



Program

PA/NJ/DE Conference & Deal Making

Pennsylvania Conference Center

Philadelphia, PA | September 11 – 12, 2019

#ICSC



PA/NJ/DE Conference & Deal Making

TUESDAY, SEPTEMBER 10

Optional Event: Community Event

3:00 – 5:00 pm

Separate registration required.

Optional Event: Topgolf

5:00 – 8:00 pm

Separate registration required.

Topgolf Mount Laurel

104 Centerton Road

Mount Laurel, NJ

Special Industry Groups (SIGs)

11:15 – 11:45 am

Lunch Served

11:45 am – 12:15 pm

No lunch service after 12:15 pm.

Welcome and Introduction to the Program

12:10 – 12:15 pm

Keynote Presentation

12:30 – 1:15 pm

Concurrent Sessions

1:30 – 2:30 pm

Roundtable Discussions

2:45 – 3:45 pm

Retailer Speed Networking

4:00 – 5:30 pm

WEDNESDAY, SEPTEMBER 11

Registration

7:30 am – 6:30 pm

Optional Event: Walking Tour

8:30 – 10:30 am

8:30 am – Meet & Register

9:00 am – Tour Departs

Separate registration required.

ICSC First-Timers, New Member and Student Orientation

8:15 – 9:15 am

Whether you are a new ICSC member or this is your first meeting, we can help to make the most out of your experience.

Continental Breakfast

8:15 – 9:15 am

No breakfast service after 9:15 am.

"Open for Business" Mayor's Roundtable & Networking Session

9:15 – 11:15 am

Member Hosted Reception

5:00 – 6:30 pm

Corporate sponsorship opportunities are available. For more information, please visit www.icsc.org/2019PND.

THURSDAY, SEPTEMBER 12

Registration

8:00 am – 4:00 pm

Continental Breakfast

8:30 – 9:30 am

No breakfast service after 9:30 am.

Deal Making

8:30 am – 4:00 pm

Booth space is limited.

Visit www.icsc.org/2019PND for more information.

Retailer Central

8:30 am – 4:00 pm

ICSC is offering complimentary registration to retailer members and a complimentary table.

Advance registration is required—visit www.icsc.org/2019PND for more details.

Lunch Served

12:00 – 12:30pm

No lunch service after 12:30 pm.

Conference Adjourns

4:00 pm

Program information current as of June 20, 2019.

PA/NJ/DE Conference & Deal Making

DIVISIONAL VOLUNTEER LEADERSHIP

Seth Geldzahler, ICSC Trustee and Eastern Division Vice President, Bed Bath & Beyond, Inc.
Sam Rank, ICSC Eastern Division Government Relations Committee Chair, Lambis Rank
Morgan Konstantinidis, ICSC Eastern Division Innovation Chair, Retail Sites, LLC
Davon Barbour, ICSC Eastern Division P3 Public Chair, Downtown Partnership of Baltimore, Inc.
Barry S. Porter, ICSC Eastern Division P3 Private Chair, CPH, Inc.
Wayland Benbow, ICSC Eastern Division Retail Chair, Great Clips, Inc.
Chris McMahon, ICSC Eastern Division Next Generation Chair, Summit Realty Partners

STATE VOLUNTEER LEADERSHIP

Thomas Onder, Esq., ICSC Pennsylvania/Southern New Jersey/Delaware State Director, Stark & Stark
Eric Goldberg, Esq., ICSC Pennsylvania/ Southern New Jersey/Delaware Government Relations Committee Chair, Stark & Stark
Abe Khan, ICSC Pennsylvania/Southern New Jersey/Delaware Government Relations Committee Chair, Bennett Williams Commercial
Michael Fekete, ICSC Pennsylvania/Southern New Jersey/Delaware Government Relations Committee Chair, Montgomery, McCracken, Walker & Rhoads, LLP
Marshall Snively, ICSC Pennsylvania/Southern New Jersey/Delaware P3 Public Chair, Lancaster City Alliance
Marshall Kizner, Esq., ICSC Pennsylvania/Southern New Jersey/Delaware P3 Private Chair, Stark & Stark
Andrew Pittel, ICSC Pennsylvania/Southern New Jersey/Delaware Retail Chair, Wakefern Food Corp.
Julie Fox, ICSC Pennsylvania/Southern New Jersey/Delaware Next Generation Chair, R.J. Brunelli & Company, LLC

PROGRAM PLANNING COMMITTEE

Greg Elko, 2019 PA/NJ/DE & Deal Making Program Planning Committee Chair, Langan
Steven Powell, 2019 PA/NJ/DE Conference & Deal Making Program Planning Committee Co-Chair, Kravco & Company, LLC

Tony Banks , CORFAC International	Jeffrey Hoffman , JPH Realty Advisors
Colin Behr , JLL	Paul Hoyle , Ignarri-Lummis Architects
Veronica Blum , MPN Realty	Paige Jaffe , JLL
Carter Bumgardner , The Graham Company	Morgan Konstantinidis , Retail Sites LLC
Scott Dare , Dare Commercial Services	John Krause , CBRE
David DePetris , Legend Properties, Inc.	Robyn Marano , Regency Centers
Suzanne Farnoly , American Asphalt Company, Inc.	Mia McKay , Fidelity National Title Insurance
Michael Fekete , Montgomery McCracken Walker & Rhoads LLP	Kenneth Morgan , Morgan Law LLC
Julie Fox , R.J. Brunelli Company LLC	Carrie Nase-Poust , Fox Rothschild LLP
John-David Franklin , Madison Marquette	Gina Noda , Permit Advisors Inc.
Eric Goldberg , Stark & Stark	Tom Onder , Stark & Stark
David Goodman , Equity Retail Brokers, Inc.	Akshar Patel , Stark & Stark
Jamar Gordon , Legend Properties, Inc.	Drew Romanic , Martin Architectural Group
John Heft , RT Specialty LLC	Keith Seymour , Equity Retail Brokers, Inc.

THANK YOU TO OUR SPONSORS

North American _____



Gold _____

Silver _____

Bronze _____

Member-Hosted Reception _____

REGISTRATION FORM

How to Register

Fax: +1 732 694 1800
Online: www.icsc.org/2019PND
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 **August 27, 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:

Philadelphia Marriott Downtown

1201 Market Street
Philadelphia, PA 19107

Rate: \$215

Cut-Off Date: August 16, 2019

To make a reservation, visit www.icsc.org/2019PND. 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 **August 27, 2019**. All requests for refunds must be received by ICSC in writing.

Accessibility

Anyone desiring an auxiliary aid for this meeting should notify **Jeanine Kelly** at +1 646 728 3685 no later than **August 27, 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. #	(2019PND)
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)

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/2019PND or contact Kelly Ice for a booking link.

When

Thursday, September 12, 2019 | 8:30 am – 4:00 pm

Where

Pennsylvania Convention Center
Exhibit Hall F

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

_____	x	_____	=	_____
Booth Quantity		Fee		Total

Includes

One full conference badge per exhibiting company.
NOTE: Each additional staff person must be a paid registrant of the ICSC PA/NJ/DE 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 Pennsylvania 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.

Directory Deadline

In order to be listed in the Deal Making Directory, ICSC must receive your exposition agreement with full payment by **July 26, 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 from ICSC two months prior to the conference, if a booth has been reserved for you. **If you do not receive confirmation, please contact Kelly Ice.**

Contact

Kelly Ice

Trade Expositions Department
Tel: +1 646 728 3634 | Email: kice@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 REQUEST 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. Retailer Central exhibits must be staffed by retail employees. Third-party representatives are not eligible for a complimentary table.

When

Thursday, September 12, 2019
8:30 am – 4:00 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/2019PND, 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

Availability

Tables are confirmed on a first-come, first-served basis. Submitting a Retailer Central application does not guarantee a table will be reserved for you.

Deadline

ICSC must receive your table application by **August 28, 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

SPONSORSHIP INFORMATION

Benefits	Platinum \$7,000 (Maximum 4 Sponsors)	Gold \$5,000	Silver \$3,000	Bronze \$1,500	Reception \$500
Company logo on lanyards	■				
One full page ad in printed event directory*	■	■			
One half 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)		■			
Company logo prominently placed on on-site event signage	■	■	■	■	
Company logo prominently placed on final program mailer*	■	■	■	■	
Company logo prominently placed on "Thank You" page of event directory*	■	■	■	■	
Company logo and URL on event web page	■	■	■	■	
Company logo and URL on event emails	■	■	■		
Company name on "Thank You" page in event directory*					■
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.

ICSC Contact

Jeanine Kelly
Tel: +1 646 728 3685
Email: jkelly@icsc.org

Sponsors Contacts

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

Rita Malek (Northeast and Mid-Atlantic)
Tel: +1 646 728 3539 | Email: rmalek@icsc.org

Terri Sobol (Canada, Northeast and Mid-Atlantic USA)
Tel: +1 646 728 3523 | Email: tsobol@icsc.org

Return Completed Form and Payment to

ICSC PA/NJ/DE Conference & Deal Making Sponsorship
P.O. Box 419822
Boston, MA 02241-9822

Deadline

Sponsorship must be received by **August 1, 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 ☐ Bronze ☐ Reception

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