



SUMMIT

February 25 – 27, 2015  
The Ritz-Carlton  
Dallas, TX  
#ICSCOAC

Program

## OAC Mission Statement

To be the best source for the high-level, interactive and open discussion of key trends, challenges and opportunities collectively facing the Open Air Shopping Center community including its landlords, retailers, capital markets participants, brokers and advisors.

### Wednesday, February 25

10:00 am – 1:30 pm

#### Optional Event: Pre-Conference Tour

Join us for private tours of three Dallas hotspots:



**The Dallas Design District** has undergone significant change in the past decade. Right at the heart of the city, the area has evolved from a “to the trade only” warehouse district to a hip, blossoming community that attracts life and creativity.



**The Knox-Henderson Avenue Corridor** isn’t just about shopping. Increasingly, it’s also about entertainment, especially on the Henderson side of Central Expressway all the way to Ross Avenue. In the past year, it has become the heir to nearby Greenville Avenue and Deep Ellum, and a rival to Uptown, in terms of cool bars and eateries.



**Trinity Groves** is a 15-acre restaurant, retail, artist and entertainment destination located at the base of the Margaret Hunt Hill Bridge in West Dallas. Their evolving development strives to foster the growth of startup businesses, building on Dallas’ culture of innovation and entrepreneurship, while creating jobs and spurring economic opportunity.

9:00 – 9:30 am **Tour registration**

9:45 am **Bus departs for Tour**

12:00 noon – 1:00 pm **Lunch at Trinity Groves**

1:30 pm **Return to Ritz-Carlton Dallas**

**Please see the Registration Form on page 15 to sign up.**

1:00 – 8:00 pm

**Registration**

1:45 – 3:00 pm

**SIGs**

Special Industry Groups (SIGs) are interactive open-group discussions which provide an opportunity for ICSC members with similar professional specialties the opportunity to exchange insights, ideas and best practices. SIGs are THE optimal forum for networking and to have your voice heard! Participation is strictly limited to attendees who are from the particular industry segment.

**Private Developers SIG**

While public REITs may control the majority of enclosed malls, the bulk of open-air centers are owned and operated by private developers. The Private Developers SIG provides an opportunity to discuss the issues unique to this special breed of entrepreneurs.

FACILITATORS

**Martin Mayer**

ICSC Trustee and Southern Division Vice President  
President  
Stirling Properties  
Covington, LA

**Richard H. Tucker**

ICSC Open Air Committee Co-Chair  
Chief Executive Officer  
Tucker Development  
Highland Park, IL

**Large Capital/Institutional Developers SIG**

Understanding and participating in the pressures and advantages of the public market is a prerequisite for this SIG. Sharing best practices and major concerns in this requisite, evolving, critical segment is key to a healthy industry.

FACILITATORS

**Thomas A. Caputo**

President  
Equity One, Inc.  
New York, NY

**Paul W. Freddo**

ICSC Past Trustee  
ICSC Open Air Committee Co-Chair  
Senior Executive Vice President, Leasing & Development  
DDR Corp.  
Beachwood, OH

**Retailers SIG**

**Note: This SIG Is For Retailers Only.** Participation is strictly limited to retailers; organized by retailers for retailers. This open discussion is guaranteed to be interactive and insightful with the people who know what it is like to “walk in these shoes.”

FACILITATORS

**Seth Geldzahler**

ICSC Trustee  
Vice President - Real Estate  
Bed Bath & Beyond Inc.  
Union, NJ

**Steve Rouman**

ICSC 2015 Open Air Summit Conference Co-Chair  
Vice President of Global Real Estate & Construction  
Levi Strauss & Co.  
San Francisco, CA

**Service Providers SIG****The Evolving Role of Service Providers in Today's Retail Real Estate Industry**

The role of service providers in today's Retail Real Estate Industry goes well beyond traditional definitions. Real Estate Departments have shrunk, and all have been tasked with “doing more, with less human resources”, and all are being asked to provide more time, more resources, and more service. How should we evolve as providers? Where is the right balance?

FACILITATORS

**Todd Caruso**

Senior Managing Director  
CBRE  
Bannockburn, IL

**Johnny Siegel**

Managing Member  
Open Realty Advisors  
Dallas, TX

Please visit [www.icsc.org/2015SIG2](http://www.icsc.org/2015SIG2) to sign up.

3:15 – 4:30 pm | Conference Begins  
“A Colorful Beginning”

How many meetings have you attended where you made your most important new connections just when it was time to go home? Well, not this time! Back by popular demand, this session provides a great way to get to know some of your fellow Summit attendees.

The colored sticker on your conference badge is your ticket to a specific, small-group discussion where you will meet your fellow attendees, express your views or put your questions on the table. Those questions will be shared with the general session and boardroom moderators to help ensure that the Summit addresses all of your questions.

FACILITATORS

**Patricia M. Blasi, CRX, CSM**

President  
Borghese Investments, LLC  
Aventura, FL

**Margaret Caldwell**

Managing Director  
JLL  
Atlanta, GA

**Lawrence Casey**

President and Chief Operating Officer  
Donahue Schriber  
Costa Mesa, CA

**Peter Eisenberg**

Principal  
Clark Street Real Estate  
Chicago, IL

**Brett K. Sheets**

Senior Vice President - Leasing  
American Realty Capital Properties, Inc.  
Phoenix, AZ

5:00 – 5:15 pm  
**Welcome Remarks**

**Paul W. Freddo**

ICSC Past Trustee  
ICSC Open Air Committee Co-Chair  
Senior Executive Vice President, Leasing & Development  
DDR Corp.  
Beachwood, OH

**Daniel M. Taub**

ICSC 2015 Open Air Summit Conference Chair  
Chief Operating Officer  
DLC Management Corp.  
Tarrytown, NY

**Richard H. Tucker**

ICSC Open Air Committee Co-Chair  
Chief Executive Officer  
Tucker Development  
Highland Park, IL

5:15 – 6:15 pm  
**Opening Speaker**

“What I Really Think...?”

Enjoy an interactive session with former Chief Executive Officer of DDR Corp., Daniel Hurwitz.

**Daniel Hurwitz**

ICSC Past Trustee  
Founder/CEO  
Raider Hill Advisors  
New York, NY

6:30 – 8:00 pm  
**Welcome Reception & Dinner**

## Thursday, February 26

7:00 am – 7:00 pm

### Registration

7:30 – 8:30 am

### Breakfast

8:00 – 10:15 am

### Roundtable Sessions

Roundtables are consistently one of the highest-rated, valuable sessions of the Summit. You will have the opportunity to participate in 3 different roundtables, with 30 topics to choose from.

(Each Roundtable is 45 minutes)

**Table #1: Merchandising a Shopping Center from a Retailer's Perspective** – Elise Jaffe, ICSC Past Trustee, Dress Barn and Alex Lelli, ICSC Past Trustee, ULTA Inc.

**Table #2: Do's and Don'ts of Presenting a Site to a Retailer** – Valerie Richardson, CRX, CLS, ICSC Past Trustee, The Container Store

**Table #3: Renewals - How to Keep the Tenant from Relocating** – Steven Goldberg, Bed Bath & Beyond Inc.

**Table #4: Retailers and their Exclusive Brokers** – Kirsten Early, RSA Commercial and Tim Hughes, Falcon Realty Advisors

**Table #5: The Science of Real Estate Strategy from a Supermarket Perspective** – Mark K. Salma, Kroger Co.

**Table #6: Investing in Retail Properties - A Guide to Structuring Partnerships** – Gary D. Rappaport, CRX, CMD, CSM, CLS, CDP, ICSC Past Chairman, RAPPAPORT

**Table #7: Point of Difference Restaurants - In mixed-use and urban projects the best way to make a location stand out may be to attract a locally-owned destination restaurant. We will brainstorm on how to locate, attract, fund, open and maintain the right user for your project** – Darryl Bonner, Cousins Properties and Kevin Polston, Post Properties

**Table #8: Exclusive Use: Finding The Balance Between Retailer Protection And Leasing Flexibility** – Bryan Zabell, DDR Corp.

**Table #9: Today's Leasing Talent - what do they look like, how do you source, train, motivate and keep them?** – Beth Azor, Azor Advisory Services, Inc.

**Table #10: Buying from a REIT** – Rob Nadler, Kimco

**Table #11: What it Takes to Land a Cinema Deal Today** – Jay Jostrand, Cinemark Corp

**Table #12: How do Co-Tenancy and Exclusives Affect Pricing and Value** – David Birdsall, Phillips Edison & Company

**Table #13: Development in 2015** – Martin Mayer, ICSC Trustee, ICSC Southern Division Vice President, Stirling Properties

**Table #14: Walgreen's Boots Alliance: A Global Approach to Real Estate and Facilities Management** – Matthew S. Harris, ICSC Central Division Retail Chair, Walgreen Co.

**Table #15: Lessons Learned from Today's Complicated Mixed-Use Development** – Chris Weilminster, Federal Realty Investment Trust & John Hendrickson, Federal Realty Investment Trust

**Table #16: The Tenant of the Future - The Omni-Channel Retailer** – David A. Schulman, Staples, Inc.

**Table #17: What is Driving Retail Investment Cap Rates and How Low Can They Go?** – Bill Kent, CBRE & Ryan Sciallo, CBRE

**Table #18: JV Capital - Where to Find it and How to Structure it** – David Robinov, Ackman-Ziff

**Table #19: Emerging Trends in the Grocery Industry** – Joe McKeska, Bi-Lo Holdings (dba Winn Dixie, BI LO and Harvey's)

**Table #20: "Life without a Roof:" The Strategic Thinking Behind Open-Air Store Expansion** – Steve Rouman, ICSC 2015 Open Air Summit Conference Co-Chair, Levi Strauss & Co. and Jeff Gaul, Chico's FAS, Inc.

**Table #21: High Street Retailing** – Chris Conlon, Acadia Realty Trust, ICSC 2015 Open Air Summit Conference Co-Chair & Michael Oliverio, Polo Ralph Lauren Corporation

**Table #22: Junior is the New Anchor - The trend of downsizing is examined together with factors such as demising costs, TI and rent for the new deal as well as the non-monetary benefits (e.g., exclusives, merchandise mix and site plan impact) to remain with the existing tenant** – Maria Toliopoulos, RPAI

**Table #23: Often Ignored Lease Clauses that Will Come Back to Bite You!** – Oscar R. Rivera, Esq., Siegfried, Rivera, Hyman, Lerner, De La Torre, Mars & Sobel, P.A.

**Table #24: Where are Construction Costs Heading... and What Can I Do About it?** – Stacey Berthon, CDP, Hoar Construction & Josh Poag, Poag Lifestyle Centers

**Table #25: Apps and Trends for Real Estate Decision Making/Management** – Joe Rando, Trade Area Systems

**Table #26: Negotiating Lease Renewals from a Tenant's Perspective** – Anthony Carosello, Jo-Ann Fabric and Craft Stores and Lon Novatt, The Sports Authority

**Table #27: "A Sneak Peak" inside a Retailer's Real Estate Committee** – Ted Frumkin, Sprouts & Gayle Aertker, ICSC Past Trustee, Burlington Stores

**Table #28: De-Suburbanization: Development/Redevelopment of Urban Infill Opportunities** – Andy Stein, CRX, CLS, ICSC Illinois Operations Chair, Clark Street Real Estate and Peter Eisenberg, Clark Street Real Estate

**Table #29: Big Box Issues** – Kevin Sendrey, Dick's Sporting Goods

**Table #30: The Art of Making Temporary and Pop-up Deals Quickly** – Robert Douponce, Party City Retail Group

10:15 – 10:30 am  
**Networking Break**

10:30 – 11:45 am

**General Session: Open Air Trends**

Change is the only constant in the Open Air Retail Community. Our seasoned panelists will discuss trends and challenges across all flavors of "Open Air".....Power Centers, Grocery Anchored Centers, Neighborhood Centers and Urban/ Street Retail. This will include current directions in leasing, development/redevelopment, acquisitions, dispositions and financing. Attendees will have the opportunity to ask our panelists questions about what is working well.....and what isn't.

MODERATOR

**Larry Casey**

President and Chief Operating Officer  
Donahue Schriber  
Costa Mesa, CA

SPEAKERS

**Christopher M. Conlon**

ICSC 2015 OAC Summit Conference Co-Chair  
EVP, Chief Operating Officer  
Acadia Realty Trust  
White Plains, NY

**Conor Flynn**

President, Chief Operating Officer and  
Chief Investment Officer  
Kimco Realty Corporation  
New Hyde Park, NY

**Chris Weilminster**

Executive Vice President - Real Estate & Leasing  
Federal Realty Investment Trust  
Rockville, MD

12:00 noon – 12:30 pm  
**Lunch**

12:30 – 12:45 pm

**Outlook for Retail Real Estate****Robert F. Welanetz, CRX, CSM**

ICSC Chairman  
Global Retail Real Estate Advisor  
The Blackstone Group  
Atlanta, GA

12:45 – 1:30 pm

**General Session: Retail Development and Operations at and Around World Class Sports Venues**

When it comes to new investment in retail real estate, “Live, Work and Play” is a phrase we are seeing more and more of. When it comes to “Play” our industry is moving beyond movie theaters, laser tag and arcades. Leaders in ownership and operation of professional sports teams are seizing opportunities at and around sports venues as they see great synergies and thriving environments for retail success. Hear the latest from this special panel as they share their thoughts on where this new flavor of “Open Air” is going.

MODERATOR

**Ray Washburne**

President/Managing Director  
Highland Park Village  
Dallas, TX

SPEAKERS

**Clark Hunt**

Chairman and Chief Executive Officer  
Kansas City Chiefs  
Kansas City, MO

**Stephen Jones**

Chief Operating Officer/Executive Vice President/  
Director of Player Personnel  
Dallas Cowboys  
Dallas, TX

**Terdema L. Ussery, II**

President and Chief Executive Officer  
Dallas Mavericks  
Dallas, TX



1:30 – 2:00 pm

**Networking Break**

2:00 – 3:00 pm

**General Session: Capital Markets**

Leading market participants will discuss the state of the debt and equity markets. What is driving acquisitions by institutional investors and private buyers? Who are the most aggressive lenders and why? What are the latest trends in the capital markets?

MODERATOR

**Kenneth F. Bernstein**

ICSC Trustee  
President and Chief Executive Officer  
Acadia Realty Trust  
White Plains, NY

SPEAKERS

**Dennis Gershenson**

President and Chief Executive Officer  
Ramco-Gershenson  
Farmington Hills, MI

**Shecky Schechner**

Managing Director  
Barclays Capital  
New York, NY

**Richard Wagman**

Managing Partner  
Madison Capital  
New York, NY

3:15 – 4:00 pm

**Boardroom Discussions Round I**

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights. You will have the opportunity to participate in two discussions.

## 1. Urban Open Air

Many of today's best retailers transact in multiple settings. Hear about the ways in which street retail and mixed-use urban and densely populated suburban developments are providing new opportunities for retailers. Learn how these opportunities provide retailers access to the real 24-7 "live/shop/dine" experience. Explore the nuances and challenges of high street and urban infill development and leasing. Understand and appreciate the differences in merchandising, store design, shopping patterns, and—most important for this audience—real estate transactions in urban and infill opportunities.

### FACILITATORS

#### **Christopher M. Conlon**

ICSC 2015 OAC Summit Conference Co-Chair  
EVP, Chief Operating Officer  
Acadia Realty Trust  
White Plains, NY

#### **Richard H. Tucker**

ICSC Open Air Committee Co-Chair  
Chief Executive Officer  
Tucker Development  
Highland Park, IL

## 2. Retailers

### **Should I Stay or Should I Go?**

In this session, there will be a riveting dialogue about the retailer's perspective evaluating relocations versus renewals. We will look behind the scenes into the retailer's practices to rationalize real estate portfolios in today's complex environment. Learn what really happens in the retailer's boardroom as lease events (like options and expirations) are being reviewed. This is your chance to express your perspective on negotiations with existing tenants and landlords.

### FACILITATORS

#### **James Lampassi**

ICSC Trustee  
Vice President Real Estate & Construction  
Petco Inc.  
San Diego, CA

#### **Valerie Richardson, CRX, CLS**

ICSC Past Trustee  
Vice President - Real Estate  
The Container Store  
Coppell, TX

## 3. Capital Markets

### **Investment and Capital Trends in 2015 and Beyond. Are We In A New CAP Rate Paradigm?**

Join a dynamic and interactive discussion on the latest trends impacting retail investment properties and the capital markets, with an emphasis on various investment strategies and projections for the state of the investment market in 2015 and beyond. The group will assess the current low cap rate environment and discuss if this a new paradigm or a bubble in the making. Additional topics to be discussed include changing interest rates, retailer leasing trends, and opportunities and risks affecting core and value-add retail investments.

### FACILITATORS

#### **Reza Etedali**

Chief Executive Officer and Founder  
REZA Investment Group  
Irvine, CA

#### **Shane C. Garrison**

EVP/COO/CIO  
RPAI  
Oak Brook, IL

#### **Steven Vittorio**

ICSC Trustee  
Managing Director  
Prudential Real Estate Investors  
Madison, NJ



#### 4. Construction Costs & Project Delivery Methods

In this session, the varying perspectives of a retailer, a contractor and an owner come together for a discussion on construction costs. The session will touch on topics such as cost trends, estimating, construction costs and world oil prices, cost control measures and the correlation of cost to quality and time. The conversation goes further, however, by including a discussion of project delivery methods common in the industry. Should you select traditional design-bid-build, a negotiated lump sum, a GMP or one of the newly evolving delivery methods? The benefits and liabilities of the various methods will be discussed, with an emphasis on how they can (or can't) make costs transparent and understandable.

##### FACILITATORS

#### Joe Chura

Senior Vice President of Construction Management  
DDR Corp.  
Cleveland, OH

#### Tony Maldonado

Vice President  
Gap Inc.  
San Francisco, CA

#### Neil Pratt

Executive Vice President  
EMJ Corp./Accent Construction Services  
Chattanooga, TN

#### 5. Crowdfunding

Crowdfunding might be the next big thing to hit commercial real estate. The leaders of three of the most prominent crowdfunding platforms, Fundrise, EarlyShares, and Venovate will join us to discuss what crowdfunding is, how it works, how quickly it will scale up, and what challenges they see. This interactive session will include time to address your questions.

***Participants are asked to visit at least one crowdfunding portal, register, and explore the site prior to attending this boardroom session.***

##### FACILITATORS

#### Benjamin Miller

Co-Founder and Chief Executive Officer  
Fundrise  
Washington, DC

#### Michael Raneri

Founder & Chief Executive Officer  
Venovate  
San Francisco, CA

#### Joanna Schwartz

Chief Executive Officer and Co-Founder  
EarlyShares  
Miami, FL

4:15 – 5:00 pm

#### Boardroom Discussions Round II

Wish you could have been in two places at once?  
Here's your second chance!

5:45 – 7:00 pm

#### Networking Reception

7:00 pm

#### Optional Event: Dine-Arounds

(Pre-Registration Required)

A repeat of another Summit favorite! The perfect time for not only the greatest food Dallas has to offer, but also for great conversation—one more opportunity to share ideas and network.

Choose from one of the following restaurants:

DISH **(CANCELED)**

Fearing's at Ritz-Carlton **(SOLD OUT)**

Javier's

Stephan Pyles

Truluck's

Please see the Dine-Around Form on page 14 to register.

9:00 pm

**Optional Event: After-Dinner Mingle**

**Katy Trail Ice House**



The Ice House is an Austin style beer garden and restaurant located in the heart of uptown Dallas on the Katy Trail that has the best patio in Dallas and has a 50-foot-long bar that boasts 50

beers on tap, ranging from Texas Domestic to Regional and International Imports on the draw.

What a way to end the second OAC Summit day...catch up with friends, learn more about the new people you met today!

**Friday, February 27**

8:30 – 9:00 am

**Breakfast**

9:00 – 10:00 am

**General Session: Uncontainable Opportunities for Retail Real Estate**

The real estate development and retail industries go hand in hand – like the heart and lungs – we need both, thriving together, in order to delight, inspire and improve the lives of consumers across the country. Join these retail stalwarts in a conversation about the shared opportunities and synergies between the real estate development and retail communities.

MODERATOR

**Valerie Richardson, CRX, CLS**

ICSC Past Trustee  
Vice President of Real Estate  
The Container Store  
Coppell, TX

SPEAKERS

**Matthew Shay**

President and Chief Executive Officer  
National Retail Federation  
Washington, D.C.

**Kip Tindell**

Chairman and Chief Executive Officer  
The Container Store  
Coppell, TX

10:00 – 10:30 am

**Closing Remarks**

**Paul W. Freddo**

ICSC Past Trustee  
ICSC Open Air Committee Co-Chair  
Senior Executive Vice President  
Leasing & Development  
DDR Corp.  
Beachwood, OH

**Daniel M. Taub**

ICSC 2015 Open Air Summit Conference Chair  
Chief Operating Officer  
DLC Management Corp.  
Tarrytown, NY

**Richard H. Tucker**

ICSC Open Air Committee Co-Chair  
Chief Executive Officer  
Tucker Development  
Highland Park, IL

10:30 am

**Conference Adjourns**

Program information current as of February 2, 2015.

## Committee on Open Air Centers

### Open Air Committee Co-Chairs

**Paul W. Freddo**, ICSC Past Trustee, DDR Corp.  
**Richard H. Tucker**, Tucker Development

### 2015 OAC Summit Conference Chair

**Daniel M. Taub**, DLC Management Corp.

### 2015 OAC Summit Conference Co-Chairs

**Christopher M. Conlon**, Acadia Realty Trust  
**Steve Rouman**, Levi Strauss & Co.

### Ex Officio

**Brad M. Hutensky**, ICSC Past Chairman, Hutensky Capital Partners

### Emeritus Members

**Kenneth F. Bernstein**, ICSC Trustee, Acadia Realty Trust  
**Patricia M. Blasi**, CRX, CSM, Borghese Investments, LLC  
**Elise Jaffe**, ICSC Past Trustee, Dress Barn  
**Alan Smith**, CLS, Bourn Partners, LLC  
**Larry K. Wheeler**, Grubb & Ellis | Wilson Kibler  
**Steve Weingarten**, Weingarten Realty

### Committee Members

**Thomas A. Caputo**, Equity One, Inc.  
**Scott Carr**, CRX, CLS, CSM, Inland Real Estate Corporation  
**Lawrence Casey**, Donahue Schriber  
**Tom Connolly**, CRX, CLS, CDP, ICSC Trustee, Walgreen Co.  
**George Demuth**, Hutensky Capital Partners  
**Norris R. Eber**, CRX, CSM, CLS, ICSC Past Trustee, Abbell Associates, LLC  
**Reza Etedali**, REZA Investment Group  
**Terry Evans**, Kroger Co.  
**Tony Fuller**, The Barnabas Team  
**Seth D. Geldzahler**, ICSC Trustee, Bed Bath & Beyond Inc.  
**Bernard J. Haddigan**, CBRE, Inc. | Capital Markets  
**Damon J. Hemmerdinger**, CRX, CDP, ATCO  
**James Lampassi**, ICSC Trustee, Petco  
**Rebecca Maccardini**, CMD, ICSC Past Chairman, RMRResources, LLC  
**Martin Mayer**, ICSC Trustee, ICSC Southern Division Vice President, Stirling Properties  
**Robert J. Otten**, Lat Purser and Associates, Inc.  
**Michael V. Pappagallo**, Brixmor Property Group  
**Gary D. Rappaport**, CRX, CMD, CSM, CLS, CDP, ICSC Past Chairman, RAPPAPORT  
**Valerie Richardson**, CRX, CLS, The Container Store  
**Schecky Schechner**, Barclays Capital  
**Donald Wright**, ICSC Past Trustee, Safeway, Inc.  
**Simon Ziff**, The Ackman-Ziff Real Estate Group LLC

## Thank You to Our Sponsors

### Platinum

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### Gold

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## Sponsorship Form

BENEFITS	<b>SOLD OUT</b>		
	PLATINUM \$3,000	GOLD \$1,500	SILVER \$600
Company name and/or logo on all publicity materials including electronic and hard copy on pre-event printed materials*, targeted e-mail blasts to ICSC membership, logo on event website with hyperlink	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
On-Site Signage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Verbal recognition from the podium	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Company logo to loop during select event functions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Company logo and write-up (150 words) in the Directory	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Company logo in the Directory	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Company name in the Directory	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sponsor ribbons for all company attendees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

\*Pending production deadline dates

### Deadline

Sponsorship must be received by **January 30, 2015** to be recognized at the summit.

### Return Completed Form to

2015 OAC Summit Sponsorship  
 P.O. Box 26958  
 New York, NY 10087-6958  
 Fax: +1 732 694 1800  
*(credit card payments only)*

### Include with form

- Payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg and .eps format) to [cflanhardt@icsc.org](mailto:cflanhardt@icsc.org).

### ICSC Contact

**Christabelle Flanhardt**  
**Tel:** +1 646 728 3638  
**E-mail:** [cflanhardt@icsc.org](mailto:cflanhardt@icsc.org)

Please check one:  PLATINUM Sponsorship  GOLD Sponsorship  SILVER Sponsorship

Company

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

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

(2015OA-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)



### Dine-Around Form

Prices are per person for a three-course meal, 2 beverages and tax/gratuity. Space is limited, and will be confirmed on a first-come, first-served basis. Deadline to register for the Dine-Arounds is **February 18, 2015**. No refunds can be issued after this date.

### DISH | \$110 (CANCELED)

With a focus on fresh, simple comfort foods and a vibrant atmosphere, DISH provides a dining experience like no other.

### Fearing's at Ritz-Carlton | \$125 (SOLD OUT)

Fearing's is the perfect blend of innovative design, elevated cuisine and the true spirit of Texas hospitality. Named "Restaurant of the Year" and "Table of the Year" by *Esquire Magazine* shortly after opening and named No. 1 in Hotel Dining in the U.S. by *Zagat* just 15 months later, Fearing's has created quite a buzz with distinct dining venues, a spectacular farm-to-market seasonal menu, and the personal presence of Fearing himself.

### Javier's | \$95

Straying away from the Tex-Mex concept, including tacos and enchiladas, Javier's focuses on a more realistic image of what Mexico City dining is all about. If you come searching for the traditional Texas-Mexican restaurant, you will be disappointed, but if you come looking for a taste of the heart of Mexico, you've found the right place!

### Stephan Pyles | \$120

In November 2005, Chef Stephan Pyles, a pioneer of New American Cuisine and legendary founding father of Southwestern Cuisine, launched the first restaurant to bear his name. Stephan Pyles, named "Texas' Best New Restaurant of 2006" by *Texas Monthly*, serves what Chef Pyles calls "New Millennium Southwestern Cuisine". The new millennium menu weaves a global food tapestry of tastes, flavors and textures from Texas, South America, Spain, the Mediterranean, the Middle East and from Chef Pyles's many years of award-winning experience in devising and enhancing Southwestern cuisine.

### Truluck's | \$125

A getaway for the senses. Come savor the freshest Crab, direct from our own fisheries. Delight in our fresh-catch seafood menu or select tender, juicy steaks prepared to perfection. Then complement it all with delicious wines by the glass and bottle.

### How to Register

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

Mail: ICSC

Attn.: Registration Department  
P.O. Box 26958  
New York, NY 10087-6958

### Please list your top three choices:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

\_\_\_\_\_  
Name Title

\_\_\_\_\_  
Company name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City State/Province Zip/Postal Code

\_\_\_\_\_  
Telephone Fax E-mail (2015OA-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)

## Pre-Conference Tour Form

Wednesday, February 25, 2015

### Private Tour – \$50 per person

Join us for private tours of three Dallas hotspots:

**The Dallas Design District** has undergone significant change in the past decade. Right at the heart of the city, the area has evolved from a “to the trade only” warehouse district to a hip, blossoming community that attracts life and creativity.

**The Knox-Henderson Avenue Corridor** isn’t just about shopping. Increasingly, it’s also about entertainment, especially on the Henderson side of Central Expressway all the way to Ross Avenue.

In the past year, it has become the heir to nearby Greenville Avenue and Deep Ellum, and a rival to Uptown, in terms of cool bars and eateries.

**Trinity Groves** is a 15-acre restaurant, retail, artist and entertainment destination located at the base of the Margaret Hunt Hill Bridge in West Dallas.

Their evolving development strives to foster the growth of startup businesses, building on Dallas’ culture of innovation and entrepreneurship, while creating jobs and spurring economic opportunity.

### How to Register

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