



PRELIMINARY PROGRAM

ICSC PA/NJ/DE CONFERENCE & DEAL MAKING

Atlantic City Convention Center | Atlantic City, NJ
September 12 – 14, 2016
#PNDconf



ICSC PA/NJ/DE CONFERENCE & DEAL MAKING

MONDAY, SEPTEMBER 12

Golf Tournament

11:00 am – 6:00 pm

Atlantic City Country Club

One Leo Fraser Drive

Northfield, NJ 08225

To register, please visit www.icsc.org/2016PND.

Sporting Clays

11:00 am – 2:00 pm

M&M Hunting Preserve and Sporting Clay

2 Winslow Road

Pennsville, NJ 08070

To register, please visit www.icsc.org/2016PND.

TUESDAY, SEPTEMBER 13

Registration

7:00 am – 7:00 pm

Networking Lounge

7:00 am – 7:00 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 – 9:00 am

General Session

8:00 – 8:45 pm

Concurrent Sessions

9:00 – 9:45 am

A. Non-Traditional Uses in Shopping Centers

B. Retail Demographics

Roundtable Discussions

10:00 – 10:45 am

General Session

11:00 – 11:45 am

Retailer Speed Dating

Networking Break

11:45 am – 12:00 pm

Lunch Served

12:00 – 12:45 pm

(No lunch service after 12:45 pm)

Welcome and Introduction to the Program

12:45 – 1:00 pm

Keynote Presentation

1:00 – 2:00 pm

Networking Break

2:00 – 2:30 pm

Special Industry Groups (SIGs)

2:30 – 3:45 pm

General Session

4:00 – 5:15 pm

Developer Showcase

TAKE ADVANTAGE OF ICSC'S RETAILER PROGRAM

Retailers are central to the success of a shopping center. Based on the success of the 2015 Retailer Complimentary Registration Program, ICSC will once again waive the registration fee for ICSC Retailer Members at nine events. Retailer Members attending these events will be required to register in advance to receive complimentary registration in exchange for their active participation. Additionally, both Retailer Members and Non-Members are eligible for a complimentary table in Retailer Central.

Member-Hosted Reception

5:30 – 7:00 pm

Corporate sponsorship is \$500 per company. If you are interested in being a sponsor, please visit www.icsc.org and click on Events/Programs to get a copy of the Sponsorship Form.

WEDNESDAY, SEPTEMBER 14

Registration

7:30 am – 4:00 pm

Continental Breakfast

8:00 – 9:00 am

Retailer Central

8:30 am – 4:00 pm

Deal Making

8:30 am – 4:00 pm

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

Conference Adjourns

4:00 pm

Program information current as of May 17, 2016.

ICSC PA/NJ/DE CONFERENCE & DEAL MAKING

Divisional Leadership

Michael Carroll, ICSC Trustee and Eastern Division Vice President

Brian W. Blaesser, ICSC Eastern Division Government Relations Committee Chair, Robinson & Cole, LLP

Peter D. Gori, ICSC Eastern Division Alliance Private Sector Co-Chair, Newmark Grubb Knight Frank

Larisa Ortiz, ICSC Eastern Division Alliance Public Sector Co-Chair, LISC Metroedge

William L. Grad, CSM, ICSC Eastern Division Operations Chair, ICSC Eastern Division Alliance Chair, Aries, Deitch & Endelson, Inc.

David Steinberg, CLS, ICSC Eastern Division Retail Chair, Ocean State Job Lot

Ami Ziff, ICSC Eastern Division Next Generation Chair, Time Equities, Inc.

State Leadership

Paige Jaffe, State Director, The McDevitt Company

Kenneth M. Morgan, Government Relations Committee Chair, Morgan Law, LLC

Jerry Nelson, Esq., P3 Private Sector Chair, Stark & Stark

Richard H. Kenwood, CRX, CSM, CPM, RPA, FMA, Operations Chair, Madison Marquette

Michael J. Van Oostrom, Retail Chair, Gap, Inc.

Morgan Konstantinidis, Next Generation Chair, Retail Sites, LLC

Program Planning Committee

Brian Donley, CCIM, ICSC 2016 Pennsylvania/New Jersey/Delaware Conference & Deal Making Program, Planning Committee Co-Chair, Federal Realty Investment Trust

Kenneth M. Morgan, ICSC 2016 Pennsylvania/New Jersey/Delaware Conference & Deal Making Program Planning Committee Co-Chair, Morgan Law, LLC

Brandon Anapol, Metro Commercial Real Estate

Phil Azarik, Metro Commercial Real Estate

Adele Beaves, Civil & Environmental Consultants

Jason Bock, Michael Salove Company

Wilay Boensch, LMS Commercial Real Estate

Hal Coffey, Blumling & Gusk, LLP

Scott Dare, Dare Living Associates

David DePetris, Legend Properties, Inc.

Damon Di Placido, Arrow Real Estate Services, LLC

Tony DiFlavis, Arrow Real Estate Services, LLC

John-david Franklin, CRX, CLS, Madison Marquette

James Galbally, JLL

David Goodman, Equity Retail Brokers, Inc.

Jennifer Green, Pet Valu

Brooke Henningsen, Arrow Real Estate Services, LLC

Jeffrey Hoffman, WP Realty, Inc.

Tammy Hovhannesian, Brixmor Property Group

Paul Hoyle, Ingari-Lummi Architects

Debbie Jiang, Long & Yann Real Estate Investment Services, LLC

Monica Jindia, Commonwealth Land Title Insurance Company

Ira Kerner, Ripco Real Estate Corp.

Abe Khan, Bennett Williams Realty, Inc.

Peter Maggio, RioCan Real Estate Investment Trust

Curtis Nassau, Ripco Real Estate Corp.

Ivy Olesh, Philadelphia Industrial Development Corporation

Thomas Onder, Stark & Stark

Steven Powell, Kravco Company, LLC

Chris Reed, Brixmor Property Group

Nina Rogers, Kimco Realty Corporation

Drew Romanic, Martin Architectural Group

Jonathan Rome, The Goldenberg Group

Melissa Ryask, Henderson Engineers, Inc.

Sean Sablosky, Arrow Real Estate Services, LLC

Haley Samsi, PREIT

James Stevenson, WP Realty, Inc.

Louis Tiberio, Beneficial Bank

Mark Wampler, RioCan Real Estate Investment Trust

John Wichner, McMahon Associates, Inc.

REGISTRATION FORM

How to Register

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

Registration Fees

	Advance	On-Site
Member*	\$345	\$430
Non-Member	\$540	\$640
Retailer Member**	\$0	n/a
Student Member***	\$50	n/a

*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.
 **ICSC Retailer Members are required to register in advance to receive complimentary registration – no complimentary registration will be offered on-site. Third-party retail representatives do not qualify for complimentary registration.
 ***ICSC student members are required to register in advance to receive the discounted student registration fee. No discounted registration will be offered on-site.

Deadlines

To qualify for the advance registration rates, your registration must be received by **September 2, 2016**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **September 2, 2016**. All requests for refunds must be received by ICSC in writing.

Hotel Reservations

A block of rooms has been reserved at:

Borgata Hotel Casino & Spa
 1 Borgata Way
 Atlantic City, NJ 08401
 Rate: \$110 Single/Double Occupancy
Cut-Off Date: Friday, August 12, 2016

Sheraton Atlantic City Convention Center Hotel

2 Convention Boulevard
 Atlantic City, NJ 08401
 Rate: \$145 Single/Double Occupancy
Cut-Off Date: Friday, August 12, 2016

Caesars Atlantic City Hotel & Casino

2100 Pacific Avenue
 Atlantic City, NJ 08401
 Rate: \$119 Single/Double Occupancy
Cut-Off Date: Friday, August 12, 2016

We invite you to visit www.icsc.org/2016PND and click on Book Hotel under Additional Links.

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 Credit

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

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Priscilla Martillo** at **+1 646 728 3685** no later than **July 19, 2016**.

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: ICSC Member Non-Member Retailer Member Student Member

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2016PND)

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 REQUEST FORM

When

September 14, 2016 | 8:30 am – 4:00 pm

Where

Atlantic City Convention Center

Includes

Package A - (per 10' x 10')

- Pipe & drape (not provided with island booths)
- Standard carpeting
- One full conference badge per exhibiting company
- Company ID Sign

Package B - (per 10' x 10')

- Pipe & drape (not provided with island booths)
- Standard carpeting
- One full conference badge per exhibiting company
- Company ID Sign
- One 6' draped table
- Two chairs

Guidelines

- Exhibits must not extend beyond the boundaries of the booth.
- All exhibitors are required to provide General Liability insurance naming ICSC the official expo contractor and the Atlantic City Convention Center as co-insured to the ICSC contact listed below.
- All guidelines are subject to regulations of venue and ICSC.

Availability

- Booths are confirmed on a first-come, first-served basis.
- Sending in this Deal Making Booth Request Form does not guarantee a booth will be reserved for you.
- Applications cannot be processed without payment.
- ICSC cannot guarantee that you will not be placed near a competitor.

Deadline

In order to be listed in the Deal Making Directory, ICSC must receive your exposition agreement with full payment by **August 1, 2016**.

Fees

Check or credit card accepted as payment. Make check payable to ICSC.

Booth fee is non-refundable.

Check One	Member	Non-Member
<input type="checkbox"/> Package A - per 10' x 10'	\$550	\$795
<input type="checkbox"/> Package B - per 10' x 10'	\$650	\$895

Booth quantity:

___ 10' x 10' booth = 100 square feet

___ 10' x 20' booth = 200 square feet

___ 10' x 30' booth = 300 square feet

___ 20' x 20' booth = 400 square feet

___ 30' x 30' booth = 900 square feet

Other ___ x ___ = ___ square feet

Notification

You will receive a written Booth Confirmation from ICSC three months prior to the meeting, if a booth has been reserved for you. **If you do not receive a letter regarding the status of your request, contact Kali TenBieg at ktenbieg@icsc.org.**

Cancellations

Notify ICSC immediately if you must cancel. All exposition deposits/ payments are non-refundable and non-transferable.

Contact/Please Return Form to

ICSC

Kali TenBieg

Trade Expositions Associate

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

Email: ktenbieg@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.

Contact name (for booth confirmation)

Company

Company name that should appear on Company Identification Sign

Address

City State/Province Zip/Postal Code

Telephone Email (PND2016)

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)

RETAILER CENTRAL TABLE REQUEST FORM

ICSC Retailer Members and Non-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.

When

September 14, 2016 | 8:30 am – 4:00 pm

Where

Atlantic City Convention Center

Includes

- One (1) table
- Two (2) chairs
- Company identification sign
- One full conference registration

Who Qualifies

Retailers only

Cost

ICSC Retailer Members and Non-Members are eligible for a free table. Retailer Non-Members must participate in Retailer Central to qualify for free admission to this event.

How to Request a Table

For more information or to request a table, please visit www.icsc.org/2016PND.

Availability

Tables are limited and confirmed on a first-come, first-served basis. Completing the Retailer Central Table Request Form does not guarantee a table will be reserved for you. One table is provided per company brand.

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

Cancellations

Notify **William Taylor, CMP**, at wtaylor@icsc.org immediately if you must cancel.

Questions

Contact **William Taylor, CMP**, at wtaylor@icsc.org or **+1 646 728 3641**.

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.

SPORTS EVENT FORM – GOLF

When

Monday, September 12, 2016

12:00 pm – Registration

1:00 pm – Shotgun Start

Where

Atlantic City Country Club

One Leo Fraser Drive

Northfield, NJ 08225

Fee

\$150 (non-refundable) per player via check made payable to ICSC.

Fee includes: green fees, cart fees, use of locker room, lunch and hors d'oeuvres.

Return completed form and payment to:

ICSC Registration

P.O. Box 26958

New York, NY 10087-6958

Tel: +1 646 728 3800

Fax: +1 732 694 1800

Please Note

Space is limited to 144 players and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome.

Golf Contact

Phillip Azarik

Tel: +1 617 825 5222

Email: pazarik@metrocommercial.com

Jason Bock

Tel: +1 215 568 2600

Email: jbock@salove.com

ICSC Contact

Priscilla Martillo

Tel: +1 646 728 3685

Email: pmartillo@icsc.org

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.

This form should be duplicated for additional registrants

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: _____

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Email _____ (2016PND)

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 FORM – SPORTING CLAYS

When

Tuesday, July 19, 2016
11:00 am – Registration

Where

M&M Hunting Preserve and Sporting Clay
2 Winslow Road
Pennsville, NJ 08070

Fee

\$155 (non-refundable) per player via check made payable to ICSC.
Fee includes: 50 target sporting clay shoots, ammunition, shotguns and ear/eye protection.

Return completed form and payment to:

ICSC Registration
P.O. Box 26958
New York, NY 10087-6958
Tel: +1 646 728 3800
Fax: +1 732 694 1800

Please Note

Space is limited to **50** players and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome.

Sporting Clays Contact

Scott Dare
Tel: +1 856 694 1199
Email: sdare@dareliving.com

ICSC Contact

Priscilla Martillo
Tel: +1 646 728 3685
Email: pmartillo@icsc.org

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.

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Email _____ (2016PND)

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) _____

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!

Benefits	Gold \$2,000	Silver \$1,000	Member-Hosted Reception Sponsor \$500
Company logo online (on event page and on member emails) with hyperlink	■	■	
Company logo on on-site signage at event	■	■	
Company logo to loop during select event functions	■	■	■
One (1) table/literature rack for promotional marketing materials to use during Member-Hosted Reception	■		
On-Site signage at Member-Hosted Reception			■
Company logo in Thank You page in directory	■	■	
Company name in Thank You page in directory			■
Sponsor ribbon	■	■	■

Advertising Opportunities

Full-Page Ad in printed event directory - \$1,900 Half-Page Ad in printed event directory - \$1,500 Four (4) SCT Week Ads - \$1,800

*Pending production deadline dates.

When

Wednesday, September 13, 2016
5:30 – 7:00 pm

Deadline

Sponsorship must be received by **August 22, 2016** to be recognized at the conference.

ICSC Contact

Priscilla Martillo
Tel: +1 646 728 3685
Email: pmartillo@icsc.org

Sponsor Contacts

Amie Leibovitz · aleibovitz@icsc.org
(Southern USA, Texas and Puerto Rico)
Tel: +1 773 360 1179 Fax: +1 732 694 1808
Sally Stephenson · sstephenson@icsc.org
(Midwest and Central Canada)
Tel: +1 847 835 1617 Fax: +1 847 835 5196

Return Completed Form and Payment to

2016 PA/NJ/DE Conference & Deal Making
Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800

Include with Form

- Payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg and .eps format) to pmartillo@icsc.org.

Please Check One: Gold Silver Member-Hosted Full-Page Ad Half-Page Ad Four (4) SCT Week Ads

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2016PND-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) _____