



Preliminary Program

Western Conference & Deal Making

Los Angeles Convention Center | Los Angeles, CA

October 8 – 10, 2018

#ICSC



Western Conference & Deal Making

MONDAY, OCTOBER 8

Registration
12:00 – 7:30 pm

Professional Development Workshops
2:30 – 4:00 pm

ICSC Orientation
4:00 – 5:00 pm

Member-Hosted Reception
6:00 – 7:00 pm

Corporate sponsorship opportunities are available! For more information, please visit www.icsc.org/2018WS, refer to the included Sponsor Form, or contact Michael Belli at +1 714 313 1942 or mbelli@icsc.org.

TUESDAY, OCTOBER 9

Registration
7:00 am – 6:00 pm

Continental Breakfast
7:30 – 9:30 am
(No breakfast service after 9:30 am)

Deal Making
8:30 am – 6:00 pm

Deal Making Booths are available but very limited! One booth is allowed per company; please visit www.icsc.org/2018WS to reserve your space.

Retailer Central
8:00 am – 12:00 pm

Retailers may request complimentary table! Please visit www.icsc.org/2018WS to reserve your space.

Networking Lounge
8:00 am – 5:00 pm

Kick back and make a deal! Take this opportunity to discuss deals in a relaxed environment – tables and chairs are available on a first-come, first-served basis.

Lunch Served
12:00 – 12:45 pm
(No lunch service after 12:45 pm)

Program Overview and Government Relations Update
12:30 – 12:45 pm



Alesha Shemwell
ICSC 2018 Western Conference & Deal Making Program Planning Committee Co-Chair
Managing Vice President, Leasing
Rouse Properties
Bellevue, WA



Scott Burns
ICSC 2018 Western Conference & Deal Making Program Planning Committee Co-Chair
Executive Vice President
JLL, Inc.
Los Angeles, CA



Rex Hime
President & CEO
California Business Properties Association
Sacramento, CA

TAKE ADVANTAGE OF ICSC'S RETAILER PROGRAM

ICSC's Retailer Program offers complimentary registration to retailer members at this event. 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 attending industry decision-makers. Advance registration is required—visit www.icsc.org/2018WS for more details. .

Keynote Panel: The Future of Retail

12:45 – 1:45 pm

The retail real estate industry is in the midst of historic disruption. Macro trends, such as technological advancement, demographic shifts and changing consumer expectations, confront ICSC members, requiring them to adopt new and innovative approaches to compete. Led by ICSC's President and CEO, Tom McGee, this keynote panel will explore some of these trends and how they will impact the shopping experience.

MODERATOR



Tom McGee
President and CEO
ICSC
New York, NY

PANELISTS

Vicki Eickelberger

Senior Vice President and Managing Director
Big Red Rooster
Columbus, OH



Mike Haswell
Director of Global Business Development,
Retail, Shopping and Payments
Google
San Francisco, CA



JP Suarez
Executive Vice President
Walmart US Realty Division
Fayetteville, AR

Professional Development Workshops

2:00 – 3:30 pm

Speed Networking for Students and Young Industry Professionals

3:30 – 4:30 pm

Networking Reception

4:30 – 6:00 pm

WEDNESDAY, OCTOBER 10

Conference Registration

7:30 am – 12:00 pm

Continental Breakfast

8:00 – 9:00 am

Deal Making

8:00 am – 12:00 pm

Retailer Central

8:00 am – 12:00 pm

Networking Lounge

8:00 am – 12:00 pm

Retailer Only Special Industry Group (SIG)

8:00 – 9:00 am

Please note: The Retailers SIG has been established by retailers and is for retailers only (you must be employed by a retail company to attend; brokers representing retailers do not qualify).

Retailer Runway

9:00 – 10:30 am

Conference Adjourns

1:30 pm

Program information current as of July 3, 2018.

Western Conference & Deal Making

PROGRAM PLANNING COMMITTEE

Alesha Shemwell, ICSC 2018 Western Conference & Deal Making Program Planning Committee Co-Chair, ICSC Innovations Chair, Rouse Properties, Inc.

Scott Burns, ICSC 2018 Western Conference & Deal Making Program Planning Committee Co-Chair, ICSC Southern California Operations Chair, JLL, Inc.

William B. Horner, CRX, ICSC Western Division Vice President, Fitness International, LLC

Gordon A. Keig, ICSC Western Division Lead Ambassador, ICSC Western Division Government Relations Committee Chair, Pennant Development Company

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

Mitchell Hernandez, ICSC Western Division Next Generation Chair, CBRE

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

Vicky Hammond, ICSC Southern California State Director, Coreland Companies

Aaron Laing, ICSC Alaska/Washington State Director, Schwabe, Williamson & Wyatt, P.C.

Kim Lord, ICSC Hawaii State Director, CBRE

Ryan Manougian, ICSC Oregon State Director, Real Estate Investment Group

Matthew J. Nelson, CCIM, CLS, ICSC Nevada State Director, J.A. Kennedy Real Estate Company

Morgan J. Read, ICSC Northern California State Director, Read Investments

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

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