



## *Conference and Deal Making*

# Program

November 7 – 8, 2012  
Dallas Convention Center  
Dallas, TX





November 7 – 8, 2012  
Dallas Convention Center  
Dallas, TX

## Wednesday, November 7

### Registration

1:30 – 8:30 pm

### Optional Event: Golf Tournament

10:30 am – 6:00 pm

- 10:30 am Registration
- 11:30 am BBQ Lunch
- 12:00 noon "Shotgun" Start

TPC Four Seasons Las Colinas  
4150 North MacArthur Boulevard  
Irving, TX 75038

### 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 and Awards Presentation

Dallas Gun Club  
3601 South Stemmons  
Lewisville, TX 75067

### Deal Making

3:00 – 6:00 pm

### Special Industry Groups (SIGs)

4:00 – 5:00 pm



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

- A. Alliance 
- B. Hispanic Markets 
- C. Leasing
- D. Retailers
- E. Women

### West Texas Networking Reception

5:00 – 6:30 pm

### Member-Sponsored Reception

6:30 – 8:30 pm

Thank You to Our Platinum Sponsors:



Thank You to Our North American Partner:



Thank You to Our Gold Sponsors:

Centergy Retail  
DDR  
Henry S. Miller Brokerage, LLC  
Mansfield Economic Development Corporation  
RED Development  
Retail Properties of America, Inc.  
TBRC Inc.  
The Inland Real Estate Group of Companies, Inc.  
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Weingarten Realty Investors

Thank You to Our Silver Sponsors:

Cole Real Estate Investments  
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Levinson Alcoser Associates, L.P.  
Lincoln Property Company  
Metropolitan Capital Advisors Ltd  
Mimco  
The Colony Economic Development Corporation  
Venture Commercial

### Alliance Reception

8:30 – 10:00 pm





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## Thursday, November 8

### Registration

7:00 am – 5:00 pm

### Optional Event: CrossFit/Boot Camp

7:00 – 7:45 am

Get your day started outside – weather permitting!

This “Boot Camp” is a great way to start your day and offers something for all fitness levels.

### 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.

#### SPEAKER



**Krista Dabney Dillard**  
*ICSC Texas Next Generation Chair*  
Concept Real Estate Advisors  
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



**Lance W. Taylor, CCIM**  
*ICSC 2012 Texas Conference*  
*Program Planning Committee Chair*  
Partner  
Stream Realty Partners  
Dallas, TX

#### STATE GOVERNMENT RELATIONS UPDATE



**J. Bradley Greenblum**  
*ICSC Texas Government Relations Chair*  
*President*  
Greenblum Investment Partners, Inc.  
Austin, TX

### Outlook for Retail Real Estate

8:45 – 9:00 am



**Brad M. Hutensky**  
*ICSC Chairman*  
*Principal*  
Hutensky Capital Partners  
Hartford, CT

### Deal Making

9:00 am – 5:00 pm

### Blockbuster Concurrent Sessions

9:30 – 11:00 am

#### A. Retailer Runway

##### MODERATOR



**Patty Bender**  
*EVP/Director of Leasing*  
Weingarten Realty  
Houston, TX

##### SPEAKERS



**Jody Detmore**  
*Real Estate Asset Manager, Broker*  
Spec’s Wines, Spirits, and Finer Foods  
Houston, TX



**Mike McCormick**  
*Regional Director*  
7-ELEVEN, INC.  
Richardson, TX



**Jennifer Mull**  
*CEO*  
Backwoods | Backwoods Adventures | Backwoods Collection  
Austin, Texas



**Allyn F. Taylor**  
*Vice President of Development*  
Zoës Kitchen  
Plano, TX



**Kent Williams**  
*Real Estate Director*  
Charming Charlie, Inc.  
Houston, TX





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## B. Capital Markets

A panel of experts from the Bank, Life Company, CMBS, Equity and Bridge Lending world will discuss a variety of relevant current event topics affecting the capital markets for commercial retail properties.

### MODERATOR



**Scott Lynn**  
*Director/Principal*  
Metropolitan Capital Advisors  
Dallas, TX

### SPEAKERS



**Steve Fried**  
*Principal*  
Mesa West Capital  
Los Angeles, CA



**John Hall**  
*Investment Manager*  
Metropolitan Life  
Dallas, TX



**Steve Mastor**  
*Managing Partner*  
Phoenix Capital Partners  
Addison, TX



**Anthony Orso**  
*Executive Managing Director*  
Cantor Fitzgerald  
New York, NY



**Steven Richard**  
*Executive Vice President*  
US Bank  
Dallas, TX

## Lunch and General Session: Developer Showcase

11:30 am – 1:00 pm

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

### MODERATOR



**Blane O'Banion**  
*Regional Leasing Director*  
Weingarten Realty  
Richardson, TX

## General Session: Hispanic Markets

1:30 - 2:30 pm

## Retailer Roundup

3:30 – 5:00 pm

Retailers as of September 7, 2012 include:

7-Eleven  
Ace Hardware Corporation  
AT&T Mobility  
Big Lots  
Bikini Sports Bar & Grill  
Carl's Jr. CKE Restaurants, Inc.  
Cash Store/ Cottonwood Financial  
Cato Corporation (Cato Fashions)  
Charming Shoppes, Inc.  
Corner Bakery Cafe  
CVS/Pharmacy  
Dollar Tree  
Dots Fashion  
Dress Barn  
Equip. Inc.  
Famous Footwear  
Firehouse Restaurant Group, Inc.  
Freebirds World Burrito  
Genghis Grill  
Great Clips  
Hibbett Sporting Goods, Inc.  
Jersey Mike's Subs  
Jos. A. Bank Clothiers  
McAlister's Deli  
Melrose  
National Stores, Inc.  
Panda Restaurant Group  
Party City  
Petsense  
Quiktrip Corporation  
RaceTrac Petroleum, Inc.  
Rack Room Shoes  
Randall's/ Tom Thumb Food Markets  
Regis Corporation  
Schlotzsky's  
Shoe Carnival, Inc  
Shoe Show, Inc.  
Spirit Halloween  
Sport Clips  
Starbucks Coffee Company  
Twin Peaks Restaurant  
Walgreen Co.  
Watermill Express, LLC  
Whataburger Restaurants, LLC  
Which Wich  
Zaxby's Franchising, Inc.

## Meeting Adjourns

5:00 pm



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## ICSC 2012 Texas Conference and Deal Making Program Planning Committee



**Lance W. Taylor, CCIM**, ICSC 2012 Texas Conference and Deal Making Program Planning Committee Chair, Stream Realty



**Elizabeth Nabholtz Allen**, ICSC 2012 Texas Conference and Deal Making Program Planning Committee Co-Chair, The Weitzman Group



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



**Brad Greenblum**, ICSC Texas Government Relations Committee Chair, Greenblum Investment Partners



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



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



**Mona Lowe**, ICSC Texas Operations Chair, Mona Lowe Consulting Services, LLC



**Jeffrey A. Morrow**, ICSC Texas Retail Chair, The Children's Place



**Krista Dabney Dillard**, ICSC Texas Next Generation Chair, Concept Real Estate Advisors



**Kristi Kelly-Lowery**, ICSC Texas Program Chair, NOVOS Development



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



**Suzanne Anderson**, Midway Companies



**Edvin Beasley**, Stream Realty



**Patty Bender**, Weingarten Realty



**Davis Bennett**, Great Clips, Inc.



**Joe Berry**, Venture Commercial



**Jeff Brand**, Brand Capital Partners



**Bryan Cornelius**, Venture Commercial



**Susan Ferreri**, John T. Evans Co.



**Perren Gasc**, The Weitzman Group



**Jace Hinderland**, Rockwood Real Estate Advisors



**Patrick Manchi**, Weingarten Realty



**Matt Marshall**, StoneCrest Investments, LLC



**Blane O'Banion**, Weingarten Realty



**Terri Seiler**, SiteSource Real Estate Services



**Coler Yoakam**, HFF, LP



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## Thank You To Our Platinum Sponsors

### CBRE

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2011 revenue). The Company has approximately 34,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 300 offices (excluding affiliates) worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting. Please visit our Web site at [www.cbre.com](http://www.cbre.com).



Cantor Commercial Real Estate, an affiliate of Cantor Fitzgerald, L.P., is a fully-integrated commercial real estate finance company providing innovative financing solutions to the real estate capital markets. CCRE originates competitively underwritten fixed- and floating-rate mortgages and mezzanine loans secured by diverse asset types in most major U.S. markets. CCRE is capitalized by strong institutional sponsorship including affiliates of CIM Group and Cantor Fitzgerald & Co., and is led by an experienced team of real estate professionals with extensive track records originating, structuring, managing and distributing commercial real estate loans in various economic cycles. Its three founding partners are Anthony Orso, Steven Kantor and Michael Lehrman, who all worked together for over ten years managing a leading real estate lending and distribution platform before joining Cantor Fitzgerald. The CCRE management team includes seasoned professionals with a deep network of borrower, brokering, and banking relationships.



Founded in the spring of 2009, EDGE Realty Partners is a leading commercial real estate firm providing brokerage, development and investment services throughout the Southwest. With offices strategically located in Dallas/Fort Worth, Austin/San Antonio and Houston, the combined EDGE team represents more than 100 retailers/restaurants and over 10 million square feet of retail space. For more information, visit [www.edge-re.com](http://www.edge-re.com). To reach the company by phone, call +1 214 545 6900 for the North Texas Office, +1 512 391 6220 for the Central Texas Office, or +1 713 900 3000 for the Houston Office.



Fidelis Realty Partners is a full service commercial real estate investment, development and services company headquartered in Houston, Texas. Founded in 2003 with an owned and/or serviced property portfolio of approximately 1.1 million square feet, Fidelis has quickly grown into one of the largest privately owned development companies in the region and today boasts a portfolio of approximately 5 million square feet of income properties and approximately 500 acres of developable land. Fidelis owns properties in numerous cities and three states, with the bulk of its holdings in the metropolitan Houston market. You can find more information regarding Fidelis Realty Partners at [www.frpltd.com](http://www.frpltd.com).



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Founded in 2003, The Retail Connection has seen rapid growth in its full service platform of real estate services, with some of the most successful retailers in the country as its clients and partners. The Retail Connection provides national advisory, tenant representation, project leasing, general brokerage and investment sales, expansion strategy, merchandising plans, property management, construction management, asset management and corporate services, as well as acquisition, development, merchant banking and strategic capital services. The Retail Connection currently represents over 225 retail and restaurant chains and over 25 million square feet of listings, including approximately 2.5 million of its own projects. The company is headquartered in Dallas, with offices in Austin, Houston and San Antonio. Additional information on The Retail Connection, L.P. is available at [www.theretailconnection.net](http://www.theretailconnection.net).



Founded in 1988, UCR is a recognized leader in retail real estate services providing retailer representation, project leasing, investment sales and asset and property management. Today, UCR represents 228 local, regional and national retailers and manages and/or leases more than 39 million square feet of retail property, including power centers, grocery anchored centers, main street districts, lifestyle centers and mixed-use projects. The UCR Investment Sales team has executed over \$3.4 billion in investment sales of retail property. Based in Dallas, UCR also has offices in Austin, Chicago, Fort Wayne, Houston, Palm Desert and San Antonio. The relationship with ChainLinks Retail Advisors allows UCR to deliver services throughout the nation. [www.ucrrealty.com](http://www.ucrrealty.com).



The Weitzman Group and Cencor Realty Services form a corporate alliance that is the largest retail-focused full-service commercial real estate services company operating in Texas' major markets of Dallas-Fort Worth, Austin, Houston and San Antonio. Weitzman handles retail, office, industrial, investment and land brokerage. Sister firm Cencor Realty Services offers property management, asset management and development services.





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## Registration Form

### How to Register

**Fax:** +1 732 694 1800 *(credit card registrations only)*

**Online:** [www.icsc.org](http://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 & 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 lineup. 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 Fee

#### 1. Full Conference Registration - Best Value\* Package

ICSC Texas Conference & 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 & 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 student rate.

### Hotel Reservations

A block of rooms has been reserved at:

**The Omni Dallas Hotel**  
 555 South Lamar St.  
 Dallas, TX 75202  
**Rate:** \$119 Single/Double Occupancy.  
**Cut-off Date: October 19, 2012**

**Hyatt Regency Dallas**  
 300 Reunion Boulevard  
 Dallas, TX 75207  
**Rate:** \$169 Single/Double Occupancy.  
**Cut-off Date: October 12, 2012**

We invite you to visit [www.icsc.org/2012TX](http://www.icsc.org/2012TX) and click on Book Hotel Now under Quick Links on the right side of the 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 to 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 EST, Monday through Friday.

### Continuing Education Credits

**SCSM/SCMD:** 1 credit; **CLS:** 1 credit



### Special Needs

Anyone desiring an auxiliary aid for this meeting should notify Christabelle Flanhardt at +1 646 728 3638 no later than **October 5, 2012**.

### Photo ID Badges Required for 2012 Texas Conference and Deal Making

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the 2012 ICSC Texas Conference and Deal Making. Badges will be mailed out in advance for those who register and submit an acceptable photo by **October 5, 2012**. Go to the ICSC website to register and submit a photo at [www.icsc.org/2012TX](http://www.icsc.org/2012TX).

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.

### Deadlines

To qualify for the advance registration fee, your registration must be received by **October 31, 2012**.

### Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **October 5, 2012**. All requests for refunds must be received by ICSC in writing.

**Please Check One**  ICSC Member  Non-Member  Student

1. Best Value Package  2. Conference Registration  3. Recordings

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.

(2012TX-B)

### 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)

Signature  Expiration Date (month/year)





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## 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 convention on the ICSC Gold Sponsorship Banner
- Company banner displayed in the ICSC registration area
- Company name on the lighted reception kiosk
- Company name in the Program Directory
- Gold Sponsor ribbon for company attendees
- Company logo displayed on the PowerPoint presentation at select event functions

### Silver – \$1,500

- Company name on the lighted reception kiosk
- Company name in the Program Directory
- Silver Sponsor ribbon for company attendees
- Company logo displayed on the PowerPoint presentation at select event functions

### Bronze – \$500

- Company name on the lighted reception kiosk
- Bronze Sponsor ribbon for company attendees
- Company logo displayed on the PowerPoint presentation at select event functions

#### When

Wednesday, November 7, 2012  
6:30 – 8:30 pm

#### Where

Dallas Convention Center  
650 S Griffin Street  
Dallas, TX 75202

#### Deadline

Sponsorship must be received no later than **October 5, 2012** to be recognized at the meeting.

#### Sponsor Contact

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

#### ICSC Sponsor Contact

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

#### Sponsorship Contact/ Return Completed Form to

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

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.

2012TXS

#### 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) \_\_\_\_\_

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



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## Deal Making Booth Request Form

Fill out this form if you wish to reserve a Deal Making Booth

### COST

**Member:** \$420 per 10' x 10' booth  
**Non-Member:** \$605 per 10' x 10' booth

### INCLUDES (per 10' x 10' booth)

- 8' high back drape, 3' draped side dividers
- One (1) 6' x 30" skirted table
- Two (2) opal side chairs
- One (1) wastebasket
- One (1) 7" x 44" ID sign

### HOW TO REGISTER

Everyone must be a paid registrant of the event.  
 No staff badges come with the booth.

**Fax** +1 732 694 1800 *Credit card registrations only*  
*Note: Faxing to any other number may delay processing of your Booth Request Form.*

**Mail ICSC**  
 P.O. Box 26958  
 New York, NY 10087-6958  
*Note: Mailing to any other address may delay processing of your Booth Request Form.*

### WHO QUALIFIES

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

### GUIDELINES

**Exhibit space does NOT come with carpeting. All exhibitors must provide carpet for the booth space. If no carpet is ordered, carpet will be supplied at a cost to the exhibitor.**

- Exhibits must not extend beyond the boundaries of the booth.
- Each person working at the booth must be an advance paid registrant for the 2012 Texas Conference and Deal Making. No booth will be assigned until the registration and booth payment is received.
- All exhibitors are required to provide General Liability insurance naming ICSC, the official expo contractor and the Convention Center as co-insured.
- **HEIGHT RESTRICTIONS:**  
 All inline booths are permitted to a maximum height of 8'.  
 All island booths 20' x 20' and larger are permitted to a maximum height of 16'.  
 All end cap 20' x 20' booths are permitted to a maximum height of 12'.

### DEADLINE

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your booth request by October 5, 2012.

### CANCELLATION

Notify ICSC immediately if you must cancel. **There is no refund for exhibit booth cancellations at any time.**

### AVAILABILITY

Booths are confirmed on a first-come, first-served basis. Sending in this Deal Making Request Form does not guarantee you a booth.

### NOTIFICATION

You will receive a written Booth Confirmation from ICSC prior to the meeting, if a booth has been reserved for you. **A booth space is not confirmed until you receive an official ICSC booth confirmation e-mail.**

### CONTACT

**Matt Whyte**  
 Trade Exposition Planner  
 +1 646 728 3847  
 mwwhyte@icsc.org

Please Check One  ICSC Member  Non-Member

I require _____ 10' x 10' booth space(s).	<b>Total Pricing:</b>	_____ x \$ _____	= \$ _____	
# of spaces		# of spaces	Rate	Total

**Name** \_\_\_\_\_

**Company** \_\_\_\_\_

**Address** \_\_\_\_\_

<b>City</b> _____	<b>State/Province</b> _____	<b>Zip/Postal Code</b> _____
<b>Telephone</b> _____	<b>Fax</b> _____	
<b>E-mail</b> _____	<b>Your ICSC Membership I.D.#</b> _____	

Please check here if any of the above information has recently changed. TX2012

### Check all that apply

- We are Retailers.
- We are Developers/Owners.
- We are Brokers.
- We are Lenders.
- We are Suppliers.
- We are a City/Municipality or Economic Development Agency.

### 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) \_\_\_\_\_

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



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## Retailer Roundup Table Request Form

Fill out this form if you wish to reserve a Table during the Retailer Roundup or sign up online at [www.icsc.org/2012TX](http://www.icsc.org/2012TX)

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.

### When

Thursday, November 8, 2012  
3:30 – 5:00 pm

### Where

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 you a table.

### Deadline

To be listed in the Final Program, ICSC must receive your table request by **August 17, 2012**.

To be recognized in the Program Directory, ICSC must receive your table request by **October 5, 2012**.

### 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 an e-mail regarding the status of your request, please contact Matt Whyte to confirm.**

### Cancellation

Notify ICSC immediately if you must cancel.

### Contact

#### Jeff Morrow

Tel: +1 817 732 7823  
E-mail: [jmorrow@childrensplace.com](mailto:jmorrow@childrensplace.com)

### Please Return to:

#### Matt Whyte

Trade Exposition Planner  
Fax: +1 732 694 1777  
E-mail: [mwhyte@icsc.org](mailto:mwhyte@icsc.org)

### Check all that apply

We are Retailers.

We are Brokers exclusively representing the following Retailers:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

We have registered for the 2012 Texas Conference and Deal Making.

We will notify ICSC immediately if we must cancel.

*This form should be duplicated for additional registrations.*

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

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

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



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## Sports Event Sign-Up Form

### “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

#### When

**Wednesday, November 7, 2012**  
 10:30 am Registration  
 11:30 am Lunch Served  
 12:30 pm “Shotgun” Start  
 3:30 pm Networking and Awards Presentation

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

#### Sporting Clay Tournament Contact:

**Matthew Marshall**  
**Tel:** +1 512 461 4663  
**E-mail:** msm@stonecrestinvestments.com

#### Where

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

#### Door Prizes

Over \$1,000 in door prizes to be given away

#### Grand Prize Drawing

BERETTA “Silver Pigeon I” over & under shotgun

#### Event Sponsor



#### Platinum Sponsors



#### ICSC Contact

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

#### Fees

\$135 (nonrefundable) per player via check made payable to ICSC. Fee includes 100 target sporting clay shoot, ammunition, shotguns (or bring your own) and barbecue lunch.

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.

2012TX-B

**Enclosed is my entry fee of \$** \_\_\_\_\_

#### 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) \_\_\_\_\_

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

#### 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, The 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.

**Print Name** \_\_\_\_\_

**Signature** \_\_\_\_\_ **Date** \_\_\_\_\_



November 7 – 8, 2012  
 Dallas Convention Center  
 Dallas, TX

## Sports Event Sign-Up Form Golf Tournament

### Return Completed Form and Payment to:

**ICSC**  
 P.O. Box 26958  
 New York, NY 10087-6958  
**Tel:** +1 646 728 3800 **Fax:** + 1 732 694 1800

### Golf Contacts

**Coler Yoakam**  
**Tel:** +1 469 232 1982 **E-mail:** cyoakam@hfflp.com

**Jace Hinderland**  
**Tel:** +1 214 438 6316 **E-mail:** jhinderland@rockwoodrea.com

### ICSC Contact

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

### When

**Wednesday, November 7**  
 10:30 am Registration  
 11:30 am BBQ Lunch Served  
 12:00 noon "Shotgun" Start

### Where

**TPC Four Seasons Las Colinas**  
 4150 North MacArthur Boulevard  
 Irving, TX 75038

### Fees

\$200 (nonrefundable) per player via check made payable to ICSC. Fee includes practice, green fees, BBQ lunch and cart rental. (Golf club rental extra.) Players will have locker room privileges at the club house.

### 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: \_\_\_\_\_

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.

2012TX

**Enclosed is my entry fee of \$** \_\_\_\_\_

### 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) \_\_\_\_\_

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

### 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, TPC FOUR SEASONS LAS COLINAS, 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, TPC FOUR SEASONS LAS COLINAS 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** \_\_\_\_\_



November 7 – 8, 2012  
Dallas Convention Center  
Dallas, TX

## Sports Event Sign-Up Form

### Cross Fit/Boot Camp

**Return Completed Form and Payment to:**

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

**Cross Fit/Boot Camp 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

**When**

**Thursday, November 8**  
7:00 – 7:45 am

**Where**

**The Omni Dallas Hotel**  
555 S. Lamar  
Dallas, TX 75202

There is no charge to participate in this event.

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

<b>Name</b>		
<b>Company</b>		
<b>Address</b>		
<b>City</b>	<b>State/Province</b>	<b>Zip/Postal Code</b>
<b>Telephone</b>	<b>Fax</b>	
<b>E-mail</b>	<b>Your ICSC Membership I.D.#</b>	

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

2012TX

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

I agree and acknowledge that I am participating in the ICSC TEXAS CONFERENCE AND DEAL MAKING CROSSFIT/BOOT CAMP ("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.

**Print Name**

**Signature** **Date**



November 7 – 8, 2012  
Dallas Convention Center  
Dallas, TX



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

GET THE APP



[icsc.org/mobile](http://icsc.org/mobile)



*Conference and Deal Making*

**November 7 – 8, 2012**  
**Dallas Convention Center**  
**Dallas, TX**

