



Program

ICSC Tennessee/Kentucky **ideaexchange**[®]



Retail Development through Public/Private Partnerships

Kentucky International Convention Center
Louisville, KY
July 23 – 24, 2015

THURSDAY, JULY 23

Registration

8:00 am – 8:00 pm

Alliance Program

9:15 – 10:15 am

University Mixed-Use Public and Private Partnerships

SPEAKERS

Dusty Batsell

Director of Asset Management – Retail
American Campus Communities
Austin, TX

Penny Cox

Director, Housing Project Implementation
and New Strategies
University of Kentucky
Lexington, KY

Heidi Fuller

Business Development Manager
Starbucks Coffee Company
Louisville, KY

Larry Gough

President/Owner
Investment Properties Advisors, LLC
Louisville, KY

Alliance Program

10:15 – 11:00 am

State Legislative Issues Affecting Retail Development on a Local Level

SPEAKERS

Tyler Glick

Principal
Glick Strategies
Louisville, KY

Hal Goode

Executive Director
Kentucky Association of Economic Development
Frankfort, KY

Roland Meyers

President & CEO
Tennessee Retail Association
Nashville, TN

Optional Event

12:00 – 4:00 pm

Tour of Buffalo Trace Distillery

For over 200 years, the Buffalo Trace Distillery has been defined by a dedication to one craft, making fine bourbon whiskey. By honoring tradition and embracing change, Buffalo Trace Distillery has earned its place of leadership among the legendary spirit makers of the world. Take a look at this time-honored craft from start to finish.

Bus will depart from The Galt House Hotel at 12:00 noon and return at 4:00 pm. A boxed lunch will be served on the bus.

Please see the Optional Event form on page 9 to sign up.

Continuing Education

1:30 – 5:30 pm



Please see the Registration Form on page 8 to sign up.

- **Radius Restrictions in Retail Leases**
- **Medical Office Leases in Retail Centers**
Presenter: Tandy Patrick, Esq.,
Bingham Greenbaum Doll LLP
- **Negotiating Important Issues in Retail Shopping Center and Office Building Leases**
Presenter: Nicole Maddox, Esq., Stites & Harbison PLLC
- **Franchise Considerations in Commercial Real Estate Transactions**
Presenters: Sarah Clark Hannah, Esq.,
Bradley Arant Boult Cummings LLP and
Michael C. White, Esq., Stites & Harbison PLLC
- **ABCs of ABC Law**
Presenters: Stacy Kula, Esq., Stoll Keenon
Ogden PLLC and Austin McMullen, Esq.,
Bradley Arant Boult Cummings LLP

Next Gen Meet and Greet

5:00 – 6:30 pm



Member-Hosted Reception

6:00 – 8:00 pm

If you are interested in being a sponsor, please visit www.icsc.org/2015TK to get a copy of the Sponsorship Form.

FRIDAY, JULY 24

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

John Fischer

ICSC Kentucky State Director
Principal Broker and Managing Member
FISCHER'S Real Estate Brokerage &
Betterment Haus LLC
Louisville, KY

Dan Pellissier

ICSC 2015 Tennessee/Kentucky Idea Exchange
and Alliance Program Planning Committee
Co-Chair and Kentucky Retail Chair
Sr. Vice President - Real Estate
Liquor Stores N.A., Ltd.
Louisville, KY

Roundtables

8:30 – 9:30 am

Meet the Retailers

9:45 – 10:45 am

Concurrent Sessions

11:00 – 11:45 am

A. Mixed-Use Development in the Post-Recession Economy

SPEAKER

David Silverstein

Principal
Bayer Properties, LLC
Birmingham, AL

B. Capital Markets Review

SPEAKERS

Craig Collins

Investment Brokerage Advisor
Cushman & Wakefield, Inc.
Louisville, KY

Paul Gaither

Senior Vice President
CBRE
Nashville, TN

Lunch Served

12:00 – 12:30 pm

(No lunch service after 12:30 pm)

Welcome and Program Overview

12:30 – 1:00 pm

John Fischer

ICSC Kentucky State Director
Principal Broker and Managing Member
FISCHER'S Real Estate Brokerage &
Betterment Haus LLC
Louisville, KY

Dan Pellissier

ICSC 2015 Tennessee/Kentucky Idea Exchange
and Alliance Program Planning Committee
Co-Chair and Kentucky Retail Chair
Sr. Vice President - Real Estate
Liquor Stores N.A., Ltd.
Louisville, KY

Keynote Presentation

1:00 – 2:00 pm

Building on Brown: Selling the Bourbon Phenomenon

As bourbon's worldwide popularity continues to flourish, distillers throughout Kentucky are capitalizing on brown water's cache. Whether it's internationally-owned Jim Beam (Beam Suntory, Inc) or a revival of a family brand in Kentucky Peerless, the retail-ization of bourbon is hitting the downtown real estate market head on.

Fred Noe and Jim Beam have recently begun construction on their \$5.2 million dollar Urban Stillhouse at Louisville's Fourth Street Live! and is slated to open the retail outpost in the Fall of 2015.

Corky Taylor, the 4th generation of his family's bourbon legacy, has been working since May 2013 to revive the family brand, Kentucky Peerless, at his recently-completed urban distillery at 10th and Main, just west of Louisville's central business district. The distillery will be notable for producing, promoting, and selling small-batch bourbon all

under one roof; something seldom seen in today's distillery business.

Both of these organizations have elected to open their facilities in Louisville's urban core, providing anchors to what has become a transformational real estate movement. These groups, along with a host of other players in the industry, will help drive a portion of the 633,000 annual bourbon trail visitors to downtown and will shape its growth for years to come.



Fred Noe

Master Distiller
Jim Beam
Louisville, KY



Corky Taylor

Chairman, 4th Generation
Kentucky Peerless Distilling Co.
Louisville, KY

Deal Making

2:00 – 4:00 pm

Please visit www.icsc.org/2015TK 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 May 14, 2015.

Divisional Leadership

Martin A. Mayer, ICSC Southern Division Vice President, Stirling Properties

Ron Farris, ICSC Southern Division Government Relations Committee Chair, Farris Law Group

Jacqueline Wammock, CRX, CLS, ICSC Southern Division Operations Chair, Westmoreland Company

Jason E. Claunch, ICSC Southern Division Alliance Private Sector Co-Chair, Catalyst Commercial, Inc.

Joy Foy, ICSC Southern Division Alliance Public Sector Co-Chair, Mississippi Development Authority

Bryan C. Cook, ICSC Southern Division Retail Chair, CVS Caremark

Jonathan L. Neville, ICSC Southern Division Next Generation Chair, Arnall Golden Gregory LLP

State Leadership

John Fischer, ICSC Kentucky State Director, FISCHER'S Real Estate Brokerage & Betterment Haus LLC

Matt Eads, ICSC Tennessee State Director, Brookside Properties, Inc.

D. Talmage Hocker, ICSC Kentucky Government Relations Committee Chair, The Hocker Group, LLC

Stephen J. Brophy, ICSC Tennessee Government Relations Committee Chair, Dollar General Corporation

Becky Norton, ICSC Kentucky Alliance Private Sector Co-Chair, Bayer Properties, LLC

Lacy Beasley, ICSC Tennessee Alliance Private Sector Co-Chair, Retail Strategies

Brandi Berryman, ICSC Kentucky Alliance Public Sector Co-Chair, Lexington Downtown Development Authority

Jim Blankenship, ICSC Tennessee Alliance Public Sector Co-Chair, West Tennessee Retail Alliance

Justin F. Baker, ICSC Kentucky State Operations Chair, TRIO Commercial Property Group, LLC

Rhonda Thomas, CSM, CLS, ICSC Tennessee Operations Chair, The Parkes Companies, Inc.

Dan Pellissier, ICSC Kentucky Retail Chair, Liquor Stores N.A., Ltd.

John Weber, ICSC Tennessee Retail Chair, Sport Clips, Inc.

Jamie Adams, ICSC Kentucky Next Generation Chair, NAI Isaac Commercial Properties Inc.

Ashley Utley Walker, ICSC Tennessee Next Generation Chair, AutoZone, Inc.

Program Planning Committee

Dan Pellissier, ICSC 2015 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair and Kentucky Retail Chair, Liquor Stores N.A., Ltd.

Rob Foss, ICSC 2015 Tennessee/Kentucky Idea Exchange and Alliance Program Planning Committee Co-Chair, Cushman & Wakefield | Cornerstone Commercial Real Estate Services

Susan Ahlheit, The Shopping Center Group

Jim Blankenship, West Tennessee Retail Alliance

Chris Caldwell, The Shopping Center Group

Michael Crabtree, Brookside Properties

Chip Hamm, Miller Wells PLLC

Johanna Jumper, Bradley Arant Boulton Cummings LLP

Erik Lattig, Texas Roadhouse

Reece Lovell, The Shopping Center Group

Nicole Maddox, Stites & Harbison, PLLC

Brooks Mayer, Hogan Real Estate

Becky Norton, Bayer Properties

Justin Schad, Baker Storey McDonald

Michael Stewart, Bass, Berry & Sims PLC

Michael Tabor, TRIO Commercial Property Group

Tammy Walton, Vision Real Estate

Kelly Will, Will Realty, LLC



**ICSC
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YORK**

**NATIONAL
DEAL
MAKING**

December 7 – 8, 2015

Jacob K. Javits
Convention Center

New York City

#NYConf

BIGGER

over 160,000 square feet
of exhibit space

BETTER

more than 9,500 attendees

JAVITS

all in one place!



For more information visit

www.icsc.org/2015EDM

Thank You To Our Sponsors

Platinum



Gold



Registration Form

How to Register

Fax: +1 732 694 1800

Online: www.icsc.org

Mail: ICSC

P.O. Box 26958

New York, NY 10087-6958

Registration Fee

	Advance	On-Site
Member*	\$180	\$220
Non-Member	\$375	\$465
Public Official	\$ 95	\$125
Student Member**	\$ 50	\$ 50

*To qualify for the member rates, 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 rates.

Deadlines

To qualify for the advance registration rates, your registration must be received by **July 16, 2015**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **July 16, 2015**. All requests for refunds must be received by ICSC in writing.

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Kaitlyn Brandt** at +1 646 728 3605 no later than **June 12, 2015**.

Hotel Reservations

A block of rooms has been reserved at:

The Galt House Hotel

140 N. 4th Street

Louisville, KY 40202

Rate: \$129 Single/ Double Occupancy

Cut-off Date: July 8, 2015

We invite you to visit www.icsc.org/2015TK and click on Book Hotel under Additional Links. 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 certification renewal.



Continuing Education Session

Thursday, July 23, 2015

1:30 – 5:30 pm

☐ Yes, I will attend the Continuing Education Session (While there is no cost to attend, your registration must be received by **July 16, 2015**)

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.

Please Check One: ☐ ICSC Member ☐ Non-Member ☐ Public Official ☐ Student Member

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

E-mail _____ Your Membership I.D. # _____ (2015TK-B)

☐ 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

Tour of Buffalo Trace Distillery

When

Thursday, July 23, 2015
12:00 noon – 4:00 pm

Where

Buffalo Trace Distillery

Bus will depart from The Galt House Hotel at
 12:00 pm and return at 4:00 pm.

Cost

\$65 (including boxed lunch.)

Deadlines

No refunds will be given for cancellations received after
July 16, 2015. All requests for refunds must be received
 by ICSC in writing.

ICSC Contact

Kaitlyn Brandt

Tel: +1 646 728 3605

E-mail: kbrandt@icsc.org

Return completed form to

Tennessee/Kentucky Idea Exchange Sponsorship

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

Name		Company	
Address			
City	State/Province	Zip/Postal Code	
Telephone	Fax	E-mail	(2015PN-B)

☐ 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)

Release of Claims (Read Carefully and Sign)

I agree and acknowledge that I am participating in one of the ICSC Sports Events ("Sports Event") on my own accord. I give this acknowledgment 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, **Buffalo Trace Distillery** 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, **Buffalo Trace Distillery** 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.

Signed	Print Name	Date
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Deal Making Table Request Form

When

Friday, July 24, 2015

2:00 – 4:00 pm

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 **July 3, 2015**.

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 written Table 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 Kaitlyn Brandt to confirm.**

Cancellation

Notify ICSC immediately if you must cancel.

Contact/Please return to:

ICSC

Kaitlyn Brandt

Meetings Assistant

Tennessee/Kentucky Idea Exchange

1221 Avenue of the Americas, 41st Floor

New York, NY 10020-1099

Tel: +1 646 728 3605

Fax: +1 732 694 1689

E-mail: kbrandt@icsc.org

Company

Company name that should appear on sign

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

(TK2015)

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

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 ICSC Tennessee/Kentucky Idea Exchange.

☐ 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.

Sponsorship Form

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

BENEFITS	PLATINUM \$2,000	GOLD \$1,000	MEMBER- HOSTED \$500
Verbal recognition from podium for all Event functions	■		
Company name and/or logo recognition 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 and On-Site Signage.	■	■	
On-Site Signage at Member-Hosted Reception	■	■	■
Company logo to loop during select Event functions	■	■	■
Sponsor ribbons that can be worn with your badge throughout the Meeting	■	■	■

*Pending production deadline dates

When

Thursday, July 23, 2015
6:00 – 8:00 pm

Where

21c Museum Hotel
700 West Main Street
Louisville, KY 40202

Deadline

Sponsorship must be received by
July 3, 2015, to be recognized at
the meeting.

ICSC Sponsor Contact

Kaitlyn Brandt
Tel: +1 646 728 3605
E-mail: kbrandt@icsc.org

Return completed form to

Tennessee/Kentucky Idea Exchange
Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800

Include with form

- \$2,000, \$1,000 or \$500 payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .eps format) to kbrandt@icsc.org.

Please Check One: ☐ Platinum ☐ Gold ☐ Member-Hosted

Company

Company name that should appear on sign

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

(2015TK-S)

☐ 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)

International Council of Shopping Centers
1221 Avenue of the Americas, 41st Floor
New York, NY 10020-1099

