



# Frequently asked questions and answers about ICSC's Strategic Leadership Summit 2020

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## What is the Strategic Leadership Summit?

For more than 30 years ICSC has convened a Washington, D.C. fly-in for our members to meet with Congress and discuss issues important to the retail real estate industry. The Strategic Leadership Summit (SLS) (and before that, the "Congressional Contacts Meeting") is an annual event that starts with a training and overview of our legislative issues, followed by a day of walking the halls of Congress for Congressional appointments. Over the years we have also enjoyed hearing from top political and media speakers, as well as the networking and camaraderie for which ICSC members are well known.

## What's different in 2020?

Rather than come to Washington, D.C., ICSC is planning a series of "fly-outs" where we arrange Congressional meetings for our members in their home state or district during Congressional breaks.

## Why is ICSC GPP making the change?

Our longstanding goals for a successful advocacy event are to facilitate quality meetings between ICSC members and Members of Congress to discuss ICSC's legislative agenda and to remind lawmakers of the power of retail real estate in the communities they represent. Given the current political climate in Washington, D.C., we believe we can best accomplish those objectives by having these interactions at home.

## What are the benefits?

A "fly-out" presents a unique opportunity to highlight the breadth and scope of the industry, build or strengthen more relationships at home and include more ICSC members in the advocacy process.

## Does this take the place of the "Days at the State Capitols"?

This federal effort will not take the place of the "Days at the State Capitols" initiative, which focuses on state legislators.

## How do I make these meetings happen?

The GPP team will work closely with volunteer leaders – GR Chairs and their committees and/or State Directors and, where applicable, state lobbyists – to organize meetings for Members of Congress in targeted states when Congress is at home. (The 2020 Congressional schedule will be released late in 2019). Where possible, someone from the GPP team will join in many of these meetings.

## We have a large Congressional delegation. Are we expecting to meet with all of them?

No. GPP will identify the targeted legislators and work with our state leaders on meeting requests.

## What will the legislative agenda be in 2020?

While the federal legislative agenda will continue to evolve, at present we are following: a tax depreciation fix for qualified improvements; new "beneficial ownership" reporting legislation; infrastructure/restoration of Section 118 in the Tax Code and ADA lawsuit reform.

## How do we prepare for those meetings?

In advance of the meetings, GPP will create issue briefs and ancillary materials for review. We will also hold briefings with ICSC members by phone or in person so that all attendees are prepared for success!

## Will we return to Washington, D.C., again?

GPP plans to return SLS to Washington, D.C., in 2021 once the new 117th Congress is in office.

## What is the timeline?

GPP is holding division-wide conference calls with various state GR Chairs and State Directors in November to discuss the flyout. In December our team will follow up with State GR Chairs and State Directors to start formulating meeting details for 2020. At such time we will also inform by email our stalwart SLS attendees from past years.

**Additional questions? Contact [gpp@icsc.com](mailto:gpp@icsc.com)**