



Four Corners Idea Exchange

Arizona | New Mexico | Colorado
Wyoming | Idaho | Montana | Utah

The Scottsdale Plaza Resort
Scottsdale, AZ
February 14 – 15, 2018

New Event!

Program

Four Corners Idea Exchange

This brand-new, superregional event blends retail real estate education with a forum for deal making and networking. Join key players from the Southwest and Mountain States for expert-led sessions that will enhance expertise in your present field while allowing you to delve into new areas and trends.

WEDNESDAY, FEBRUARY 14

Topgolf Event

4:00 – 7:00 pm

Topgolf Scottsdale

9500 East Talking Stick Way
Scottsdale, AZ

Guests are welcome!
Separate registration is required for all attendees.
Visit www.icsc.org/2018FCIX or use the included form.

THURSDAY, FEBRUARY 15

Registration

7:00 am – 4:00 pm

Breakfast

8:00 – 9:00 am

First-Timer Orientation

8:00 – 8:30 am

Speed Networking

8:30 – 9:00 am

Welcome, Introduction, Government Relations Update & Regional Overview

9:00 – 9:45 am

Roundtables

9:45 am – 12:00 pm

Retail industry leaders will lead thoughtful, interactive, and informative discussions on the following topics:

Topics	
1.	Retail Real Estate Committees and How to Package Sites for Approval
2.	Retailer's Perspective and Strategy on Negotiating Lease Renewals
3.	Shopping Center Trends: Tenant Mix and Design
4.	Supermarket Trends and New Concepts: Amazon/Whole Foods, Lidl, Aldi and Online Grocery
5.	E-Commerce: How Retailers and Landlords Can Work Together to Support Brick-and-Mortar
6.	Restaurant Development: The New Anchor Tenants
7.	Entertainment Development
8.	Development the Indian Reservation Lands
9.	Big Box Redevelopment: How Malls, Power Centers, and Retailers Are Adjusting
10.	Impact of Minimum Wage and Retail Development

Creative Leasing Solutions: Leveraging Non-Traditional Tenants*

10:00 – 11:30 am

Lunch Served

12:00 – 12:30 pm

(No lunch service after 12:30 pm)

Keynote Presentation

12:30 – 1:15 pm



Ernie Garcia

Founder and Chief Executive Officer
Carvana
Phoenix, AZ

Deal Making & Member-Hosted Reception

1:30 – 4:00 pm

Space is limited! Visit www.icsc.org/2018FCIX or use the included form to reserve a complimentary deal making table.

Winning Lease Negotiation Techniques*

1:30 – 3:00 pm

Meeting Adjourns

4:00 pm

Interested in promoting your company to conference attendees? For information on corporate sponsorship, please visit www.icsc.org/2018FCIX, refer to the included form, or contact Jeff Carpenter at jeff.carpenter@simoncre.com.

***CE Credit available for some states,
pending approval.**

Program information current as of December 18, 2017.

Four Corners Idea Exchange

Division Volunteer Leadership

William Horner, ICSC Western Division Vice President, Fitness International, LLC LA

Gordon Keig, ICSC Western Division Government Relations Committee Chair, Pennant Development

Alesha Shemwell, ICSC Western Division Operations Chair, Rouse Properties

Ken Hira, ICSC Western Division P3 Private Chair, Kosmont Companies

Dave Anderson, ICSC Western Division P3 Public Chair, Spanish Fork City

Jim Reynolds, ICSC Western Division Retail Chair, Great Clips Inc.

Mitchell Hernandez, ICSC Western Division Next Generation Chair, CBRE

State Volunteer Leadership

William Damrath, ICSC Colorado/Wyoming State Director, Regency Centers

Kim Ryder, ICSC Arizona/New Mexico State Director, Goodwill of Central and Northern Arizona

Joshua Woodbury, ICSC Idaho/Montana/Utah State Director, Woodbury Corporation

Heather Bogden, ICSC Utah Government Relations Committee Chair, Coldwell Banker Commercial Advisors

Tyler Carlson, ICSC Colorado Government Relations Committee Chair, Evergreen Devco, Inc.

Brett Doney, ICSC Montana Government Relations Committee Chair, Great Falls Development Authority

Joshua Simon, ICSC Arizona Government Relations Committee Co-Chair, SimonCRE

Gregory Valladao, ICSC Arizona Government Relations Committee Co-Chair, Cushman & Wakefield, Inc.

Kirsten Hall, ICSC Arizona P3 Public Chair, City of Peoria

Paul Larsen, ICSC Utah P3 Public Chair, Brigham City Corporation

Daniel Ryley, ICSC Colorado P3 Public Chair, Arvada Economic Development Association

Steven Bowler, ICSC Utah P3 Private Chair, Coldwell Banker Commercial Advisors

Alex Ramon, ICSC Arizona P3 Private Chair, ID Studio4

Jason Schmidt, ICSC Colorado P3 Private Chair, JLL

Christian Taylor, ICSC Idaho P3 Private Chair, Ball Ventures, LLC

Jay Blacker, ICSC Idaho/Montana/Utah Operations Chair, Brighton Corporation

Alisha Stoltz, ICSC Colorado/Wyoming Operations Chair, Crosbie Real Estate

Carrie Temple, ICSC Arizona/New Mexico Operations Chair, ViaWestGroup

Ryan Gaston, ICSC Arizona/New Mexico Retail Chair, Barclay Group

H. David Nielson, ICSC Idaho/Montana/Utah Retail Chair, The Kroger Co.

Clayton King, ICSC New Mexico Next Generation Chair, Maestas Development Group

Angie Kory, ICSC Arizona Next Generation Chair, Cypress Equities

Elizabeth Leader, ICSC Idaho/Montana/Utah Next Generation Chair, Coldwell Banker Commercial Advisors

William Strazza, ICSC Colorado/Wyoming Next Generation Chair, Legend Partners, LLP

Program Planning Committee

Ryan Gaston, ICSC 2018 Four Corners Idea Exchange Program Planning Committee Co-Chair, Barclay Group

Joshua Simon, ICSC 2018 Four Corners Idea Exchange Program Planning Committee Co-Chair, SimonCRE

Nick Ault, Colliers International

Jenette Bennett, Kidder Mathews

Jeff Carpenter, SimonCRE

Nick DeDona, Phoenix Commercial Advisors

Scott Ellsworth, SRS Real Estate Partners

Ken Gatt, Gatt RE Advisors

Tyler Hollon, Wadman Corporation

Michael Kogan, Kidder Mathews

Jeff Lee, Goodwill

Kerri Liljegren, Galloway US

Jami J. Savage-Gray, CBRE

Carol Schillne, CBRE

Erika Shorter, Evergreen Devco Inc.

Bryan Slaughter, Sullivan Hayes Brokerage

Randy Smith, Galloway US

Shane Smoot, NovasSource Enterprises

Matt Swain, Perry Commercial

Elena Wall, SimonCRE

Four Corners Idea Exchange

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CORPORATION

Bronze

Goodwill of Central and Northern Arizona

TerraForm Companies

Thomas Title & Escrow

Registration Form

How to Register

Fax: +1 732 694 1800
Online: www.icsc.org/2018FCIX
Mail: ICSC
 P.O. Box 419822
 Boston, MA 02241-9822

Registration Fee

	Advance	On-Site
Member*	\$205	\$255
Non-Member	\$310	\$385
Public Official Member	\$95	\$125
Student Member**	\$50	N/A

*Must be an ICSC member or affiliate member—visit www.icsc.org/membership or call +1 646 728 3800 to join.

**On-site student registration is not available—advance registration is required.

Deadlines

Advance registrations must be received by **February 7, 2018**.

Cancellations

All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **February 7, 2018**.

Hotel Reservations

A block of rooms has been reserved at:

The Scottsdale Plaza Resort
 7200 North Scottsdale Road
 Scottsdale, AZ 85253

Rate: \$229

Cut-Off Date: January 14, 2018

To make a reservation, visit www.icsc.org/2018FCIX. For assistance, call +1 877 541 9876 or internationally at +1 312 527 7300.

Special Needs

Auxiliary aids are available. For more information, contact **Kerrie Bond-MacInnes** at kbondmacinnes@icsc.org or **+1 646 728 3658** no later than **January 3, 2017**.

Continuing Education Credits

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

Terms, Conditions and Rules

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Please Check One: Member Non-Member Public Official Member Student Member

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2018FCIX)

REQUIRED FOR NON-U.S. APPLICANTS: _____
 Date of Birth _____ Country of Citizenship _____

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

Methods of Payment (No cash accepted in advance or on site.)

Check 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) _____

Deal Making Table Request Form

When

Thursday, February 15, 2018
1:00 – 4:00 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

There is no cost to reserve a table, but each person staffing the table must be an advance paid registrant.

Deadline

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by **January 3, 2018**.

Availability

Tables are confirmed on a first-come, first-served basis. Submission of this form does not guarantee a table reservation.

Notification

You will receive written confirmation from ICSC two weeks prior to the event if a table has been reserved for you. **If you do not receive a letter regarding the status of your table request, please contact Kimberly Santos at +1 310 426 2121 or ksantos@icsc.org.**

Cancellation

Notify ICSC immediately if you must cancel.

Contact/Please Return To

ICSC
Kimberly Santos
Four Corners Idea Exchange
400 Continental Boulevard, Suite 600
El Segundo, CA 90245

Tel: +1 310 426 2121
Fax: +1 732 694 1749
Email: ksantos@icsc.org

Terms, Conditions and Rules

This application is subject to ICSC Terms, Conditions and Rules for Exhibitors available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Name(s) of person(s) who will staff exhibit table Title

Contact Name (person to be listed in the directory) Title

Company

Company name that should appear on sign

Address

City State/Province Zip/Postal Code

Telephone Fax Email (2018FCIX)

REQUIRED FOR NON-U.S. APPLICANTS: _____
Date of Birth Country of Citizenship

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

Check All That Apply

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

- We are Developers/Owners.
 We are Lenders.
 We are Suppliers.
 We are a City/Municipality or Economic Development Agency.
 We have registered for **ICSC Four Corners Idea Exchange**
 We will notify ICSC immediately if we must cancel.

Sponsorship Form

BENEFITS	PLATINUM \$2,000	GOLD \$1,500	SILVER \$1,000	BRONZE \$500
Company logo on all event-related communications*	■	■	■	
Company name on all event-related communications*				■
Hyperlinked company logo on ICSC Website	■	■		
Company logo on ICSC Website			■	
On-site signage with your company logo at the Topgolf Event on Wednesday, February 14, 2018	■	■	■	
On-site signage with your company name at the Topgolf Event on Wednesday, February 14, 2018				■
PowerPoint display of company logo during lunch and Member-Hosted Reception on Thursday, February 15, 2018	■	■	■	
PowerPoint display of company name during lunch and Member-Hosted Reception on Thursday, February 15, 2018				■
Company logo and 25-word description in program directory	■			
Company logo in program directory*		■	■	
Company name in program directory*				■
Sponsor ribbon that can be worn with your badge throughout the meeting for all company attendees	■	■	■	■

*Pending production deadline dates

Deadline

January 3, 2018

Sponsor Contact

Jeff Carpenter

Tel: +1 480 745 2446

Email:

jeff.carpenter@simoncre.com

ICSC Contact

Kerrie Bond-Maclnnes

Tel: +1 646 728 3658

Email: kbondmacinnes@icsc.org

Return Completed Form to

Four Corners Idea Exchange

P.O. Box 419822

Boston, MA 02241-9822

Fax: +1 732 694 1674

Reminders

- Payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form.
- Please email your company logo (.jpeg or .eps format) to **Kerrie Bond-Maclnnes** at **kbondmacinnes@icsc.org**.

Please Check One: Platinum Gold Silver Bronze

Company

Company name that should appear on sign

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

Email

(2018FCIX-S)

REQUIRED FOR NON-U.S. APPLICANTS:

Date of Birth

Country of Citizenship

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)

Signature

Credit Card Number (include all digits)

Expiration Date (month/year)

Topgolf Sign-Up Form

When

Wednesday, February 14th
 4:00 pm: Registration
 5:00 – 7:00 pm: Topgolf event

ICSC Contact

Kerrie Bond-MacInnes
 Tel: +1 646 728 3658
 Email: kbondmacinnes@icsc.org

Where

Topgolf Scottsdale
 9500 East Talking Stick Way
 Scottsdale, AZ 85250

Return Completed Form and Payment to

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

Fee

\$45 (non-refundable) per player.
Guests are welcome to join!
 Conference non-attendees are invited to participate; simply duplicate this form and add an additional \$45 registration.
 Fee includes: Topgolf, food, and two drinks

Terms, Conditions and Rules

This application is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Name	Title	Company
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	Email (2018FCIX)
REQUIRED FOR NON-U.S. APPLICANTS:		
	Date of Birth	Country of Citizenship

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)	Signature
Credit Card Number (include all digits)	Expiration Date (month/year)



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