



ECONOMIC DEVELOPMENT CORPORATION (LVEDC)-FINANCE WORK GROUP

Leon Valley City Hall-Large Conference Room.

6400 El Verde Road, Leon Valley, Texas 78238

Wednesday, September 21, 2016 at 10:00 a.m.

AGENDA

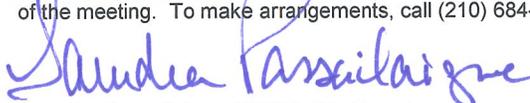
1. Consider, discuss and take possible action to approve Accounts Payable for September 2016 and confirm funds available in checking accounts for payables.
2. Consider, discuss and take possible action to approve the LVEDC August 2016 Financial Report from the Leon Valley Finance Department.
3. Consider, discuss and take possible action on plan for the Texas Conference & Deal Making- ICSC in Dallas, TX.
4. Consider, discuss and possible action in setting parameters of board member's days/night coverage for mandatory training or conferences for the board to consider. In reference to the Houston Sales Tax Training.
5. Consider and discuss additional night stay for Sales Tax Training on 9/22/2016 and due to timing of inquiry recommend approval of additional night stay.
6. Consider and discuss the proposed repayment plan by the Leon Valley Area Chamber of Commerce. LVEDC will review and take action on 9/28/2016 meeting.
7. Consider, discuss and take possible action to approve the 09-28-2016 LVEDC Meeting Agenda.
8. Consider and discuss the possible function of the LVEDC under the new structure pending the November election.
9. Announcements by the President and Work Group Members.
 - a) Attendance at Parliamentary and Open Meeting Training for addition to the 9/28/16 minutes.
 - b) Retail Coach -Kick Off phone call. Anticipate LVEDC representation in Dallas, two potential developers that are interested in LV, detail list needed of empty lots/acres and spaces in Leon Valley for RC to use in developing the marketing strategy / materials. Proposal Suite – priority in data entry.
 - c) Apple White withdrew their item from the City Council agenda on 9/6/2016 to request a zoning change for expansion. Follow up vendor to determine future plans and / or need for EDC funding.

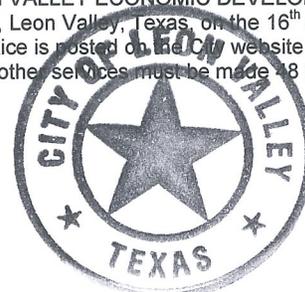
The public is hereby notified that notices for all regular and special meetings of the City of Leon Valley Economic Development Corporation ("LVEDC") will no longer distinguish between matters to be discussed in open or closed session of the meeting. The practice in accordance with rulings of the Texas Attorney General allows the LVEDC to convene in closed session to discuss any matter listed on the agenda so authorized by the Texas Government Code Sections 551.071 (consultation with attorney), 551.072 (deliberation regarding real property), 551.073 (deliberation regarding prospective gift), 551.074 (personnel matters), 551.076 (deliberation regarding security devices), 551.087 (economic development), and 551.088 (deliberation regarding test item). **THE LVEDC MAY TAKE APPROPRIATE OFFICIAL ACTION ON ANY AGENDA ITEM.**

Attendance by Other Elected or Appointed Officials:

It is anticipated that members of City Council or any other City boards, commissions and/or committees may attend the meeting in numbers that may constitute a quorum. Notice is hereby given that the meeting, to the extent required by law, is also noticed as a meeting of City Council and any other boards, commissions and/or committees of the City, whose members may be in attendance in numbers constituting a quorum. These City Council members and members of other City boards, commissions, and/or committees may not deliberate or take action on items listed on the agenda. [Attorney General Opinion – No. GA-0957 (2012)].

I hereby certify that the above NOTICE OF PUBLIC MEETING(S) AND AGENDA OF CITY OF LEON VALLEY ECONOMIC DEVELOPMENT CORPORATION was posted on the Bulletin Board, at the Leon Valley City Hall, 6400 El Verde Road, Leon Valley, Texas, on the 16th day of September 2016 at 8:10 a.m. and remained posted until after the meeting(s) hereby posted concluded. This notice is posted on the City website at www.leonvalleytexas.gov. This building is wheelchair accessible. Any request for sign interpretive or other services must be made 48 hours in advance of the meeting. To make arrangements, call (210) 684-1391.


Sandra Passailaigue, TRMC, City Secretary



September 2016 EXPENSES

INVOICE DATE	VENDOR	FEE	SERVICE
N/A	City of Leon Valley	\$ 3,833.00	September 2016 Services Agreement
N/A	Texas Economic Development Council (TEDC)	\$ 500.00	Registration for TEDC's 2016 Annual Conference (San Antonio, TX)
9/28/2016	International Council for Shopping Centers (ICSC)	\$ 295.00	Registration for Texas Conference & Deal Making (Dallas, TX)
N/A	International Council for Shopping Centers (ICSC)	\$ 50.00	New Membership/Renewal
N/A	City of Leon Valley	?	Kinman House Project
		TOTAL \$	4,678.00

NOTES:

* \$79.00 for TEDC 2016 Tax Incentives Webinar was approved at the 08-24-2016

Regular meeting, however expense was not included on the AP from August 2016.

* \$500 (TEDC Member....\$550 non-member rate) for the 2016 Annual Conference is a PER PERSON fee.

* \$295 for the Texas Conference & Deal Making (ICSC-Dallas, TX) is a PER PERSON fee. Deadline to register is 09-28-2016, after deadline fee will be \$365.00.

* \$50 for ICSC is a PER PERSON fee renewal membership. Must submit application with conference registration before 09-28-2016.

500-LVEDC
 FINANCIAL SUMMARY

	CURRENT BUDGET	CURRENT PERIOD	PRIOR YEAR PO ADJUST.	Y-T-D ACTUAL	Y-T-D ENCUMBRANCE	BUDGET BALANCE	% OF BUDGET
REVENUE SUMMARY							

Revenues	0.00	29,527.53	0.00	216,462.91	0.00 (	216,462.91)	0.00
	<u>0.00</u>	<u>29,527.53</u>	<u>0.00</u>	<u>216,462.91</u>	<u>0.00 (</u>	<u>216,462.91)</u>	<u>0.00</u>
*** TOTAL REVENUES ***	=====	=====	=====	=====	=====	=====	=====
EXPENDITURE SUMMARY							

LVEDC	414,236.00	28,775.47	0.00	230,652.45	0.00	183,583.55	55.68
	<u>414,236.00</u>	<u>28,775.47</u>	<u>0.00</u>	<u>230,652.45</u>	<u>0.00</u>	<u>183,583.55</u>	<u>55.68</u>
*** TOTAL EXPENDITURES ***	=====	=====	=====	=====	=====	=====	=====
** REVENUE OVER (UNDER) EXPENDITURES *	(414,236.00)	752.06	0.00	(14,189.54)	0.00 (	400,046.46)	96.57
	=====	=====	=====	=====	=====	=====	=====
TOTAL OTHER SOURCES/USES	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
NET GAIN OR (LOSS)	(414,236.00)	752.06	0.00	(14,189.54)	0.00 (	400,046.46)	3.43
	=====	=====	=====	=====	=====	=====	=====

C I T Y O F L E O N V A L L E Y
 FINANCIAL STATEMENT - UNAUDITED
 AS OF:AUGUST 31ST, 2016

500-LVEDC
 REVENUES

	CURRENT BUDGET	CURRENT PERIOD	PRIOR YEAR PO ADJUST.	Y-T-D ACTUAL	Y-T-D ENCUMBRANCE	BUDGET BALANCE	% OF BUDGET
Revenues							
41010 Sales Tax	0.00	29,505.89	0.00	216,318.50	0.00 (	216,318.50)	0.00
41011 Interest Income	0.00	21.64	0.00	144.41	0.00 (	144.41)	0.00
TOTAL Revenues	<u>0.00</u>	<u>29,527.53</u>	<u>0.00</u>	<u>216,462.91</u>	<u>0.00 (</u>	<u>216,462.91)</u>	<u>0.00</u>
TOTAL ????	0.00	29,527.53	0.00	216,462.91	0.00 (	216,462.91)	0.00

500-LVEDC
 LVEDC
 DEPARTMENTAL EXPENDITURES

	CURRENT BUDGET	CURRENT PERIOD	PRIOR YEAR PO ADJUST.	Y-T-D ACTUAL	Y-T-D ENCUMBRANCE	BUDGET BALANCE	% OF BUDGET
SUPPLIES							
5100-520.01 Office Supplies	100.00	0.00	0.00	0.00	0.00	100.00	0.00
5100-520.02 Operating Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5100-520.04 Miscellaneous Supplies	213.00	(25.00)	0.00	500.22	0.00	(287.22)	234.85
TOTAL SUPPLIES	<u>313.00</u>	<u>(25.00)</u>	<u>0.00</u>	<u>500.22</u>	<u>0.00</u>	<u>(187.22)</u>	<u>159.81</u>
CONTRACTUAL SERVICES							
5100-530.01 Professional Services	61,260.00	9,227.47	0.00	53,822.52	0.00	7,437.48	87.86
5100-530.02 Contractual Services	46,000.00	3,833.00	0.00	42,163.00	0.00	3,837.00	91.66
5100-530.03 Telephone	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5100-530.04 Utilities-Gas, Water, Elec	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5100-530.05 Printing	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5100-530.06 Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5100-530.08 Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5100-530.09 Travel	4,500.00	740.00	0.00	1,890.00	0.00	2,610.00	42.00
5100-530.10 Membership	1,200.00	0.00	0.00	875.00	0.00	325.00	72.92
5100-530.15 EDC Project Funding	286,031.00	0.00	0.00	106,199.87	0.00	179,831.13	37.13
5100-530.16 Miscellaneous	14,932.00	15,000.00	0.00	25,201.84	0.00	(10,269.84)	168.78
TOTAL CONTRACTUAL SERVICES	<u>413,923.00</u>	<u>28,800.47</u>	<u>0.00</u>	<u>230,152.23</u>	<u>0.00</u>	<u>183,770.77</u>	<u>55.60</u>
TOTAL LVEDC	<u>414,236.00</u>	<u>28,775.47</u>	<u>0.00</u>	<u>230,652.45</u>	<u>0.00</u>	<u>183,583.55</u>	<u>55.68</u>
*** TOTAL EXPENDITURES ***	<u>414,236.00</u>	<u>28,775.47</u>	<u>0.00</u>	<u>230,652.45</u>	<u>0.00</u>	<u>183,583.55</u>	<u>55.68</u>
** REVENUE OVER (UNDER) EXPENDITURES *	(414,236.00)	752.06	0.00	(14,189.54)	0.00	(400,046.46)	96.57
NET GAIN OR (LOSS)	<u>(414,236.00)</u>	<u>752.06</u>	<u>0.00</u>	<u>(14,189.54)</u>	<u>0.00</u>	<u>(400,046.46)</u>	<u>3.43</u>

**COMBINED SALES TAX REPORT
FY 2016**

	City Sales	Street	Economic Development	TOTALS
Dec-15	171,841.65	42,954.50	21,477.25	236,273.40
Jan-16	171,410.51	42,846.74	21,423.37	235,680.62
Feb-16	208,640.82	52,153.03	26,076.52	286,870.37
Mar-16	171,793.85	42,942.56	21,471.28	236,207.69
Apr-16	169,065.50	42,260.56	21,130.28	232,456.34
May-16	241,737.84	60,426.15	30,213.07	332,377.06
Jun-16	173,946.05	43,480.53	21,740.27	239,166.85
Jul-16	179,288.77	44,816.03	22,408.01	246,512.81
Aug-16	236,079.56	59,011.77	29,505.89	324,597.22
Sep-16				-
Oct-16				-
Nov-16				-
TOTALS	1,723,804.55	430,891.87	215,445.94	2,370,142.36



PROGRAM

ICSC TEXAS CONFERENCE & DEAL MAKING

Kay Bailey Hutchison Convention Center | Dallas, TX
October 5 – 7, 2016
#TexConf



WEDNESDAY, OCTOBER 5

Registration

12:00 – 8:00 pm

Optional Event: Texas Shoot-Out

10:00 am – 4:00 pm

Elm Fork Shooting Sports

10751 Luna Road
Dallas, TX 75220

10:00 am – Registration

11:00 am – Lunch Served

12:00 pm – “Shotgun” Start

3:00 pm – Networking & Awards Presentation

*New Women’s Division - “Lipstick & Lead”

Optional Event: Topgolf

12:00 – 4:00 pm

*New Location

8787 Park Lane
Dallas, TX 75231

Topgolf is the premier golf entertainment complex where the competition of sport meets your favorite local hangout. You can challenge your friends and colleagues to addictive point-scoring golf games that anyone from the hopeful pro golfer to your neighbor’s seven-year-old kid can play year-round. Just picture a 240-yard outfield with dartboard-like targets in the ground. The closer to the center or bull’s-eye you get and the farther out you hit your microchipped balls, the more points you receive. It’s not golf – it’s Topgolf. Give it a shot!

First-Timers’/Student/Next Gen Reception

4:00 – 5:00 pm

TAKE ADVANTAGE OF ICSC’S RETAILER PROGRAM

Retailers are central to the success of a shopping center. Based on the success of the 2015 Retailer Complimentary Registration Program, ICSC will once again waive the registration fee for ICSC Retailer Members at nine events. Retailer Members attending these events will be required to register in advance to receive complimentary registration in exchange for their active participation. Additionally, both Retailer Members and Non-Members are eligible for a complimentary table in Retailer Central.

Special Industry Groups (SIGs)



4:00 – 5:00 pm

Choose from four sessions and interact with your colleagues and peers on issues, successes and challenges in your segment of the industry. Please visit www.icsc.org/2016SIG7 to register.

P3 Retail



Jessica L. Herrera

ICSC Texas P3 Public Chair
Assistant Director, Economic Development
City of El Paso Economic Development
El Paso, TX



David B. Pettit

ICSC Texas P3 Private Chair
Owner/Principal
David Pettit Economic Development, LLC
Fort Worth, TX

Service Providers

The role of service providers in today’s retail real estate industry goes well beyond traditional definitions. Real estate departments are not the only departments lean and mean these days — marketing, property management and asset management have followed suit. As a result, most are tasked with “doing more with less,” and all are being asked to provide more time, resources and services. How should we evolve as providers? How can we use technology to assist in recruiting, promoting and leasing our centers and services? The facilitators will coordinate an open group discussion on all these issues and encourage participants to share their experiences and best practices.

FACILITATORS



Whitney Livingston

2016 Texas Conference Program Planning
Committee Co-Chair
Senior Vice President, Management Services
Madison Marquette
Frisco, TX



Steve Sumell
Senior Vice President
Trademark Property Group
Fort Worth, TX

Leasing

The Leasing SIG will be a discussion-based format and will focus on how to win both landlord and tenant accounts, how to service both types of accounts, trends in the retail leasing industry, and more.

FACILITATORS



Dan Avnery
President – Dallas Retail Division
NAI Robert Lynn
Dallas, TX



David Fazio
Executive Vice President | Brokerage
The Retail Connection
Dallas, TX



Thomas Glendenning
Partner
SHOP Companies
Dallas, TX

Retailers*

Key topics will include:

- Major industry trends
- Retailer best practices
- Internal processes and team management
- Professional development

FACILITATORS



Davis Bennett
ICSC Texas Retail Chair
Director of Real Estate
Great Clips, Inc.
Minneapolis, MN



Trent Endres
Senior Manager - Real Estate
Sally Beauty Holdings, Inc.
Denton, TX

*The Retailers SIG has been established by retailers and is for retailers only. (Brokers representing retailers do not qualify.)

West Texas Reception

4:30 – 5:30 pm

Doing business or thinking of doing business in West Texas? Then you need to attend this reception to meet and mingle with the players in the region!

Member-Hosted Reception

5:30 – 7:30 pm

THURSDAY, OCTOBER 6

Registration

7:00 am – 6:00 pm

Continental Breakfast

7:30 – 8:00 am

Welcome, Program Overview and Government Relations Update

8:00 – 8:30 am



Denise Browning, CRX, CMD
ICSC Texas State Director
Senior Vice President, Leasing
Centennial Real Estate
Dallas, TX



Suzanne Weatherall
ICSC 2016 Texas Conference Program Planning
Committee Chair
Vice President, Asset Management
Midway
Houston, TX



Kim Carmack
ICSC 2016 Texas Government Relations Chair
Broker
Rohde Ottmers Siegel Realty Inc.
San Antonio, TX

General Session: Capital Markets

8:30 – 9:30 am

A panel of experts will discuss a variety of relevant current event topics affecting the capital markets for commercial retail properties.

Deal Making

9:30 am – 6:00 pm

Lunch Served

11:30 am – 12:00 pm

(No lunch service after 12:00 pm)

ICSC TEXAS CONFERENCE & DEAL MAKING

Texas Undergraduate Case Study Competition Awards

12:00 – 12:15 pm

The Texas ICSC Undergraduate Case Study Competition will pit rival universities against one another in a battle of retail knowledge that will determine which undergraduate program produces students most ready to excel in the retail real estate industry. Faced with a challenging prompt, students will have to overcome various obstacles and answer several key questions asked by industry experts in order to be crowned undisputed champion of ICSC's fourth annual collegiate case study competition. Does your alma mater have what it takes?

General Session: Developer Showcase

12:15 – 1:00 pm

Join us as we discuss some of the hottest developments and redevelopments in Texas. What are the new trends and emerging concepts? Who are the new anchors? And how has entertainment and the customer experience impacted development? Get a unique perspective from these remarkable entrepreneurs as they discuss their successes and challenges in working to bring these exciting developments and redevelopments to life.

MODERATOR



David Schnitzer
Senior Vice President
Venture Commercial
Dallas, TX

Keynote Speaker



Dana Telsey
CEO and Chief Research Officer
Telsey Advisory Group, LLC
New York, NY

FRIDAY, OCTOBER 7

Registration

8:00 am – 12:00 pm

Smokin' Hot Breakfast

8:30 – 9:00 am

General Session: Retail

9:00 – 9:45 am

Deal Making

10:00 am – 12:00 pm

Retailer Central

10:00 am – 12:00 pm

Retailer Central will provide an opportunity for retailers to discuss their future business plans and, more importantly, increase visibility and networking contacts with shopping center owners and developers.

Don't miss this opportunity to meet face-to-face with more than 80 retailers!

(Retailers: For more information, see below)

Conference Adjourns

12:00 pm

Program information current as of August 16, 2016.

RETAILER CENTRAL TABLE REQUEST INFORMATION

ICSC Retailer Members and Non-Members are being offered a complimentary table in Retailer Central. This is a wonderful opportunity for retailers to promote their brand and discuss expansion plans with shopping center owners and developers. In addition to staffing a table, participating retailers must complete a deal sheet that details their space requirements and expansion plans. Retailer Central exhibits must be staffed by retail employees. Third-party representatives are not eligible for a complimentary table.

When

Friday, October 7 | 10:00 am – 12:00 pm

Includes

- One (1) table
- Two (2) chairs
- Company identification sign
- One full conference registration

Cancellations

Notify **William Taylor, CMP** at **wtaylor@icsc.org** immediately if you must cancel.

Who Qualifies

Retailers Only

Cost

ICSC Retailer Members and Non-Members are eligible for a free table. Retailer Non-Members must participate in Retailer Central to qualify for free admission to this event.

Availability

Tables are limited and confirmed on a first-come, first-served basis. Completing the Retailer Central Table Request Form does not guarantee a table will be reserved for you. One table is provided per company brand.

Questions

Contact **William Taylor, CMP** at **wtaylor@icsc.org** or **+1 646 728 3641**.

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

DIVISIONAL LEADERSHIP



Patricia M. Blasi, CRX, CSM, ICSC Southern Division Vice President, Borghese Investments



Joy Foy, ICSC Southern Division P3 Public Chair, Mississippi Development Authority



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



Bryan Cook, ICSC Southern Division Retail Chair, CVS Health



Jason Claunch, ICSC Southern Division P3 Private Chair, Catalyst Commercial



Townsend Underhill, CRX, ICSC Southern Division Next Generation Chair, Stirling Properties

STATE LEADERSHIP



Denise Browning, CRX, CMD, ICSC Texas State Director, Centennial Real Estate



Sandra L. Scott, CPM, CSM, ICSC Texas Operations Chair, The Weitzman Group/Cencor Realty



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



Davis Bennett, ICSC Texas Retail Chair, Great Clips, Inc.



David B. Pettit, ICSC Texas P3 Private Chair, David Pettit Economic Development, LLC



Brendon Hollier, ICSC Texas Next Generation Chair, Palio Partners



Jessica L. Herrera, ICSC Texas P3 Public Chair, City of El Paso Economic Development

PROGRAM PLANNING COMMITTEE

Suzanne Weatherall, ICSC 2016 Texas Conference Program Planning Committee Chair, Midway
Whitney Livingston, ICSC 2016 Texas Conference Program Planning Committee Co-Chair, Madison Marquette
Heather Abel, Goldman Sachs
Shawn Ackerman, Henry S. Miller Brokerage, LLC
Robin Barrow, Weitzman Group
Bryan Cornelius, Venture Commercial Real Estate, LLC
Trent Endres, Sally Beauty Holdings, Inc.
Kendra Hinderland, ICSC Texas Past State Director, Cypress Equities
Matthew Marshall, Texerra Construction, LLC
Blane O'Banion, Weingarten Realty Investors
David Schnitzer, CCIM, Venture Commercial
Alice Seale, Seale Realty Advisors

ICSC TEXAS CONFERENCE & DEAL MAKING

THANK YOU TO OUR PARTNERS AND SPONSORS

GLOBAL PARTNER



NORTH AMERICAN PARTNERS



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LEGACY TEXAS



solutions



GOLD SPONSORS



SILVER SPONSORS



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*	\$295	\$365
Non-Member	\$525	\$645
Student Member**	\$50	N/A
Retailer Member***	\$0	N/A

*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.

**ICSC Student Members are required to register in advance to receive the discounted student registration fee. No discounted registration will be offered on-site.

*** ICSC Retailer Members are required to register in advance to receive complimentary registration – no complimentary registration on-site. Third-party retail representatives do not qualify for complimentary registration.

Deadline

To qualify for the advance registration rates, your registration must be received by **September 28, 2016**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **September 28, 2016**. All requests for refunds must be received by ICSC in writing.

Please Check One: ICSC Member Non-Member Student Member Retailer Member

Name	Title	
Company		
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
Email	Your Membership I.D. #	(2016TX)
Required for Non-U.S. Applicants	Date of Birth	Country of Citizenship

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

Method of Payment

Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) Signature

Credit Card Number (include all digits) Expiration Date (month/year)

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Danielle Kronman** at **dkronman@icsc.org** no later than **September 1, 2016**.

Hotel Reservations

A block of rooms has been reserved at:

The Omni Dallas Hotel
 555 South Main Street
 Dallas, TX 75202
 Rate: \$239

Cut-Off Date: September 9, 2016

Aloft Dallas Downtown

1033 Young Street
 Dallas, TX 75202
 Rate: \$175 Single/\$180 Double

Cut-Off Date: September 15, 2016

To make reservations, visit www.icsc.org/2016TX and click on Book Hotel. For questions, call during our office hours of Monday-Friday 9:00 am to 7:00 pm ET at +1 877 541 9876, or internationally at +1 312 527 7300.

Continuing Education Credit

ICSC Certified professionals earn 1.0 (A3) toward senior certification renewal.

Terms, Conditions and Rules

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.



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	Gold Sponsor \$2, 500	Silver Sponsor \$1,200	Member-Hosted Sponsor \$500
Company logo prominently placed on on-site signage at event	■		
Company name on the lighted kiosk in the registration area			■
Company logo to loop during select event functions	■	■	
Company logo on "Thank You" page in event directory*		■	
Company logo displayed on the PowerPoint presentation at the Member-Hosted Reception			■
Company logo prominently placed on "Thank You" page in event directory*	■		
Company logo and URL on event page	■	■	
Company logo and URL on event emails	■	■	
Sponsor ribbon for all company attendees	■	■	■
One (1) table/literature rack for promotional marketing materials to use during Member-Hosted Reception	■		
Access to the pre-event attendee list	■	■	
Company logo on on-site signage at event		■	

*Pending production deadline dates.

Advertising Opportunities (per ad)

Full-page ad in printed event directory – **\$2,400**

Half-page ad in printed event directory – **\$1,700**

Four (4) SCT Week ads – **\$1,800**

Deadline

Sponsorship must be received by **September 1, 2016**, to be recognized at the conference.

Member-Hosted Reception Sponsor Contact

ICSC Contact

Danielle Kronman

Tel: +1 646 728 3557

Email: dkronman@icsc.org

Business Development Managers

Michael Belli

Western USA and Canada

Tel: +1 714 313 1942 | Email: mbelli@icsc.org

Sheila Charton

Northeast and Mid-Atlantic USA

Tel: +1 646 728 3545 | Email: scharton@icsc.org

Amie Leibovitz

Southern USA, Texas and Puerto Rico

Tel: +1 773 360 1179 | Email: aleibovitz@icsc.org

Sally Stephenson

Midwest USA and Central Canada

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

Return Completed Form and Payment to

ICSC

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

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 dkronman@icsc.org

Please Check One: GOLD SILVER RECEPTION Full-Page Ad Half-Page Ad Four (4) SCT Week Ads

Name _____ Title _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

Email _____ Your Membership I.D. # _____ 2016TXS

Required for Non-U.S. Applicants _____ Date of Birth _____ Country of Citizenship _____

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

Method of Payment Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____



ICSC | NATIONAL NEW YORK | DEAL YORK | MAKING

Jacob K. Javits Convention Center | New York City
December 5 – 6, 2016 | #NYnDM

BIG Things Are Happening In The BIG Apple

Network and conduct business with more than **10,000 attendees** and over **500 exhibitors**, for two full days of deal making.

Enhance your career skills with training on industry concepts from ICSC's world-class speakers with **Professional Development Workshops**.

Stop by our Pavilions – all on the trade show floor.

Global Pavilion allows attendees to learn about retail and development opportunities around the world.

P3 Pavilion showcases cities and municipalities looking to attract retail and real estate development to their communities.

Retailer Row where owners, developers and brokers can meet retailers in a specially designated area on the show floor.

Finance Pavilion is one convenient stop for attendees to meet with banks, other financial institutions and advisors.

A red silhouette of the New York City skyline, including the Statue of Liberty on the left and the Empire State Building in the center, set against a white background.

For more information visit www.icsc.org/2016EDM.

SPORTS EVENT SIGN-UP FORM

Texas Shoot-Out Sporting Clay Tournament

When

Wednesday | October 5, 2016
 10:00 am Registration
 11:00 am Lunch Served
 12:00 pm "Shotgun" Start
 3:00 pm Networking & Awards Presentation

Where

Elm Fork Shooting Sports
 10751 Luna Road
 Dallas, TX 75220

Fees

\$140 (non-refundable) per player.
 Fee includes 80 targets, ammo, eye & ear protection, golf carts & lunch.
 Please Note: Space is limited and will be confirmed on a first-come, first-served basis. A select number of shotguns will be available as loaners through the gun club. Please bring your own shotguns.

Deadline

The deadline to register for this event is **September 21, 2016**.

Sporting Clay Tournament Contact

Matthew Marshall
 Tel: + 1 512 461-4663
 Email: matt@xbuilt.net

ICSC Contact

Danielle Kronman
 Tel: +1 646 728 3557
 Email: dkronman@icsc.org

Return Completed Form and Payment to:

ICSC
 P.O. Box 26958
 New York, NY 10087-6958
 Fax: +1 732 694 1800

Please Check One: Shoot-Out Sporting Clay Tournament Topgolf Tournament
 Men's Division Women's Division

Name _____ Title _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Email _____ (2016TX)

Required for Non-U.S. Applicants _____ Date of Birth _____ Country of Citizenship _____

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

Method of Payment

Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____

Texas Topgolf Tournament

When

Wednesday, October 5, 2016
 12:00 pm – 4:00 pm

Where

Topgolf
 8787 Park Lane
 Dallas, TX 75231

Fees

\$60 (non-refundable)
 Fee includes all tournament fees and lunch.
 Please Note: Space is limited to 100 players and will be confirmed on a first-come, first-served basis.

Deadline

The deadline to register for this event is **September 21, 2016**.

Topgolf Contact

Robin Barrow
 Tel: + 1 214 720-3638
 Email: rbarrow@weitzmangroup.com

Terms, Conditions and Rules

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

DEAL MAKING BOOTH REQUEST FORM

When

October 6, 2016 | 9:30 am – 6:00 pm
October 7, 2016 | 10:00 am – 12:00 pm

Where

Kay Bailey Hutchison Convention Center

Includes

Package A – (per 10' x 10')

- Pipe & drape (not provided with island booths)
- Standard carpeting
- One full conference badge per exhibiting company
- Company ID sign

Package B – (per 10' x 10')

- Pipe & drape (not provided with island booths)
- Standard carpeting
- One full conference badge per exhibiting company
- Company ID sign
- One 6' draped table
- Two chairs

Guidelines

- Exhibits must not extend beyond the boundaries of the booth.
- All exhibitors are required to provide General Liability insurance naming ICSC, the official expo contractor and the venue as co-insured to the ICSC contact listed below.
- All guidelines are subject to regulations of venue and ICSC.

Availability

- Booths are confirmed on a first-come, first-served basis.
- Sending in this Deal Making Booth Request Form does not guarantee a booth will be reserved for you.
- Applications cannot be processed without payment.
- ICSC cannot guarantee that you will not be placed near a competitor.

Deadline

In order to be listed in the Deal Making Directory, ICSC must receive your exposition agreement with full payment by **August 22, 2016**.

Fees

Check or credit card accepted as payment. Make check payable to ICSC.

Booth fee is non-refundable.

Check One	Member	Non-Member
<input type="checkbox"/> Package A – per 10' x 10'	\$550	\$795
<input type="checkbox"/> Package B – per 10' x 10'	\$650	\$895

Booth quantity:

- ___ 10' x 10' booth = 100 square feet
- ___ 10' x 20' booth = 200 square feet
- ___ 10' x 30' booth = 300 square feet
- ___ 20' x 20' booth = 400 square feet
- ___ 30' x 30' booth = 900 square feet
- Other ___ x ___ = ___ square feet

Notification

You will receive a written Booth Confirmation from ICSC three months prior to the meeting, if a booth has been reserved for you. **If you do not receive a letter regarding the status of your request, contact Keith Colavito at kcolavito@icsc.org.**

Cancellations

Notify ICSC immediately if you must cancel. All exposition deposits/payments are non-refundable and non-transferable.

Contact/Please Return Form to

ICSC

Keith Colavito
Trade Expositions Director
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800
Email: kcolavito@icsc.org

Terms, Conditions and Rules

This application is subject to ICSC Terms, Conditions and Rules for Exhibitors available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Contact name (for booth confirmation)	Title	
Company		
Company name that should appear on company identification sign		
Address		
City	State/Province	Zip/Postal Code
Telephone	Email	(2016TX)
Required for Non-U.S. Applicants	Date of Birth	Country of Citizenship
<input type="checkbox"/> Please check here if any of the above information has recently changed.		
Method of Payment		
<input type="checkbox"/> Check made payable to ICSC enclosed for \$ _____	<input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> AMEX <input type="checkbox"/> Discover \$ _____	
Name (as it appears on credit card)	Signature	
Credit Card Number (include all digits)	Expiration Date (month/year)	



ICSC TEXAS CONFERENCE & DEAL MAKING

Kay Bailey Hutchison Convention Center | Dallas, TX
October 5 – 7, 2016
#TexConf