Michigan Idea Exchange & P3 Program

Cobo Center
Detroit, MI
July 17 – 18, 2019
www.icsc.org/2019MI
Michigan Idea Exchange & P3 Program

WEDNESDAY, JULY 17

NEW EVENT!
Member-Hosted Reception
5:30 – 7:00 pm
Registration opens at 5:00 pm.

Central Kitchen + Bar
660 Woodward Avenue
Detroit, MI 48226

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

THURSDAY, JULY 18

Registration
7:00 am – 5:30 pm

Continental Breakfast
7:30 – 8:00 am

Welcome and Introduction to the Program
8:00 – 8:30 am

Roundtables
8:30 – 9:30 am

Keynote Presentation
9:45 – 10:30 am
About Detroit Regional Partnership
The Detroit Regional Partnership is an economic development nonprofit serving Southeast Michigan’s 11-county region. Founded in 2019 by a group of business and philanthropic CEOs, the organization is laser focused on marketing the region to out-of-state and international companies to attract investments and jobs.

Barry I. Matherly, CEC, FM, HLM
President and CEO
Detroit Regional Partnership

P3 Session: Opportunity Zones – Welcome to the Land of OZ
10:45 – 11:45 am

Vernon Gustafsson
ICSC Michigan P3 Public Chair
Planning Manager
City of Pontiac

Lunch Served
11:45 am – 12:15 pm
No lunch service after 12:15 pm.

Government Relations Update
12:15 – 12:30 pm

Keynote Speaker
12:30 – 1:15 pm

New Project Report
1:30 – 2:15 pm
Hear about Bedrock’s plans for the old Hudson’s site as well as Schostak’s plans for Woodward Corners by Beaumont.
New Retailers Coming to Michigan
2:15 – 3:30 pm

Hear from BJ’s Warehouse, Clean Juice, Solidcore, and other new retailers looking for sites in Michigan.

Deal Making
3:30 – 5:30 pm

Table space is limited. Visit www.icsc.org/2019MI to reserve a Deal Making Table or refer to the included Deal Making Table Request Form.

Meeting Adjourns
5:30 pm

Program information current as of April 10, 2019.
Michigan Idea Exchange & P3 Program

Divisional Volunteer Leadership
Scott Carr, CRX, CLS, CSM, ICSC Central Division Vice President, IRC Retail Centers
Edward Eickhoff, CRX, CLS, ICSC Central Division Government Relations Committee Chair, Imperium Group, LLC
Heather Rowe, ICSC Central Division P3 Public Divisional Chair, Village of Libertyville
Warren Terrace, ICSC Central Division P3 Private Divisional Chair, First Commercial Realty & Development Co., Inc.
Donna Pugh, ICSC Central Division Operations Chair, Foley & Lardner LLP
Jim Pye, ICSC Central Division Retail Chair, Famous Footwear
Dustin Marks, ICSC Central Division Next Generation Chair, Anchor Associates
Erin Pogge, CCIM, ICSC Central Division Innovation Chair, Noddle Companies

State Volunteer Leadership
Matthew Berke, ICSC Michigan State Director, Keystone Commercial Real Estate, LLC
Gregory Erne, ICSC Michigan Government Relations Committee Chair, Versa Development, LLC
Vernon Gustafsson, ICSC Michigan P3 Public Chair, City of Pontiac
Doug Brown, ICSC Michigan P3 Private Chair, ASTI Environmental
Lynore Clark, CRX, CSM, ICSC Michigan Operations Chair, Schostak Brothers and Co., Inc.
Michelle Shafir, ICSC Michigan Retail Chair, Robert B. Aikens and Associates, LLC
Corbin Yaldoo, ICSC Michigan Next Generation Chair, Mid-America Real Estate Corp.

Program Planning Committee
Alex Bieri, Michigan Idea Exchange & P3 Program Planning Committee Co-Chair, Stokas Bieri Real Estate
Cindy Ciura, Michigan Idea Exchange & P3 Program Planning Committee Co-Chair, CC Consulting
Kevin Berke, Keystone Commercial Real Estate, LLC
Adam Goodman, Mid-America Real Estate Corp.
Dave Hesano, CBRE
Kate Lazarski, Bedrock
Paul Magy, Clark Hill PLC
Dennis Miller, MKIEZI Investments
Greg Newman, Keystone Commercial Real Estate, LLC
Chris Prins, Colliers International
Cole Rathbun, The Hinman Company
Jonathan Schey, Taubman Centers
Tony Schmitt, Mid-America Real Estate Corp.
Jeffrey Schostak, Schostak Brothers and Co., Inc.
Eric Unatin, Mid-America Real Estate Corp.
## Registration Form

### How to Register
Fax: +1 732 694 1800  
Online: [www.icsc.org/2019MI](http://www.icsc.org/2019MI)  
Mail: ICSC  
   P.O. Box 419822  
   Boston, MA 02241-9822

### Registration Fee

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<td>Public Official Member</td>
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<td>Student Member**</td>
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*Must be an ICSC member or affiliate member—visit [www.icsc.org/membership](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 July 12, 2019.

### Cancellations

All cancellations are subject to a $25 cancellation fee. Refunds will not be given for cancellations received after July 12, 2019.

### Accessibility

Anyone desiring an auxiliary aid for this meeting should notify Paula Camacho at +1 646 728 3597 no later than June 13, 2019.

### Continuing Education Credits

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

### 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.

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Please Check One:  
- [ ] Member  
- [ ] Non-Member  
- [ ] Public Official Member  
- [ ] Student Member

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REQUIRED FOR NON-U.S. APPLICANTS:  
[ ] Date of Birth  
[ ] Country of Citizenship

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

### Methods of Payment

No cash accepted in advance or on site.

- [ ] Check made payable to ICSC enclosed for $________
- [ ] MasterCard  
- [ ] Visa  
- [ ] AMEX  
- [ ] Discover  

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Deal Making Table Request Form

**When**
Thursday, July 18, 2019  
3:30 – 5:30 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**
There is no cost to reserve a table, but each person staffing the table must be an advance paid registrant.

**Deadline**
In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by June 3, 2019.

**Availability**
Tables are confirmed on a first-come, first-served basis. Submission of this form does not guarantee a table reservation.

**Notification**
You will receive a Table Confirmation email from ICSC two weeks prior to the event if a table has been reserved for you. If you do not receive an email regarding the status of your table request, please contact Paula Camacho at +1 646 728 3597, or pcamacho@icsc.org.

**Cancellation**
Notify ICSC immediately if you must cancel.

**Contact/Please Return to**
ICSC  
Paula Camacho  
2019 Michigan Idea Exchange & P3 Program  
1221 Avenue of the Americas  
New York, NY 10020-1099  
Tel: +1 646 728 3597  
Email: pcamacho@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.

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<th>Name(s) of person(s) who will staff exhibit table</th>
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Date of Birth  
Country of Citizenship

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

**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 ICSC 2019 Michigan Idea Exchange & P3 Program
- ☐ We will notify ICSC immediately if we must cancel
### Sponsorship Form

**Benefits**

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<tr>
<th>Benefit</th>
<th>Cost</th>
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<tr>
<td>Company logo in Program*</td>
<td>$500</td>
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<tr>
<td>Hyperlinked company logo on event webpage</td>
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<tr>
<td>Hyperlinked company logo on all email blasts</td>
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<td>Company logo in Directory*</td>
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<td>PowerPoint display of company logo during lunch*</td>
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<td>Company logo on signage throughout the conference</td>
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<tr>
<td>Sponsor ribbons that can be worn with your badge throughout the conference</td>
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*Pending production deadline dates

**Deadlines**

June 3, 2019

**Sponsor Contact**

Paul Magy  
Clark Hill PLC  
Tel: +1 248 988 5844  
Email: pmagy@clarkhill.com

**ICSC Contact**

Paula Camacho  
Tel: +1 646 728 3597  
Email: pcamacho@icsc.org

**Return Completed Form and Payment To:**

2019 Michigan Idea Exchange & P3 Program Sponsorship  
P.O. Box 419822  
Boston, MA 02241-9822  
Fax: +1 732 694 1800

**Reminders**

- Payment, by credit card or check payable to ICSC, must accompany the Sponsorship Form.
- Email your company logo (.jpeg and .eps format) to Paula Camacho: pcamacho@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.

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**Company**

Company name that should appear on sign

**Address**

City                      State/Province   Zip/Postal Code

Telephone                 Fax                Email

**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)