



Florida
Conference 2011
Program

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL

Join us this year for MORE Deals, MORE Advice, MORE Fun, and MORE Networking!





Florida Conference 2011

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL

Sunday, August 21, 2011

12:30 pm

PAC Golf Tournament

Hyatt Regency Grand Cypress Golf Resort
North/South/East Courses
Orlando, FL

To register, please complete the Golf Registration Form

2:00 – 8:00 pm

Conference Registration

4:30 pm

Go Green Bus

Buses arrive from South Florida

5:00 – 6:30 pm

Student Networking Reception

6:30 – 8:00 pm

Member-Hosted Reception

Hosts (as of June 26, 2011)

Cole Real Estate Investments
Merryman Environmental, Inc.
The Morris Companies
RAM Real Estate

Saglo Development Corporation
Sikon
Southern Management and
Development L.P.
Terranova

If you are interested in becoming a sponsor, please review the Sponsorship Form enclosed. Please contact Michelle James, CMP with any questions at mjames@icsc.org.

Monday, August 22, 2011

7:00 am – 5:30 pm

Conference Registration

7:00 – 8:00 am

Continental Breakfast

7:30 – 9:00 am

Opening Remarks & Florida Regional Overview

MODERATOR

JOHN CROSSMAN

President
Crossman & Company
Orlando, FL

PANELISTS

MAYOR RICHARD CROTTY

Former Orange County Mayor
Executive Vice President
Crossman & Company
Orlando, FL

DR. DAVID LING

Professor of Real Estate
University of Florida
Gainesville, FL

KIERAN QUINN

ICSC Trustee
Managing Director
Guggenheim Partners
Atlanta, GA

SUK SINGH

ICSC Trustee
Chief Development Officer
Darden
Orlando, FL

9:15 – 10:30 am

Town Halls/SIGs

Choose from over 8 sessions and interact with your colleagues and peers on issues, successes and challenges in your segment of the industry. Register early.*

• Retailers

“The Juniors”

The ever changing retail landscape has opened up a variety of opportunities in subdividing large vacant boxes or consolidating blocks of empty shop space. Never fear, “the Juniors” have come to the rescue! Hear this panel of retailers discuss how they are leasing 5–20,000 sq. ft. opportunities throughout Florida.

- Leasing
- Design & Construction
- Legal
- Owners/Developers
- Alliance
- Operations/Management
- Capital Finance



Navigating the Uncharted Waters Beyond the New Frontier

MODERATOR

CHUCK TAYLOR, SCSM, SCLS

Senior Vice President
Madison Marquette
Boca Raton, FL

PANELISTS

STEPHEN BITTEL

Chairman
Terranova Corporation
Miami, FL

CASEY CUMMINGS

President & Chief Investment Officer
Ram Realty Services
Palm Beach Gardens, FL

DUANE STILLER

President
Woolbright Development
Boca Raton, FL



Florida Conference 2011

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL

10:45 am – 12:00 noon

Concurrent Sessions: Capital Markets, Retailers, Insiders

Reset and Ready to Deploy— The Race to Place Capital and Move the Space

Lenders are back in full force looking for quality deals and transaction volume has increased on workouts, loan sales and REO assets. Come hear motivations and trends from a panel of leading experts in the debt capital arena.

MODERATOR

DANIEL M. TAUB

Chief Operating Officer
DLC Management Corp.
Tarrytown, NY

PANELISTS

KEN CARL

Senior Vice President
PNC Real Estate Banking
Boca Raton, FL

MICHAEL COHEN

Executive Director
UBS Securities
Charlotte, NC

CHUCK DAVIS

Regional Director
MetLife – Real Estate Investments
Tampa, FL

CARL M. ROEDER

Senior Vice President
Wells Fargo Bank
Domestic Strategies Group
Tampa, FL

HOWARD TAFT

Senior Managing Director
Aztec Group, Inc.
Miami, FL

12:15 – 1:00 pm

Lunch Served

1:00 – 2:00 pm

Open-Air Centers Panel discussing “What Keeps Retailers Up at Night?”



Your tenants, really talking...

Listen to Senior Real Estate Executives from leading retailers, as they share their thoughts on the issues that impact how they are maneuvering their business through the challenges of today's retail environment. Hear their perspective on how the capital markets, consumer confidence, the economy and commodities pricing are challenging their business models.

MODERATOR

TRISH BLASI, SCSM

ICSC Southern Division Government Relations Chair
President
Borghese Investments, LLC
Aventura, FL

PANELISTS

ANTHONY FULLER

Senior Vice President
Walmart Realty
Bentonville, AR

WILLIAM B. HORNER

Senior Vice President and Chief Real Estate Officer
LA Fitness International, LLC
Irvine, CA

JAMES C. SIMPSON

Vice President
Beall's Department Stores, Inc.
Bradenton, FL

PAT TUPA

Divisional Vice President, Real Estate
Walgreen Co.
Deerfield, IL

2:15 – 3:30 pm

Workshops

1. The Keys to Successful Public-Private Partnership



The ICSC Florida Alliance presents an in-depth, interactive session outlining the keys to successful public-private partnerships. This segment of the market is a prime area today and where development is actually happening. How do these partnerships work?

MODERATOR

LYNN DEHLINGER

ICSC Alliance Public Sector Chair
Economic Development Director
City of Holly Hill
Winter Springs, FL

PANELISTS

KIM BREISEMEISTER

Principal
RMA, Redevelopment Management Associates
Pompano Beach, FL

DEBRA REYES

President and Chief Executive Officer
Neighborhood Lending Partners
Tampa, FL

2. The iPad, the Assistant You Never Had: How to utilize the iPad to increase your market knowledge, connectivity and touch points

This session will be an open discussion on security, access and best-practice sharing. We will also show you some new Apps that will WOW you and keep your finger on the pulse!

FACILITATOR

DANNY RICE

Director, Marketing Technology & GIS
Colliers International
Orlando, Florida



Florida Conference 2011

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL

3. "Qualifying Prospects" According to "The Rules" and "They Are Just Not That Into You"

BETH A. AZOR

President

Azor Advisory Services, Inc.

Beth will lead this interactive, humorous workshop, where new ideas will be shared and discussed.

2:30 – 5:30 pm

**Florida Deal Making Exhibition including
Retailer Corral and Networking Lounge**

5:30 – 10:00 pm

Networking Reception

Join Your Colleagues in the Atrium to Network,
Enjoy Music & Cash Bar

7:00 pm

Progressive Dinner at Winter Park Village

Dine, Drink and Meet. Register early, limited space.*

Tuesday, August 23, 2011

7:30 am – 2:00 pm

Conference Registration

8:00 – 8:30 am

Continental Breakfast

8:00 am – 2:00 pm

**Florida Deal Making Exhibition including
Retailer Corral and Networking Lounge**

12:30 – 1:30 pm

Lunch

2:00 pm

Conference Adjourns

2:30 pm

Go Green Bus

Buses depart to South Florida

Sign Up Early to Save Your Seat on the **Go Green Bus!**



2011 Florida Conference

Make Some Green,
Save Some Green,
While Going Green. . .

Be part of ICSC's groundbreaking initiative
to help the environment, save some cash,
and make some deals!

Take The Go Green Bus!

Cost to Drive to Conference

Parking: Appx. \$40 (\$20 per day)

Gas: Appx. \$100

Tolls: Appx. \$20

Mileage/Wear & Tear: Appx. \$200 total trip (\$0.50 per mile)

Total Driving Cost: Appx. \$360

Cost of Green Bus: Only **\$45!**

\$45 for ICSC members \$60 for non-members

You Save: **\$315!**



To Register Visit: www.icsc.org/2011fl
or Email Susie Hazzi: shazzi@kimcorealty.com

Food & Beverages Will Be Provided

Thank You to Our Sponsors!

GOLD



SILVER



Exhibitors (as of June 20, 2011)

7-ELEVEN, Inc.
A Civil Design Group, LLC
ABC Fine Wine & Spirits
Ad Vice, Inc.
Aerostar Environmental Services, Inc.
American Facility Svcs, Inc.
Ampro Power Solutions, Inc.
Atlantic Retail Properties
AutoZone, Inc.
Avatar Properties, Inc.
AVID Group
Azor Advisory Services, Inc.
BayBridge Real Estate Group
BB Insurance Marketing, Inc.
Ben Carter Properties
Benderson Development Company, LLC
Berkowitz Development Group, Inc.
Berkowitz Dick Pollar
& Brant Certified Public Accountants
& Consultants
Berman Property Maintenance
& Construction
BishopBeale
Boback Commercial Group
Boos Development Group, Inc.
Boyd Development Corporation
Brandon Partners
The Brookhill Group
Brown, Garganese, Weiss
& D'Agresta, P.A.
Bruce Strumpf Inc.
Calkain Companies
Cape Coral Community
Redevelopment Agency
Carolina Holdings, Inc.
Cash America International
Casto
CB Richard Ellis, Inc.
CBL & Associates Properties, Inc.
CCIM Institute
Centro Properties Group
Century Retail
Chain Store Guide
Charles Wayne Properties, Inc.
Christmas Consultants Int'l, Inc.
City of Cocoa
City of Largo
City of Orlando
City of Titusville Economic
Development Commission
Cohen Commercial Realty, Inc.
Coldwell Banker Commercial Affiliates, Inc.

Cole Real Estate Investments
Colliers International
Commodore Realty, Inc.
Continental Real Estate Companies
Cornerstone Capital Corporation
The Continental Group Realty, Inc.
CPH Engineers, Inc.
Crossman & Company
Cuhaci & Peterson Architects LLC
Cushman & Wakefield, Inc.
CVS/Pharmacy
Developers Diversified Realty
DJM Realty
DLC Management Corporation
Dollar General Corporation
Driveway Maintenance, Inc.
Dryclean USA
Dunkin' Brands, Inc.
Dynafire, Inc.
Edens & Avant
Eleven18 Architecture
Equity One, Inc.
Excess Space Retail Services, Inc.
Falcon Development
Family Dollar Stores, Inc.
FBS Property Tax Abatement, LLC
Finrock DMC
Firehouse Restaurant Group, Inc.
Forness Properties
Gator Investments
The Goodman Company
Grandbridge Real Estate Capital, LLC
GrayRobinson, P.A.
Great Clips Inc.
Grimail Crawford, Inc.
Gumberg Asset Management Corp.
Hanson Hardscapes
Hawkins Construction, Inc.
Hays Companies of Florida
Hess Corporation
Hibbett Sporting Goods, Inc.
Higgenbotham Auctioneers Int'l, Ltd., Inc.
Horizon Properties
The Inland Real Estate Group
of Companies, Inc.
ID Plans Corp.
In-Rel Properties
Insite Real Estate, Inc.
Interlachen Commercial Mortgage
Investment Management Assoc.
Isram Realty Group
Jones Lang LaSalle
Katz & Associates Corp.

Kimco Realty Corporation
Kite Realty Group
KM/Plaza
Konover South
Lamar Companies
Land Design South
Land Solutions, Inc.
LandQwest Commercial, LLC
Langan Engineering and
Environmental Services
Laundromart
The Learning Experience
The Lutkert Companies
M & M Asphalt Maintenance Inc.
Madison Specs
Madison Marquette
Maoz Vegetarian
Marcus & Millichap
McDonald's USA, LLC - Florida Region
Meryman Environmental, Inc.
Miami Downtown Development Authority
Michael Collard Properties
Miromar Development Inc.
Morgan Property Group
Murphy Land and Retail Services Inc.
NAI Florida
NewDirt.com
Nob Hill Pavilion Inc.
North American Properties
Panda Restaurant Group, Inc.
Papa Murphy's International
Paradise Ventures, Inc.
Peter Sleiman Development Group, LLC
PetersenDean Roofing and Solar System Inc.
Phillips International
Phillips Edison & Company
Wilcin Enterprises Inc. D.B.A. PME Inc
Primerica Group One, Inc.
Provenance Wealth Advisors
Publix Super Markets, Inc.
Racetrac Petroleum, Inc
Ram Realty Services
Ramco-Gershenson
RCC Associates, Inc.
Real Property Specialists, Inc.
Recor Realty Advisors, LLC
Regency Centers
Retail Lease Trac, Inc.
Retail Planning Corporation
Retail Traffic
Riemer Insurance Group
RMC Property Group
Ross Realty Investments, Inc.
Scherer Construction Services, LLC

Schmier & Feurring Properties, Inc.
Sealmaster
SEC Commercial Realty Group, Inc.
Select Strategies Realty
Shopping Center Business Magazine
Siegfried, Rivera, Lerner DeLaTorre
& Sobel, P.A.
SIKON Construction Company LLC
Simon Property Group
Simply Fashion Stores, Ltd.
Sites USA
Sleiman Enterprises
SouthEast Properties
Southern Management
and Development L.P.
SRS Real Estate Partners
Stiles
StormTech, Inc.
Tenants By Mail, Inc.
Subway Real Estate Corp.
Synergy Retail Group, Inc.
TALCOR Commercial Real Estate Service
Talismark
Terranova Corporation
The Sembler Company
The Shopping Center Group
The Sterling Organization
The Tucker Group
Thirsty Duck, Ltd
Thomson Reuters (One Source Property Tax)
Thor Equities, LLC
TKO/The Dealmakers
Tri County Sweeping Services
Twin Rivers Capital, LLC
U.S. Lawns
Site Horizons
Victory Real Estate Investments
Walgreen Co.
Wawa Inc.
Weingarten Realty Investors
Wenzel Investment Group
Westfield Corporation, Inc.
Wheeler Interests
WLS Lighting Systems
Woolbright Development



Florida Conference 2011

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL

Registration Form

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:

	Member*	Non-Member
Advance	\$295	\$500
On-Site	\$365	\$610
Student Member**	\$50	\$50
Go Green Bus***	\$45	\$60
Dine-Around****	\$65	\$85

*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.

***The deadline for registering for the Go Green Bus is **Friday, August 5, 2011.**

**** **Please select Dine-Around Option A, B or C**

- ___ **Group A**

___ **Group B**

___ **Group C**

Please register for Dine-Arounds by **August 8, 2011.**

Deadlines

To be listed as a meeting attendee, you must register by July 8, 2011.

To qualify for the advance registration fee, your registration must be received by August 5, 2011. Dine-Around deadline is **August 8, 2011.**

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after August 5, 2011. All requests for refunds must be received by ICSC in writing.

Hotel Reservations

A block of rooms has been reserved at:

Gaylord Palms Resort & Convention Center

6000 West Osceola Parkway
Kissimmee, FL 34746

Tel: +1 407 586 2000

Fax: +1 407 586 0399

Rate: \$159 Single/Double Occupancy / \$219 Emerald Bay Rooms

Cut-off Date: Friday, July 8, 2011

To make your hotel reservation, please visit www.icsc.org/2011FL. You will see the banner "Book Hotel Now". There you will find the description of the hotel and the electronic reservation form, which features live inventory within the group block. Additionally, you will receive an immediate e-mail confirmation of the reservation to the email address you provide on your form. Please Note: the e-mail will show both "To" and "From" your e-mail address. Although we do require our reservations in writing, we are happy to answer your questions during our office hours of Monday to Friday 8:00 am – 5:30 pm EST toll free at +1 888 ICSC TVL (427 2885).

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 EST, Monday through Friday.

Continuing Education Credits

SCSM/SCMD: 1 credit; **CLS:** 1 credit

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify Michelle James at +1 646 728 3689 no later than July 1, 2011.

Please ensure all information is correct.

Name

Company

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

Membership I.D. #

I authorize ICSC to send me announcements, via mail, fax, e-mail, phone or otherwise, about ICSC programs and services that may be of interest to me or my colleagues.

METHOD OF PAYMENT

Check Enclosed. Make check payable to ICSC

Mail to:

International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1748

Credit Card MasterCard VISA AMEX Discover

Name (as it appears on credit card)

Account Number

Expiration Date

Signature



Deal Making Booth Request Form

Exhibit Space Application

Florida Conference 2011

August 21 – 23

Gaylord Palms Resort & Convention Center

Kissimmee, FL

Please ensure all information is correct.

Company

Contact (to receive all exhibit information)

Address

City State/Province Zip/Postal Code

Telephone

Fax

E-mail

By signing below you acknowledge that you have read and agree to abide by the ICSC Terms, Conditions & Rules printed on the reverse side of this page, as well as the Fire Safety Regulations and the Gaylord Palms Hotel & Convention Center Rules and Regulations located at www.gaylordhotels.com/gaylord-Palms/

Signature (Required)

Date

Print Name

Company

Title

Questions? Please contact: Eddie Emeric at eemerich@icsc.org

(FL2011)

2011 EXHIBIT SPACE PRICING INCLUDES:

- Pipe & Drape
- Member Fee: \$390 per 10' x 10' exhibit space
- Non-Member Fee: \$575 per 10' x 10' exhibit space
- Exhibit Booth Carpet
- One (1) 6' draped table
- Two (2) chairs
- Company ID Sign
- First night booth cleaning

Note: NO BADGES ARE INCLUDED WITH THE EXHIBIT SPACE.

EXHIBIT SPACE COST

_____ x \$ _____ = \$ _____

Total Space Fee \$ _____

METHOD OF PAYMENT

Check Enclosed. Check made payable to ICSC.

Mail to:

International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1748

Credit Card MasterCard VISA AMEX Discover

Name (as it appears on credit card)

Account Number

Expiration Date

Signature

CATEGORY

- Owner/Developer
- Lender/Financial Institution
- Broker
- Retailer
- Management Company
- Municipality/Public Sector
- Vendor

INTERNATIONAL COUNCIL OF SHOPPING CENTERS' TERMS, CONDITIONS AND RULES

1. AGREEMENT TO TERMS, CONDITIONS AND RULES

Exhibitor agrees that these Terms, Conditions and Rules are an integral part of this Agreement and that it is bound to observe and abide by the provisions of the following paragraphs and by such additional Terms, Conditions and Rules made by ICSC and communicated to the Exhibitor from time to time, including but not limited to, those contained in the exhibitor service manual ("Exhibitor Manual") which ICSC will provide to Exhibitor in print or electronically, all of which are hereby incorporated in this Agreement.

2. COST OF EXHIBIT SPACE

The cost of the 10' x 10' exhibit spaces is noted in the application. Cost includes: exhibit space, pipe & drape exhibit structure, standard carpet, a company ID sign, first night booth cleaning. Exhibit badge is NOT included.

3. PAYMENT OF EXHIBIT SPACE

ICSC's payment/deposit policy requires all Exhibit Space requests to be paid in full and submitted with this application. Exhibit Spaces will not be reserved or assigned without the appropriate payment or deposit.

4. CANCELLATION OF EXHIBIT SPACE

All deposits/payments are nonrefundable nor transferable.

5. EXHIBIT SPACE ASSIGNMENT

Assignment of Exhibit Space will be made on a first-come, first-served basis. ICSC shall assign the Exhibit Space to Exhibitor for the period of the Show. Such assignment is made for the period of this Show only and does not imply that the same or similar space will be held or offered for future shows. ICSC reserves the right to terminate this Agreement, close the exhibit or remove the Exhibitor's property from the Exhibit Space if ICSC determines in its sole discretion that the Exhibitor has violated any part of these Terms, Conditions and Rules.

6. EXHIBIT CONSTRUCTION AND DESIGN SPECIFICATIONS

The Exhibitor agrees that the construction and design of the Exhibitor's display shall comply with the guidelines detailed in "ICSC Florida Conference Exhibit Design Criteria" located at www.exhibits.icsc.org/2010R/Public/MainHall.aspx. Such specifications are set forth in the Exhibitor Manual and are made a part hereof and fully incorporated herein.

7. SHOW HOURS AND DATES

Hours and dates for installing, showing and dismantling exhibits shall be those specified by ICSC in the Exhibitor Manual. No trunks, cases or exhibit materials shall be brought into or out of the Exhibit Space during exhibit hours and no dismantling or packing may be started before the official close of the Show. All exhibits must be open for business during exhibit hours and appropriate representatives of Exhibitor must be present in the Exhibit Space at all times during the open hours of the show. After Hours Receptions in the Exhibitor's Space are permitted provided ICSC receives written notification of the event. All food and beverage for your event must be ordered through the exclusive caterer of the Gaylord Palms & Convention Center.

8. INSURANCE

ICSC, the Gaylord Palms Resort and Convention Center and Freeman shall not be held responsible for the safety of exhibits against fire, theft, or property damage, or for accidents to Exhibitors or their representatives from any cause prior to, during or subsequent to the period covered by the exhibit contract. All Exhibitors are required to obtain general liability and fire insurance at the Exhibitor's own cost and expense. ICSC, the Gaylord Palms Resort and Convention Center and Freeman must be named as coinsured with limits of liability of at least \$1,000,000 combined single limits including bodily injury, property damage, fire and theft. Proof of such coverage shall be provided to ICSC. Additional information regarding this coverage is located in the Exhibitor Manual.

9. FORCE MAJEURE

Should any circumstance beyond the control of, and not the fault of ICSC prevent the Show from being held as scheduled or materially affect the Show or the availability of the exhibit space for uses herein specified, including but not limited to war, governmental action or order, act of God or nature, terrorism, fire, strikes, labor disputes or any other cause beyond the control of ICSC, this Agreement shall immediately terminate and no fees shall be returned.

10. NON-ASSIGNMENT

An Exhibitor may neither assign to a third party any rights under this Agreement or any rights here under to or permit any party to use the Exhibit Space or any portion thereof without the written consent of ICSC which ICSC may withhold in its sole discretion and subject to ICSC's right set. Co-Exhibitors are permitted provided written notification is provided to ICSC. A \$100 fee per Co-Exhibitor is required for an additional directory listing. If consent is given, the Exhibitor and such assignee shall be jointly and severally responsible for the conduct of the assignee and all its representatives.

11. SALES OR TRANSFER OF EXHIBITOR'S BUSINESS

Exhibitor agrees to promptly notify ICSC if there is a sale or transfer of a substantial portion of the assets of Exhibitor's business, or a transfer of a controlling equity interest in the Exhibitor's business, or if Exhibitor makes an assignment of its business for the benefit of creditors, or if Exhibitor admits in writing its inability to pay its debts as they come due, or if Exhibitor files a voluntary petition in bankruptcy, or if Exhibitor is adjudicated as bankrupt or insolvent. If any of the foregoing events occur, ICSC may, at its option, terminate this Agreement.

12. UNION LABOR

Exhibitor must comply with all union regulations applicable to set-up, display and dismantling of its exhibit. Union regulations can be found in the Exhibitor Manual.

13. COMPLIANCE WITH LAWS

Exhibitors shall bear responsibility for the compliance with any and all local, city, state and federal safety, fire and health laws, ordinances and regulations, including Policies, Rules and Regulations of the Gaylord Palms Resort and Convention Center regarding installation, dismantle and operation of the exhibit. This information is included in the Exhibitor Manual.

14. OBSERVANCE OF LAWS: AMERICANS WITH DISABILITIES ACT

Exhibitor shall abide by and observe all laws, rules, regulations and ordinances of any applicable governmental authority and all rules of the Gaylord Palms Convention Center. Exhibitor warrants and represents that it is in full compliance with the Americans with Disabilities Act and all regulations thereunder and agrees that it shall be responsible for the readily achievable removal of barriers relating to its exhibit and the provision of auxiliary aids and services where necessary to ensure effective communication of Exhibitor's product or services to disabled attendees at the Show.

15. COPYRIGHTED WORKS

Exhibitor acknowledges and agrees that it shall be solely responsible for obtaining any licenses, permits, etc. which may be required for it to broadcast, perform or display any copyrighted materials including but not limited to music, video, software. Exhibitor shall indemnify, defend and hold harmless ICSC, its directors, officers, employees and agents and each of them, from and against any and all claims and expenses, including attorney's fees and costs, arising out of or related to Exhibitor's breach of this provision. The terms of this provision shall survive the termination or expiration of this Agreement.

16. EXHIBITOR CONDUCT

Exhibitor and its representatives shall not congregate or solicit trade in the aisles. The prior written consent of ICSC is required for the mechanical reproduction of lights and sound. Such use shall be confined to the Exhibit Space. ICSC, in its sole and absolute discretion, may withdraw its consent at any time, in which event Exhibitor shall terminate such activity forthwith. Exhibitors shall refrain from any action that will distract buyers from attendance at the Show during exhibit hours. The Exhibit Space shall not be used for entertaining. Exhibitors shall not lead buyers from one exhibit space to another. Exhibitors shall not enter into another exhibitor's space without invitation or when unattended. Neither Exhibitor nor any of its representatives shall conduct themselves in a manner offensive to standards of decency or good taste. Further, ICSC shall have the right to remove and ban Exhibitor and/or any of its individual representatives from the Show Building if ICSC, in its sole discretion, determines that Exhibitor or any of its representatives are not able to conduct themselves in a professional manner towards fellow exhibitors and/or the staffs of ICSC, the Gaylord Palms Resort and Convention Center and Freeman or any of their respective officers, agents, employees or other representatives.

17. DRESS OF ATTENDANTS

Costumes not regularly associated with the business and professional character of the Show must have the approval of ICSC. Business attire is recommended.

18. SERVING OF ALCOHOLIC BEVERAGES

Exhibitors will not be permitted to sell, serve, or give away alcoholic beverages at the Show without prior written approval from ICSC. All food and beverage for your event must be ordered through the exclusive caterer of the Gaylord Palms Resort and Convention Center.

19. VIOLATIONS

ICSC Staff and Floor Managers will patrol the Show floor during show set-up, during show hours and during show tear-down. If any of the Rules & Regulations and/or TERMS, CONDITIONS AND RULES is not followed or if any exhibit does not comply with the Exhibit Design Criteria, ICSC staff may issue the Exhibitor a formal Violation. Formal Violations will be included in the Exhibitor's file with ICSC.

- First Violation: Warning
- Second Violation (repeat Violation or new Violation): Loss of Staff Badge Allotment for the follow year's Show
- Third Violation (repeat Violation or new Violation): Loss of Exhibit Space.

The above notwithstanding, the early tear-down or failure to remain open for business shall constitute a material breach of Terms, Conditions and Rules as stated in Paragraph 7 above.

20. GOVERNING LAW; AMENDMENTS

This Agreement shall be governed by and construed and enforced in accordance with the Laws of the State of Florida as if it is an agreement made and to be performed entirely within such State. This Agreement may not be amended or modified except by a written communication by ICSC.

Sponsorship is an opportunity to get your company name out in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!

GOLD LEVEL \$3,500

Company logo recognition on Florida Conference related communications:

- Company logo on Florida Conference event page
- Company logo on pre-show member e-mails
- Company logo on Final Program*
- Company logo on sponsor signage at Conference, Trade Exposition, and Welcome Reception
- Company logo on sponsor signage in the new "Networking Lounge" in the Trade Exposition Area
- **Full page four-color ad in At-Door Program**
- **Gold Sponsor ribbon**

SILVER LEVEL \$2,000

Company logo recognition on Florida Conference related communications:

- Company logo on Florida Conference event page
- Company logo on pre-show member e-mails
- Company logo on Final Program*
- Company logo on site signage at Conference, Trade Exposition, and Welcome Reception
- **Half-page four-color ad in At-Door Program**
- **Silver Sponsor ribbon**

COCKTAIL RECEPTION HOST \$500

Company logo recognition on Florida Conference related communications:

- Company name on Final Program*
- Company logo on signage at Cocktail Reception
- Sponsor Ribbon

***Deadline**

Sponsorship received by **July 13, 2011** to be recognized in the directory.

SPONSORSHIP CONTACT

Return Completed Form to:

ICSC 2011 Florida Conference Sponsorship
P.O. Box 26958
New York, NY 10087-6958

Fax: +1 732 694 1800 (*credit card payments only*)

Sign-up now by returning this completed form along with:

- Payment by credit card or check made out to ICSC.
- Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .gif format) to mjames@icsc.org

Sponsor Contact:

Michelle James, CMP

Tel : +1 646 728 3689

E-mail: mjames@icsc.org

LEVEL OF SPONSORSHIP

- Gold** (\$3,500) **Silver** (\$2,000) **Cocktail Reception** (\$500)

Please ensure all information is correct.

Name

Company

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

Membership I.D. #

I authorize ICSC to send me announcements, via mail, fax, e-mail, phone or otherwise, about ICSC programs and services that may be of interest to me or my colleagues.

METHOD OF PAYMENT

- Check Enclosed.** Check made payable to ICSC.

Mail to:

International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1748

- Credit Card** MasterCard VISA AMEX Discover

Name (as it appears on credit card)

Account Number

Expiration Date

Signature



Registration Form

Florida Shopping Center PAC* Golf Tournament

Florida Conference 2011

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL

Return Completed Form and Payment to:

Debbie Wysocki
Smith, Bryan & Myers
311 E. Park Avenue
Tallahassee, FL 32301

ALL CHECKS ARE TO BE MADE PAYABLE TO FLORIDA SHOPPING CENTERS PAC INC.

Golf Contact

Debbie Wysocki
Smith, Bryan & Myers
311 E. Park Avenue
Tallahassee, FL 32301

Tel: +1 850 224 5081

ICSC Contact

Michelle James, CMP
Tel: +1 646 728 3689
E-mail: mjames@icsc.org

When

Sunday, August 21, 2011 – Captain's Choice Format
11:00 am – Registration
12:30 pm – Shotgun Start

Where

Hyatt Regency Grand Cypress Golf Resort
Orlando, FL
North/South/East Courses

Deadline August 5, 2011, no refunds after August 5, 2011

Fees

\$200 (nonrefundable) per player. Fee includes green fees, box lunch, practice range and cart rental. (Golf club rental extra.)

PLEASE NOTE:

Space is limited to 180 players and will be confirmed on a first-come, first-served basis. If you are playing in a foursome, a check of \$800 must accompany this form. No on-site registrations will be accepted.

Preferred Foursome

1. _____
2. _____
3. _____
4. _____

This Form should be duplicated for additional registrants.

Return form to Debbie Wysocki at Smith, Bryan & Myers.

You must pay for all 4 players to register as a guaranteed and preferred foursome.

If you are playing in a preferred foursome, please provide the following information.

Name _____

Company _____

Address _____

City _____

State/Province _____

Zip/Postal Code _____

Telephone _____

Fax _____

E-mail _____

Membership I.D. # _____

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

METHOD OF PAYMENT

Check Enclosed.

Check made payable to *Florida Shopping Centers PAC Inc.*

Release of Claims (Read Carefully and Sign)

Enclosed is my check made payable to Florida Shopping Centers PAC Inc. in the amount of \$200 x Number of players: \$ _____

I agree and acknowledge that I am participating in the ICSC Sports Event ("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, Florida Shopping Centers PAC, Hyatt Regency Grand Cypress Golf Resort, and their respective directors, officers, employees, members, staff, and all individuals assisting in instructing, sponsoring and conducting these activities, and I hereby fully release and discharge them 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, Florida Shopping Centers PAC, Hyatt Regency Grand Cypress Golf Resort, 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.

Signature _____

Date _____

*Florida Shopping Center PAC Inc., is an independent corporation not affiliated with or part of the International Council of Shopping Centers (ICSC).

2011 Florida Conference Progressive Dine-Arounds



In the real estate industry, Casto is more than a development company. We are a privately held, fully integrated real estate services firm dedicated to maintaining the highest standards of client service. With eighty years of successful development and management of commercial, industrial and residential real estate, we continue to utilize our core competencies, market strengths and competitive advantages in ways that produce substantial returns, both financial and non-financial, for our clients, investors, partners and the communities in which our projects are located. We are a team of more than 300 associates who bring diverse talents, perspectives and experience to the Casto name and believe are rewarded with the best results. For more information please feel free to contact us directly at 941.552.2700 or visit our website at www.castoinfo.com



Mitchell's Fish Market

The ever-changing menu printed twice daily at Mitchell's Fish Market puts the finest and freshest from every coastline on the planet within your culinary reach. Chilean Coast, Bering Strait, Chesapeake Bay, Gulf of Mexico, Great Lakes, Cape Cod, Atlantic, Pacific. Regardless of what sea it comes from, each of the over 80 menu items is a shining example of what great seafood can be. www.mitchellsfishmarket.com

Brio

Brio brings the pleasures of the Tuscan country villa to the American city. The Italians built their spacious country villas to escape the pressures of urban life and enjoy "La Dolce Vita"— the good life. From salads, soups and flatbreads, to fresh fish, pasta and grill options. Brio offers a little bit of everything! www.brioitalian.com



Winter Park Village—Stroll, Shop, Indulge and Enjoy! Located on 17-92 between Lee Road and Fairbanks Avenue in Winter Park, this is the place to spend time away from the mall madness. Winter Park Village offers the market's most powerful collection of high-end retailers and restaurants, all in a beautiful, inviting, "Main Street" setting which includes residential and office uses. Enjoy a refreshing shopping experience among palm trees and oak shaded walkways, then catch a movie and a gourmet dinner. Whether shopping at a boutique for unique gifts or just looking for a place to unwind, Winter Park Village has it all! For more information and for events and special promotions, please visit www.shopwinterparkvillage.net.

Cheesecake Factory

The Cheesecake Factory Incorporated created the upscale casual dining segment in 1978 with the introduction of its namesake concept. The Company operates 164 full-service, casual dining restaurants throughout the U.S., including 150 restaurants under The Cheesecake Factory[®] mark; 13 restaurants under the Grand Lux Cafe[®] mark; and one restaurant under the RockSugar Pan Asian Kitchen[®] mark. The Company also operates two bakery production facilities in Calabasas Hills, CA and Rocky Mount, NC that produce over 70 varieties of quality cheesecakes and other baked products. www.thecheesecakefactory.com

Menchie's

A rotating selection of eclectic frozen yogurt flavors and every topping under the sun. From fresh, locally grown fruits to classic rainbow sprinkles and hot fudge, even we can't decide what to mix up first. But that's the best part. We don't decide, you do! www.menchies.com

P.F. Chang's

At P.F. Chang's you are surrounded by a unique environment combining influences of Chinese and American cultures. A panoramic, hand-painted mural depicting 12th century China is visible from the main dining room and commands attention as the restaurant's centerpiece, while several terra-cotta warriors stand guard. www.pfchangs.com



Taps

Offering beer, wine and food, Taps is one of the newest additions to Winter Park Village. www.tapswineandbeer.com

Schedule [Choose One] Please select your Dine-Around option on the ICSC Registration Form.

	Appetizer 7:30 pm	Entrée 8:30 pm	Dessert 9:30 pm
Group A	Taps	P.F. Chang's	Menchie's
Group B	Brio	Mitchell's Fish Market	Cheesecake Factory
Group C	Mitchell's Fish Market	Brio	P.F. Chang's

Cost: \$65.00 per person will include an appetizer, entrée, dessert and two cocktails. Registration deadline for the Dine-Around is August 8th



International Council of Shopping Centers

1221 Avenue of the Americas

41st Floor

New York, NY 10020

Florida
Conference 2011

August 21 – 23

Gaylord Palms Resort &
Convention Center

Kissimmee, FL



Scan here for
more information.

2011 Committee Members

Lori Schneider, 2011 ICSC Florida Conference Program Planning Chair,
Marcus & Millichap

Oscar R. Rivera, Esq., 2011 ICSC Florida Conference Program Planning
Co-Chair, Siegfried, Rivera, Lerner, De La Toree and Sobel, P.A.

Dale E. Scott, CDP, ICSC Florida State Director, SIKON Construction

Patricia M. Blasi, ICSC Southern Division Government Relations Chair,
Borghese Investments

Justin M. Greider, ICSC Southern Division Next Generation Chair,
Crossman & Company

Kane Morris-Webster, ICSC Florida Government Relations Chair,
Colliers Arnold

Debra Sinkle-Kolsky, ICSC Florida Alliance Private Sector,
Redevco Corporation

Lynn Dehlinger, ICSC Florida Alliance Public Sector, City of Holly Hill

Robert Breslau, ICSC Florida Operations Chair, Stiles

Katherine Ridgway, ICSC Florida Next Generation Chair, CB Richard Ellis

Steve Althoff, The Sembler Company

Bob Balcerak, Publix Supermarkets

KayIn Brandewie, Florida Retail Partners

Rod L. Castan, SCLS, Courtelis Company

Alan Corwith

Daniel Depace, Office Depot

Drew Frick, GL National

Jeremy Larkin, NAI Miami Commercial Real Estate Services

Mindy McIlroy, Terranova Corporation

Patrick McKinley, Regency Centers

Tom Meredith, Ram Realty Services

Brad Peterson, HFF, L.P.

Eric Rapkin, Akerman Senterfitt

Kenneth Roosth, Roosth Construction Co.

Paul Rutledge, Casto Lifestyle Properties

Richard Schermer, Esq., Buchanan Ingersoll & Rooney PC

Brahm Z. Scoler, Isram Realty Group

Karen M. Scott, Centerworks Retail

Chuck Taylor, SCSM, SCLS, Madison Marquette

Richard Wedding, Business Development Solutions

Katy Welsh, Hunter Real Estate