



Heartland States Idea Exchange

Omaha Marriott Downtown at the Capitol District
Omaha, NE
January 24 – 25, 2018
#ICSC

Preliminary Program

Heartland States Idea Exchange

WEDNESDAY, JANUARY 24

Registration

5:30 – 7:30 pm

Networking Reception

5:30 – 7:30 pm

Corporate sponsorship opportunities are available! For more information, please visit www.icsc.org/2018MK, refer to the included form, or email Kurt Wallin: kwallin@icsc.org.

Networking Reception | Hosted by Next Generation

7:30 – 8:45 pm

Open to all attendees.

THURSDAY, JANUARY 25

Registration

7:30 am – 4:15 pm

Breakfast Served

7:45 – 8:30 am

Welcome and Introduction to the Program

8:15 – 8:30 am

State Overviews and Roundtables

8:30 – 9:30 am

Break

9:30 – 9:45 am

General Session*

9:45 – 10:45 am

Retail Evolution: The Good, The Bad and The Fake News...

Retail Runway

10:45 – 11:45 am

Lunch

11:45 am – 12:15 pm

Government Relations Update

12:15 – 12:30 pm

Keynote Presentation*

12:30 – 1:30 pm

SPEAKER



Nick A. Egelanian

President

SiteWorks Retail

Real Estate Services

Annapolis, MD

Where Is the Retail Ride Taking Us?

From trends in the “Post-Department Store Era” to the “Convergence Era,” our keynote speaker is a renowned expert who literally wrote the retail real estate textbook used at Harvard and other business schools around the country. After big-box retail disrupted the department store model, retail evolved into the parallel but vastly different worlds of “Commodity” and “Specialty.” Do you understand the changes? Are you well positioned to take advantage of emerging opportunities? Join for groundbreaking research, findings, and predictions that will alter the way you think about retail and the future of shopping centers and retail development.

Break

1:30 – 1:45 pm

General Session*

1:45 – 2:45 pm

Out With the Old, In With the New: What the Development of Tomorrow Looks Like

Deal Making

2:45 – 4:15 pm

Table space is limited! To make a reservation, visit www.icsc.org/2018MK or refer to the included form.

Meeting Adjourns

4:15 pm

Program information current as of October 31, 2018.

*Real Estate Continuing Education Credit will be available for Nebraska, Iowa and Kansas attendees, pending approval.

Divisional and State Volunteer Leadership

Scott Carr, CRX, CLS, CSM, ICSC Central Division Vice President, IRC Retail Centers

Edward A. Eickhoff, CRX, CLS, ICSC Central Division Government Relations Committee Chair, Ramco-Gershenson

Matthew D. Berke, ICSC Central Division P3 Private Co-Chair, Keystone Commercial Real Estate, LLC

Heather J. Rowe, ICSC Central Division P3 Public Co-Chair, Village of Libertyville, IL

James E. Matanky, CRX, CLS, CDP, CSM, CMD, ICSC Central Division Operations Chair, ICSC North American Lead Ambassador, Matanky Realty Group

Donna J. Pugh, ICSC Central Division Operations Chair, Foley & Lardner LLP

Dustin Marks, ICSC Central Division Next Generation Chair, Anchor Associates

Erin M. Pogge, CCIM, ICSC Iowa/Nebraska State Director, Noddle Companies

Larry A. Jobeun, ICSC Iowa/Nebraska Government Relations Committee Chair, Fullenkamp, Doyle & Jobeun

Thomas Zuk, ICSC Iowa/Nebraska P3 Private Chair, Holland Basham Architects

Leigh Andres, ICSC Iowa/Nebraska Operations Chair, Slosburg Company

Jeff Daniels, ICSC Iowa/Nebraska Retail Co-Chair, Buyers Realty, Inc.

Lindsay Banks, ICSC Iowa/Nebraska Retail Co-Chair, The Lerner Company

Sara Hanke, ICSC Iowa/Nebraska Next Generation Co-Chair, The Lerner Company

Danielle Lowry, ICSC Iowa/Nebraska Next Generation Co-Chair, Access Commercial

Stacy E. Wipfler, ICSC Kansas/Missouri State Director, Husch Blackwell, LLP

Paul Fusz, Jr., ICSC Kansas/Missouri P3 Private Co-Chair, CBRE

Jordan M. Jacquin, ICSC Kansas/Missouri Public Chair, City of Wildwood, MO

Richard S. Hurst, CCIM, ICSC Kansas/Missouri Operations Chair, RARE Connection

Melissa Setser, ICSC Kansas/Missouri Government Relations Committee Chair, Caleres

Eddie Cherry, ICSC Kansas/Missouri Next Generation Chair, The Staenberg Group

Program Planning Committee

Erin M. Pogge, CCIM, ICSC 2018 Heartland States Idea Exchange Program Planning Committee Co-Chair, Noddle Companies

Leigh Andres, ICSC 2018 Heartland States Idea Exchange Program Planning Committee Co-Chair, Slosburg Company

Lindsay Banks, The Lerner Company

Jeff Beals, NAI NP Dodge

Adam Charlsen, Husch Blackwell, LLP

Jeff Daniels, Buyers Realty, Inc.

Winsley Durand, III, The Greater Omaha Chamber of Commerce

Daniel F. Dutton, OMNE Partners

Sara Hanke, The Lerner Company

Larry A. Jobeun, Fullenkamp, Doyle & Jobeun

Nancy K. Johnson, CBRE

Brian J. Kuehl, Investors Realty, Inc.

Danielle Lowry, Access Commercial

Adam Marek, Colliers International

Benjamin L. Meier, The Lerner Company

Grace Pavlik, OMNE Partners

Leslie Peterson, Lamp Rynearson & Associates

Jim A. Sadler, CSM, GGP Inc.

Gordon Sudbeck, CRX, CSM, CMD, CLS, Noddle Companies

Randall Wieseler, First Management, Inc.

Stacy E. Wipfler, Husch Blackwell, LLP

Thomas Zuk, Holland Basham Architects

Registration Form

How to Register

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

Registration Fee

	Advance	On-Site
Member*	\$180	\$220
Non-Member	\$375	\$465
Public Official Member	\$95	\$125
Student Member**	\$50	N/A

*Must be an ICSC member or affiliate member.
 To become a member call ICSC Information services at +1 646 728 3800 or visit www.icsc.org/membership.
 **Student members must register in advance.
 On-site student registration is not available.

Deadlines

Advance registrations must be received by **January 19, 2018**.

Cancellations

All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **January 19, 2018**.

Hotel Reservations

A block of rooms has been reserved at:

Omaha Marriott Downtown at the Capitol District
 222 North 10th Street
 Omaha, NE 68102

Rate: \$139 Single/Double Occupancy;
\$169 Corner Suite

Cut-Off Date: January 5, 2018

To make reservations, visit www.icsc.org/2018MK.
 For questions, call during our office hours of Monday through Friday, 9:00 am to 7:00 pm ET at +1 312 527 7300.

Special Needs

Auxiliary aids are available for this meeting. For more information, contact Kurt Wallin at kwallin@icsc.org or +1 646 728 3467 no later than **January 19, 2018**.

Continuing Education Credits

Real Estate Continuing Education Credit will be available for Nebraska, Iowa and Kansas attendees, pending approval.

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. # _____ (2018MK)

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, January 25, 2018
2:45 – 4:15 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 15, 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 Kurt Wallin at +1 646 728 3467 or kwallin@icsc.org.**

Cancellation

Notify ICSC immediately if you must cancel.

Contact/Please Return to

ICSC
Kurt Wallin
2018 Heartland States Idea Exchange

1221 Avenue of the Americas
New York, NY 10020-1099

Tel: +1 646 728 3467

Email: kwallin@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-andconditions, 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 _____ (2018MK)

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 2018 Heartland States Idea Exchange
 We will notify ICSC immediately if we must cancel

Sponsorship Form

BENEFITS	RECEPTION SPONSOR \$500
Company recognition on event-related communications*	■
On-site signage at Member-Hosted Reception	■
Company logo on loop at Member-Hosted Reception	■
Company logo on "Thank You" Page in Directory*	■
Sponsor ribbon than can be worn with your badges throughout the conference	■

*Pending production deadline dates

Deadline

Thursday, January 15, 2018

ICSC Contact

Kurt Wallin
Tel: +1 646 728 3467
Email: kwallin@icsc.org

Sponsor Contact

Tom Zuk
Holland Basham Architects
Tel: +1 402 551 0800
Email: tzuk@hba1.com

Return completed form to:

ICSC 2018 ICSC Heartland States
Idea Exchange
Sponsorship
P.O. Box 419822
Boston, MA 02241-9822
Fax: +1 732 694 1800

Sign up now by returning this completed form along with:

- \$500 payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg and .eps format) to kwallin@icsc.org.

Company

Company name that should appear on sign

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

Email (2018MK-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)