Wednesday, September 11

\[ \text{Golf Tournament} \]
9:00 am – Registration
10:00 am – Shotgun Start

\[ \text{Oxmoor Country Club} \]
9000 Limehouse Lane
Louisville, KY 40220

To register please refer to the Sports Event Sign-Up Form on www.icsc.org/2013TK.

\[ \text{Registration} \]
11:00 am – 8:00 pm

\[ \text{Lunch Served} \]
12:00 noon – 12:30 pm

\[ \text{Alliance Program: Keynote Presentation} \]
12:30 – 1:15 pm

\[ \text{Welcome & Introduction} \]
LACY BEASLEY
ICSC Tennessee Alliance Private Sector Co-Chair
Community Development
The Shopping Center Group
Nashville, TN

\[ \text{Keynote Presentation} \]
JANIA BAILEY
President & COO
FranNet
Louisville, KY

\[ \text{Alliance Program: Fostering Economic Development Through Franchising} \]
1:30 – 2:15 pm

\[ \text{Moderator} \]
MELISSA HALSELL
ICSC Tennessee Alliance Public Sector Co-Chair
TVA Economic Development
Nashville, TN

\[ \text{Speakers} \]
LARRY CLAYTON
Director of Development
Subway Real Estate Corp.
Nashville, TN

HAL GOODE
President of Kentucky Association of Economic Development
Snappy Tomato Franchisee
Frankfort, KY

\[ \text{Alliance Program: Getting to Know Your Commercial Retail Inventory} \]
2:30 – 3:15 pm

\[ \text{Moderator} \]
ROBERT SLOAN
ICSC 2013 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair
Retail Brokerage Services
The Shopping Center Group
Memphis, TN

\[ \text{Speakers} \]
MELISSA HALSELL
ICSC Tennessee Alliance Public Sector Co-Chair
TVA Economic Development
Nashville, TN

JOHN SEBRING
Director of Property Management
The Shopping Center Group
Atlanta, GA
Alliance Program: Refining Your Retail Marketing Materials/Message
3:30 – 4:15 pm

MODERATOR
Lacy Beasley
ICSC Tennessee Alliance
Private Sector Co-Chair
Community Development
The Shopping Center Group
Nashville, TN

SPEAKERS
Richard Groff
Real Estate Manager
Family Dollar Stores Inc.
Memphis, TN

Gaylan Hamilton
Director of Real Estate
Factory Connection
Guntersville, AL

Robin Muir
Real Estate Consultant
Petsense, Inc.
Amarillo, TX

Ashley Utley-Walker
Real Estate Manager
AutoZone, Inc.
Memphis, TN

Next Gen Meet and Greet
5:00 – 6:30 pm

Proof on Main
702 W. Main Street
Louisville, KY 40202

Don't miss this opportunity to participate in a casual networking opportunity with your fellow Next Gener.

Member-Hosted Reception
6:00 – 8:00 pm

21c Louisville
700 W. Main Street
Louisville, KY 40202

Log onto www.icsc.org/2013TK to get a copy of the Sponsorship Form.

Continuing Education
1:30 – 5:30 pm

4.0 Real Estate Law Continuing Education credit hours have been applied for Tennessee and Kentucky.

Pre-Registration is required for Continuing Education Sessions.

Thank You to Our Platinum Sponsors:

Thank You to Our Gold Sponsors:

BCWood Properties

GBT Realty Corporation

Bingham Greenebaum Doll LLP
CBRE Louisville
The Hutton Company
The Shopping Center Group
TRIO Commercial Property Group
Thursday, September 12

► Registration
7:00 am – 4:00 pm

► Continental Breakfast
7:30 – 8:15 am

► Welcome and Introduction to the Program
8:15 – 8:30 am

HOLLY BUCHANAN, CCIM
ICSC Tennessee State Director
Kabat Real Estate Solutions
Nashville, TN

► Roundtables
8:30 – 9:30 am

List Roundtable Topics
1. Capital Markets, sales, buyer/seller activity
2. CMBS Lending in 2013
3. Hot Buttons for Retailers and Landlords in Today’s Environment
4. Capital sources for retail/commercial real estate
5. Retailers Expanding in the Market
6. Construction’s Involvement in Retail Development
7. Creating Memorable Customer Experiences
8. Perspectives From a City Council: Seeking Controversial Project Approvals
9. NIMBYs and the Politics of Permitting
10. Importance and Value of ICSC Designations
11. When Lease Workouts Don’t Work Out

► Meet the Retailers
9:45 – 10:45 am

MODERATORS
JONATHAN E. PETTY, CCIM
ICSC Tennessee Next Generation Chair
Commercial Real Estate Services
Southeast Venture LLC
Nashville, TN

SCOTT G. MITCHELL
Vice President, Strategic Investment Fund
Phillips Edison & Company
Cincinnati, OH

► Concurrent Sessions
11:00 – 11:45 am

A: Retail Development Opportunities in Rural Communities

MODERATOR
LACY BEASLEY
ICSC Tennessee Alliance
Private Sector Co-Chair
Community Development
The Shopping Center Group
Nashville, TN

SPEAKERS
CHARLIE DAHLEM, CCIM
ICSC Past Kentucky State Director
President
Dahlem Realty Company, Inc.
Louisville, KY

DAVID HUNT
President
H & H Services, Inc.
Memphis, TN

B: Tablet Applications for Commercial Real Estate

SPEAKER
SHAWN MASSEY
Partner
The Shopping Center Group
Memphis, TN

► Lunch Served
12:00 noon – 12:30 pm
(No lunch service after 12:30 pm)
Welcome and Program Overview
12:30 – 1:00 pm

JUSTIN BAKER
ICSC Kentucky State Director
Principal Broker/Partner
TRIO Commercial Property Group
Louisville, KY

JOHN FISCHER
ICSC 2013 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee
Co-Chair and Kentucky Alliance Private Sector Co-Chair
Hoagland Commercial Realtors
Louisville, KY

Keynote Presentation
1:00 – 1:45 pm

MICHAEL I. LEOVITZ
Executive Vice President
Development & Administration
CBL & Associates Properties, Inc.
Chattanooga, TN

Deal Making
2:00 – 4:00 pm

Log onto www.icsc.org/2013TK to get a copy of the Deal Making Table Request Form.

Space is limited, so register today!

Meeting Adjourns
4:00 pm

Program information current as of June 12, 2013.
Program Planning Committee

JOHN FISCHER, ICSC 2013 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair and Kentucky Alliance Private Sector Co-Chair, Hoagland Commercial Realtors

ROBERT SLOAN, ICSC 2013 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair, The Shopping Center Group

JUSTIN BAKER, ICSC Kentucky State Director, TRIO Commercial Property Group

HOLLY BUCHANAN, CCIM, ICSC Tennessee State Director, Kabat Real Estate Solutions

TALMAGE Hocker, ICSC Kentucky Government Relations Committee Chair, The Hocker Group

BEN CLAYBAKER, ICSC Tennessee Government Relations Committee Chair, NAI Nashville

LACY BEASLEY, ICSC Tennessee Alliance Private Sector Co-Chair, The Shopping Center Group

PEGGY BAAS, ICSC Kentucky Alliance Public Sector Co-Chair, Louisville Growth & Innovation

MELISSA HALSELL, ICSC Tennessee Alliance Public Sector Co-Chair, TVA Economic Development

PAUL RAY SMITH, Jr., ICSC Kentucky Operations Chair, NAI Isaac Commercial Properties, Inc.

RHONDA THOMAS, SCSM, SCLS, ICSC Tennessee Operations Chair, The Parkes Companies, Inc.

DANIEL PELLISSIER, ICSC Kentucky Retail Chair, PPR Architectural Coatings

JOHN WEBER, ICSC Tennessee Retail Chair, Sport Clips

CLAY HUNT, ICSC Kentucky Next Generation Chair, Cassidy Turley/Harry K. Moore

JONATHAN E. PETTY, CCIM, ICSC Tennessee Next Generation Chair, Southeast Venture LLC

SUSAN S. AHLHEIT, The Shopping Center Group

JOSHUA R. DENTON, Bass Berry

MATT EADS, CCIM, Brookside Properties

JASON GENTNER, B.C. Wood Properties

SCOTT GILMORE, CBRE Louisville

CHIP HAMM, Miller Wells PLLC

DAVID HUESSER, CSM, Simon Property Group

NICOLE MADDOX, Stites & Harbison PLLC

SCOTT G. MITCHELL, Phillips Edison & Company

JOHN DEREK POTTER, The Hutton Company

MICHAEL TABOR, TRIO Commercial Property Group

ASHLEY UTLEY-WALKER, AutoZone, Inc.

DOUG VAN METER, Gulfstream Commercial Services, LLC

MICHAEL VICENTI, Wyatt, Tarrant & Combs

BRIAN WHALEY, CBRE Memphis

JIM WHELAN, B.C. Wood Properties

KELLY E. WILL, Will Realty, LLC
### Registration Form

#### How to Register
- **Fax:** +1 732 694 1800  (credit card registrations only)
- **Online:** www.icsc.org  (credit card registrations only)
- **Mail:** ICSC
  
P.O. Box 26958
  New York, NY 10087-6958

#### Registration Fee

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<th>ADVANCE</th>
<th>ON-SITE</th>
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<tbody>
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<td>$220</td>
</tr>
<tr>
<td>Non-Member</td>
<td>$375</td>
<td>$465</td>
</tr>
<tr>
<td>Public Official</td>
<td>$95</td>
<td>$125</td>
</tr>
<tr>
<td>Student Member**</td>
<td>$50</td>
<td>$50</td>
</tr>
</tbody>
</table>

*To qualify for a member fee, 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.

**Registrants must be ICSC student members to qualify for the student rate.

#### Deadlines
To qualify for the advance registration fee, your registration must be received by **September 4, 2013**.

#### Cancellations
All cancellations will be subject to a $25 cancellation fee. No refunds will be given for cancellations received after **September 4, 2013**. All requests for refunds must be received by ICSC in writing.

### Hotel Reservations
A block of rooms has been reserved at:
- **Hyatt Regency Louisville**
  
  320 W. Jefferson Street
  Louisville, KY 40202
  
  **Rate:** $155 Single/Double Occupancy
  
  **Cut-off Date:** August 20, 2013

We invite you to visit www.icsc.org/2013TK and click on “Book Hotel” under “Additional Links” on the bottom of the page. There you can access the latest hotel availability and the electronic form to reserve your room(s). We would be happy to answer any of your questions during our office hours of Monday through Friday 8:00 am to 5:30 pm ET at +1 888 ICSC TVL (427 2885) ext. 2, or internationally at +1 585 442 8900 ext. 4.

### 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 Credits
ICSC Certified professionals earn
- 1.0 credit (A3) towards senior certification renewal
- 4.0 Real Estate Law Continuing Education credit hours have been applied for Tennessee and Kentucky.

### Special Needs
Anyone desiring an auxiliary aid for this meeting should notify Jaymie Conte at +1 646 728 3598 no later than **August 26, 2013**.

I authorize ICSC and its members to send me announcements via mail, fax and phone about ICSC’s and ICSC members’ programs and services that may be of interest to me or my colleagues. I also consent to receipt of notices from ICSC in electronic form. In addition, I hereby consent to having the Hotel provide, and authorize ICSC and/or its representative(s) to receive, any reservation information I provide to the Hotel.

### How to Register
- **Fax:** +1 732 694 1800  (credit card registrations only)
- **Online:** www.icsc.org  (credit card registrations only)
- **Mail:** ICSC
  
P.O. Box 26958
  New York, NY 10087-6958

#### Deadlines
To qualify for the advance registration fee, your registration must be received by **September 4, 2013**.

#### Cancellations
All cancellations will be subject to a $25 cancellation fee. No refunds will be given for cancellations received after **September 4, 2013**. All requests for refunds must be received by ICSC in writing.

### Method of Payment
- [ ] Check or money order made payable to ICSC enclosed for $ __________
- [ ] MasterCard  [ ] Visa  [ ] AMEX  [ ] Discover $ __________

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

### Registration Fee

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<td>$375</td>
<td>$465</td>
</tr>
<tr>
<td>Public Official</td>
<td>$95</td>
<td>$125</td>
</tr>
<tr>
<td>Student Member**</td>
<td>$50</td>
<td>$50</td>
</tr>
</tbody>
</table>

### Contact Information
- Name
- Company
- Address
- City
- State/Province
- Zip/Postal Code
- Telephone
- Fax
- E-mail
- Your Membership I.D. #

### Please Check One:
- [ ] ICSC Member
- [ ] Non-Member
- [ ] Public Official
- [ ] Student Member
- [ ] Next Gen

### Method of Payment
- [ ] Check or money order 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)  

2013TK-8
## Deal Making Table Request Form

**When**  
Thursday, September 12, 2013  
2:00 – 4:00 pm

**Where**  
Kentucky International Convention Center

**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**  
No cost to reserve a table, but each person who is working at the table must be an advance paid registrant for the meeting.

**Deadline**  
In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by **August 21, 2013**.

**Availability**  
Tables are confirmed on a first-come, first-served basis. Sending in this Deal Making Table Request Form does not guarantee a table will be reserved for you.

**Notification**  
You will receive a confirmation from ICSC two weeks prior to the meeting, if a table has been reserved for you. If you do not receive an e-mail regarding the status of your request, please contact Jaymie Conte to confirm.

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

**Contact**  
Jaymie Conte  
Project Manager  
ICSC  
Tel: +1 646 728 3598  
E-mail: jconte@icsc.org

**Please return to:**  
ICSC  
Jaymie Conte  
ICSC 2013 Tennessee/Kentucky Idea Exchange and Alliance Program  
1221 Avenue of the Americas  
41st Floor  
New York, NY 10020  
Tel: +1 646 728 3598  
Fax: +1 732 694 1763

---

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

---

**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 the 2013 Tennessee/Kentucky Idea Exchange and Alliance Program.  
- We will notify ICSC immediately if we must cancel.

**Indemnification**  
Each party, to the extent permitted by law, agrees to defend and indemnify the other, and its officers, directors, agents, and employees, of and from all claims, demands, or suits for bodily injury or property damage, including costs and attorney fees, in any way arising out of or related to third party claims based on the indemnifying party’s negligent acts or omissions in connection with the Event, except to the extent of the negligence or willful misconduct of the indemnified party.

**Insurance**  
Exhibitor shall each carry Commercial General Liability insurance coverage for property damage and bodily injury to be in effect over the meeting dates specified in this Contract in an amount sufficient to meet its indemnity obligations for this Event.
Sports Event Sign-Up Form

GOLF

➤ When
Wednesday, September 11, 2013
9:00 am – Registration
10:00 am – Shotgun Start

➤ Where
Oxmoor Country Club
9000 Limehouse Lane
Louisville, KY 40220

➤ Fees
$85 (nonrefundable) per player via credit card, check or money order made payable to ICSC. Fee includes green fees, practice cart rental and box lunch. (Golf club rental extra.)

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

➤ ICSC Contact
Jaymie Conte
Tel: +1 646 728 3598
E-mail: jconte@icsc.org

➤ 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

This form should be duplicated for additional registrations.

Name

Company

Address

City State/Province Zip/Postal Code

Telephone Fax

E-mail

Method of payment

☐ Check or money order made payable to ICSC enclosed for $ ____________________

☐ MasterCard  ☐ Visa  ☐ AMEX  ☐ Discover $ ____________________

Golf 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: ______

(checkbox only – copy this form for additional registrations)

Name (as it appears on credit card)  Signature

Credit Card Number (include all digits)  Expiration Date (month/year)

Release of Claims (Read Carefully and Sign)

I agree and acknowledge that I am participating in the ICSC 2013 Tennessee/Kentucky Idea Exchange and Alliance Program Golf Tournament ("Sports Event") on my own accord. I give this acknowledgement freely and knowingly and I represent and warrant to you that I am physically and mentally fit and that, as a result, able to participate, and I do hereby assume responsibility for my own well-being. I am fully aware that possible physical injury might occur to me as a result of my participation, and I agree to assume the full risk, including risk which is not specifically foreseeable, of any injuries, including death, damages or loss regardless of severity, which I may sustain as a result of participating in any and all activities connected with or associated with the Sports Event.

In consideration of the right to participate in the Sports Event, I hereby waive any and all rights or claims I may have as a result of participation in the Sports Event against the International Council of Shopping Centers, Oxmoor Country Club, and their respective directors, officers, employees, members, staff, and all individuals assisting in instructing, sponsoring and conducting these activities, from any and all claims resulting from injuries, including death, damages, or loss, which may accrue to me or my heirs arising out of or in any way connected with my participation in the Sports Event. I further agree to indemnify, defend, and hold harmless the International Council of Shopping Centers, Oxmoor Country Club and their respective directors, officers, employees, members, staff, and all individuals assisting in instructing, sponsoring and conducting these activities, from any and all claims resulting from injuries, including death, damages, or loss, which may accrue to me or my heirs arising out of or in any way connected with my participation in the Sports Event.

ICSC 2013 Tennessee/ Kentucky Idea Exchange and Alliance Program
Sponsorship Form

Sponsorships serve as an advertising or PR opportunity to get your company’s name in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!

Your Platinum Sponsorship of $2,000 will include:
- Verbal recognition from the podium
- Additional Deal Making Table (total of 2 tables)
- Company name and/or logo on all publicity material including electronic and hard copy on:
  - Pre-event printed materials*
  - Targeted e-mail blasts to ICSC membership
  - Logo on event Website with hyperlink
  - On-Site signage
- Company logo to loop during select event functions
- Hole signage at the Golf Tournament
- Platinum Sponsor Ribbon

Your Gold Sponsorship of $1,000 will include:
- Company name and/or logo on all publicity material including electronic and hard copy on:
  - Pre-event printed materials*
  - Targeted e-mail blasts to ICSC membership
  - Logo on event Website with hyperlink
  - On-Site signage
- Company logo to loop during select event functions
- Gold Sponsor Ribbon

Your Member-Hosted Reception Sponsorship of $500 will include:
- On-Site signage at Member-Hosted Reception
- Company logo to loop during select event functions
- Reception Sponsor Ribbon

**When**
Wednesday, September 11, 2013
6:00 – 8:00 pm

**Where**
21c Louisville
700 W. Main Street
Louisville, KY 40202

**Deadline**
Sponsorship must be received by Monday, August 26, 2013, to be recognized at the meeting.

**ICSC Sponsor Contact**
Jaymie Conte
Tel: +1 646 728 3598
E-mail: jconte@icsc.org

**Sponsor Contacts**
Robert Sloan
Tel: +1 901 334 5703
E-mail: roberts@theshoppingcentergroup.com

Kelly E. Will
Tel: +1 502 239 5353
E-mail: willrealtyllc@aol.com

**Sign up now by returning completed form with:**
- $2,000, $1,000 or $500 payment by credit card, check or money order made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .eps format) to Jaymie Conte at jconte@icsc.org

**Return completed form to:**
2013 Tennessee/Kentucky Idea Exchange
P.O. Box 26958
New York, NY 10087-6958
Tel: +1 646 728 3638
Fax: +1 732 694 1800
(credit card payments only)

Please check one:
- Platinum Sponsor
- Gold Sponsor
- Reception Sponsor

Company

Company name that should appear on sign (please print or type)

Address

City State/Province Zip/Postal Code

Telephone Fax E-mail 2013TK-S

**Method of payment**

☐ Check or money order 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)

thank you!
ICSC 2014 Tennessee/Kentucky Idea Exchange and Alliance Program

July 9 – 10, 2014
TN-Music City Convention Center
Nashville, TN

It just got better.
Download ICSC Mobile 2.0

• Member to Member lookup
• View/search attendee and exhibitor lists
• View conference programs
• Show floor plans and booth locations
• Register for ICSC events anytime, anywhere
• Sponsorship and advertising opportunities
• View updated industry job openings

ICSC is App-solutely connected.

www.icsc.org/mobile
Now available for iPhone, Blackberry, Android and iPad.