

ideaexchange®

preliminary program



ICSC Heartland States Idea Exchange and Alliance Program

The Ritz-Carlton St. Louis
St. Louis, MO
January 22 – 23, 2014

New location & dates!



The Ritz-Carlton St. Louis • St. Louis, MO • January 22 – 23, 2014

Wednesday, January 22

▶ **Idea Exchange and Alliance Program Registration**

2:00 – 7:30 pm

▶ **Optional Tour to Two New Outlet Shopping Centers**

3:00 – 5:00 pm

Our group will visit St. Louis Premium Outlets and Taubman Prestige Outlets Chesterfield. Please check the box on the registration form to reserve your spot on this tour. The motorcoach will leave at 3:00 pm from outside the ICSC Registration area at The Ritz-Carlton St. Louis.

▶ **Member-Hosted Reception**

5:30 – 7:30 pm

Corporate sponsorship is \$500 per company. If you are interested in being a sponsor, log onto www.icsc.org and click on Events/Programs to get a copy of the Sponsorship Form or please contact Kurt Wallin at +1 646 728 3467 or e-mail kwallin@icsc.org.

Thursday, January 23

▶ **Registration**

7:30 am – 3:30 pm

▶ **Networking Lounge**

7:30 am – 3:30 pm

The Networking Lounge provides a comfortable place to network and do business and will be open during registration hours to all registered attendees.

▶ **Continental Breakfast**

8:00 – 8:45 am

▶ **Welcome and Introduction to the Program**

8:30 – 8:45 am

▶ **Roundtable Discussions**

8:45 – 9:45 am

Join expert-led discussions to find out more on topics that interest you. There will be two 30-minute sessions. Roundtables will include the following and more to be announced:

- ICSC Alliance Program
- ICSC Next Gen Program
- Brick and Mortar vs. The Internet

▶ **General Session**

10:00 – 10:45 am

All the Good Space is Gone

▶ **Retailers' Runway**

10:45 – 11:45 am

▶ **Lunch Served**

12:00 noon – 12:30 pm

▶ **Government Relations Update**

12:30 – 12:45 pm

KAREN K. SHAW, SCLS

*ICSC Heartland States Program Committee Chair
ICSC Kansas/Missouri Government Relations Chair
Sansone Group
St. Louis, MO*

JERED B. MORRIS

*ICSC Iowa/Nebraska Government Relations
Committee Chair
Olsson Associates
Omaha, NE*

▶ **Keynote Presentation**

12:45 – 1:15 pm

Retailing Today

▶ **General Session**

1:15 – 2:00 pm



Creative Community Building

▶ **Deal Making**

2:00 – 3:30 pm

Log onto www.icsc.org and click on Events/
Programs to get a copy of the Deal Making Table
Request Form. Space is limited, so register today!

▶ **Meeting Adjourns**

3:30 pm

Program information current as of September 5, 2013.

State Volunteer Leadership and Program Planning Committee

KAREN K. SHAW, SCLS, ICSC Heartland States Program Planning Committee Chair, ICSC Kansas/Missouri Government Relations Committee Chair, Sansone Group

OWEN J. BUCKLEY, ICSC Kansas/Missouri State Director, LANE4 Property Group, Inc.

RICHARD M. RANDALL, ICSC Kansas/Missouri Alliance Private Sector Co-Chair, Pace Properties

DAVID M. COX, ICSC Kansas Missouri Public Sector Co-Chair, City of Hazelwood, MO

CHAD STAFFORD, ICSC Kansas Missouri Operations Chair, Occidental Management, Inc.

NIKKI KEISER, ICSC Kansas/Missouri Retail Chair, Helzberg Diamonds

MICHAEL BERENBOM, ICSC Kansas/Missouri Next Generation Chair, LANE4 Property Group, Inc.

BENJAMIN L. MEIER, ICSC Iowa/Nebraska State Director, The Lerner Company

JERED B. MORRIS, ICSC Iowa/Nebraska Government Relations Committee Chair, Olsson Associates

WINSLEY DURAND, III, ICSC Iowa/Nebraska Public Sector Co-Chair, Greater Omaha Economic Development Partnership

ERIN M. POGGE, ICSC Iowa/Nebraska Retail Chair, The Lerner Company

LEIGH ANDRES, ICSC Iowa/Nebraska Next Generation Chair, Slosburg Company

GWEN M. LOCHER, CSM, LANE4 Property Group, Inc.

Registration Form

► How to Register

Fax: +1 732 694 1800 (credit card registrations only)
Online: www.icsc.org (credit card registrations only)
Mail: ICSC
 P.O. Box 26958
 New York, NY 10087-6958

► Registration Fee

	ADVANCE	ON-SITE
Member*	\$180	\$220
Non-member	\$375	\$465
Student member**	\$50	\$50

*To qualify for the member rates, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC information services at +1 646 728 3800.

**Registrants must be ICSC student members to qualify for the student rates.

I intend to attend the optional tour of new Outlet Centers on Wednesday, January 22 at 3:00 pm

► Deadlines

To qualify for the advance registration rates, your registration must be received by **January 15, 2014**.

► Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **January 15, 2014**. All requests for refunds must be received by ICSC in writing.

► Hotel Reservations

A block of rooms has been reserved at:
The Ritz-Carlton, St. Louis
 100 Carondelet Plaza
 St. Louis, MO 63105
Rate: \$139 Single/Double Occupancy
Cut-off Date: January 9, 2014

We invite you to visit www.icsc.org/2014MK and click on Book Hotel under Additional Links. There you can access the latest hotel availability and the electronic form to reserve your room(s). We would be happy to answer any of your questions during our office hours of Monday through Friday 8:00 am to 5:30 pm ET at +1 888 ICSC TVL (427 2885) ext. 2, or internationally at +1 585 442 8900 ext. 4.

► Airfare Savings

The ICSC Travel Desk has secured special airline and car discounts for attendees. For current prices and availability, please contact us at +1 888 ICSC TVL (427 2885) or +1 585 442 8856 from 8:00 am to 5:30 pm ET, Monday through Friday.

► Continuing Education Credits

ICSC Certified professionals earn 1.0 credit (A3) towards senior certification renewal.



► Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Kurt Wallin** at +1 646 728 3467 no later than **December 20, 2013**.

► I authorize ICSC and its members to send me announcements via mail, fax and phone about ICSC's and ICSC members' programs and services that may be of interest to me or my colleagues. I also consent to receipt of notices from ICSC in electronic form. In addition, I hereby consent to having the Hotel provide, and authorize ICSC and/or its representative(s) to receive, any reservation information I provide to the Hotel.

Please Check One: ICSC Member Non-Member Student Member

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

E-mail _____ Your Membership I.D. # _____

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) _____ 2014MK-A

Deal Making Table Request Form

▶ **When**

Thursday, January 23, 2014
2:00 – 3:30 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**

No cost to reserve a table, but each person who is working at the table must be an advance paid registrant for the meeting.

▶ **Deadline**

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by **January 9, 2014**.

▶ **Availability**

Tables are confirmed on a first-come, first-served basis. Sending in this Deal Making Table Request Form does not guarantee a table will be reserved for you.

▶ **Notification**

You will receive a written Table Confirmation from ICSC two weeks prior to the meeting, if a table has been reserved for you. **If you do not receive a letter regarding the status of your request, please contact Kurt Wallin to confirm.**

▶ **Cancellation**

Notify ICSC immediately if you need to cancel.

▶ **Contact**

Kurt Wallin
Senior Project Manager
Tel: +1 646 728 3467
Fax: +1 732 694 1728
E-mail: kwallin@icsc.org

▶ **Please return form to:**

ICSC
Kurt Wallin
2014 Heartland States Idea Exchange
International Council of Shopping Centers
1221 Avenue of the Americas
New York, NY 10020-1099

Tel: +1 646 728 3467
Fax: +1 732 694 1728
E-mail: kwallin@icsc.org

Name(s) of person(s) who will staff exhibit table

Contact Name (person to receive confirmation)

Company Name (to be displayed in Program Directory)

Company Name (to appear on sign)

Address

City	State/Province	Zip/Postal Code
Telephone	Fax	E-mail

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 the 2014 Heartland States Idea Exchange and Alliance Program.
- We will notify ICSC immediately if we must cancel.

Indemnification

Each party, to the extent permitted by law, agrees to defend and indemnify the other, and its officers, directors, agents, and employees, of and from all claims, demands, or suits for bodily injury or property damage, including costs and attorney fees, in any way arising out of or related to third-party claims based on the indemnifying party's negligent acts or omissions in connection with the Event, except to the extent of the negligence or willful misconduct of the indemnified party.

Insurance

Exhibitor shall each carry Commercial General Liability insurance coverage for property damage and bodily injury to be in effect over the meeting dates specified in this Contract in an amount sufficient to meet its indemnity obligations for this Event.

Sponsorship Form

Sponsorships serve as an advertising or PR opportunity to get your company name out in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!

Member-Hosted Reception Sponsor \$500

- ▶ Company logo recognition on all Event-related communications:
- ▶ On-site signage at Member-hosted Reception
- ▶ Company logo on Member-hosted Reception PowerPoint loop
- ▶ Company name on Thank You page in Directory
- ▶ Reception Sponsor ribbon

*Pending production deadline dates

▶ When

Wednesday, January 22, 2014
5:30 – 7:30 pm

▶ Where

The Ritz-Carlton, St. Louis
100 Carondelet Plaza
St. Louis, MO 63105

▶ Deadline

Sponsorship must be received by **January 9, 2014**, to be recognized at the meeting.

▶ Return completed form to:

2014 Heartland States
Idea Exchange Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800
(credit card payments only)

▶ ICSC Contact

Kurt Wallin
Tel: +1 646 728 3467
E-mail: kwallin@icsc.org

▶ Sign up now by returning completed form 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

E-mail

2014MK-S

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)

thank you!

ideaexchange®



**International Council
of Shopping Centers**

1221 Avenue of the Americas, 41st Floor
New York, NY 10020-1099



Scan here for
more information.

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