Tennessee/Kentucky Idea Exchange

Music City Convention Center
Nashville, TN
July 22 – 23, 2019
www.icsc.org/2019TK
MONDAY, JULY 22

Registration
8:00 am – 8:00 pm

Continuing Education and P3 Program*
9:00 am – 12:00 pm

*3.0 hours of Continuing Education Credits applicable for 2019 Pending Approval. CE Real Estate Credits for the state of Kentucky no longer qualifies.

Real Estate Tax Update
9:00 – 10:00 am

SPEAKERS
Frank Lucas, CPA
Senior Tax Manager
RSM US, LLP
Parr Thompson
Senior Tax Manager
RSM US, LLP

Introduction to Opportunity Zones in Kentucky and Tennessee
10:00 – 11:00 am

SPEAKERS
Tony Grappone
Partner
Novogradac
Robert Guth
Senior Tax Attorney
Bass Berry & Sims PLC

Case Study of Kentucky Public/Private Partnership
11:00 am – 12:00 pm

MODERATOR
Cynthia Stewart
Vice President, Community Development
ICSC

PANELISTS
Brandon Buchanan
TN Private Sector
Owner
Buchanan Realty Group
Kyle Galloway
KY Private Sector
Attorney
Duncan Galloway Egan Greenwald, PLLC
Lee Greer, Jr.
KY Private Sector
Developer & Operator
Greer Companies
Mayor John Holden
TN Public Sector
City of Dyersburg, TN
Jay Moneyhun
TN Private Sector
Partner
Bass Berry & Sims PLC

Optional Event | Topgolf
12:00 – 2:00 pm
500 Cowan Street
Nashville, TN
Pre-registration is required.

Optional Event | Next Generation Hard Hat Tour and Reception
3:30 – 5:30 pm
Downtown Nashville is experiencing rapid economic growth and development. Tour OliverMcMillan’s Fifth + Broadway development, a $430M mixed-use project that includes 378,000 GSF of retail. The tour includes views from the residential tower that overlooks Broadway and gives amazing views to the retail and office components of the project. Afterwards, enjoy a networking reception at the Renaissance Hotel. Pre-registration is required.
Renaissance Hotel
611 Commerce Street
Nashville, TN

Member-Hosted Reception
6:00 – 8:00 pm
L.A. Jackson at the Thompson Hotel
401 11th Avenue South
Nashville, TN
Corporate sponsorship opportunities are available. For more information, please visit www.icsc.org/2019TK or refer to the sponsorship form.
TUESDAY, JULY 23

Registration
7:30 am – 4:30 pm

Continental Breakfast
8:00 – 8:30 am
No breakfast service after 8:30 am.

Welcome and Introduction to the Program
9:00 – 9:15 am
Justin Schad, CCIM
Tennessee/Kentucky Idea Exchange
Program Planning Committee Chair
Principal Broker/TN
TRIO Commercial Property Group, LLC

Government Relations Update
9:15 – 9:30 am
Justin Sterling
Tennessee Government Relations Committee Chair
Senior Real Estate Advisor
NAI Koella | RM Moore

Roundtable Discussions
9:30 – 10:15 am
Join expert-led discussions to find out more about the topics that interest you.

1. Lead Generation Through Building a Personal Brand
   Led by: Justin Sterling, NAI Koella | RM Moore

2. Mixed-Use: Creating A Vibrant Mix For the Long Term
   Led by: Grant Kinnett, Boyle Investment Co.

3. Tenant Representation – Best Practices
   Led by: Rob Foss, Avison Young

4. Food Halls/Entertainment/ Creative Uses
   Led by: Sam Heide, Crawford Square Real Estate Advisors, LLC

5. Public/Private Partnerships: How They Work, Public Sector Perspective
   Led by: Parker Hardy, Oak Ridge Chamber of Commerce

6. Public/Private Partnerships: How They Work, Private Sector Perspective
   Led by: Adam Branscomb, Fairmount Properties

7. The Future of Brokerage, a Millennial Perspective
   Led by: Theresa Carnes, TRIO Commercial Property Group, LLC

8. Big Data – Mobile Tracking & New Ways to ID Your Audience
   Led by: Shea Laffere, Sport Clips & Gregg Katz, The Shopping Center Group

9. Opportunity Zones 101
   Led by: Lamont Price, TN Department of Economic and Community Development

Meet the Retailers
10:30 – 11:15 am
Retailers will share their site requirements and regional expansion plans in this not-to-be-missed session.

General Sessions
11:30 am – 12:30 pm

A. State of the Market Update
   An economic outlook on the local and regional retail real estate market.
   SPEAKER
   Janet Miller, CECD, FM
   CEO & Market Leader | Partner | Nashville Colliers International

B. Urban/Mixed-Use Development & Tenant Panel
   With the popularity of core growth on the rise, more developers are turning to mixed-use projects, bringing together a combination of residential, office or hotel, along with ground floor retail. This panel will discuss the retail impact of these type of projects from a mixed-use developers perspective.
   MODERATER
   Mary Beyer Lell
   Principal
   Crawford Square Real Estate Advisors
   PANELISTS
   Charles Carlisle
   CEO
   Bristol Development Group
Ben Collins  
Senior Managing Director  
Crescent Partners

Todd S. Friedenberg, CCIM  
President/Principal  
Q10/Vista Commercial Mortgage Group, LLC

Aaron P. Schneider  
Project Analyst  
Brookfield Properties Development

THANK YOU TO OUR SPONSORS

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Investment Partners, LLC

Kaden Companies

SouthStar

Dahlem

Hogan Real Estate

Kabat

NA Issac

Trio

Member-Hosted Reception

Mainland

Market Street Enterprises

Parkes Development Group, LLC

Turner & Associates Realty, Inc.

TSCG

Program information current as of June 4, 2019.

Lunch Served  
12:30 – 1:00 pm  
No lunch service after 1:00 pm.

Keynote Presentation  
1:00 – 1:30 pm  
Matt Bodnar, named a “Forbes 30 Under 30” and partner in multiple “Inc. Fastest Growing Companies,” is a deal maker and strategy expert who has scaled businesses across multiple industries. Bodnar is Chairman of Fresh Technology, Co-founder & Managing Partner of Fresh Capital, and Managing Partner of Fresh Holdings. He is also the Creator and Host of The Science of Success Podcast with more than 3 million downloads. Bodnar previously worked as a consultant in China and spent several years at Goldman Sachs.

Matt Bodnar  
Co-founder & Managing Partner  
Fresh Capital Group

Deal Making  
1:30 – 4:30 pm  
Table space is limited. Visit www.icsc.org/2019TK to reserve a Deal Making Table or refer to the included Deal Making Table Request Form.

Meeting Adjourns  
4:30 pm
Divisional Volunteer Leadership
Kenton McKeehan, ICSC Southern Division Vice President, Hines
Trey Morgan, ICSC Southern Division Government Relations Chair, The Morgan Companies
Steve Althoff, ICSC Southern Division Innovations Chair, Four M Development
Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie
John Wiles, Esq., ICSC Southern Division P3 Private Chair, Wiles & Wiles, LLP
Bridgid O’Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.
Ryan Rivera, ICSC Southern Division Next Generation Chair, Hartman Simons & Wood LLP

State Volunteer Leadership
Dan Pellissier, ICSC Kentucky State Director, Jack in the Box
Rob Foss, ICSC Tennessee State Director, Avison Young
Justin Baker, ICSC Kentucky Government Relations Chair, TRIO Commercial Property Group, LLC
Justin Sterling, ICSC Tennessee Government Relations Committee Chair, NAI Koella | RM Moore
John Fischer, ICSC Kentucky P3 Private Chair, Fischer’s Real Estate Brokerage
Rebecca Matheny, ICSC Kentucky P3 Public Chair, Louisville Downtown Partnership Development Corp.
Parker Hardy, ICSC Tennessee P3 Public Chair, Oak Ridge Chamber of Commerce
Casey Smallwood, ICSC Kentucky Next Generation Chair, NAI Global
Elam Freeman, ICSC Tennessee Next Generation Co-Chair, Baker Storey McDonald Properties
Alexander McDonald, ICSC Tennessee Next Generation Co-Chair, Berkeley Capital Advisors

Program Planning Committee
Justin Schad, CCIM, ICSC Tennessee/Kentucky Idea Exchange Program Planning Committee Chair, TRIO Commercial Property Group, LLC
Casey Smallwood, ICSC Kentucky/Tennessee Idea Exchange Program Planning Committee Co-Chair, ICSC Kentucky Next Generation Chair, NAI Global

Jamie Adams, CCIM, LEED AP, NAI Isaac
Roy Andrews, Gresham Smith and Partners
J.L. Cannady, CCIM, NAI Isaac
David Crabtree, Jr., Brookside Properties, Inc.
Brent Dolen, Cushman & Wakefield, Inc.
Timothy Dougherty, Form G Commercial Advisors
Miller Fitts, The Shopping Center Group
Tiffanie Fitzpatrick, The Capital Corporation
Elam Freeman, Baker Storey McDonald Properties
Kyle Galloway, Duncan Galloway Egan Greenwald, PLLC
Susan Gorney, Gorney Realty Co.
Hunter Harrison, CHM, LLC
Gordon Haagland, Greer Companies
Woodford Hoagland, Hoagland Commercial Realtors
Ronda Hogan, Kaden Companies
Clay Hunt, CBRE
Spencer Hunt, Avison Young
Joshua McBride, Kabat Real Estate Solutions
Alexander McDonald, Berkeley Capital Advisors, LLC
Christopher Miller, Bridgestone Retail Operations, LLC
Rebecca Norton, Trio Commercial Property Group, LLC
Fraser Schaufele, Mainland Companies
Gary R. Shanks, Jr., The Shopping Center Group
Michael Stewart, Bass, Berry & Sims PLC
**Registration Information**

**How to Register**
Fax: +1 732 694 1800
Online: www.icsc.org/2019TK
Mail: ICSC
PO. Box 419822
Boston, MA 02241-9822

**Registration Fee**

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<td>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 or call +1 646 728 3800 to join.

**Deadlines**
Advance registrations must be received by July 15, 2019.

**Cancellations**
All cancellations are subject to a $25 cancellation fee. Refunds will not be given for cancellations received after July 15, 2019.

**Hotel Reservations**
A block of rooms has been reserved at:
Thompson Nashville
401 11th Avenue South
Nashville, TN 37203
Rate: $249
Cut-Off Date: July 1, 2019
To make a reservation, visit www.icsc.org/2019TK.
For assistance, call +1 877 541 9876 or internationally at +1 312 527 7300.

**Accessibility**
Anyone desiring an auxiliary aid for this meeting should notify Theresa Orlando at +1 646 728 3671 no later than July 1, 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, which are hereby incorporated by reference.

**Sponsorship Information**

**BENEFITS**

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<td>Company logo in Final program if sponsorship is received by May 1, 2019*</td>
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<td>Company logo recognition and URL link on event webpage and email blasts</td>
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<td>Company logo recognition on event website and email blasts</td>
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<td>Company logo and 25-word company description (subject to ICSC approval) in Directory if sponsorship is received by June 15, 2019*</td>
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<td>Company logo in Directory if sponsorship is received by June 15, 2019*</td>
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<td>Company name in Directory if sponsorship is received by June 15, 2019*</td>
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<td>PowerPoint display of company logo during lunch</td>
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<td>Company logo on signage at the reception</td>
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<td>Company name on signage at the reception</td>
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<td>Sponsor ribbons that can be worn with your badge throughout the conference</td>
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*Pending production deadline dates

**Return Completed Form and Payment To:**
2019 TN/KY Idea Exchange
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 Theresa Orlando: torlando@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.

**Sponsor Contacts**
Rob Foss
Tel: +1 615 727 0019
Email: rob.foss@avisonyouang.com

Justin Schad
Tel: +1 615 881 3122
Email: jschad@triocpg.com

**ICSC Contact**
Theresa Orlando
Tel: +1 646 728 3691
Email: torlando@icsc.org

**For more information, visit www.icsc.org/2019TK.**
Deal Making Table Request Form

When
Tuesday, July 23, 2019
1:30 – 4:30 pm

Includes
6’ x 30” draped table
2 Chairs
Company sign

Who Qualifies
Brokers representing Retailers
Cities/Municipalities/Economic
Development Agencies
Developers/Owners
Lenders
Retailers
Suppliers

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 26, 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 Theresa Orlando at +1 646 728 3691, or torlando@icsc.org.

Cancellation
Notify ICSC immediately if you must cancel.

Contact/Please Return to
ICSC
Theresa Orlando
2019 TN/KY Idea Exchange
1221 Avenue of the Americas
New York, NY 10020-1099
Tel: +1 646 728 3691
Fax: +1 732 694 1696
Email: torlando@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.

Name(s) of person(s) who will staff exhibit table  Title

Contact Name (person to be listed in the directory)  Title

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

☐ 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 TN/KY Idea Exchange
☐ We will notify ICSC immediately if we must cancel

Check All That Apply
☐ We are Retailers.
☐ We are Brokers exclusively representing the following Retailers: