



Preliminary Program

Florida Conference & Deal Making

Orange County Convention Center
Orlando, FL | August 25 – 27, 2019
#ICSC



www.icsc.org/2019FL

Florida Conference & Deal Making

Join more than 4,500 retail real estate professionals at the event that brings the industry together in one place, ICSC Florida Conference & Deal Making. In between expert-led sessions, you'll network, generate new business and spark new ideas to implement in our fast-paced industry.

SUNDAY, AUGUST 25

Registration

2:00 – 7:00 pm

Professional Development Workshops

3:00 – 4:30 pm

Student Program & Reception

3:00 – 4:30 pm

ICSC First-Timers, New Members & Students Exhibit Floor Walking Tour

4:30 – 5:00 pm

ICSC Team Members, ICSC Ambassadors and ICSC Volunteer Leaders will be on-hand to tell you how to make the most of your Conference experience. Join us for a tour of the exhibit floor to get your bearings.

Member-Hosted Reception

5:00 – 7:00 pm

Corporate sponsorship opportunities are available. For more information, visit www.icsc.org/2019FL or refer to the included Sponsor Form.

MONDAY, AUGUST 26

Registration

7:00 am – 5:30 pm

Smokin' Hot Breakfast

7:30 – 8:00 am

Opening Remarks & Program Overview

8:00 – 8:15 am

Smokin' Hot Retailers on the Move

8:15 – 9:00 am

Special Industry Groups (SIGs)

9:15 – 10:30 am

Deal Making & Retailer Central

10:30 am – 5:30 pm

Exhibit space is available. For more information, visit www.icsc.org/2019FL.

Industry Spotlight Pop-Up Sessions

11:30 am – 4:30 pm

Come here for industry news from top leaders about finance, insurance, technology and more. There will be four 20-minute sessions throughout the day at 11:30 am, 2:00 pm, 3:00 pm and 4:00 pm.

TAKE ADVANTAGE OF ICSC'S RETAILER PROGRAM

ICSC Retailer Members are being offered 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 for a complimentary table. Advance registration is required—visit www.icsc.org/2019FL for more details.

Lunch Served

12:00 – 12:30 pm

No lunch service after 12:30 pm.

Lunch Served

12:00 – 1:30 pm

No lunch service after 1:30 pm.

Keynote Presentation

12:30 – 1:30 pm



Vernice Armour, the first African American Female Combat Pilot, has a “Zero to Breakthrough Mentality” to ensure success in business and life. She energizes people to see obstacles as opportunities and conquer them at full speed.

Conference Adjourns

2:00 pm

Program information current as of May 7, 2019.

Economic Update

2:30 – 3:30 pm

Professional Development Workshops

3:30 – 5:00 pm

TUESDAY, AUGUST 27

Registration

7:30 am – 2:00 pm

Continental Breakfast

8:00 – 8:30 am

No breakfast service after 8:30 am.

Deal Making & Retailer Central

8:00 am – 2:00 pm

Retailer Pop-Up Sessions

9:30 – 11:30 am

Come to our Retailer Pop-Up Sessions to hear about exciting concepts and how they are moving to the next level. These are 20-minute sessions with each tenant and will be held in the back of the exhibit hall in our Pop-Up Theater.

Florida Conference & Deal Making

DIVISIONAL VOLUNTEER LEADERSHIP

Patricia M. Blasi, CRX, CSM, ICSC Southern Division Vice President, Borghese Investments
Trey Morgan, ICSC Southern Division Government Relations Chair, Morgan Property Group
John Wiles, Esq., ICSC Southern Division P3 Private Chair, Wiles & Wiles, LLP
Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie
Steve Althoff, ICSC Southern Division Innovation Chair, Four M Development
Bridgid O'Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.
Townsend Underhill, CRX, ICSC Southern Division Next Generation Chair, Stirling Properties

STATE VOLUNTEER LEADERSHIP

Eric Rapkin, ICSC Florida State Director, Akerman, LLP
David Walthall, P.E., ICSC Florida Government Relations Committee Chair, Kimley-Horn
Lynn Dehlinger, ICSC Florida P3 Private Chair, Redevelopment Management Associates, LLC
David Barilla, ICSC Florida P3 Public Chair, Assistant Director, Downtown Development Board/
Community Redevelopment Agency City of Orlando, Orlando, FL
Katy Welsh, CRRP, CRX, CLS, ICSC Florida Operations Chair, Colliers International
Sharon Bodden, ICSC Florida Retail Chair, Spencer Spirit Holdings, Inc.
Katy Figg, ICSC Florida Next Generation Chair, Colliers International

PROGRAM PLANNING COMMITTEE

Kane Morris-Webster, CCIM, Florida Conference & Deal Making Program Planning Committee
Chair, B+E
Britta Eriksson, Florida Conference & Deal Making Committee Co-Chair, Leaseconomics
Megan Atkin, Entwine Real Estate
Dana Dowsett, Southeast Retail Group
Justin Greider, JLL
Whitaker Leonhardt, HFF, L.P.
Jamie Levenshon, The Hays Companies
Nichole Popovics, The Sembler Company
Lori Schneider, Marcus & Millichap
Dale Scott, CDP, CRX, Hawkins Construction, Inc.
Randy Smith, Bohler Engineering
Adam Tiktin, Tiktin Real Estate Investment Services
Stevens Tombrink, Redstone Commercial
Mark Trommsdorff, CDP, CRX, Kimco Realty Corporation
Erica Waltermire, CBRE

THANK YOU TO OUR SPONSORS

Global



North American



Gold



Silver



REGISTRATION FORM

How to Register

Fax: +1 732 694 1800
Online: www.icsc.org/2019FL
Mail: ICSC
 P.O. Box 419822
 Boston, MA 02241-9822

Registration Fees

	Advance	On-Site
Member*	\$400	\$500
Non-Member	\$800	\$1,000
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—on-site complimentary registration is not available. 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 **July 25, 2019**.

Continuing Education Credit

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

Hotel Reservations

A block of rooms has been reserved at:

Hilton Orlando
 6001 Destination Parkway, Orlando, FL 32819
Rate: \$190
Cut-Off Date: August 2, 2019

Hyatt Regency Orlando
 9801 International Drive, Orlando, FL 32819
Rate: \$190
Cut-Off Date: August 2, 2019

Rosen Centre
 9939 Universal Boulevard, Orlando, FL 32819
Rate: \$149
Cut-Off Date: August 2, 2019

To make a reservation, visit www.icsc.org/2019FL. For assistance, call +1 877 541 9876, or internationally at +1 312 527 7300.

Cancellations

All cancellations are subject to a **\$100** cancellation fee for members and non-members; **\$25** for Public Official Members and Student Members. Refunds will not be given for cancellations received after **July 25, 2019**. All requests for refunds must be received by ICSC in writing.

Accessibility

Anyone desiring an auxiliary aid for this meeting should notify **Katie O'Hare** at +1 646 728 3504 no later than **August 1, 2019**.

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

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2019FL)

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) _____

SPONSORSHIP INFORMATION

Benefits	Platinum \$7,500 (Maximum 4 Sponsors)	Gold \$5,500	Silver \$3,500	Member-Hosted Reception \$750
Company logo on lanyards	■			
One full 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)*		■		
One half page ad in printed event directory*			■	
Company logo prominently placed on on-site event signage*	■	■	■	
Company logo prominently placed on final program mailer*	■	■	■	
Company logo prominently placed on "Thank You" in page in event directory*	■	■	■	
Company name on "Thank You" page in event directory*				■
Company logo and URL on event web page	■	■	■	
Company logo and URL on event emails	■	■	■	
Company logo to loop on digital screens at select event functions*	■	■	■	
Company logo to loop on digital screens at Member-Hosted Reception				■
Company logo on event signage at entrance of Member-Hosted Reception*				■
Sponsor ribbon for all registered company attendees	■	■	■	■

*Pending production deadline dates.

Sponsor Contacts

Casey Burwell (Account Manager)
Tel: +1 646 728 3536 | Email: cburwell@icsc.org

Amie Leibovitz (Southern and Midwest USA, Texas and Puerto Rico)
Tel: +1 773 360 1179 | Email: aleibovitz@icsc.org

ICSC Contact

Katie O'Hare
Tel: +1 646 728 3504
Email: cohare@icsc.org

Return Completed Form and Payment to

Florida Conference & Deal Making
P.O. Box 419822
Boston, MA 02241-9822

Deadline

Sponsorship must be received by **July 25, 2019** 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 Member-Hosted Reception

Name _____		Title _____	
Company _____			
Address _____			
City _____		State/Province _____	Zip/Postal Code _____
Telephone _____		Fax _____	
Email _____		Your Membership I.D. # _____	(2019FL-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)

DEAL MAKING BOOTH INFORMATION

ICSC's floor plan management system, Map Your Show, allows you to book and pay for your booth space online—visit www.icsc.org/2019FL or contact Mayuri Patel for a booking link.

When

Monday, August 26, 2019 | 10:30 am – 5:30 pm
Tuesday, August 27, 2019 | 8:00 am – 2:00 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'	\$655	\$940
Package B – per 10' x 10'	\$755	\$1,040

Includes

One full conference badge per exhibiting company
NOTE: Each additional staff person must be a paid registrant of the ICSC Florida 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
- One wastebasket

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 dashboard).
- All guidelines are subject to regulations of venue and ICSC.

Availability

- 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.

Directory Deadline

In order to be listed in the Deal Making Directory, ICSC must receive your exposition agreement with full payment by **July 10, 2019**.

Cancellations

Notify ICSC immediately if you must cancel your exhibit space. All voluntarily canceled exhibits are non-refundable and non-transferable.

Notification

You will receive a Booth Confirmation email two months prior to the conference. **If you do not receive confirmation, please contact Mayuri Patel at mpatel@icsc.org.**

Contact

Mayuri Patel
Trade Expositions Department
Tel: +1 646 728 3518 | Email: mpatel@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 INFORMATION

ICSC Retailer Members are being offered 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, with retail employees only, participating retailers must complete a deal sheet that details their space requirements and expansion plans. Third-party representatives are not eligible for a complimentary table.

When

Monday, August 26, 2019 | 10:30 am – 5:30 pm
Tuesday, August 27, 2019 | 8:00 am – 2:00 pm

Cost

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

Includes

- One 6' draped table
- Two chairs
- Company sign

Who Qualifies

Retailer Members

How to Sign Up

Visit icsc.org/2019FL, click on the red Register button located on the top right side of the page to sign up as complimentary retailer and to request your table.

Guidelines

- Table must be staffed by a retail employee at all published days/times.
- 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
- No food service is permitted in Retailer Central

Availability

Tables are placed in alphabetical order. ICSC cannot guarantee that you will not be placed near a competitor. No on-site table requests will be accommodated.

Deadline

ICSC must receive your table application by **August 12, 2019** in order to participate in Retailer Central. On-site requests will not 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 Megan Hoole.**

Contact

Megan Hoole
Retail Initiatives Associate
Tel: +1 646 728 3531 | Email: mhoole@icsc.org

Visit www.icsc.org/2019FL to request an exhibit space.