



CITY COUNCIL AGENDA ITEM

Date: July 30, 2015

To: Brian Kischnick, City Manager

From: Mark F. Miller, Director of Economic and Community Development
Glenn Lapin, Economic Development Specialist

Subject: Report on the ICSC Idea Exchange Alliance Program

On July 23, 2015 Mark Miller and Glenn Lapin attended the 45th Annual ICSC (International Council of Shopping Centers) Michigan Idea Exchange Alliance Program at the Suburban Collection Showplace in Novi, MI. This event is a one-stop for education, networking and deal making.

The regional meeting provided an opportunity for retailers, brokers, developers, public officials and environmental/engineering/architectural consultants to gain information about current industry issues. Participants met and interacted with colleagues doing business in the same region helping to develop relationships in the industry. Discussions with retailers, including specific talks regarding a potential Troy location for a popular fast casual food franchise, took place at the event.

Glenn and Mark attended several sessions including:

1. Michigan's New Retail Developments
2. Retail Runway
3. International Attractions Changing the Local Landscape
4. The Evolution of Dick's Sporting Goods – Past, Present and Future
5. Michigan's Expanding Retailers and Restaurants
6. Deal Making

The Deal Making session is a major component of the Idea Exchange. Mark and Glenn set up a Troy information table along with 60 other organizations. The cities of East Lansing and Southfield also had informational tables. Other public entities represented at the Idea Exchange include: Auburn Hills, Brownstown Township, Farmington, Livonia, Rochester Hills and Oakland County.



Program

45th Annual ICSC Michigan

ideaexchange[®]



Alliance
PROGRAM

Retail Development through Public/Private Partnerships

Suburban Collection Showplace
Novi, MI
July 22 – 23, 2015

Exciting New Format!
Networking Reception with Deal Making

WEDNESDAY, JULY 22

Michigan Commercial Real Estate PAC Golf Tournament (Optional Event)

10:00 am – 7:00 pm

Shenandoah Country Club

5600 Walnut Lake Road
West Bloomfield, MI 48323

To register and get a copy of the Sports Event Sign-Up Form, log onto www.icsc.org/2015MI. Return completed form and payment to the Michigan Commercial Real Estate PAC.*

*Michigan Commercial Real Estate PAC is an independent corporation not affiliated with or part of the International Council of Shopping Centers (ICSC).

NOTE: The ICSC Networking Reception has been moved to Thursday, July 23.

THURSDAY, JULY 23

Registration

8:30 am – 6:00 pm

Networking Lounge

9:00 am – 6:00 pm

Alliance-Hosted Continental Breakfast

9:00 – 9:30 am

Welcome and Introduction to the Program

9:30 – 9:45 am

William Gershenson

ICSC 2015 Michigan Idea Exchange and Alliance Program Planning Committee Co-Chair
ICSC Michigan Next Generation Chair
Vice President of Leasing
Ramco-Gershenson
Farmington Hills, MI

Bruce Simon

ICSC 2015 Michigan Idea Exchange and Alliance Program Planning Committee Co-Chair
President
Landmark Commercial Real Estate
Farmington Hills, MI

General Session

9:45 – 10:15 am

Michigan's New Retail Developments

Presentation

A panel presentation highlighting Michigan's most significant new retail developments currently under construction or planned for the near future. The projects presented will include out-lot and strip developments as well as planned mid-sized shopping centers and power centers.

PRESENTERS

Steven Goren

President
Armada Real Estate Services
West Bloomfield, MI

Gregory Newman

Principal
Keystone Commercial Real Estate, LLC
Farmington Hills, MI

Retail Runway

10:30 – 11:45 am

Popular retailers will showcase their business and expansion plans in a new and exciting runway format.

MODERATOR

Jim Stokas

Principal
Stokas Bieri Real Estate
South Field, MI

PRESENTERS

Art Van Furniture, Inc.

Dennis Miller

Director of Real Estate
Warren, MI

Imagine Entertainment

Paul Glantz

Founder and President
Troy, MI

Fresh Thyme Farmers Market

Justin Haasch

VP of Real Estate
Chicago, IL

Golden Corral Corporation,

Glen Kinkade

Developer
Murphy, TX

(Retailers Continued)

Kirkland's

Matthew Mehring
Real Estate Leasing Manager
Brentwood, TN

The Kroger Co.

Dave Koppenhafer
Real Estate Manager
Novi, MI

Little Caesars Enterprises, Inc.

Mike Atwell
VP of Real Estate
Detroit, MI

Meijer

Cris Jones
Real Estate Manager
Grand Rapids, MI

Panda Restaurant Group, Inc.

Jim Tarpey
Regional Real Estate Manager
Western Springs, IL

Pet Supplies Plus

Victor Baeten
Director of Real Estate
Livonia, MI

Planet Fitness

Bryan Rief
Area Owner
Northville Twp., MI

Save-A-Lot Foods

Stanley Michnowicz
Senior Real Estate Manager
Reynoldsburg, OH

Shoe Carnival, Inc.

Robert Mataraso
Director of Real Estate
Waterford, NY

True Value Hardware

Robert Smith
Retail Director
Plainfield, IL

MODERATOR

Jared Gell
ICSC Alliance Private Sector Co-Chair
Vice President
Mid-America Real Estate Corp.
Bloomfield, MI

SPEAKERS

Matthew Gibb
Deputy Oakland County Executive
Oakland County Economic Development and
Community Affairs
Waterford, MI

David M. Johnson
Director of Site Search, the Americas
Merlin Entertainments PLC
Poole, Dorset, UK

Diana S. Milligan, CRX, CLS
Vice President, Leasing
Taubman Centers
Bloomfield Hills, MI

Howard J. Samuels
President - Samuels & Company, Inc.
National Broker- Merlin Entertainments PLC
Sherman Oaks, CA

Lunch Served

12:45 – 1:15 pm
(No lunch service after 1:15 pm)

State Director and Governments Relations Update

1:00 – 1:15pm

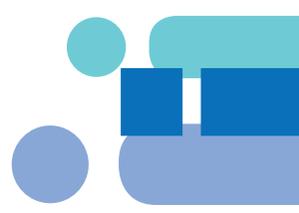
SPEAKERS

Anthony Schmitt
ICSC Michigan State Director
Principal
Mid-America Real Estate Michigan, Inc.
Bloomfield Hills, MI

Edward A. Eickhoff, CRX, CLS
ICSC Michigan Government Relations Committee
Co-Chair
Vice President Development/Redevelopment
Ramco-Gershenson
Farmington, MI

Alliance Panel Discussion

11:45 am – 12:30 pm
**International Attractions Changing the
Local Landscape – Sealife and LEGOLAND
in Auburn Hills**



Keynote Presentation

1:15 – 2:00 pm

The Evolution of Dick's Sporting Goods – Past, Present, Future

SPEAKER



Vincent A. Corno, CRX

ICSC Trustee & Central Division Vice
President.

Senior Vice President - Real Estate
Dick's Sporting Goods, Inc.
Pittsburgh, PA

General Session

2:00 – 2:45 pm

Michigan's Expanding Retailers and Restaurants

Hear about the most important and active
retailers and restaurants currently expanding
in Michigan! This presentation will focus on
three main categories: Expanding restaurants,
Expanding "Box" Retailers and Expanding
Retailers under 10,000 sq. ft.

MODERATOR

David P. Hesano

Vice President
CBRE
Southfield, MI

PANELISTS

Anthony Schmitt

Principal
Mid-America Real Estate
Bloomfield Hills, MI

Howard Schwartz

Principal
Howard Schwartz Commercial Real Estate
Farmington Hills, MI

Matthew Swantko

Landmark Commercial Real Estate
Farmington Hills, MI

Deal Making with Cocktail Reception

3:00 – 6:00 pm

Live Band Included!



This is your chance to network and conduct
business with retailers, brokers, developers,
owners, lenders, suppliers and city, municipality
and economic development agencies. Log onto
www.icsc.org/2015MI to get a copy of the Deal
Making Table Request Form. Space is limited, so
register today!

Corporate sponsorship is \$300 per company.
If you are interested in being a sponsor, please
visit www.icsc.org/2015MI to get a copy of the
Sponsorship Form or please contact Theresa
Orlando at +1 646 726 3691 or
torlando@icsc.org.

Meeting Adjourns

6:00 pm

Program information current as of May 14, 2015.

Program Co-Chairs

William Gershenson, ICSC 2015 Michigan Idea Exchange and Alliance Program Planning Committee Co-Chair, ICSC Michigan Next Generation Chair, Ramco-Gershenson

Bruce Simon, ICSC 2015 Michigan Idea Exchange and Alliance Program Planning Committee Co-Chair, Landmark Commercial Real Estate

State Leadership

Warren Strietzel, **CRX**, **CSM**, ICSC Michigan State Director, Schostak Brothers & Co., Inc.

Edward A. Eickhoff, **CRX**, **CLS**, ICSC Michigan Government Relations Committee Co-Chair, Ramco-Gershenson

Gregory J. Erne, ICSC Michigan Government Relations Committee Co-Chair, Versa Development, LLC

Jared Gell, State Alliance Private Sector Co-Chair, Mid-America Real Estate Corp.

Rachel J. Loughrin, State Alliance Public Sector Co-Chair, Oakland County Planning & Economic Development

Julie Strong, **CSM**, ICSC Michigan Operations Chair, Broder & Sachse Real Estate Services

Michael J. Stozicki, ICSC Michigan Retail Chair, Dunham's Athleisure Corporation

Alex Bieri, ICSC Michigan Next Generation Chair, Stokas Bieri Real Estate

Program Planning Committee

Michelle Aniol, Village of Dexter

Steven Band, Band Commercial Real Estate Company

Kevin Berke, Keystone Commercial Real Estate, LLC

Matthew D. Berke, Keystone Commercial Real Estate, LLC

Doug Brown, ASTI Environmental

Kent Butler, Colliers International

Cindy Ciura, **CRX**, **CMD**, CC Consulting

Lynore M. Clark, **CRX**, **CSM**, Schostak Brothers & Co., Inc.

Earl K. Clements, Colliers International

George Curran, Hopkins, Curran & Smith

Gerard J. Dettloff, Michigan Downtown Association

Michael Forsyth, Detroit Economic Growth Corporation

Kristin Frohn, CBRE

Tjader Gerdom, Gerdom Realty & Investment

John Gottesman, The Gottesman Group, LLC

Vernon Gustafsson, Charter Township of Brownstown

John T. Heiney, City of Birmingham

Dave Hesano, CBRE

Melinda Jensen, Detroit Economic Growth Corporation

GS Khalsa, First Commercial Realty & Development Co., Inc.

Annette Knowles, Farmington DDA

Eric Koche, Retail Site Selection Services Inc.

Cynthia J. Kratchman, Mid-America Real Estate Corp.

Scott Landers, Landmark Commercial Real Estate

Michael Lippitt, Landmark Commercial Real Estate

Lisa Loesel, Esq., CBRE

Dan Lutz, Prime Commercial Group

Paul S. Magy, Esq., Clark Hill PLC

Nicholas Maloof, Associated Environmental Services LLC

George Palozolo, Nederveld

Terry Patterson, Treystar

Timothy Platt, NAI Wisinski of West Michigan

Joan E. Primo, The Strategic Edge

Bradley Rosenberg, Mid-America Real Estate Corp.

Jim Ryan, Public Affairs Associates

Jennifer L. SantAmour, Lormax Stern Development Corp.

Jeffrey J. Schostak, Schostak Brothers and Co., Inc.

Michelle Shafir, Robert B. Aikens and Associates, LLC

Cristina Sheppard-Decius, Ferndale DDA

Rick Shlom, Landmark Commercial Real Estate

Larry Siedell, Gerdom Realty & Investment

Daniel Stern, Lormax Stern Development Corp.

Jim Stokas, Stokas Bieri Real Estate

Warren Terrace, First Commercial Realty & Development Co., Inc.

Eric Unatin, Armada Real Estate Services

Sean Valentino, CSM, REDICO

Registration Form

How to Register

Fax: +1 732 694 1800 (*credit card registrations only*)
Online: www.icsc.org/2015MI (*credit card registrations only*)
Mail: ICSC
 P.O. Box 26958
 New York, NY 10087-6958

Registration Fees

	Advance	On-Site
Member*	\$180	\$220
Non-Member	\$375	\$455
Student Member**	\$ 50	\$ 50
Public Official	\$ 95	\$125
Alliance Partner	\$180	\$220

*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.

Deadlines

To qualify for the advance registration fee, your registration must be received by **July 17, 2015**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **July 10, 2015**. All requests for refunds must be received by ICSC in writing.

Special Needs

Anyone desiring an auxiliary aid for this meeting should notify **Theresa Orlando** at **+1 646 728 3691** no later than **July 10, 2015**.

Hotel Reservations

A block of rooms has been reserved at:
Hyatt Place Hotel
 46080 Grand River Ave.
 Novi, MI 48374
Rate: \$129 Single/Double Occupancy
Cut-off Date: July 7, 2015

We invite you visit www.icsc.org/2015MI and click on Book Hotel under Additional Links on the left side of the page. 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.

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.

Please Check One: ICSC Member Non-Member Student Member Public Official Alliance Partner

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

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

Deal Making Table Request Form

When

Thursday, July 23, 2015

3:00 – 5:00 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 15, 2015**.

Availability

Tables are confirmed on a first-come, first-served basis. Sending in this Deal Making Table Request Form does not guarantee you a table.

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 a letter regarding the status of your request, please contact Theresa Orlando to confirm.**

Cancellation

Notify ICSC immediately if you must cancel.

Contact/Please Return To

ICSC

Theresa Orlando

Senior Project Manager

ICSC 45th Annual Idea Exchange and Alliance Program

1221 Avenue of the Americas, 41st Floor

New York, NY 10020-1099

Tel: +1 646 728 3691

Fax: +1 732 694 1696

E-mail: torlando@icsc.org

Name(s) of person(s) who will staff exhibit table

Contact Name (person to receive confirmation)

Company

Company Name that should appear on sign and in directory

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

(MI2015)

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 45th Annual ICSC 2015 Michigan Idea Exchange and Alliance Program

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	\$300
Company logo recognition on event-related communications:	■
Sponsor sign and/or PowerPoint display of your company logo throughout the program on July 23, 2015	■
Company name on Thank You page in Directory if received by July 1, 2015*	■
Reception Sponsor ribbon that can be worn with your badge throughout the conference	■

*Pending production deadline dates

Where

Suburban Collection Showplace

Phone: +1 248 348 5600

Deadline

Sponsorship received by **July 10, 2015** to be recognized at the meeting.

ICSC Sponsor Contact

Theresa Orlando

Tel: + 1 646 728 3691

E-mail: torlando@icsc.org

Return Completed Form To

ICSC 45th Annual Michigan Idea

Exchange and Alliance Program

Idea Exchange Sponsorship

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

(credit card payments only)

Include With Form

- \$300 payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .eps format) to torlando@icsc.org.

Company

Address

City

State/Province

Zip/Postal Code

Telephone

Fax

E-mail

(2015MI-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)



Sports Event Sign-Up Form

When

Wednesday, July 22, 2015

10:00 am – Registration

10:30 am – Shotgun Start

Where

Shenandoah Country Club

5600 Walnut Lake Road

West Bloomfield, MI 48323

Golf Contact

Brad Rosenberg

Tel: +1 248 855 6800

E-mail: brosenberg@midamericagr.com

ICSC Contact

Theresa Orlando

Tel: +1 646 728 3691

E-mail: torlando@icsc.org

Fee

\$125 (non-refundable) per player or **\$400** (non-refundable) when registering a foursome, via check made payable to Michigan Real Estate PAC. Fee includes green fees, box lunch, practice cart rental and lunch (golf club rental extra.)

Return Completed Form And Payment To

Michigan Real Estate PAC

Attention: Brad Rosenberg

Mid-America Real Estate Michigan, Inc.

6230 Orchard Lake Road, Suite 230

West Bloomfield, MI 48322

Please Note

Space is limited and will be confirmed on a first-come, first-served basis. Please pre-arrange your foursome.

This form should be duplicated for additional registrants

Golf Preferred Foursome

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

Note: Please coordinate your choices with each other.

Established Handicap: _____ or

Estimated Handicap: _____

(check one only – copy this form for additional events)

Name

Company

Address

City State/Province Zip/Postal Code

Telephone Fax E-mail (2015MI-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 the Michigan Real Estate PAC Golf Tournament ("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, **Michigan Real Estate PAC, Shenandoah Country Club**, 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, **Michigan Real Estate PAC, Shenandoah Country Club**, 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

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



Scan here for more information.

