



INTERNATIONAL
MARKET CENTERS

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**IMC ANNOUNCES NEW ORGANIZATIONAL STRUCTURE
FOR LEASING & LEADERSHIP TEAMS**

***Belshaw & Eckman Promoted to New Leadership Roles
Mahoney, Messner, Morris & Stover Expand Leasing Responsibilities***

September 11, 2020... International Market Centers (IMC) today announced a new organizational structure for its leasing and leadership teams, which more closely aligns permanent showroom and temporary tradeshow leasing and emphasizes customer experience and partnership. Effective immediately, Dorothy Belshaw and Scott Eckman are promoted into new executive leadership roles; and Ryan Mahoney, Julie Messner, Terence Morris and Caron Stover expand their category-specific leasing responsibilities across all IMC's campuses.

"This restructuring of IMC's leadership and leasing teams allows us to more effectively support the current needs of our business, differentiate the customer experience and drive more value to all constituents," said Bob Maricich, IMC CEO. "This new organizational structure will allow us to meet the strategic challenges ahead, futureproof our business and position our markets and digital opportunities for growth in the post-COVID world."

Showroom & Temporary Leasing Aligned Under Common Senior Leadership

The restructuring divides the leasing organization by category, leveraging industry knowledge, relationships and experience. It also aligns temporary tradeshow leasing and permanent showroom leasing under common senior leadership to support market positioning and optimize customer experience.

Under the new structure, Scott Eckman will oversee all permanent showroom and temporary tradeshow leasing – across all product categories and campuses – and has been promoted to the newly created role of Chief Revenue Officer.

"This new structure is an optimal way to manage our leasing efforts and to leverage our individual expertise in IMC's core Furniture, Home Décor, Gift and Apparel categories," said Eckman. "By better aligning our permanent and temporary exhibit sales, IMC can deliver more value for our customers – whether they are tradeshow exhibitors, permanent tenants, or brands in multi-line agency showrooms."

In line with this change, Ryan Mahoney, Senior Vice President, Furniture; Julie Messner, Senior Vice President, Home Décor; Terence Morris, Senior Vice President, Gift; and Caron Stover, Senior Vice President, Apparel, will oversee category leasing – for both permanent showroom and temporary tradeshow – across IMC's Atlanta, High Point and Las Vegas campuses. Mahoney, Messner, Morris and Stover all will report directly to Eckman.

In addition, long-standing industry leaders Jo Ann Miller-Marshall and Dave Savula have opted for early retirement packages. "Jo Ann and Dave will be leaving after more than 25 years of service," said Maricich. "We thank them for their dedicated service and significant contributions

to our company and the industries we serve and wish them great success in their future endeavors.”

New Executive Function Elevates Customer Experience Across Business Verticals

The restructuring also prioritizes greatly enhanced focus on customer experience and strategic partnership. In line with this, Dorothy Belshaw is promoted to the new role of Chief Customer and Marketing Officer with responsibility for customer-centric, cross-channel strategies designed to drive value for customers, unlock new channels of distribution and elevate the market experience.

“This is part of a strategic mandate to differentiate ourselves through the IMC customer experience – both in our physical marketplaces and with our digital offerings,” said Belshaw. “IMC’s success is dependent upon our customers’ success and satisfaction. Now more than ever, we must partner with our customers to develop new opportunities in line with evolving industry needs.”

Belshaw also assumes executive oversight of LightFair®, the world’s largest annual architectural and commercial lighting trade show and conference. Dan Darby, Senior Vice President and Show Director of LightFair®, will report directly to Belshaw.

About International Market Centers: International Market Centers (IMC) is the world’s largest operator of premier showroom space for furniture, gift, home décor, rug, and apparel industries. International Market Centers owns and operates nearly 20 million square feet of world-class exhibition space in High Point, N.C., Las Vegas and Atlanta. IMC’s mission is to build and operate an innovative, sustainable, profitable and scalable platform for the furniture, gift, home décor, rug, and apparel industries. For more information on IMC, visit IMCenters.com.

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