



Ohio/West Virginia/Western Pennsylvania/Indiana Idea Exchange

Hilton Columbus at Easton
Columbus, OH
August 14 – 15, 2018
#ICSC

Program

TUESDAY, AUGUST 14

Optional Event | Golf Registration & Tournament

8:00 am – 5:00 pm

Registration: 8:00 am
Shotgun Start: 9:00 am

New Albany Links Golf Club

7100 New Albany Drive
New Albany, OH

Separate registration required.
Visit www.icsc.org/2018OH or use the included form.

Optional Event | Walking Tour of Easton Town Center

3:00 – 5:00 pm

Please join the OH/WV/W PA/IN planning committee on a walking tour to discuss and enjoy this iconic retail epicenter and visit local dining hot spots along the way.

The tour will meet at the Hilton Easton Lobby. RSVP is required. Please see the enclosed registration form to RSVP.

Program Registration

4:30 – 7:30 pm

▶ **Ballroom Prefunction**

Member-Hosted Reception

5:30 – 7:30 pm

▶ **Regent Ballroom**

Corporate sponsorship opportunities are available. For more information, please visit www.icsc.org/2018OH or refer to the included sponsorship form.

WEDNESDAY, AUGUST 15

Registration

7:30 am – 3:30 pm

▶ **Easton Foyer**

Breakfast

8:00 – 8:30 am

No breakfast service after 8:30 am.

▶ **Easton Foyer**

Welcome and Introduction to the Program

8:30 – 8:45 am

▶ **Easton Ballroom**

Rebecca Keglweitsch

ICSC 2018 Ohio/West Virginia/Western Pennsylvania/Indiana Idea Exchange Program Planning Committee Co-Chair
Principal
Prime Retail Advisors
Blacklick, OH

Sydney Andrews Federer

Leasing Director
Casto
Columbus, OH

Government Relations Update

8:45 – 9:00 am

▶ **Easton Ballroom**



Michael Garrison

Director, Grassroots
ICSC
New York, NY

Morning Keynote Presentation | Living in a Material World: The Shifting and Varied U.S. Communities and Retail Landscape

9:00 – 10:00 am

▶ **Easton Ballroom**



Louise Keely

Principal
Ernst & Young
Chicago, IL

General Session | Broker Lien Law Update

10:00 – 10:15 am

► **Easton Ballroom**



George Carr
Director
Sikora Law LLC
Cleveland, OH

Break

10:15 – 10:30 am

General Session | In the Know: Market and Retailer Update

10:00 – 11:45 am

► **Easton Ballroom**

New Format! This session will present regional market growth areas and also highlight the retailers themselves who are expanding within our area.

PRESENTERS

Joshua Rothstein

Retail Specialist
OnSite Retail Group, LLC
Cincinnati, OH

Matthew Goodlin

Managing Partner
Cardinal Commercial Real Estate
Columbus, OH

Ryan Pennington

Owner
7D Commercial Real Estate
Floyds Knobs, IN

R. Eric Cornett

COO
Paramount Development Corporation
Beckley, WV

Lunch Served

11:45 am – 12:30 pm

No lunch service after 12:30 pm.

► **Easton Ballroom**

Retailer Deal Making & Sponsor Showcase

12:45 – 3:30 pm

► **Regent Ballroom**

Meet and network with the show's sponsors while attending the retailer only deal making.

Table space is limited. To reserve a table, please visit www.icsc.org/2018OH or refer to the included form.

Meeting Adjourns

3:30 pm

Program information current as of July 23, 2018.

Divisional Volunteer Leadership

Joseph F. Coradino, ICSC Eastern Division Vice President, PREIT

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

Ohio/West Virginia State Volunteer Leadership

Lori Ann Bongiorno, ICSC Ohio/West Virginia Government Relations Committee Chair, Meacham & Apel Architects Inc.

Geoff Brouman, ICSC Ohio/West Virginia P3 Private Chair, Titan Realty Group

R. Eric Cornett, ICSC Ohio/West Virginia Operations Chair, Paramount Development Corporation

Lev A. Orlov, ICSC Ohio/West Virginia Next Generation Co-Chair, Viking Partners, LLC

Pennsylvania/Delaware/Southern New Jersey State Volunteer Leadership

Thomas S. Onder, Esq., ICSC Pennsylvania/Southern New Jersey/Delaware State Director, Stark & Stark

Abe Khan, ICSC Pennsylvania/Delaware/Southern New Jersey Government Relations Committee Chair, Bennet Williams Commercial

Eric Goldberg, ICSC Pennsylvania/Southern New Jersey/Delaware Government Relations Committee Co-Chair, Stark & Stark

Marshall T. Kizner, Esq., ICSC Pennsylvania/Delaware/Southern New Jersey P3 Private Chair, Stark & Stark

Michael Fekete, ICSC Pennsylvania/Delaware/Southern New Jersey Government Relations Committee Chair -South, Montgomery McCracken Walker & Rhoads LLP

Marshall Snively, ICSC Pennsylvania/Delaware/Southern New Jersey P3 Public Chair, Lancaster City Alliance

Andrew Pittel, ICSC Pennsylvania/Delaware/Southern New Jersey Retail Chair, Wakefern Food Corp.

Julie Fox, ICSC Pennsylvania/Delaware/Southern New Jersey Next Generation Chair, ShopCore Properties

Indiana Volunteer State Leadership

Thomas K. McGowan, ICSC Indiana State Director, Kite Realty Group

Spencer Gray, ICSC Indiana Government Relations Committee Chair, CBRE

Clint Fultz, ICSC Indiana P3 Private Chair, Prime Site Brokers

John Holloway, ICSC Indiana Retail Chair, The Cellular Connection, LLC

Lacy Padgett, ICSC Indiana Next Generation Chair, Regency Properties

Program Planning Committee

Rebecca Keglweitsch, ICSC 2018 Ohio/West Virginia/Western Pennsylvania/Indiana Idea Exchange Program Planning Committee Co-Chair, Prime Retail Advisors

Angela Allen, The Kroger Co.

Don Barnett, CRX, CLS, The Kroger Co.

Germano Bressan, Signature Associates

George Carr, Sikora Law

R. Eric Cornett, Paramount Development Corporation

Eric Eldridge, Prime Retail Advisors, LLC

David Glickman, Newmark Grubb Knight Frank

Kelly Gray, CCIM, Equity, Inc.

Richard Herman, Capitol Real Estate Advisors

Doug Holtzman, Anchor Associates

Paul Howe, Paul Howe Realty, Inc.

Kevin James, CLS, CCIM, Black Gate Partners

Robert Matias, ICSC Ambassador, Equity

Erin Patton, Marcus & Millichap

Jay Romer, Great Lakes Resources

Joshua Rothstein, OnSite Retail Group, LLC

Matt Wilson, Anchor Associates



Registration Form

How to Register

Fax: +1 732 694 1800

Online: www.icsc.org/2018OH

Mail: ICSC

P.O. Box 419822

Boston, MA 02241-9822

Registration Fee

	Advance	On-Site
Member*	\$175	\$215
Non-Member	\$370	\$460
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 **August 10, 2018**.

Cancellations

All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **August 10, 2018**.

Hotel Reservations

A block of rooms has been reserved at:

Hilton Columbus at Easton

3900 Chagrin Drive
Columbus, OH 43219

Rate: \$197

Cut-Off Date: **July 23, 2018**

To make a reservation, visit www.icsc.org/2018OH.

For assistance, call +1 877 541 9876 or internationally at +1 312 527 7300.

Special Needs

Auxiliary aids are available. For more information, contact Theresa Orlando at Torlando@icsc.org or +1 646 728 3691 no later than **August 10, 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
 I plan to attend the optional Easton Town Center walking tour.

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

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

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

Wednesday, August 15, 2018
12:30 – 3:30 pm

Includes

6' x 30" draped table
2 Chairs
Company sign

Who Qualifies

Retailers
Brokers representing Retailers
Sponsors

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 July 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 email 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 Nicolette Iervasi at +1 646 728 3511 or niervasi@icsc.org.**

Cancellation

Notify ICSC immediately if you must cancel.

Contact/Please Return To

Nicolette Iervasi
2018 OH/WV/W PA/IN Idea Exchange
1221 Avenue of the Americas
New York, NY 10020-1099
Tel: +1 646 728 3511
Email: niervasi@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 (2018OH)

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:

- Request a table at the sponsor showcase.
 We have registered for **2018 OH/WV/W PA/IN Idea Exchange**
 We will notify ICSC immediately if we must cancel.



Sponsorship Form

BENEFITS	\$300
Verbal recognition from Podium	<input type="checkbox"/>
Company recognition on event-related communications on-site signage throughout the conference*	<input type="checkbox"/>
Company logo in Program Directory*	<input type="checkbox"/>
Company recognition at the golf tournament*	<input type="checkbox"/>
Company logo on signage at the reception	<input type="checkbox"/>
Table displaying company materials at Sponsor Showcase on August 15, 2018 (optional)	<input type="checkbox"/>

*Pending production deadline dates

Deadline
August 7, 2018

Return Completed Form and Payment to
2018 ICSC Ohio/West Virginia/Western
Pennsylvania/Indiana
Idea Exchange Sponsorship
P.O. Box 419822
Boston, MA 02241-9822

ICSC Contact
Nicolette Iervasi
Tel: +1 646 728 3511
Email: niervasi@icsc.org

- Reminders**
- Payment, either by credit card or check payable to ICSC, must accompany the Sponsorship Form.
 - Send your company logo (.jpeg and .eps format) to **Nicolette Iervasi: niervasi@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.

Company

Company name that should appear on sign

Address

City State/Province Zip/Postal Code

Telephone Fax Email (2018OH-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)

Sports Event Sign-Up Form

Golf

When

August 14, 2018
 8:00 am – Registration
 9:00 am – Shotgun Start

Where

New Albany Links
 7100 New Albany Links Drive
 New Albany, OH 43054

Fee

\$85 (non-refundable) per player. If paying via check, please make out to ICSC. Fee includes: Green fees, cart rental, boxed lunch and three drink tickets. Golf club rentals not included.

Golf Contact

Paul Howe
 Tel: +1 937 475 1963
 Email: paul@paulhowerealty.com

Golf Preferred Foursome

1. _____
2. _____
3. _____
4. _____

Note: Please coordinate your choices with each other.

Net Division: _____ or
 Gross Division: _____ or
 Established Handicap: _____ or
 Estimated Handicap: _____
 (check one only)

This form should be duplicated for additional registrants.

Please Note

Space is limited to 100 players and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome, if possible.

ICSC Contact

Nicolette Iervasi
 Tel: +1 646 728 3511
 Email: niervasi@icsc.org

Return Completed Form and Payment to

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

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	Title	Company
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	Email (2018OH)

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