



# Engaging the Next Generation in Your PAC Program

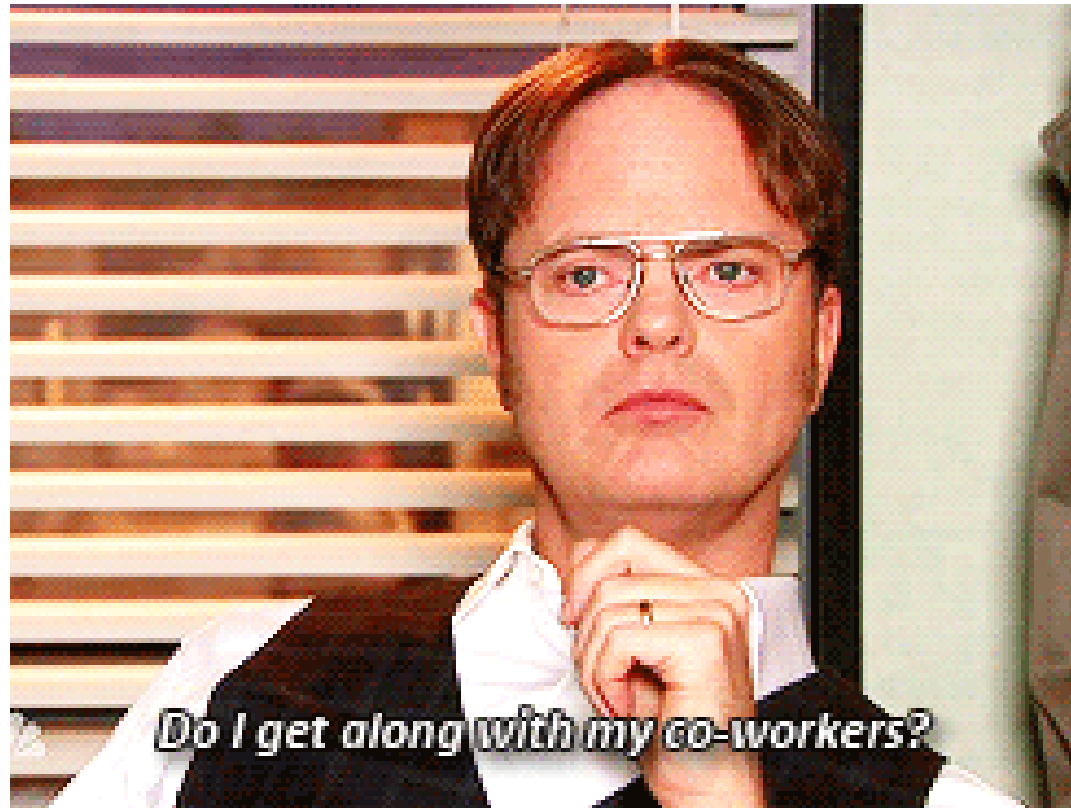
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International Council of Shopping Centers  
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# Go Big or Go Home

- Why are you contemplating a campaign to raise PAC funds from your younger members?

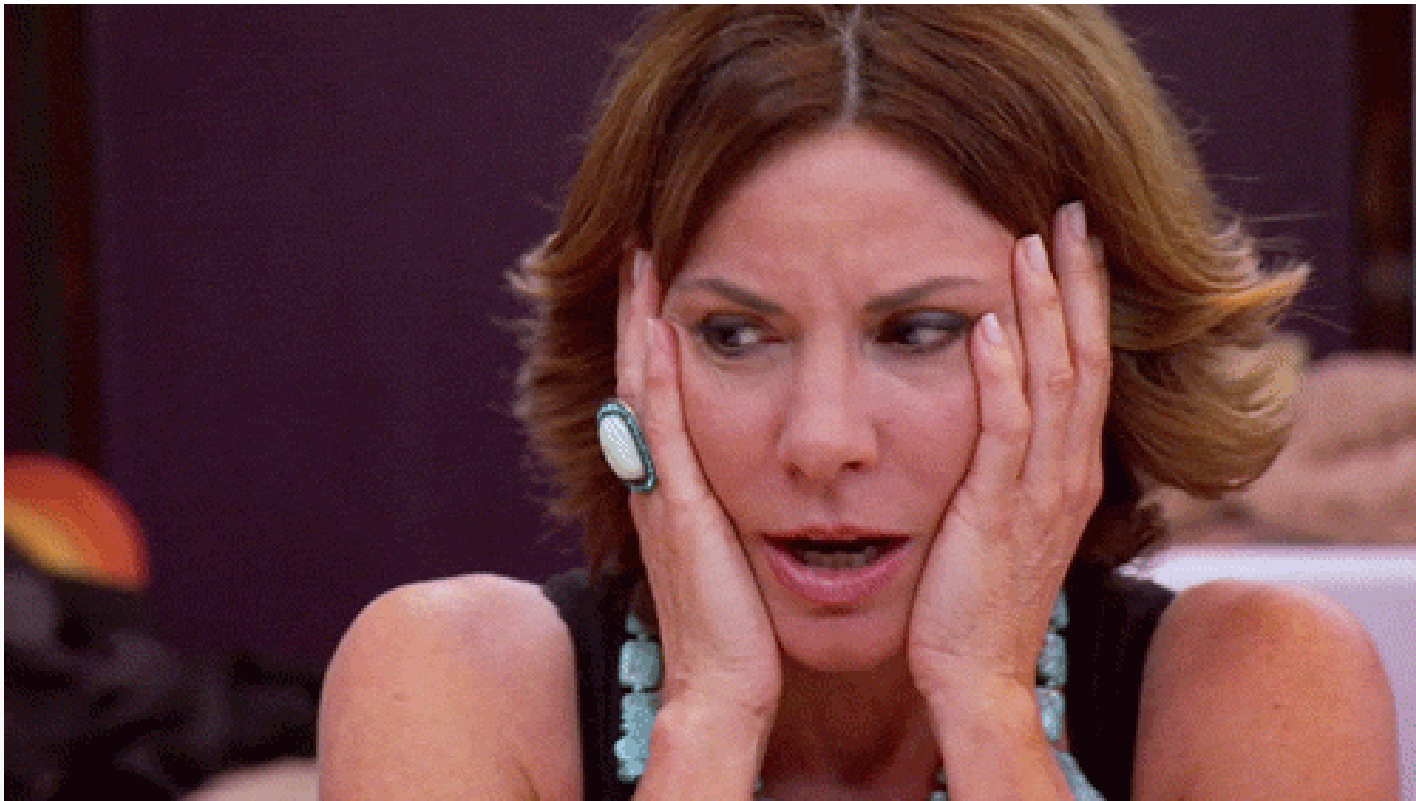


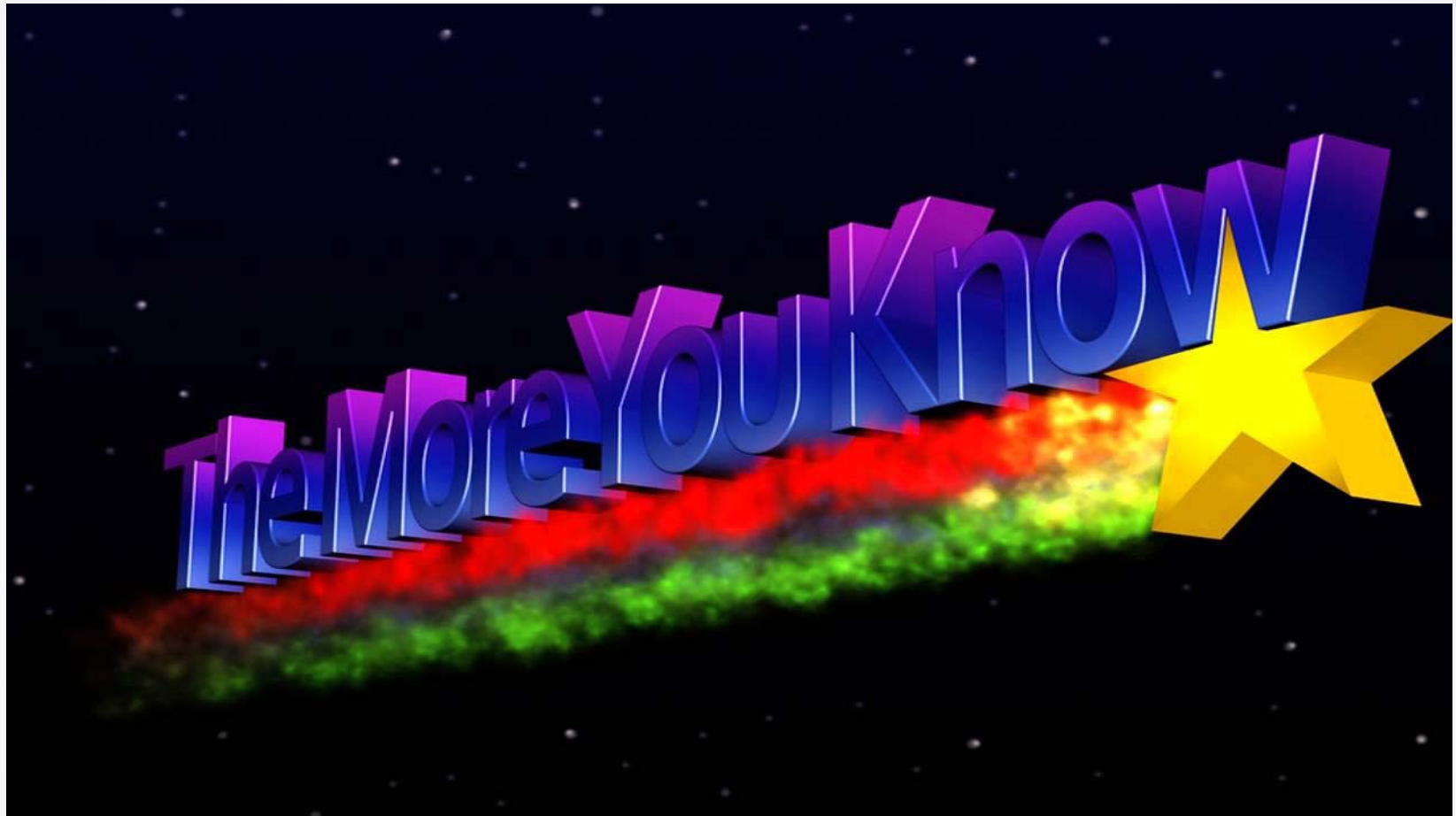
# Make friends with your Membership Department



*Do I get along with my co-workers?*

# Make no assumptions about your members





# College of American Pathologists – PathPAC

**Give a Latte to PathPAC** - \$5 recurring monthly contribution to PAC

- Focused on indoctrinating Residents to contribute to PathPAC every year

# ICSC PAC Mentorship Initiative

- Developed at ICSC Volunteer Leadership brunch during our annual meeting







ICSC PAC is the political action committee for ICSC. ICSC PAC pools voluntary contributions from ICSC members to support the re-election campaigns of Representatives and Senators who advance the interests of the retail real estate industry on Capitol Hill. The passage of one bill in Congress can have a greater impact on the future of our industry than many decisions made by your company's own management.

In an effort to increase ICSC PAC participation from the next generation of ICSC leaders, ICSC PAC has developed a unique mentorship opportunity that will allow you to support advocacy efforts in Washington, DC to protect the retail real estate industry while also giving you a chance to advance your career.

With your contribution to ICSC PAC, you will have the opportunity to have one of these industry leaders serve as your mentor. You will also be invited to several VIP events throughout the year, providing unparalleled networking opportunities with the industry's top retail real estate executives.

### ICSC PAC Mentors

**Alan Barocas**  
Senior Executive Vice President of  
Leasing  
General Growth Properties  
Chicago, IL

**Karen Case**  
Executive Managing Director,  
President of Commercial Real Estate  
The PrivateBank  
Chicago, IL

**Joseph Coradino**  
Chief Executive Officer  
PREIT  
Philadelphia, PA

**John Dolson**  
Vice President - Real Estate  
Nordstrom, Inc.  
Seattle, WA

**Norris Eber**  
President & CIO  
Abbell Associates, LLC  
Chicago, IL

**Seth Geldzahler**  
Vice President - Real Estate  
Bed Bath & Beyond, Inc.  
Union, NJ

**Carl Goertemoeller**  
Chief Business Development Officer  
Viking Partners  
Cincinnati, OH

**David Henry**  
Former Vice-Chairman and CEO  
Kimco Realty Corporation  
New Hyde Park, NY

**Brad Hutensky**  
President and Principal  
Hutensky Capital Partners  
Hartford, CT

**Adam Ifshin**  
President & CEO  
DLC Management Corporation  
Tarrytown, NY

**Karen Janes**  
Senior Vice President for Global Real  
Estate  
Polo Ralph Lauren  
New York, NY

**David LaRue**  
President and Chief Executive Officer  
Forest City Realty Trust  
Cleveland, OH

**Charles Lebovitz**  
Chairman of the Board  
CBL & Associates Properties, Inc.  
Chattanooga, TN

**James Matanky**  
President  
Matanky Realty Group  
Chicago, IL

**James Maurin**  
Founder and Past-Chairman  
Stirling Properties  
Covington, LA

**Michael E. McCarty**  
EVP - Development Operations  
SIMON  
Indianapolis, IN

**Terry Montesi**  
Chief Executive Officer  
Trademark Property Company  
Fort Worth, TX

**Suk Singh**  
EVP, Global Chief Development and  
Franchising Officer  
Bloomin' Brands, Inc.  
Tampa, FL

**Yaromir Steiner**  
Founder, Chief Executive Officer  
Steiner + Associates, Inc.  
Columbus, OH

**Herbert Weitzman**  
Executive Chairman  
The Weitzman Group  
Dallas, TX



### **\$2,500 Contribution to ICSC PAC**

- Monthly phone calls (mentee will be in charge of scheduling) for **6** months
- One in-person meeting which can be at an ICSC event or locally (if you both reside in same city)
- Complementary Invitations to:

#### **ICSC PAC Holiday Reception at NY Deal Making**

December 5, 2017  
New York, NY

#### **ICSC PAC Retailer Networking Reception**

Saturday, May 19 at RECon 2018  
Las Vegas, NV

#### **ICSC Strategic Leadership Summit**

June 11-13, 2018  
Washington, DC

### **\$5,000 Contribution to ICSC PAC**

- Monthly phone calls (mentee will be in charge of scheduling) for **12** months
- Two in-person meetings which can be at an ICSC event or locally (if you both reside in same city)
- Complementary Invitations to:

#### **ICSC PAC Holiday Reception at NY Deal Making**

December 5, 2017  
New York, NY

#### **ICSC PAC Major Donor Appreciation Weekend**

March 2-4, 2018  
San Diego, CA

#### **ICSC PAC Retailer Networking Reception**

Saturday, May 19 at RECon 2018  
Las Vegas, NV

#### **ICSC Strategic Leadership Summit**

June 11-13, 2018  
Washington, DC

Please note that for both contribution levels that you may make your contribution in monthly installments, you do not have to donate \$2,500 or \$5,000 all at once.

#### **ICSC PAC MENTORSHIP INITIATIVE**

- ☐ Enclosed is a personal check, made payable to "ICSC PAC" for \$5,000.

Thank you for completing this form. Please do not send loose checks to ICSC. ICSC PAC cannot accept checks from the following: corporations; national banks; labor organizations; business entities with federal contracts; and foreign nationals.

To submit this form and your check via mail:

ICSC PAC  
555 12th Street NW, Suite 660  
Washington, DC 20004

**Using a personal credit card for your ICSC PAC contribution?** Please visit [www.icsc.org/PAC](http://www.icsc.org/PAC) to make your ICSC PAC contribution online. You must be logged into the ICSC website first as ICSC PAC can only solicit members for contributions.

\*Contributions to ICSC PAC are not tax deductible for federal income tax purposes. Personal contributions to ICSC PAC will be used in connection with federal elections and are subject to the prohibitions and limitations of the Federal Election Campaign Act. Contributions are voluntary and you have the right to refuse to contribute without reprisal. Guidelines for contributing are merely suggestions. You may contribute less than the guidelines suggest or nothing at all and you will not be favored or disadvantaged by reason of the amount of your contribution or your decision not to contribute. Only a U.S. Citizen or Permanent Resident Alien (i.e., a Green Card holder residing in the U.S.) can make a contribution. Federal law requires ICSC PAC to use its best efforts to collect and report the name, mailing address, occupation, and name of employer for each individual whose contributions exceed \$200 in a calendar year. If a corporate entity makes a contribution to ICSC PAC – those funds go into a separate account to pay for political activities permitted by FEC law. No political campaign contributions are made with corporate contributions to ICSC PAC.

**For more information, please call Susan Askew at 202-626-1409.**