



# CenterBuild Conference

**Innovation: The New Competitive Advantage**

Arizona Biltmore | Phoenix, AZ

November 27 – 30, 2018

#ICSC



# CenterBuild Conference

## What is CenterBuild?

The CenterBuild Conference is the premier specialty conference for professionals dedicated to the planning, development, design and construction of shopping centers, retail stores and retail-focused developments. The world of physical retail is rapidly changing and the Conference emphasizes a content-rich and highly interactive program that encourages the exchange of ideas. CenterBuild affords maximum opportunities to connect with industry professionals, create new relationships and inspiration to achieve more relevant and innovative retail environments.

## 8 Reasons to Attend:



1

Enjoy three spirited days of ideas and connections



2

Hear from keynote speakers including futurist and motivator Anders Sörman-Nilsson



3

Learn emerging solutions to today's retail issues



4

Discover insights into the future of retail



5

Compare notes with your peers in Special Industry Groups (SIGs)



6

Network with new and old colleagues



7

Earn continuing education credits for architects and engineers with AIA and RCEP



8

Experience the history and beauty of the Arizona Biltmore

## Who Should Attend?

Anyone who develops, designs or constructs retail destinations and wants to supercharge their thinking.

The Principles of Kaizen will be woven throughout this year's conference. Kaizen is the practice of continuous improvement in business practices. We will open with a keynote address about future trends. Relevant points from this opening talk will be themes further explored in each of the Special Industry Groups (SIG) along with how they may affect our individual professions. Case Studies and Workshops will take these same key themes and explore current and emerging solutions. We will conclude with a panel discussion, including representatives from all of the SIGs, summarizing ideas discussed during the conference.



## Program-at-a-Glance

### TUESDAY, NOVEMBER 27

- 12:00 – 5:00 pm Registration
- 10:45 am – 6:00 pm Golf Tournament  
(Separate registration and fee required)
- 12:45 – 5:30 pm Hike (Separate registration required)
- 3:00 – 5:00 pm Cornhole Tournament  
(Separate registration and fee required)

### WEDNESDAY, NOVEMBER 28

- 7:30 am – 7:00 pm Registration
- 8:45 – 9:30 am First-Timers Orientation Breakfast
- 9:00 – 10:00 pm CenterBuild Leaders Under 40 Breakfast
- 9:45 – 11:15 am Retailer-Only Session
- 9:45 – 11:15 am Women's Forum Discussion
- 11:30 am – 12:00 pm Lunch
- 12:00 – 12:15 pm Welcome Remarks
- 12:15 – 1:15 pm Keynote Presentation
- 1:30 – 2:30 pm Special Industry Groups (SIGs)
- 2:45 – 3:45 pm Roundtables
- 3:00 – 4:00 pm ICSC Certification Update
- 4:00 – 5:00 pm Concurrent Case Studies & Educational Workshops
- 5:00 – 5:45 pm Speed Networking
- 5:30 – 7:00 pm Networking Reception

### THURSDAY, NOVEMBER 29

- 7:45 am – 7:00 pm Registration
- 8:15 – 9:30 am Breakfast Roundtables & Learning Bursts
- 9:45 – 11:30 am Concurrent Case Studies & Educational Workshops
- 11:45 am – 1:00 pm Lunch Roundtables & Learning Bursts
- 1:00 – 1:15 pm Government Relations Update
- 1:30 – 1:45 pm CenterBuild Leader Under 40 Award Presentation
- 1:45 – 2:45 pm Keynote Presentation
- 3:00 – 4:00 pm Concurrent Case Studies & Educational Workshops
- 4:15 – 5:15 pm ICSC U.S. Design & Development Awards
- 4:15 – 5:15 pm Speed Networking
- 5:15 – 6:15 pm CenterBuild Sponsor Appreciation Reception (Invitation Only)
- 5:30 – 7:00 pm Networking Reception

### FRIDAY, NOVEMBER 30

- 8:30 – 10:15 am Registration
- 8:45 – 10:00 am Breakfast SIGs Recap Panel Discussion
- 10:00 – 10:15 am Closing Remarks
- 10:15 am Conference Adjourns

#### PROGRAM LEGEND

**CS** Case Studies

**GS** General Session

**LB** Learning Bursts

**RT** Roundtables

**SIG** Special Industry Groups

**WS** Workshops

# CenterBuild Conference

## TUESDAY, NOVEMBER 27

### Registration

12:00 – 5:00 pm

### Golf Tournament (Separate registration and fee required)

10:45 am – 6:00 pm

This popular networking event is first-come, first-served, so be sure to sign up early.

### Arizona Biltmore Golf Club

10:45 am Check-In

12:00 pm Shotgun Start

5:30 pm Reception and Awards Presentation

### Hike (Separate registration required)

12:45 – 5:00 pm

Connect with colleagues and nature with a local hike along Elephant Mountain Trail in Cave Creek. No need to be an experienced hiker—the trails available provide options for all types of hikes: leisure, moderate, or workout-worthy. Bottled water and transportation from the Arizona Biltmore will be provided.

### Cornhole Tournament (Separate registration and fee required)

3:00 – 5:00 pm

Please join the CenterBuild Committee in kicking off our inaugural Cornhole Tournament. This backyard game has swept the nation with its simple yet competitive nature and is a great way to network with your peers while having some outdoor fun. Please feel free to sign up as a team of two or as an individual. Registration includes entry into the tournament as well as a prize for the winning team.

## WEDNESDAY, NOVEMBER 28

### Registration

7:00 am – 7:00 pm

### First-Timers Orientation Breakfast

8:45 – 9:30 am

All CenterBuild first-time attendees are welcome to attend this orientation session where members of the CenterBuild Program Planning Committee and the Advisory Council will offer guidance on how to navigate the conference. The interactive roundtable format will provide excellent networking opportunities.

Please check the appropriate box on the registration form if you plan to attend. If you have already registered for the conference and did not check the box, please contact Nicolette Iervasi at [niervasi@icsc.org](mailto:niervasi@icsc.org).

### CenterBuild Leaders Under 40 Breakfast

9:00 – 10:00 am

All new and previously recognized winners of this group (formerly known as Rising Retail Leaders Under 40) are invited to connect over breakfast.

## Retailer-Only Session

9:45 – 11:15 am

This peer group discussion session is specifically tailored to specialty retailers (non-big box) and restaurateurs. This session will provide an opportunity to share with your peers the challenges that smaller-format retailers face. Discussion topics will focus on everything from landlords' timely delivery of your premise to project close-out. Check the appropriate box on the registration form if you plan to attend.

Please note: This session was established by retailers and is for retailers only. You must be employed by a retail company to attend; brokers representing retailers do not qualify.

Please check the appropriate box on the registration form if you plan to attend. If you have already registered for the conference and did not check the box, please contact Nicolette Iervasi at niervasi@icsc.org.

## Women's Forum Discussion

9:45 – 11:15 am

The Women's Forum focuses on diversity, leadership, and the advancement of women in commercial real estate. Michele Cohen, Esq., Principal, Miles & Stockbridge P.C., is a member of CREW (Commercial Real Estate Women) Network, an international industry group with a similar mission, and sits on the CREW Network Industry Research Committee. Michele will lead a discussion based on CREW Network's Industry Report published in 2017, "Diversity: The Business Advantage Best Practices for Gender Equity and Inclusion in Commercial Real Estate". Michele will kick off the discussion by sharing some examples and research findings on the impact of gender equality and inclusion within executive management and ownership/board ranks on enhanced business results. The participants will have the opportunity to have their own interactive discussions and share findings with the entire group on how this issue affects them in the workplace. This is a great way to start the conference and network with other women in the retail industry.

## Lunch Served

11:30 am – 12:00 pm

### **GS** CenterBuild Welcome Remarks

12:00 – 12:15 pm



**Angelo Carusi, AIA, CRX, CDP**

ICSC 2018 CenterBuild Conference Program Planning Committee Chair  
Principal  
Cooper Carry, Inc.  
Atlanta, GA

### **GS** Keynote Presentation

12:15 – 1:15 pm

## The Perfect Place Where the Digital Meets the Analog



**Anders Sörman-Nilsson**

Global Futurist and Innovation Strategist

Global futurist and innovation strategist who helps leaders decode trends, decipher what's next and turn provocative questions into proactive strategies. With an average of 240 international travel days a year, Anders' view is that the future and the now are converging in a city or start-up near you, giving the curious, the creative and the courageous a competitive and sustainable edge. At the same time, that same future contains fearsome forecasts for future phobes.

This Swedish-Australian futurist has shared a stage with Hillary Clinton, Nobel Laureates, and European and

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Australian heads of state. He is an active member of TEDGlobal, has keynoted at TEDx in the United States and Australia, was nominated to the World Economic Forum's Young Global Leaders in 2015, and was the keynote speaker at the G20's Y20 Summit in Australia.

His thought leadership has been featured in international media like Monocle, Business Insider, Sky News Business, Financial Review, CIO Magazine and Boss. He is the author of the books *Digilogue: how to win the digital minds and analogue hearts of tomorrow's customers* and *Thinque Funky: Upgrade Your Thinking*.

His presentations are meticulously researched, highly energetic and always fascinating with content tailored to the audience, which is why clients like Apple, Cisco, Mercedes Benz, Hilton, SAP, Gartner and Macquarie Bank have turned to Anders over the years to help them turn research into foresight and business impact.

## **SIG** Special Industry Groups (SIGs)

1:30 – 2:30 pm

What is on the retail industry's horizon? Can we apply the tenets of Kaizen: continuous improvement of the delivery of retail? If you want a firsthand look and engage and interact directly with your peers, the 2018 CenterBuild SIGs are the place to be. All 2018 SIGs have a new format and are geared toward the principles of Kaizen and the industry's future. As in past years, there will be separate SIGs for retailers, developers, general contractors, architects, engineers, and tenant coordinators. We are also hosting a Wild Card SIG with different industry perspectives on the future of retail development. Plus, each SIG discussion will build upon themes identified in the Keynote address.

### Architects

FACILITATOR

**Timothy Tobin**

Associate Principal  
Phase Zero Design, Inc.  
Hingham, MA

### Retailers

FACILITATOR

**Nicholas Effler**

Director of Architecture  
Crate&Barrel  
Northbrook, IL

### Developers

FACILITATOR

**Alisa Madigan, CDP**

Senior Project Manager  
Regency Centers  
Oakbrook, IL

### Tenant Coordination

FACILITATOR

**Patrick Inaba, CDP**

Vice President- Construction and Tenant Services  
Federal Realty Investment Trust  
San Jose, CA

### Engineers

FACILITATOR

**William Goebel, PE**

Branch Manager & Principal  
Bohler Engineering  
Southborough, MA

### Wild Card

FACILITATOR

**Jessica Clements, AIA, LEED AP**

Principal  
Studio Outside Landscape Architects  
Dallas/Fort Worth, TX

### General Contractors

FACILITATOR

**Tim Hanefin, CDP, LEED AP**

Vice President and General Manager  
Graycor Construction  
San Jose, CA

## **RT** **LB** Roundtables

2:45 – 3:45 pm

## Certified Retail Real Estate Professional (CRRP): How and what are we doing?

2:45 – 4:15 pm

Come learn about ICSC's new credential. You will also receive information about the latest program developments, how to prepare for the exam and how earning the credential can increase your industry knowledge.

### CS WS Concurrent Case Studies & Educational Workshops

4:00 – 5:00 pm

This year we are offering concurrent sessions of workshops and case studies to provide more options of relevant topics. Wednesday's sessions are the culmination of ideas and analysis of our Keynote Speaker and SIG discussions to continue examining the principles of constant improvement.

## Speed Networking

5:00 – 5:45 pm

This friendly gathering is the perfect platform to quickly multiply your business relationships.

## Networking Reception

5:30 – 7:00 pm

Meet, greet, and connect. This is your opportunity to catch up with current connections and make new ones within a casual and relaxed environment.

## THURSDAY, NOVEMBER 29

### Registration

7:45 am – 7:00 pm

### RT LB Breakfast Roundtables & Learning Bursts (Meal service will open 15 minutes before session)

8:15 – 9:30 am

Our highly interactive small-group sessions give attendees an opportunity to not only learn and share expertise, but to also network and make important new connections. Roundtables combine high-value education opportunities with relevant topics, addressing issues of concerns from retailers, developers, and design, engineering, and construction professionals. New this year we have added Learning Bursts to continue discussions from our earlier case studies and workshops. Some of this year's breakfast roundtables have committed facilitators from Target, Nordstrom, Cooper Carry and Brixmor.

### CS WS Concurrent Case Studies & Educational Workshops

9:45 – 11:30 am

This year we are offering concurrent sessions of workshops and case studies. These sessions take an in-depth look into key issues and topics that impact the retail market. Industry experts will discuss a wide variety of subjects and will explore best practices and lessons learned. These Thursday morning sessions are in a longer time slot in order to provide deeper analysis of issues.

### RT LB Lunch Roundtables & Learning Bursts (Meal service will open 15 minutes before session)

11:45 am – 1:00 pm

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## **GS** Industry Trends

1:00-1:15



**Leslie Fox**

Senior Vice President, Membership Strategy  
ICSC  
New York, NY

## Government Relations Update



**Michael Garrison**

Director, Grassroots  
ICSC  
Washington, D.C.

## **GS** CenterBuild Leaders Under 40 Awards

1:30 – 1:45 pm

## **GS** Keynote Presentation

1:45 – 2:45 pm

### Unleash Your Potential



**Molly Fletcher**

CEO  
The Molly Fletcher Company  
Atlanta, GA

It often takes a crisis to create change in our lives. How can we create transformational change in the absence of crisis and unleash our true potential? Molly shares stories from her experiences as a successful sports agent and lessons from top athletes and coaches in the game. She outlines the 5-step process to unleashing your potential and achieving peak performance.

## **CS** **WS** Concurrent Case Studies & Educational Workshops

3:00 – 4:00 pm

This year we are offering concurrent sessions of workshops and case studies. These sessions take an in-depth look into key issues and topics that impact the retail market. Industry experts will discuss a wide variety of subjects and will explore best practices and lessons learned.

### ICSC U.S. Design & Development Awards

4:15 – 5:15 pm

The ICSC U.S. Design & Development Awards is a competition that rewards excellence, innovation and creativity in the U.S. retail real estate industry. Come and celebrate as ICSC recognizes best practices in design and development. Awards will be given to this year's most outstanding retail real estate projects.

### Speed Networking

4:15 – 5:15 pm

### CenterBuild Sponsor Appreciation Reception (Invitation Only)

5:15 – 6:15 pm



A special thanks to the CenterBuild Sponsors is extended in this invitation-only reception. Attendees include CenterBuild Sponsors, ICSC distinguished guests, General Session speakers, CenterBuild Advisory Council members, and CenterBuild Program Planning Committee members. The new CenterBuild Leaders Under 40 will also be recognized.

## Networking Reception

5:30 – 7:00 pm

Meet, greet and connect. This is your opportunity to reach out to attendees you have yet to meet and revisit current connections in a casual and relaxed environment.

## FRIDAY, NOVEMBER 30

### Registration

8:30 – 10:15 am

### GS Breakfast SIGs Recap Panel Discussion

9:00 – 10:00 am

To close out 2018 CenterBuild we will gather the moderators from our Wednesday SIGs discussions and asked them to share with us from each of their perspectives the latest trends and technology they are using to respond to clients, customers and stakeholder's expectations for greater speed, flexibility and agility and efficiency in the retail and mixed-use development and redevelopment process. Panelists represent architecture and design, engineering, construction, development, retail, tenant coordination and retail delivery and specialty trades and service providers.

### GS Closing Remarks

10:00 – 10:15 am



**John Tschiderer**

ICSC 2018 CenterBuild Conference Program Planning Committee Co-Chair  
Senior Vice President – Development  
Federal Realty Investment Trust  
Rockville, MD

### Conference Adjourns

10:15 am

*Program information current as of October 19 2018.*

# CenterBuild Conference

## ICSC 2018 CENTERBUILD PROGRAM PLANNING COMMITTEE

**Angelo Carusi, CRX, CDP**, ICSC 2018 CenterBuild Conference Program Planning Committee Chair, Cooper Carry, Inc.

**John Tschiderer, ICSC 2018 CenterBuild Conference Program Planning Committee Co-Chair**,  
Federal Realty Investment Trust

**Tracy Allen, ECS Mid-Atlantic, LLC**

**Tim Andres, CRX, CDP**, Taubman Centers

**Trish Beckman, CDP**, Field Paoli Architects

**Bill Beitz, JPRA Architects**

**Samantha Buell, 505 Design**

**Donna Childs, tvsdesign**

**Barrie Deschaine, KBE Building Corporation**

**Todd Dewell, CDP**, Kimco Realty Corporation

**Bob Eckl, Pepper Construction**

**Dwayne Furukawa, CDP**, Steiner + Associates, Inc.

**Sheri Goldstein, Nudell Architects**

**Garrett Greeby, CRX, CDP**, The Greeby Companies

**Rob Grundstrom, Target Corporation**

**Jeff Gunning, CallisonRTKL**

**Sarah Holstedt, CallisonRTKL**

**John Hampton, Omniplan Architects**

**Tony Haslinger, Phillips Edison & Company**

**Dan Herman, CRX, CDP**, PREIT

**Justin Hill, MG2**

**Rod Johnson, Nordstrom, Inc.**

**Judith Knop, Urban Edge Properties**

**Joe Kolb, VHB**

**Jim Kreps, Brookfield Properties**

**Leslie Lacy, JCPenney**

**Quenifer Lee, Nordstrom, Inc.**

**Ron Lorch, CRX, CDP**, Colliers International

**Jason Miller, JCPenney**

**Bob Minutoli, Jr., CDP**, The Whiting-Turner Contracting Co.

**Brian O'Looney, Torti Gallas and Partners**

**Chris Perry, CDP**, Woolpert, Inc.

**Joseph Polizzotti, Jr., CDP**, New England Development

**Chris Reddersen, Site Centers**

**Paul Rhodes, Vestar**

**Jon Ruda, Development Management Assoc.**

**Karen Scott, CRX, CDP, CMD, CSM, CBRE**

**Sean Selby, Arrowstreet, Inc.**

**Dave Semler, Rycon Construction, Inc.**

**John Shannon, Graycor Construction Company, Inc.**

**Danielle Shapiro, Code Consultants, Inc.**

**Jim Sutphen, CSM, CDP**, Abbell Associates

**Mark Winters, Hoar Construction, LLC**

**Mike Wood, CDP**, The Krystal Company

**Charles Worsham, Tanger Factory Outlet Centers, Inc.**

## ICSC 2018 CENTERBUILD ADVISORY COUNCIL

**Stacey Berthon, CDP**, Hoar Construction

**Lance Josal, CRX, CDP**, CallisonRTKL

**Mike Kolakowski, KBE Building Corporation**

**Robert Mitchell, The Whiting-Turner Contracting Co.**

**Amy Murdock, Code Consultants, Inc.**

**J. Howard Nudell, CRX, CDP**, NUDELL ARCHITECTS

**Tom Porter, J. Thomas Porter Consultant**

**Bruce Quisno, Consultant**

**Dale E. Scott, CRX, CDP**, Hawkins Construction, Inc.

**John Ward, CDP**, 505 Design

**Jane Williams, JCPenney**

## REGISTRATION INFORMATION

### How to Register

**Fax:** +1 732 694 1800  
**Online:** [www.icsc.org/2018CB](http://www.icsc.org/2018CB)  
**Mail:** ICSC  
P.O. Box 419822  
Boston, MA 02241-9822

### Registration Fees

	Advance By 11/21	On-Site
<b>Member*</b>	\$545	\$645
<b>Non-Member</b>	\$745	\$815
<b>Student Member**</b>	\$50	N/A

\*Must be an ICSC member or affiliate member—visit [www.icsc.org/](http://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 **November 16, 2018**.

### Cancellations

All cancellations are subject to a **\$100** cancellation fee. No refunds will be given for cancellations received after **November 16, 2018**. All requests for refunds must be received by ICSC in writing.

Please Check One:     Member     Non-Member     Student Member

Please check if you plan on attending the following:     First-Timers Orientation     Retailer-Only Session     Women's Forum

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Your Membership I.D. # \_\_\_\_\_ (2018CB)

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) \_\_\_\_\_

### Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Theresa Orlando** at [torlando@icsc.org](mailto:torlando@icsc.org) +1 646 728 3691 no later than **October 26, 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](http://www.icsc.org/event-terms-and-conditions), which are hereby incorporated by reference.

### Hotel Reservations

**Arizona Biltmore**  
2400 E. Missouri Avenue, Phoenix, AZ 85016

**Rate:** \$229 Single/Double Occupancy

**Cut-Off Date: November 5, 2018**

To make a reservation, visit [www.icsc.org/2018CB](http://www.icsc.org/2018CB). For assistance, call +1 877 541 9876, or internationally at +1 312 527 7300.

### Continuing Education Credit

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



### SPONSORSHIP INFORMATION

Sponsorship of the 2018 CenterBuild Conference is a great opportunity to have your company recognized at a venue that includes your retail clients, friends and peers. In addition, you not only support the Conference but also the ICSC Foundation, a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code that provides financial assistance to undergraduate or graduate students majoring in engineering, architecture, construction management or real estate development at Arizona State University. The designated portion of your donation is deductible as provided under law.

Benefits	Platinum \$5,000 donation: \$750	Gold \$3,000 donation: \$525	Silver \$1,500 donation: \$225
Complimentary conference registration(s)	3	1	
Company logo displayed during conference in pre-function area on LCD screens	with 2 projects	with 1 project	
Company logo displayed on a PowerPoint loop during networking receptions	■	■	■
Company logo in program directory*	■	■	■
One-paragraph company bio printed in program directory*	■	■	
Sponsor ribbons	■	■	■
Company logo displayed on a PowerPoint loop during general sessions	■	■	
Backstage pass to meet with general session speakers	■		
Hyperlinked company logo on ICSC CenterBuild email blasts	■		
Company logo on ICSC CenterBuild email blasts		■	
Hyperlinked company logo on ICSC CenterBuild homepage	■		
Company logo on ICSC CenterBuild homepage		■	
Admission to the CenterBuild Conference Sponsor Reception	5	3	2
Company listing in ICSC Foundation's Annual Report	■	■	■

\*Pending production deadlines

#### ICSC Contact

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

#### Return Completed Form and Payment to

CenterBuild Conference  
P.O. Box 419822  
Boston, MA 02241-9822

#### Reminders

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

Email your company logo (.jpeg and .eps format) and/or one-paragraph company bio 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](http://www.icsc.org/event-terms-and-conditions), which are hereby incorporated by reference.

#### Deadline

Sponsorship must be received by **November 2, 2018** to be recognized at the conference.

Please Check One:  Platinum  Gold  Silver

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Your Membership I.D. # \_\_\_\_\_ (2018CB-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) \_\_\_\_\_

Please list your complimentary registrations:  
Platinum - THREE, Gold - ONE

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_



# CenterBuild Conference

## GOLF TOURNAMENT SPONSORSHIP

Arizona Biltmore | Phoenix, AZ  
November 27 – 30, 2018 | #ICSC

Benefits	Platinum \$2,000	Gold \$1,000	Silver \$500
Complimentary foursome registration	■		
Company logo included in program directory*	■	■	■
One-paragraph company bio included in program directory*	■	■	
Exhibitor table on one of the sponsored holes	■		
Company logo on signage in conference pre-function area*	■	■	■
Company logo on each of the golf carts*	■		
Company logo on a hole of the golf course*	■	■	
Company logo on signage at the awards presentation and reception after the golf tournament*	■	■	■
Sponsor ribbons to be worn throughout the conference	■	■	■

\*Pending production deadlines

### Return Completed Form and Payment to

CenterBuild Conference  
P.O. Box 419822  
Boston, MA 02241-9822

### ICSC Contact

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

### Deadline

Sponsorship must be received by **November 2, 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) and/or one-paragraph company bio to Nicolette Iervasi: niervasi@icsc.org.

### 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](http://www.icsc.org/event-terms-and-conditions), which are hereby incorporated by reference.

Please Check One:  Platinum  Gold  Silver

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

**Platinum Foursome** \_\_\_\_\_  
\_\_\_\_\_



## OPTIONAL EVENT

### GOLF

#### When

**Tuesday, November 27, 2018**

**10:45 am Registration**

**12:00 pm Shotgun Start**

**5:30 pm Reception and Awards Presentation**

#### Where

##### Arizona Biltmore Golf Club

2400 E. Missouri Avenue  
 Phoenix, AZ 85016

The Arizona Biltmore Golf Club is host to two different style golf courses: Adobe and Links.

Adobe Course: The par 71, 6,430 yard Adobe is a true parkland course that treats its patrons to generous, sprawling fairways, while challenging them with numerous, hungry bunkers. Set against the backdrop of the picturesque Phoenix Mountain Preserve and the far-reaching southern skyline of downtown Phoenix, the Adobe provides views as breathtaking as the course itself.

Links Course: The par 71, 6,300 yard course provides rolling fairways, desert ravines and five shimmering lakes. A combination of challenging desert golf mixed with cool pines and tranquil lakes, The Links Course is a bit rambunctious, providing both delights and demands for even the most seasoned player.

#### Fee

**\$170** (Member) and \$190 (Non-Member) per player (inclusive of tournament fees, taxes and lunch)

#### Committee Contact

##### John Shannon

Graycor

Email: john\_shannon@graycor.com

#### Deadline

Complete the form below and return to ICSC by **November 1, 2018**.

#### Please Note

Space is limited to 288 players and will be confirmed on a first-come, first-served basis.

Please pre-arrange your foursome.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

Note: Please coordinate your choices with each other.

Net Division: \_\_\_\_\_ or

Gross Division: \_\_\_\_\_ or

Established Handicap: \_\_\_\_\_ or

Estimated Handicap: \_\_\_\_\_

#### ICSC Contact

##### Nicolette Iervasi

Tel: + 1 646 728 3511

Email: niervasi@icsc.org

#### Return Completed Form

##### and Payment to:

CenterBuild Conference

P.O. Box 419822

Boston, MA 02241-9822

Fax: +1 732 694 1800

#### 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](http://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 \_\_\_\_\_ Your Membership I.D. # \_\_\_\_\_ (2018CB)

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 EVENT

### HIKE

#### When

**Tuesday, November 27, 2018**  
**12:45 – 5:30 pm**

#### Where

Meet in the hotel lobby at 12:45 pm. The bus will leave the Arizona Biltmore Hotel promptly at 1:00 pm. The bus will arrive at the Elephant Mountain Trail in Cave Creek by 2:00 pm. The bus will leave the Elephant Mountain Trail parking lot (location of bus drop off) at 4:30 pm. The bus arrives back at the Arizona Biltmore around 5:30 pm.

#### Sponsored Food and Water

Bottled water, energy bars and other light snacks.

#### Amenities

Restrooms, parking and shaded areas.

#### Committee Contact

##### John Shannon

Graycor

Email: john\_shannon@graycor.com

#### Deadline

To register for either event, complete the form below and return to ICSC by **November 1, 2018**.

#### Cost

While there is no fee to participate in the hike, you must register in advance by completing this form.

#### Hike

Elephant Mountain Trail is a challenging loop trail with an elevation change of ~900 feet with some magnificent desert views in a lush riparian area, flowing with Saguaros. Around the northwest side of Elephant Mountain, you can see an old Hohokam Fort perched high on the hilltop. It is a great hike for fitness, fun, photos, lookouts, scenery, and vegetation.

The trail begins at Spur Cross Ranch in Cave Creek. Starting at the trailhead, you will start the loop by hiking clockwise on Tortuga trail which will connect with the Elephant Mountain trail. The Elephant Mountain trail intersects with the Spur Cross Trail to finish the loop back to the trailhead.

There are opportunities to modify the route to create a shorter distance depending on what you're looking for, such as shortening the loop trail by doing an out and back without going the full loop distance. The trailhead parking address for those driving is 44029 N Spur Cross Road in Cave Creek, AZ.

#### Suggestions for Hikers

Wear appropriate hiking shoes, and bring a backpack to carry any items needed on the hike. The path can be rocky at times. If you are running the trail, make sure your footing is stable on the gravel/rocky parts. Wear appropriate clothing. It may be cool in Phoenix that day if it is windy. The views are really beautiful, so feel free to bring a camera or cellphone with a camera. If you decide to drive your own personal vehicle in lieu of using the bus, a vehicle parking fee may apply.

#### Note

The trail is mostly un-shaded, sunscreen is recommended. Bring plenty of water, as there is no water on the trail. Restrooms are at the trailhead only.

#### ICSC Contact

##### Nicolette Iervasi

Tel: +1 646 728 3511

Email: niervasi@icsc.org

#### Return Completed

##### Form to:

CenterBuild Conference

P.O. Box 419822

Boston, MA 02241-9822

Fax: +1 732 694 1800

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Name	Title	
Company		
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
Email	Your Membership I.D. #	(2018CB)
REQUIRED FOR NON-U.S. APPLICANTS: _____		
	Date of Birth	Country of Citizenship

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

## OPTIONAL EVENT

### CORNHOLE TOURNAMENT

#### When

**Tuesday, November 27, 2018**  
**3:00 – 5:00 pm**

#### Where

Arizona Biltmore

#### Committee Contact

##### John Shannon

Graycor  
 Email: john\_shannon@graycor.com

#### Deadline

To register for this event, complete the form below and return to ICSC by **Tuesday, November 1, 2018**.

#### Cost Per Person

\$35

#### ICSC Contact

##### Nicolette Iervasi

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

#### About

Please join the CenterBuild Committee in kicking off our inaugural Cornhole Tournament. This backyard game has swept the nation with its simple yet competitive nature and is a great way to network with your peers while having some outdoor fun. Please feel free to sign up as a team of two or as an individual. Registration includes entry into the tournament as well as a prize for the winning team.

#### Return Completed Form and Payment to:

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

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#### Team Request—Option to be in a team of two:

Name	Title	Company

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

\_\_\_\_\_  
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\_\_\_\_\_  
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