



Gulf South Idea Exchange

The Roosevelt New Orleans
New Orleans, LA
February 28 – March 1, 2018
#ICSC

Preliminary Program

Gulf South Idea Exchange

WEDNESDAY, FEBRUARY 28

Registration

4:00 – 8:00 pm

Member-Hosted Reception

6:00 – 8:00 pm

Corporate sponsorship opportunities are available! For more information, please visit www.icsc.org/2018GS, refer to the included form, or contact Julia Tiberio at +1 646 728 3598 or jtiberio@icsc.org.

Keynote Presentation

1:00 – 1:45 pm

Deal Making

2:00 – 4:00 pm

Exhibit space is limited! Visit www.icsc.org/2018GS or refer to the included form to make a reservation.

Meeting Adjourns

4:00 pm

THURSDAY, MARCH 1

Program information current as of November 2, 2017.

Registration

7:30 am – 4:00 pm

Breakfast

8:30 – 9:00 am

(No breakfast service after 9:00 am)

Welcome and Introduction to the Program

9:00 – 9:30 am

Steven C. Serio

ICSC 2018 Gulf South Idea Exchange Program
Planning Committee Chair
Partner
Fishman Haygood LLP
New Orleans, LA

Roundtable Discussions

9:30 – 10:30 am

General Session

10:45 am – 12:00 pm

Lunch Served

12:15 – 12:45 pm

(No lunch service after 12:45 pm)

Government Relations Update

12:45 – 1:00 pm

Gulf South Idea Exchange

Divisional and Volunteer Leadership

Patricia M. Blasi, CRX, CSM, ICSC Southern Division Vice President, Borghese Investments

Ron Farris, ICSC Southern Division Government Relations Committee Chair, Farris Law Group

Trey Morgan, ICSC Southern Division Government Relations Co-Chair, The Morgan Companies

Jason E. Claunch, ICSC Southern Division P3 Private Chair, Catalyst Commercial, Inc.

Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie

Steve Althoff, ICSC Southern Division Operations Chair, The Sembler Company

Bridgid A. O'Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.

Townsend Underhill, CRX, ICSC Southern Division Next Generation Chair, Stirling Properties

State Volunteer Leadership

William S. Barrois, ICSC Alabama/Mississippi State Director; ICSC 2018 Gulf South Idea Exchange Program Planning Committee Co-Chair, Stirling Properties

Steven C. Serio, ICSC Louisiana State Director; ICSC 2018 Gulf South Idea Exchange Program Planning Committee Chair, Fishman Haygood LLP

Grant Meyer, ICSC Mississippi Government Relations Committee Chair, Council of Governments

Lacy Beasley, ICSC Alabama Government Relations Committee Chair, Retail Strategies

Andy St. Romain, ICSC Louisiana Government Relations Committee Chair; ICSC 2018 Gulf South Idea Exchange Program Planning Committee Co-Chair, Jones Walker LLP

C. Kelly Cofer, CCIM, ICSC Mississippi P3 Private Chair, The Retail Coach, LLC

Scott VonCannon, ICSC Alabama P3 Private Chair, Retail Strategies

William Place, ICSC Louisiana P3 Private Chair, L+A Retail, LLC

Jen Dearman, ICSC Mississippi P3 Public Chair, City of Pascagoula

Leigh Ferguson, ICSC Louisiana P3 Public Chair, Downtown Development District

Scott T. Delaney, ICSC Alabama/Mississippi Operations Chair, Delaney Property Group

Chris Cheek, ICSC Alabama/Mississippi Retail Chair, Newk's Eatery

Greg Burnthorn, ICSC Louisiana Retail Chair, Smoothie King Franchises

Caroline Barnes, ICSC Alabama/Mississippi Next Generation Chair, Books-A-Million

Carly Plotkin, ICSC Louisiana Next Generation Chair, Stirling Properties

Program Planning Committee

Chris Abadie, CRX, CLS, Stirling Properties

Lacy Beasley, Retail Strategies

Ryan J. Bordenave, Downtown Development District

Greg Burnthorn, Smoothie King Franchises

Jonathan Colbert, Variety Wholesalers

Leigh Ferguson, Downtown Development District

Scott McLain, Coldwell Banker Commercial Affiliates, Inc.

William Place, L+A Retail, LLC

Carly Plotkin, Stirling Properties

Townsend Underhill, CRX, Stirling Properties

Registration Form

How to Register

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

Registration Fee

	Advance	On-Site
Member*	\$190	\$240
Non-Member	\$420	\$525
Public Official Member	\$95	\$125
Student Member**	\$50	N/A

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

**Must register in advance—there is no on-site student registration.

Deadlines

Advance registrations must be received by **February 22, 2018**.

Cancellations

All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **February 22, 2018**.

Hotel Reservations

A block of rooms has been reserved at:

The Roosevelt New Orleans
 130 Roosevelt Way
 New Orleans, LA 70112

Rate: \$289

Cut-Off Date: February 6, 2018

To make a reservation, visit www.icsc.org/2018GS.
 for assistance, call +1 877 541 9876.

Special Needs

Auxiliary aids are available. For more information, contact Julia Tiberio at jtiberio@icsc.org or +1 646 728 3598 no later than **January 1, 2018**.

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. # _____ (2018GS)

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 onsite.)

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, March 1, 2018
2:00 – 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 16, 2018**.

Availability

Tables are confirmed on a first-come, first-served basis. Submission of this form does not guarantee a 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 confirmation, please contact Julia Tiberio at +1 646 728 3598 or jtiberio@icsc.org.**

Cancellation

Notify ICSC immediately if you must cancel.

Contact/Please Return To

ICSC
Julia Tiberio
Gulf South Idea Exchange
1221 Avenue of the Americas
New York, NY 10020-1099
Tel: +1 646 728 3598
Email: jtiberio@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 (2018GS)

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 **2018 ICSC Gulf South Idea Exchange**
 We will notify ICSC immediately if we must cancel.

Sponsorship Form

BENEFITS	PLATINUM \$1,500	GOLD \$1,000	RECEPTION \$500
Company logo and 150-word description (subject to ICSC approval) in Directory if sponsorship is received by January 16, 2018*	■		
Company logo in Program if sponsorship is received by November 26, 2017*	■	■	■
Hyperlinked company logo on event webpage and email blasts	■		
Company logo on event website and email blasts		■	■
Company logo in Directory if sponsorship is received by January 16, 2018*		■	
Company name in Directory if sponsorship is received by January 16, 2018*			■
PowerPoint display of company logo during lunch	■	■	
PowerPoint display of company logo during reception			■
Company logo on signage at the reception			■
Sponsor ribbons that can be worn with your badge throughout the conference	■	■	■

*Pending production deadline dates

Deadline

January 16, 2018

Sponsor Contacts

William Place

Tel: +1 504 733 1212

Email: will@laretail.com

Townsend Underhill, CRX

Tel: +1 985 246 3785

Email: tunder@stirlingprop.com

Return Completed Form to:

Gulf South Idea Exchange
Sponsorship
P.O. Box 419822
Boston, MA 02241-9822

ICSC Contact

Julia Tiberio

Tel: +1 646 728 3598

Email: jtiberio@icsc.org

Reminders

- Payment, either by credit card or check made payable to ICSC, must accompany the Sponsorship Form.
- Email your company logo (.jpeg and .eps format) to Julia Tiberio: jtiberio@icsc.org.

Terms, Conditions and Rules

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

Please Check One: Platinum Gold Member-Hosted Reception

Company _____

Company name that should appear on sign _____

Address _____

City _____

State/Province _____

Zip/Postal Code _____

Telephone _____

Fax _____

Email _____

(2018GS-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) _____