



Program

Carolinas Conference & Deal Making

Charlotte Convention Center | Charlotte, NC

March 5 – 6, 2018

#ICSC



Carolinas Conference & Deal Making

TAKE ADVANTAGE OF ICSC'S RETAILER PROGRAM

ICSC's Retailer Program offers complimentary registration to retailer members at the ICSC Carolinas Conference & Deal Making. Not an ICSC member? We still want you to participate! Non-members are invited to exhibit in Retailer Central, a location on the deal making floor where retailers can promote their brands to shopping center decision-makers. Advance registration is required—visit www.icsc.org/2018NC for more details.

MONDAY, MARCH 5

Philanthropic Volunteer Opportunities

Second Harvest Food Bank
12:30 – 3:30 pm

Come help organize food that will be sent to partner agencies for distribution across the city.

Separate registration required.

A Child's Place

1:30 – 3:30 pm

Pack school snacks and organize everyday products for children and families in need.

Separate registration required.

Topgolf Tournament

1:00 – 3:00 pm

Topgolf Charlotte

8024 Savoy Corporate Drive
Charlotte, NC

Separate registration fee required.

Segway Tour of Uptown Charlotte

1:00 – 4:00 pm

Hop on a Segway for a unique way to see various new developments inside the Charlotte I-277 loop.

Separate registration fee required.

Registration

4:00 – 8:30 pm

Member-Hosted Reception

6:30 – 8:30 pm

NASCAR Hall of Fame

TUESDAY, MARCH 6

Registration

7:30 am – 5:00 pm

Continental Breakfast

8:30 – 9:00 am

(No breakfast service after 9:00 am)

Welcome and Introduction to the Program

9:00 – 9:15 am



Jay Hagerman

ICSC 2018 Carolinas Conference & Deal Making Committee Chair
Principal
The Providence Group of the Carolinas, LLC
Charlotte, NC

Concurrent Session I

9:30 – 10:15 am

A. How to Keep Retail Unique and Local

MODERATOR



Bill King

ICSC North Carolina P3 Public Chair
Senior Vice President of Economic Development and Planning
Downtown Raleigh Alliance
Raleigh, NC

PANELISTS



Patty Bock

Economic Development Director
City of Spartanburg
Spartanburg, SC



Dana Frankel

Downtown Development Specialist
City of Asheville
Asheville, NC



Chris Hemans
Director of Retail
Charlotte Center City Partners
Charlotte, NC



Mary Douglas Hirsch
Real Estate Development Manager
City of Greenville
Greenville, SC



Jamie Kneisel
Director – Acquisitions & Dispositions
Aston Properties
Charlotte, NC



Garrett McNeill
Director
The Movement Foundation
Charlotte, NC

B. Lease Drafting Techniques that Affect the Bottom Line

MODERATOR



John Maheras
Partner
Horack, Talley, Pharr & Lowndes, P.A.
Charlotte, NC

PANELISTS



Henry Breaux
Principal
The Providence Group of the Carolinas, LLC
Charlotte, NC



David Koletic
Senior Vice President – Real Estate Investments
US Trust | Bank of America Private Wealth
Management
Charlotte, NC



Aaron Ligon
Managing Principal
LCRE Partners
Charlotte, NC

Concurrent Session II

10:30 – 11:15 am

Retail Need Not Apply: Secrets to Non-Retail Uses for Big Box Spaces

MODERATOR



Darrell Palasciano
Broker
The Shopping Center Group
Charlotte, NC

PANELISTS



Joe Franco
Senior Vice President
CBRE
Charlotte, NC

Lunch Served

11:30 am – 12:00 pm

(No lunch service after 12:00 pm)

Government Update

12:00 – 12:15 pm



Cashion Drolet
Southern Division State & Local Government
Relations Manager
ICSC
Washington, DC

Keynote Speaker

12:15 – 12:30 pm



Melina Cordero
Americas Head of Retail Research
CBRE
Washington, DC

Deal Making

12:30 – 5:00 pm

Retailer Central

12:30 – 5:00 pm

Meeting Adjourns

5:00 pm

Booth space is limited! Visit www.icsc.org/2018NC or refer to the included form to reserve your space.

Program information current as of January 18, 2018.

Carolinas Conference & Deal Making

DIVISIONAL 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 Vice Chair, The Morgan Companies
Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie
Jason E. Claunch, ICSC Southern Division P3 Private Chair, Catalyst Commercial, Inc.
Steve Althoff, ICSC Southern Division Operations Chair, The Sembler Company
Bridgid O'Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.
Townsend Underhill, CRX, ICSC Southern Division Next Generation Co-Chair, Stirling Properties

STATE LEADERSHIP

Julie Gardner, ICSC Carolinas State Director, Katz & Associates
Jimmy Penman, ICSC Carolinas Government Relations Committee Co-Chair, Lat Purser & Associates, Inc.
Alan A. Marshall, Jr., CDP, ICSC Carolinas Government Relations Committee Co-Chair, The Keith Corp.
Jay C. Hagerman, ICSC North Carolina P3 Private Chair, The Providence Group of the Carolinas, LLC
F.A. Johnson, Esq., ICSC South Carolina P3 Private Chair, F.A. Johnson Consulting Group, Inc.
Bill King, ICSC North Carolina P3 Public Chair, Downtown Raleigh Alliance
Karen T. Owens, ICSC South Carolina P3 Public Chair, Town of Chapin, SC
Margot Bizon, ICSC Carolinas Operations Chair, Katz & Associates
Julie H. Dobler, ICSC Carolinas Retail Chair, Cato Fashions
Stanford T. Garnett, IV, ICSC Carolinas Next Generation Chair, Collett

PROGRAM PLANNING COMMITTEE

Jay Hagerman, ICSC 2018 Carolinas Conference & Deal Making Program Planning Committee Chair, The Providence Group of the Carolinas, LLC

Josh Beaver , The Nichols Company, Inc.	Darrell Palasciano , The Shopping Center Group
Frank Fawcett , RA-Property	Diana Searight , The Chambers Group
Julie Gardner , Katz & Associates	Lindsay Stafford , Katz & Associates
Chris Hemans , Charlotte Center City Partners	Diana Teitsma , Divaris Real Estate, Inc.
Mike Kormelink , Pure Barre	Tommy Trimble , Foundry Commercial
John Maheras , Horack, Talley, Pharr & Lowndes, P.A.	Amy Watkins , Casto Realty
Melissa McDonald , The Providence Group of the Carolinas, LLC	

THANK YOU TO OUR SPONSORS

Gold



Silver



Bronze



REGISTRATION INFORMATION

How to Register

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

Registration Fees

	Advance	On-Site
Member*	\$190	\$210
Non-Member	\$420	\$470
Public Official Member	\$95	\$125
Retailer Member**	\$0	N/A
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.

**Advance registration is required—there is no on-site complimentary registration. Third-party retail representatives are not eligible.

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

Deadline

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

Hotel Reservations

A block of rooms has been reserved at:

Charlotte Marriott City Center
100 West Trade Street
Charlotte, NC 28202
Rate: \$269

Cut-Off Date: Monday, February 12

To make a reservation, visit www.icsc.org/2018NC. For assistance, call +1 877 541 987, or internationally at +1 312 527 7300.

Cancellations

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

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Catherine O'Hare** at **+1 646 728 3504** no later than **January 5, 2018**.

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 Retailer Member (*online registration only*)

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

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

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 (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 BOOTH INFORMATION

ICSC's floor management system, Map Your Show, allows you to renew and pay for your booth space online—visit www.icsc.org/2018NC or contact Kelly Ice for a booking link.

When

Tuesday, March 6, 2018
12:30 – 5:00 pm

Fees

Check or credit card accepted as payment. Make check payable to ICSC. Booth fee is non-refundable.

	Member	Non-Member
Package A - per 10' x 10'	\$615	\$880
Package B - per 10' x 10'	\$715	\$980

Includes

One full conference badge per exhibiting company

NOTE: Each additional staff person must be a paid registrant of the 2018 ICSC Carolinas Conference & Deal Making. (No Exceptions)

Package A – (per 10' x 10')

- Pipe & drape (not provided with island booths)
- Standard carpeting
- Company ID sign

Package B – (per 10' x 10')

- Pipe & drape (not provided with island booths)
- Standard carpeting
- Company ID sign
- One 6' draped table
- Two chairs

Guidelines

- Exhibits must not extend beyond the boundaries of the booth.
- All exhibitors are required to provide General Liability insurance naming ICSC, GES, and the Charlotte Convention Center as co-insured to the listed ICSC contact.
- Please adhere to the height restrictions as outlined in the ICSC Display Rules and Regulations (available in the exhibitor portal).
- All guidelines are subject to regulations of venue and ICSC.

Availability

- Booths will be assigned based on the ICSC Carolinas Conference & Deal Making priority point system.
- Booths are confirmed on a first-come, first-served basis.
- Submitting an application does not guarantee a reservation.
- Applications will not be approved without payment.
- ICSC cannot guarantee that you will not be placed near a competitor.

Deadline

In order to be listed in the Deal Making Directory, ICSC must receive your exposition agreement with full payment by **February 19, 2018**.

Cancellations

Notify ICSC immediately if you must cancel. All voluntary cancellations are non-refundable and non-transferable.

Notification

You will receive written confirmation from ICSC two months prior to the conference. **If you do not receive an email regarding the status of your request, contact Kelly Ice at kice@icsc.org.**

Contact

Kelly Ice
Trade Expositions Department
Tel: +1 646 728 3634 | Email: kice@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.

RETAILER CENTRAL TABLE REQUEST INFORMATION

ICSC offers all retailers—members and non-members—a complimentary table in Retailer Central. This is a wonderful opportunity for retailers to promote their brand and discuss expansion plans with shopping center owners and developers. In addition to staffing a table, participating retailers must complete a deal sheet that details their space requirements and expansion plans. Retailer Central exhibits must be staffed by retail employees. Third-party representatives are not eligible.

When

Tuesday, March 6, 2018
12:30 – 5:00 pm

Cost

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

Includes

- One (1) 6' x 30" draped table
- Two chairs
- Company sign

Who Qualifies

Retailers

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
- All food service is subject to approval by ICSC

Availability

Tables are confirmed on a first-come, first-served basis. Submitting an application does not guarantee a reservation.

Deadline

ICSC must receive your table application by **Friday, February 16** in order to participate in Retailer Central. No on-site requests will be accommodated.

Cancellations

Notify ICSC immediately if you must cancel.

Notification

You will receive an email confirmation approximately two weeks prior to the start of the conference. **If you do not receive confirmation, please contact Erica Biolsi.**

Contact

Erica Biolsi
Membership and Volunteer Engagement
Tel: +1 646 728 3563 | Email: ebiolsi@icsc.org

SPONSORSHIP INFORMATION

Benefits	Platinum \$7,000 (Maximum 4 Sponsors)	Gold \$5,000	Silver \$3,000	Bronze \$1,500	Reception \$750
Company logo on lanyards	■				
One full-page ad in printed event directory*	■	■			
One half-page ad in printed event directory*			■		
Two SCT Week insertions (pre-show and week of event)	■				
One SCT Week banner ad in pre-show issue		■			
Company logo prominently placed on on-site signage at event	■	■	■	■	
Company logo on on-site signage at Member-Hosted Reception					■
Company logo prominently placed on final program mailer and "Thank You" page in event directory*	■	■	■	■	
Company name on "Thank You" page in event directory*					■
Company logo to loop during select event functions	■	■	■		
Company logo to loop during luncheon	■	■	■	■	
Company logo on on-site signage at Member-Hosted Reception					■
Hyperlinked company logo on event page	■	■	■	■	
Hyperlinked company logo on event emails	■	■	■		
Sponsor ribbon for all registered company attendees	■	■	■	■	■

*Pending production deadline dates.

Sponsor Contacts

Michael Belli (Western USA and Canada)

Tel: +1 714 313 1942 | mbelli@icsc.org

Jose Mario Calderon (Western USA, Canada, Caribbean & Latin America)

Tel: +1 646 728 3627 | jcalderon@icsc.org

Sheila Charton (Northeast and Mid-Atlantic USA)

Tel: +1 646 728 3545 | scharton@icsc.org

Terri Kelly (Specialty Leasing Wholesalers and Product & Service Suppliers)

Tel: +1 781 709 2412 | tkelly@icsc.org

Amie Leibovitz (Southern and Midwest USA, Texas and Puerto Rico)

Tel: +1 773 360 1179 | aleibovitz@icsc.org

Sally Stephenson

Tel: +1 847 835 1617 | sstephenson@icsc.org

Return Completed Form

and Payment to

Carolinas Conference & Deal Making

P.O. Box 419822

Boston, MA 02241-9822

ICSC Contact

Catherine O'Hare

Tel: +1 646 728 3504

Email: cohare@icsc.org

Deadline

Sponsorship must be received by

February 3, 2018 to be recognized at the conference.

Reminders

Payment, either by credit card or check payable to ICSC, must accompany the Sponsorship Form.

Email your company logo (.jpeg and .eps format) to Esther Boyce: eboyce@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 Silver Bronze Reception

Name	Title	
Company		
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
Email	Your Membership I.D. #	(2018NC-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)

OPTIONAL EVENTS

TOPGOLF

When

Monday, March 5, 2018
1:00 – 3:00 pm

Where

Toppolf Charlotte
8024 Savoy Corporate Drive
Charlotte, NC 28273

Fee

\$70 (nonrefundable) fee includes all venue charges and light refreshments

Golf Contact

Frank Fawcett
Tel: +1 980 240 4681
Email: radevllc@gmail.com

ICSC Contact

Zara Haralampopoulo
Tel: +1 646 728 3551
zharalampopoulos@icsc.org

Please Note

Space is limited to 50 players and will be confirmed on a first-come, first-served basis.

SEGWAY TOUR

When

Monday, March 5, 2018
1:00 – 4:00 pm

Where

Bank of America Plaza Building
101 South Tryon Street
Charlotte, NC 28210
(inside the Overstreet Mall)

Fee

\$50 (nonrefundable) via credit card or check made payable to ICSC.

Tour Contact

Chris Hemans
Tel: +1 704 332 9593
Email: chemans@charlottecentercity.org

ICSC Contact

Julia Tiberio
Tel: +1 646 728 3598
jtiberio@icsc.org

Return Completed Form and Payment to

ICSC Registration
P.O. Box 419822
Boston, MA 02241-9822
Fax: +1 732 694 1800

Terms, Conditions and Rules

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Topgolf Segway Tour

Name	Title	
Company		
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
Email	Your Membership I.D. #	(2018NC)
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)

PHILANTHROPIC VOLUNTEER OPPORTUNITIES

SECOND HARVEST FOOD BANK

When

Monday, March 5, 2018
12:30 – 3:30 pm

Where

Second Harvest Food Bank
500-B Spratt Street
Charlotte, NC 28206

Organize food that will be sent to partner agencies for distribution across the city.

A CHILD'S PLACE

When

Monday, March 5, 2018
1:30 – 3:30 pm

Where

A Child's Place
601 East 5th Street, Suite 230
Charlotte, NC 28202

Organize everyday products and pack school snacks for children and families in need.

Philanthropic Contact

Diana Searight

Tel: +1 704 752 8350
Email: diana@chambers-group.com

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.

Return Completed Form

Zara Haralampopoulos

Tel: +1 646 728 3551
Email: zharalampopoulos@icsc.org

Second Harvest Food Bank A Child's Place

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

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

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

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



Retail Real Estate's Biggest Event

RECON

May 20 – 23, 2018 | Las Vegas, NV | #ICSCRECon
Las Vegas Convention Center & Westgate Hotel

37,000	1,200	853,000
ATTENDEES	EXHIBITORS	SQUARE FEET

30 EDUCATIONAL SESSIONS AND
PROFESSIONAL DEVELOPMENT WORKSHOPS

6 NETWORKING
RECEPTIONS

3 KEYNOTE
PRESENTATIONS

Visit www.icscrecon.org for more information.

Register by **March 30** to receive your badge by mail.

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



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