\_\_\_ Credit Card Number (include all digits) \_\_\_\_\_

Signature \_\_\_\_\_ Expiration Date (month/year) \_\_\_\_\_ 2013TX-B

**Release of Claims (Read Carefully and Sign)**

I agree and acknowledge that I am participating in the ICSC Texas Conference and Deal Making Golf Tournament ("Sports Event") on my own accord. I give this acknowledgement 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, Cowboys Golf 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, Cowboys Golf 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.

Signed \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_

# Sports Event Sign-up Form

November 6 – 8, 2013 ★ Dallas, TX

## ICSC Morning Run

### RETURN COMPLETED FORM TO:

**ICSC**  
P.O. Box 26958  
New York, NY 10087-6958  
**Fax:** +1 732 694 1800

### MORNING RUN CONTACT

**Jeff Brand**  
**Tel:** +1 214 620 0999  
**E-mail:** jeff@brandcapitalpartners.com

### ICSC CONTACT

**Christabelle Flanhardt**  
**Tel:** +1 646 728 3638  
**E-mail:** cflanhardt@icsc.org

**FREE  
T-SHIRT TO  
THE FIRST  
50 RUNNERS!**

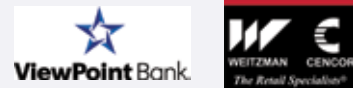
### WHEN

**Thursday, November 7, 2013**  
6:30 – 7:30 am

### WHERE

Meet at Katy Trail trailhead on N. Houston Street (Park in lot just north of American Airlines Center)

### PLATINUM SPONSORS



*This form should be duplicated for additional registrants. Return form to ICSC.*

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Your ICSC Membership I.D.# \_\_\_\_\_ 2013TX-B

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

### Release of Claims (Read Carefully and Sign)

I agree and acknowledge that I am participating in the ICSC Texas Conference and Deal Making Morning Run ("Sports Event") on my own accord. I give this acknowledgement 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, The Omni Dallas Hotel, 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, the Omni Dallas Hotel, 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.

Signed \_\_\_\_\_ Print Name \_\_\_\_\_ Date \_\_\_\_\_



**International Council of Shopping Centers**  
1221 Avenue of the Americas, 41st Floor  
New York, NY 10020-1099

**ICSC 2013**

**TEXAS**

**Conference and Deal Making**



Scan here for  
more information.