



Preliminary Program

Red River States Conference & Deal Making

Fort Worth Convention Center | Fort Worth, TX

January 9 – 11, 2019

#ICSC



Red River States Conference & Deal Making

Our Members Spoke and We Listened.

We're taking the Texas Conference & Deal Making to a new level, saving you time and money while maximizing networking opportunities and deal making potential.

The expanded regional event, Red River States Conference & Deal Making, will unite key industry professionals from Texas, Louisiana, Arkansas and Oklahoma all under one roof.

WEDNESDAY, JANUARY 9

Registration
12:00 – 7:30 pm

Distillery Tour (Optional Event)
12:00 – 1:30 pm

Topgolf Tournament (Optional Event)
12:00 – 3:00 pm

First-Timers Orientation
2:30 – 3:30 pm

Professional Development Workshops
3:00 – 4:30 pm

Next Generation/Student Reception and Networking
4:30 – 5:30 pm

Member-Hosted Reception
5:30 – 7:30 pm

THURSDAY, JANUARY 10

Registration
7:00 am – 5:00 pm

Breakfast
7:30 – 8:00 am

Welcome and Program Overview
8:00 – 8:15 am

Government Relations Update
8:15 – 8:30 am

Keynote Presentation
8:30 – 9:30 am

Deal Making
9:00 am – 5:00 pm

Professional Development Workshops
10:00 – 11:00 am

Lunch
11:30 am – 12:00 pm

Retailer Showcase
12:00 – 1:00 pm

Special Industry Groups (SIGs)
4:00 – 5:00 pm

TAKE ADVANTAGE OF ICSC'S RETAILER PROGRAM

ICSC's Retailer Program offers complimentary registration to retailer members at this event. Not an ICSC member? We still want you to participate! Non-members are invited to exhibit in Retailer Central, a location on the deal making floor where retailers can promote their company to industry decision-makers. Advance registration is required—visit www.icsc.org/2019TX for more details.

FRIDAY, JANUARY 11

Registration

8:00 am – 12:00 pm

Breakfast

8:30 – 9:00 am

Welcome and Program Overview

9:00 – 9:15 am

Retail Forecast

9:15 – 10:15 am

Deal Making

9:00 am – 12:00 pm

Retailer Central

9:00 am – 12:00 pm

Meeting Adjourns

12:00 pm

Corporate sponsorship is available. For more information, please see the Sponsor Form or visit www.icsc.org/2019TX.

Program information current as of August 20, 2018.

Red River States Conference & Deal Making

DIVISIONAL VOLUNTEER LEADERSHIP

Patricia M. Blasi, CRX, CSM, ICSC Southern Division Vice President, Borghese Investments
Trey Morgan, ICSC Southern Division Government Relations Committee Chair, Morgan Property Group
John Wiles, Esq., ICSC Southern Division P3 Private Chair, Wiles & Wiles, LLP
Marty Wieder, ICSC Southern Division P3 Public Chair, City of Grand Prairie
Steve Althoff, ICSC Southern Division Innovation Chair, The Sembler Company
Bridgid O'Connor, ICSC Southern Division Retail Chair, Publix Super Markets, Inc.
Townsend Underhill, CRX, ICSC Southern Division Next Generation Chair, Stirling Properties

PROGRAM PLANNING COMMITTEE

Maranda Auzenne, ICSC 2019 Red River States Conference Program Planning Committee Co-Chair, Trademark Property
Jeff Yates, ICSC 2019 Red River States Conference Program Planning Committee Co-Chair, ARK Commercial

Heather Abel, Goldman Sachs
Chris Abadie, Stirling Properties
Shawn Ackerman, Henry S. Miller Brokerage, LLC
Robin Barrow, Weitzman
Patty Bender, Vista Equities Group
Denise Browning, CRX, CMD, Browning Retail
Holt Browning, Weitzman
Kirsten Early, SRSA Commercial Real Estate, Inc.
Tammy Fate, Oklahoma City Chamber of Commerce
Rick Gillham, Gillham, Golbeck & Associates
Ben Hines, Venture Commercial
Stacy Holt, Gilham, Golbeck & Associates
Jordan Ligon, C.R. Crawford Construction
Matt Marshall, Texerra Construction and Development
Alaina McGlothlin, CBRE
David Pettit, David Pettit Economic Development, LLC
Marnie Phelps, Cyntergy
Andrew Samples, JLL
David Schnitzer, CCIM, LEEPAP, ASCEND Commercial
Steven C. Serio, Fishman Hay Good
Kaci Summey, GGP Inc.
Tina Wolfe, Hunt Companies

STATE VOLUNTEER LEADERSHIP

TEXAS

Whitney Livingston, ICSC Texas State Director, Centennial

Kim Carmack, CCIM, ICSC Texas State Government Relations Committee Chair, Rohde Ottmers Siegel Realty Inc.

Tracy Bratton, ICSC Texas Government Relations Committee Co-Chair, Bowman Consulting Group

Edward Manuel, ICSC Texas P3 Private Chair, Pershing Capital

Allison Cook, ICSC Texas P3 Public Chair, City of Farmers Branch

Grant Gold, ICSC Texas Operations Chair, Howard Hughes Corporation

Blane O'Banion, ICSC Texas Operations Co-Chair, O'Banion Commercial Realty LLC

Trent Endres, ICSC Texas Retail Chair, SAT&T – Authorized Retailer – Prime Communications

Giancarlo Carriero, ICSC Texas Next Generation Chair, Tricom

LOUISIANA

Steven Serio, ICSC Louisiana State Director, Fishman Haygood LLP

Andy St. Romain, Esq., ICSC Louisiana Government Relations Committee Chair, Jones Walker LLP

Kirsten Early, ICSC Louisiana P3 Private Chair, SRSA Commercial Real Estate, Inc.

Leigh Ferguson, ICSC Louisiana P3 Public Chair, Downtown Development District

Greg Burnthorn, ICSC Louisiana Retail Chair, Smoothie King Franchises

Carly Plotkin, ICSC Louisiana Next Generation Chair, Stirling Properties

ARKANSAS

Cliff McKinney, ICSC Arkansas State Director, Quattlebaum, Grooms & Tull PLLC

Jeff Yates, CRX, CLS, ICSC Arkansas Government Relations Committee Chair, ARK Commercial

Adam Vanbecelaere, ICSC Arkansas Retail Chair, Walmart

OKLAHOMA

Tammy Fate, ICSC Oklahoma State Director, Oklahoma City Chamber of Commerce

Marnie Phelps, ICSC Oklahoma Government Relations Committee Chair, Cyntergy AEC

Alaina McGlothlin, ICSC Oklahoma P3 Private Chair, CBRE

Cody Mosley, ICSC Oklahoma Operations Chair, Broken Arrow Economic Development Corporation

REGISTRATION FORM

How to Register

Fax: +1 732 694 1800
Online: www.icsc.org/2019TX
Mail: ICSC
P.O. Box 419822
Boston, MA 02241-9822

Registration Fees

	Advance	On-Site
Member*	\$350	\$450
Non-Member	\$700	\$900
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—there is no on-site complimentary registration. 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 **December 7, 2018**.

Hotel Reservations

A block of rooms has been reserved at:

Omni Fort Worth Hotel 1300 Houston Street Fort Worth, TX 76102 Rate: \$289 Single/Double	Hilton Fort Worth 815 Main Street Fort Worth, TX 76102 Rate: \$209 Single/Double
Cut-Off Date: December 18, 2018	

To make a reservation, visit www.icsc.org/2019TX. For assistance, call +1 877 541 9876, or internationally at +1 312 527 7300.

Continuing Education Credit

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

Cancellations

All cancellations are subject to a **\$100** cancellation fee. No refunds will be given for cancellations received after **December 7, 2018**.

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Catherine O'Hare** at **+1 646 728 3504** no later than **December 3, 2018**.

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. #	(2019TX)
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/2019TX or contact Kelly Ice for a booking link.

When

Thursday, January 10, 2019 | 9:00 am – 5:00 pm
Friday, January 11, 2019 | 9:00 am – 12:00 pm

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

Includes

One full conference badge per exhibiting company.

NOTE: Each additional staff person must be a paid registrant of the 2019 ICSC Red River States 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 Fort Worth 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.

RETAILER CENTRAL TABLE INFORMATION

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

Friday, January 11, 2019 | 9:00 am – 12:00 pm

Cost

There is no cost to reserve a table, but each person staffing the table must be an advance registrant.

Includes

- One 6' draped table
- Two chairs
- Company sign

Who Qualifies

Retailers

How to Sign Up

Visit icsc.org/2019TX, click on the Retailer Registration link located in the "Additional Resources" section to sign up as complimentary retailer and to request your table.

Guidelines

- Table must be staffed 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
- No food service
- One table per company

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 **December 21, 2018** in order to participate in Retailer Central. No on-site requests will 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

Availability

- Booths will be assigned based on the ICSC Red River States Conference & Deal Making priority point system.
- Booths are confirmed on a first-come, first-served basis.
- Submitting a Deal Making application does not guarantee a booth will be reserved for you.
- Applications will not be approved without payment.
- ICSC cannot guarantee that you will not be placed near a competitor.

Directory Deadline

In order to be listed in the Deal Making Directory, ICSC must receive your exposition agreement with full payment by **November 16, 2018**.

Cancellations

Notify ICSC immediately if you must cancel your exhibit space. All voluntary cancelled exhibits are non-refundable and non-transferable.

Notification

You will receive an email Booth Confirmation from ICSC three months prior to the conference, if a booth has been reserved for you. **If you do not receive an email regarding the status of your request, contact Kelly Ice at kice@icsc.org.**

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.

SPONSORSHIP INFORMATION

Benefits	Platinum \$7,500 (Maximum 4 Sponsors)	Gold \$5,500	Silver \$3,500	Reception \$750
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 (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 name on "Thank You" page in event directory*				■
Company logo to loop during luncheon and select event functions	■	■	■	■
Company logo on on-site Member-Hosted Reception signage				■
Company logo and URL on event page	■	■	■	
Company logo and URL on event emails	■	■	■	
Sponsor ribbon for all registered company attendees	■	■	■	■

*Pending production deadline dates.

Sponsor Contacts

Michael Belli (Western USA and Canada)
Tel: +1 714 313 1942 | mbelli@icsc.org

Jose Mario Calderon (Caribbean & Latin America)
Tel: +1 646 728 3627 | jcalderon@icsc.org

Sheila Charton (Northeast and Mid-Atlantic USA)
Tel: +1 646 728 3545 | scharton@icsc.org

Amie Leibovitz (Southern and Midwest USA, Texas and Puerto Rico)
Tel: +1 773 360 1179 | aleibovitz@icsc.org

Sally Stephenson
Tel: +1 847 835 1617 | sstephenson@icsc.org

Return Completed Form and Payment to

2019 Red River States Conference & Deal Making
P.O. Box 419822
Boston, MA 02241-9822

ICSC Contact

Catherine O'Hare
Tel: +1 646 728 3504
Email: cohare@icsc.org

Deadline

Sponsorship must be received by **December 3, 2018** 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 Reception

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

OPTIONAL EVENT SIGN-UP FORM

TOPGOLF TOURNAMENT

When

Wednesday, January 9, 2019

12:00 – 3:00 pm

Where

Topgolf Fort Worth

2201 East 4th Street
Fort Worth, TX 76102

Fee

\$60 (non-refundable)

Fee includes all tournament fees and lunch.

Please Note: Space is limited to 100 players and will be confirmed on a first-come, first-served basis.

Deadline

The deadline to register for this event is **December 17, 2018**.

Topgolf Contact

Robin Barrow

Tel: +1 214 720-3638

Email: rbarrow@weitzmangroup.com

ICSC Contact

Julia Tiberio

+1 646 728 3598

jtiberio@icsc.org

**Return Completed Form
and Payment to:**

ICSC Registration
P.O. Box 419822
Boston, MA 02241-9822
Fax: +1 732 694 1800

DISTILLERY TOUR

When

Wednesday, January 9, 2019

12:00 – 1:30 pm

Where

Acre Distilling Company

1309 Calhoun Street
Fort Worth, TX 76109

Fee

\$30 (non-refundable)

Fee includes all tour fees and lunch. Please note: Space is limited and will be confirmed on a first-come, first-served basis.

Deadline

The deadline to register for this event is **December 17, 2018**.

Topgolf Contact

Andrew Samples

Tel: +1 214 438 6474

Email: andrew.samples@am,jll.com

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:

Topgolf Tournament Distillery Tour

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ (2019TX)

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) _____