



ICSC NEW YORK NATIONAL CONFERENCE & DEAL MAKING

December 5-7, 2005
THE HILTON NEW YORK & TOWERS
NEW YORK, NY

FINAL PROGRAM



International Council of Shopping Centers

**ALL NEW:
LOOK FOR YOUR
BADGE IN THE MAIL**
For additional information, please
see registration form.

2005 NEW YORK NATIONAL CONFERENCE & DEAL MAKING

Sunday, December 4

ICSC Barry M. Davis Memorial Next Generation Educational Scholarship Award Dinner

6:00 pm
Pershing Square
90 East 42nd Street
New York, NY

Separate registration required. For additional information please visit ICSC's website at www.icsc.org.

Monday, December 5

Badge Validation

9:00 am – 7:00 pm
Rendezvous Room, 3rd Floor

On-Site Registration

9:00 am – 7:00 pm
2nd Floor Promenade

Coffee Service

9:00 – 10:00 am
3rd Floor Promenade

Retailer's Runway

10:00 am – 12:15 pm
Trianon Ballroom

This session will offer attendees an opportunity to hear the business and expansion plans of some of the nation's premier retailers.

Moderators:

AARON J. FLEISHAKER
Managing Director of Equity Investments
DJM Asset Management, LLC
Melville, NY

RICHARD S. SOSNOVY, CCIM

ICSC New York/Northern New Jersey State
Retail Co-Chair
Vice President of Real Estate
Dress Barn
Suffern, NY

Participating Retailers

(alphabetical order)

7-ELEVEN

David J. Littwitz
Director of Real Estate
Dallas, TX

AMC THEATER

David C. Woodring
Vice President
Kansas City, MO

ANNA'S LINENS

Patrick Barber
Vice President Real Estate
Costa Mesa, CA

BABIES R US

David P. Picot
Vice President Real Estate
Wayne, NJ

CHRISTMAS TREE SHOP

Seth D. Geldzahler
Vice President Real Estate
Union, NJ

CIRCUIT CITY

Cheri R. Zeeb
Real Estate Mgr.
Richmond, VA

GAME STOP/ELECTRONICS BOUTIQUE

Marc S. Summey
Vice President of Real Estate
Grapevine, TX

HOME DEPOT

John Shern
Senior Director of Real Estate
Atlanta, GA

HSBC

Michael Gembecki
New York, NY

I SOLD IT ON EBAY

Jerry A. Wright
Chief Operating Officer
Pasadena, CA

JC PENNEY

Jeffrey S. Pollard
Senior Real Estate Representative
Plano, TX

K+G FASHION SUPERSTORE

Charles E. Reilly
Director of Real Estate
Fremont, CA

MASSAGE ENVY LIMITED

John Leonesio
Scottsdale, AZ

RAYMOUR & FLANIGAN

Scott Milnamow
Vice President of Real Estate Development
Liverpool, NY

STOP & SHOP

Melissa Mintz
Senior Real Estate Manager
Boston, MA

STARBUCKS COFFEE COMPANY

Rob Sopkin
Director of Development
Syosset, NY

TOWN SPORTS INTERNATIONAL (NY SPORTS CLUB)

John C. Smallwood
Director of Real Estate
New York, NY

THE UPS STORE

Christine Mulligan
National Director of Real Estate Development
San Diego, CA

ZALES CORPORATION

Stephen Coffee
Director of Real Estate
Irving, TX

Luncheon Served

12:15 – 12:45 pm
Grand Ballroom
(no service after 12:45 pm)

Welcome, State Director's Report, ICSC Barry M. Davis Memorial Next Generation Educational Scholarship Award, Report to Members and State of the Industry

12:45 – 1:30 pm
Grand Ballroom

Welcome & State Director's Report



HAROLD NAFASH

ICSC 2005 New York Conference and Deal Making Program Planning Committee Chairman & New York/Northern New Jersey State Director
Director of Real Estate
Lowe's Companies
Hackensack, NJ



JEFFREY H. NEWMAN, ESQ.

ICSC 2005 New York Conference and Deal Making Program Planning Committee Vice Chairman
Real Estate Department
Sill Cummis et al
Newark, NJ

Report to Members



MICHAEL P. KERCHEVAL

President & CEO
International Council of Shopping Centers
New York, NY

State of the Industry



CHARLES GROSSMAN
ICSC Chairman
Managing Director
ING Clarion Partners
New York, NY

Luncheon Keynote

1:30 – 2:30 pm
Grand Ballroom

LARRY KUDLOW

Kudlow & Company, LLC
New York, NY

Exhibitors Set-up

1:00 – 6:00 pm
*Rhineland Gallery, Americas Hall I & II,
Sutton Complex, Concourse Complex,
Mercury Ballroom*

General Session

2:30 – 4:00 pm
Trianon Ballroom

Beyond the Horizon -- Trends Impacting Tomorrow"

This panel of nationally recognized experts in real estate, consulting, finance and law will analyze the reasons for, and the short and long term impact of, the spate of mergers and acquisitions in retail real estate, seemingly accelerating a continuing industry consolidation. In addition, other trends and sub-trends and their impact will also be identified and analyzed, such as (i) the increased velocity of change; (ii) the off-the-mall migration of some retailers vs. the on-the-mall migration of others; (iii) the increasing demands of the financial markets; and (iv) new development vs. redevelopment.

Moderator:

JEFFREY H. NEWMAN, ESQ.

Senior Partner/Chair Real Estate Department
ICSC 2005 New York Conference
and Deal Making Program
Planning Committee Vice Chairman
Sill Cummis Epstein & Gross, PC
Newark, NJ

Panelists:

EMILIO AMENDOLA

Co-President
DJM Asset Management, LLC
Melville, New York

JONATHAN LITT

Senior Real Estate Analyst
Smith Barney
New York, New York

ROBERT A. MICHAELS

President/Chief Operating Officer
General Growth Properties, Inc.
Chicago, Illinois

GLENN J. RUFRANO

Chief Executive Officer
New Plan Excel Realty Trust
New York, New York

General Session

4:00 – 5:30 pm
Trianon Ballroom

"Life Is Too Short!"-Is It Too Tough to Develop Retail Projects in this Region?

An exciting panel consisting major developers, a big box retailer and high level representatives of the public sector debate and discuss the significant challenges confronting the development of retail projects in this region. Sparks will fly and constructive ideas are sure to emerge. This session will feature presentations of exciting projects and opportunities in the Region.

Moderator:

KENNETH L. SIMON

Principal
Lerner Heidenberg Properties
Closter, NJ

Panelists:

LOUIS L. CERUZZI, JR.

Ceruzzi Holdings LLC
Fairfield, CT

BARRY DINERSTEIN

Deputy Director for Housing,
Economic Development & Infrastructure
Planning for the New York City Department
of City Planning (DCP)
New York, NY

MICHAEL FASCITELLI

President & Trustee
Vornado Realty Trust
New York, NY

KIM LANE

Director Real Estate (Northeast)
Wal-Mart Stores, Inc.
Bentonville, AR

ADAM ZELLNER

Executive Director
New Jersey Highlands Council
Chester, NJ

"A Taste of New York" Cocktail Reception

5:30 – 7:00 pm
Grand Ballroom

Corporate sponsorship is \$1,000 per company. If you are interested in sponsorship, please contact Adam Epstein, Site Analytics at (212) 860-9500.
(Open to registered Attendees Only)

Tuesday, December 6

Badge Validation/On-Site Registration

8:00 am – 5:00 pm
2nd Floor Promenade

Continental Breakfast

8:30 – 10:00 am
Americas Hall II

Deal Making

8:30 am – 5:00 pm
*Rhineland Gallery, Americas Hall I & II,
Sutton Complex, Concourse Complex,
Mercury Ballroom*

Box Lunch Served

12:00 Noon – 2:00 pm
Grand Ballroom

Wednesday, December 7

Badge Validation/On-Site Registration

8:00 am – 1:00 pm
2nd Floor Promenade

Continental Breakfast

8:30 – 10:00 am
Americas Hall II

Deal Making

8:30 am – 1:00 pm
*Rhineland Gallery, Americas Hall I & II,
Sutton Complex, Concourse Complex,
Mercury Ballroom*

Conference Adjourns

1:00 pm

REGISTRATION INFORMATION

How To Register:



Fax: (732) 694-1800
Credit card registrations only



Mail: International Council of Shopping Centers
P.O. Box 26958
New York, NY 10087-6958



Online: www.icsc.org
Credit card registrations only

Registration Fees:

	Advance	On-Site
Member:*	\$390	\$440
Non-Member	\$490	\$540

*To qualify for the member fee, each registrant must be an ICSC member. A company membership does not mean that every employee of that company automatically becomes an ICSC member. An affiliate membership is required for each employee. ICSC members who wish to register on-site need to bring their ICSC membership cards with them to the meeting to receive the member rate.

Attendees will receive a complimentary copy of the book, *Market Research for Shopping Centers*.

Deadlines:

In order to be listed in the Meeting Attendees List you must register by **October 20, 2005**. All advance registrations must be received by **November 23, 2005**. **NO ATTENDANCE ADDENDUM WILL BE PRINTED.**

Cancellations:

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **November 23, 2005**. All requests for refunds must be received by ICSC in writing.

Airfare Savings:

The DePrez Travel Desk has secured special airline and car discounts for attendees. For current prices and availability please contact DePrez at (888) ICSC-TVL (427-2885) Ext. 417, or (585) 442-8856 from 8:00 am to 5:30 pm EST. Not staying over on Saturday? No problem, give us a call.

Continuing Education Credits:



SCSM/SCMD: 1 credit; CLS: 1 credit.

Special Needs:



Anyone desiring an auxiliary aid for this meeting should notify William Taylor at (646) 728-3641 no later than **November 1, 2005**.

I authorize ICSC to send me announcements via fax, email, phone or otherwise, of ICSC programs and services that may be of interest to me or my colleagues.

ALL NEW:

Look for your badge in the mail. For the first time at the New York Conference, **BADGES WILL BE SENT OUT IN ADVANCE FOR ALL THOSE WHO REGISTER BY OCTOBER 31, 2005.**

For your convenience and to expedite the registration process, badges will be mailed after November 8th with instructions. All badges must be validated upon arrival at the Hilton New York.

Validation stations will be set up in the *Rendezvous Room* located on the 3rd floor of the Hilton on Monday, December 5th from 9 am – 7 pm. On December 6th and 7th, badges can be validated at the ICSC Registration area located on the *Promenade* level (2nd floor) of the hotel. Badge validation hours on December 6th are from 8 am – 5 pm and on December 7th from 8 am – 1 pm.

REGISTRATION FORM

**2005 New York National Conference &
Deal Making**
Hilton New York & Towers • New York, NY
December 5–7, 2005

Mail With Payment To:

International Council of Shopping Centers
P.O. Box 26958
New York, NY 10087-6958
Telephone: (646) 728-3800

Name

Company

Address

City

State

Zip

Telephone

Fax

E-mail (please provide for our files)

Your membership I.D.#

Please check here if any of the above information has changed
since your last correspondence.

This form should be duplicated for additional registrations.

For exhibit information on the New York National Conference and Deal Making, please contact the ICSC Leasing Department at (646) 728-3633 or (646) 728-3643.

My Company is an exhibitor at Deal Making.

METHOD OF PAYMENT:

Check made payable to ICSC enclosed for \$ _____

MasterCard VISA AMEX Discover

Name (as it appears on credit card)

Credit Card Number (include all digits)

Expiration Date (Mo/Yr)

Signature

2005EDM-B

HOTEL RESERVATION FORM

2005 ICSC New York National Conference & Deal Making

Hilton New York & Towers
1335 Avenue of the Americas
New York, NY 10019
December 5-7, 2005

Mail With Payment To:

DePrez Travel Bureau, Inc.
c/o ICSC Travel Desk
145 Rue de Ville
Rochester, NY 14618
Telephone: (888) ICSC-TVL (888-427-2885)
Fax: (585) 442-8934
Office Hours: 8:00 am to 5:30 pm EST Monday-Friday

You must be registered for the ICSC New York National Conference & Deal Making to process this form. If this form is faxed, do not mail original.

Hilton New York & Towers

1335 Avenue of the Americas
New York, NY 10019

Type Of Accommodations Desired:

(Use one (1) form for each room needed. Photocopy as necessary.)

Single Occupancy

Double Occupancy

at \$413 in Run of House Room

METHOD OF PAYMENT:

Below is my credit card number to hold the deposit on my room. ***I understand this deposit is non-refundable after October 8, 2005.***

AMEX Visa MasterCard Diner's Club Discover

Name (as it appears on credit card)

Credit Card Number (include all digits)

Expiration Date (Mo/Yr) Must Expire After 12/05

Signature

Check for \$413 (payable to DePrez Travel/ICSC NY National Deal Making) is attached to process my reservation. **NON-REFUNDABLE** after **October 8, 2005.**

Arrival Date

Departure Date

Smoking

Non-Smoking

Special Requests

First Name

Last Name

Company Name

Address

City

State

Zip

If double occupancy, please list second person's name

This form completed by

Telephone

Fax

**ANY CHANGES OR CANCELLATIONS MUST BE
MADE IN WRITING TO DEPREZ TRAVEL BY
OCTOBER 8, 2005**

2005 NEW YORK NATIONAL CONFERENCE & DEAL MAKING PROGRAM PLANNING COMMITTEE

HAROLD NAFASH, ICSC 2005 New York Conference and Deal Making Program Planning Committee Chairman & ICSC New York/Northern New Jersey State Director, Lowe's Companies, Hackensack, NJ

JEFFREY H. NEWMAN, ESQ., ICSC 2005 New York Conference and Deal Making Program Planning Committee Vice Chairman, Sill Cummis et al, Newark, NJ

NEW YORK NATIONAL CONFERENCE FOUNDERS ADVISORY COMMITTEE

ALAN E. SMITH, CLS, ICSC New York Conference Founders Advisory Committee, Konover Development, Farmington, CT

THOMAS A. CAPUTO, ICSC New York/Northern New Jersey State Operations Co-Chair, Kimco Realty Corporation, New Hyde Park, NY

KENNETH A. MANDELBAUM, KAM Management, Milburn, NJ

DAVID SCHWARTZ, Olympic Realty & Development Corp., New York, NY

PROGRAM PLANNING COMMITTEE

JON GAIMAN, ICSC Eastern Division Retail Co-Chair, Starbucks Coffee, Syosset, NY

ANTHONY FULLER, Wal-Mart Stores, Inc., Bentonville, AR
KATHLEEN A. HAWLEY, FAMECO Real Estate L.P., Conshohocken, PA

PAUL CAMELLA, ICSC New York State Government Relations Committee Co-Chair, Bassar Kaufman, Inc., Lawrence, NY

JAMES M. JAROSIK, Related Retail Corporation, Montclair, NJ

HOWARD F. CARR, ICSC New York State Government Relations Committee Co-Chair, The Howard Group, Albany, NY

SAMUEL J. JEMAL, ISJ Management, White Plains, NY

BETH R. GORIN, ICSC Northern New Jersey State Alliance Co-Chair, Bergen County Economic Development Corp., Hackensack, NJ

JAMES KEMPNER, The Kempner Corporation, White Plains, NY

TED ZANGARI, ICSC New Jersey State Alliance Co-Chair, Sills Cummis, Newark, NJ

CHUCK LANYARD, The Goldstein Group, Glen Rock, NJ

LIONEL M. LEVEY, The Levey Companies, Morristown, NJ

KENNETH SIMON, ICSC New York/Northern New Jersey State Operations Co-Chair, Lerner Heidenberg Associates, Closter, NJ

MILES MAHONY, Friedland Realty Inc., Yonkers, NY

DIANA MARRONE, Philips International, New York, NY

DUSTY McMAHAN, Konover Development, Farmington, CT

RICHARD SOSNOVY, CCIM, ICSC New York/Northern New Jersey State Retail Co-Chair, Dress Barn, Suffern, NY

MARK OLEAR, The Home Depot, Inc., South Plainfield, NJ

DAVID PICOT, Toys 'R' Us, Paramus, NJ

JAMES ARIES, Urstadt Biddle Properties Inc., Greenwich, CT

LISA ROSENSHEIN, CLS, Rosenshein Associates, Mamaroneck, NY

BRUCE L. SHEPARD, EMB Associates, Mamaroneck, NY

TODD BASSEN, Vornado Realty Trust, New York, NY

PAUL SIMMONS, GE Capital Real Estate, Stamford, CT

ROBERT W. CLAESON, Cozen & O'Connor, New York, NY

ELLEN SINREICH, DLC Management Corporation, Tarrytown, NY

ALLEN COOPERMAN, The Cooperman Company, Hackensack, NJ

PATRICK SMITH, Staubach Retail Services, Inc., New York, NY

JAMES R. COZINE, Quiznos, Butler, NJ

MICHAEL E. STEVENS, Forest City Enterprises, Cleveland, OH

RENEE DANIEL, The Daniel Group, LLC, Baltimore, MD

DAVID TURNER, Perrine & Wheeler, Inc., New York, NY

ADAM J. EPSTEIN, Site Analytics Co., New York, NY

DANIEL M. ZELSON, Charter Realty Development Corp., New York, NY

PAUL G.W. FETSCHER, CLS, Great American Brokerage, New York, NY

New York, NY

SIMON ZIFF, The Ackman-Ziff Real Estate Group, LLC, New York, NY

DAVID I. FIRESTEIN, Northwest Atlantic Real Estate Services, White Plains, NY

FRANKLIN S. ZUCKERBROT, Sholom & Zuckerbrot realty LLC, Long Island City, NY

AARON FLEISHAKER, DJM Asset Management, LLC, Melville, NY



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

**Attendees will receive a
complimentary copy of
*Market Research for
Shopping Centers.***