

# 2007 ICSC CONFERENCE ON Open-Air Centers

FEBRUARY 14 – 16, 2007 • ARIZONA BILTMORE RESORT & SPA • PHOENIX, AZ



## FINAL PROGRAM

# 2007 ICSC CONFERENCE ON Open-Air Centers

FEBRUARY 14-16, 2007 • ARIZONA BILTMORE RESORT & SPA • PHOENIX, AZ

## WEDNESDAY, FEBRUARY 14, 2007

**Registration**  
4:00 – 7:00 pm

**Opening General Session**  
5:00 – 5:45 pm

### “Phoenix, the Retailer’s Dream: Nightmare or Pot of Gold?”

Phoenix is already the 5th largest U.S. city with a population of 1.6 million. The metro area population, currently 3.6 million, is projected to grow another 70 percent over the next 25 years. The economy is growing even faster and the unemployment rate of Phoenix is consistently lower than the national average. You might ask, what are the engines of this growth? Is the economic foundation strong enough to sustain such a large population? Come learn about some of the shopping center successes in Phoenix and the opportunities for the next 25 years.

Presenter:

#### PAUL KATSENES



Deputy Economic Development  
Director  
City of Phoenix  
Phoenix, AZ

**Sponsored  
Cocktail Reception**  
6:00 – 7:00 pm

If you are interested in becoming a sponsor for this event, please see page 8 of this program or contact Sarah Hansen at +1 646 728 3642 or shansen@icsc.org

**Dine-Arounds**  
7:30 – 10:30 pm

Now a tradition at the Open-Air Centers Conference, the Dine-Arounds give you the chance to network with fellow attendees in small groups at local restaurants. There is a separate fee for these dinners. Further information and a complete list of restaurants will be sent to you upon receipt of your registration.

## THURSDAY, FEBRUARY 15, 2007

**Registration**  
7:30 am – 6:30 pm

**Breakfast Roundtables**  
7:30 – 9:00 am

Join this dynamic and interactive morning with your industry peers in a roundtable format to discuss key issues in the Open-Air Centers. Each morning will consist of two (2) 45 minute sessions at two (2) different roundtables of your choice. Roundtable leaders will host tables and provide handouts on topics that focus on architecture and design, municipal development and planning, leasing, operations and property management, retail trends and issues, and investment and finance. Speakers include retailers, developers, small and large shopping center owners, property managers, and asset managers.

Topics will include:

- The Life Style Center – Will it last and What will be Next?
- The Shape of Things...Does Design Matter?
- How to Merchandise a Lifestyle Center – from the Retailer’s Perspective
- Burning Issues for a Retailer – Co-Tenancy, Exclusive, Operating Covenant
- Hot Leasing Issues in a Mixed-Use Project

- Establishing the Alliance...Working to Bridge the Gap Between the Community, the Retailer and the Developer
- How to Involve the Public Sector in your Development
- Retail Investment Sales 2007 – A Look Ahead
- The Art of Structuring Partnerships
- Effective Use of Brokers by the Corporate Real Estate Department
- Trends & Strategies Currently Being Used by the Largest Retail Users
- Trends in the Supermarket Business

**General Session**  
9:15 – 10:30 am

**Public Retailers  
Going Private:  
Winners and Losers**

Private equity firms awash in capital have taken private some of the leading tenants in the open-air sector: Toys R Us, Michael’s, Linens N’ Things and the list keeps getting longer. What’s driving this trend and when will it end? What are the implications for owners, developers, managers and service providers? Is this a short-term issue or a phenomenon that will impact our business for years to come? Our assembled panel will tackle these issues from a wide range of perspectives.

Moderator:

#### DOUG CASEY



Managing Director  
ING Clarion  
Washington, DC

Panelists:

#### ADAM W. IFSHIN



President  
DLC Management Corporation  
Tarrytown, NY



## DANIEL HURWITZ



Senior Executive Vice  
President & Chief  
Investment Officer  
Developers Diversified Realty  
Beachwood, OH

### Coffee Break

10:30 – 10:45 am

### General Session

10:45 am – 12:00 noon

### “Mixed-Use” — Should Your Company Be in “Mixed-Use” Development?

Join three leading national authorities on mixed-use development, for a frank discussion of the opportunities and concerns facing mixed-use developers. The panel will consider unique issues such as possibly needing a development partner and how to find the right one; joint-venture concerns; the special project issues of shared parking; expense distribution; property management concerns; and, most importantly, the notion of whether you or your community really need “Mixed Use.” This panel is intended to be highly interactive, so come with your toughest questions about Mixed-Use development.

Moderator:

### THOMAS PORTER



CEO  
The Martin Group  
Santa Monica, CA

Panelists:

### YAROMIR STEINER



ICSC Trustee  
Chief Executive Officer  
Steiner + Associates, Inc.  
Columbus, OH

### LEE WAGMAN



ICSC Past Trustee  
CEO  
The Martin Group  
Santa Monica, CA

### Lunch Served

12:00 noon – 12:45 pm

### Report to Members

12:45 – 1:15 pm

### MIKE KERCHEVAL



President & CEO  
ICSC  
New York, NY

## Guest Speaker

1:15 – 2:00 pm

### Executive Boardroom Discussions With Former ICSC Chairmen

2:15 – 3:30 pm

Executive Boardroom Discussions offer an opportunity for attendees to meet with industry leaders in a small group forum to share information and ideas on key topics pertinent to Open-Air Centers.

To ensure these discussions remain intimate and interactive, space is limited, and pre-registration for each discussion is required. Please see page 5 to register for this event.

Facilitators:

### REBECCA MACCARDINI, SCMD



ICSC Past Chairman  
President  
Rebecca Maccardini  
Resources, LLC  
Ann Arbor, MI

### JAMES E. MAURIN, CSM



ICSC Past Chairman  
Chairman and CEO  
Stirling Properties  
Covington, LA

### GARY D. RAPPAPORT, SCMD, SCSM, CLS



ICSC Past Chairman  
President  
The Rappaport Companies  
McLean, VA

### ROBERT WARD



ICSC Past Chairman  
Principal  
WDP Partners, LLC  
Phoenix, AZ

### Optional Off-Site Tours

2:15 – 5:30 pm

### Tour Option #1 — Shopping Center Tour

### Tour Option #2 — Taliesin West Tour — Frank Lloyd Wright Workshop & Home Visit

There is a separate fee for these tours. Please see page 9 for more information and registration details.

### Cocktail Reception

6:00 – 7:00 pm

## FRIDAY, FEBRUARY 16, 2007

### Registration

7:30 am – 12:00 noon

### Breakfast Roundtables

7:30 – 9:00 am

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- Burning Issues for a Retailer – Co Tenancy, Exclusive, Operating Covenant
- Hot Leasing Issues in a Mixed-Use Project
- Establishing the Alliance...Working to Bridge the Gap Between the Community the Retailer and the Developer
- How to Involve the Public Sector in your Development
- Retail Investment Sales 2007 – A Look Ahead
- The Art of Structuring Partnerships
- Effective Use of Brokers by the Corporate Real Estate Department
- Trends & Strategies Currently Being Used by the Largest Retail Users
- Trends in the Supermarket Business

### Concurrent Sessions

9:15 – 10:30 am

### A. Redevelopment: Controlling Your Costs and Increasing Cash Flow

Hear from a panel of Redevelopment experts on how operate a center during construction as well how to deal with tenancy issues including: relocating, Buy-outs, co-tenancy and more.

Moderator:

### RICHARD H. TUCKER

President & CEO  
Tucker Development Co.  
Highland Park, IL



## B. Joint Ventures and Creative Capitalizations

With larger retail and mixed-use development and redevelopment opportunities, joint ventures and creative capitalizations are increasingly being used by developers. This session will discuss current trends in the joint venture market, active joint venture partners, strategies for maximizing the sponsor's position and creative capitalization options.

Moderator:

### GARY T. SAYKALY

Managing Partner  
BridgePointe Advisors  
Alpharetta, GA

Panelists:

### PETER G. HENKEL



Owner/Partner Chairman  
Coventry Real Estate Advisors,  
LLC  
New York, NY

### JOHN MONTAQUILA



Principal  
Macquarie Capital Partners  
Chicago, IL

### PETER G. THOMAS

Chief Financial Officer  
Vestar Development Co.  
Phoenix, AZ

## C. Consensus Building: How to Get the Community on Your Side

Consensus building is not about everyone agreeing. It is about establishing trust, developing relationships, and working together to identify shared goals. This panel will discuss the best approach to take, for both the public and private sectors, in order to overcome opposition and work toward a common vision.

Moderator:

### JODIE MCLEAN, CLS



President & Chief Investment  
Officer  
Edens & Avant  
Columbia, SC

Panelists:

### CHARLES B. HICKCOX



Vice President, Development  
Donahue Schriber Realty  
Group, Inc.  
Costa Mesa, CA

### P. MICHAEL SAINT



CEO and Chairman of the Board  
The Saint Consulting Group  
Hingham, MA

## D. Retail Investment Trends: Strategies for Creating and Driving Value

An active discussion on opportunities in buying, selling, financing, developing, redeveloping and holding in the current retail investment property marketplace.

Moderator:

### BERNARD J. HADDIGAN



Managing Director  
Marcus & Millichap  
Atlanta, GA

Panelists:

### THOMAS A. CAPUTO

Executive Vice President  
Kimco Realty Corporation  
New Hyde Park, NY

### CHUCK VOGEL

Senior Vice President  
Opus West  
Phoenix, AZ

### DANIEL S. WEAVER



Managing Director  
RREEF  
Chicago, IL

## Coffee Break 10:30 – 10:45 am

## General Session 10:45 am – 12:00 noon

## Strips to Malls — Now Open-Air Centers... Find Out What Retailers are Doing Now

Before there were malls, there were outdoor centers of all types and sizes. Then came the development of the regional malls and retailers flocked to them.

Hear from a cross-section of national retailers that have opted to focus their growth on open-air centers as their primary vehicle for growth. Whether they are motivated by increased profitability, are testing new concepts, or have found their current real estate locations to be less productive, these retailers are targeting the open-air center as a strategic growth vehicle. This session promises to be both entertaining and informative.

Moderator:

### STEVE WEINGARTEN



Senior Vice President  
Weingarten Realty Investors  
Houston, TX

Panelists:

### MELISSA BOUGHTON

Senior Vice President of Real Estate  
Regis Corporation  
Minneapolis, MN

### DARREN HADDOCK



Vice President, Leasing  
Payless ShoeSource  
Topeka, KS

### PETER HARDING



Senior Vice President of Real  
Estate  
Golf Galaxy, Inc.  
Eden Prairie, MN

### ROLAND MACKIE



Senior Vice President of Real  
Estate and Development  
Kirkland's Inc.  
Jackson, TN

### DENNY SECHRIST

Vice President Real Estate Western Region  
Panera Bread and St. Louis Bread Co.  
St. Louis, MO

### AARON FLEISHAKER



Senior Vice President –  
Real Estate  
Avenue/United Retail, Inc.  
Rochelle Park, NJ

### VALERIE RICHARDSON



ICSC Trustee  
Vice President – Real Estate  
The Container Store  
Coppell, TX

### BRETT K. SHEETS

Director of Real Estate  
Cold Stone Creamery, Inc.  
Scottsdale, AZ

## Conference Adjourns 12:00 noon

# 2007 ICSC CONFERENCE ON Open-Air CENTERS

FEBRUARY 14-16, 2007 • ARIZONA BILTMORE RESORT & SPA • PHOENIX, AZ

## REGISTRATION FORM

### How to Register

**Fax:** +1 732 694 1800  
(Credit card registrations only)

**Online:** [www.icsc.org](http://www.icsc.org)  
(Credit card registrations only)

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

### Registration Fee

	ADVANCE	ON-SITE
<b>Member*:</b>	\$290	\$360
<b>Non-Member:</b>	\$390	\$480

\*To qualify for a member fee, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call the ICSC Information Center at +1 646 728 3800.

Registration fee includes a complimentary copy of the book and CD-ROM, *Preparing a Budget for an Open-Air Shopping Center*.

I am a first-time Open-Air Conference attendee.

Name

Title

Company

Address

City

State/Province

Country

ZIP/Postal Code

Business Telephone

Fax Number

E-mail Address

Your Membership I.D. #

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

### METHOD OF PAYMENT

Check or money order made payable to ICSC enclosed for \$ \_\_\_\_\_

MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

Name (as it appears on credit card)

Signature

Account Number (include all digits)

Expiration Date (mo/yr)

### Hotel Reservations

A block of rooms has been reserved at:

#### Arizona Biltmore Resort & Spa

2400 East Missouri  
Phoenix, AZ 85016  
Tel: +1 602 955 6600  
Fax: +1 602 381 7600

**Rate:** \$295 Single/Double occupancy  
Room rates subject to tax,  
currently 12.07%.++

++ \$16.00/day resort fee; \$3.00/day  
room attendant fee and \$10.00 one-time  
portage fee

#### Cut-off Date: Friday, January 5, 2007

Reference ICSC's Conference on Open-Air Centers to receive group rate. Requests received after the cut-off date are subject to space and rate availability.

#### Airfare/Car Rental Discounts

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), ext. 417, from 8:00 am to 5:30 pm EST Monday through Friday.

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



## COMMITTEE ON OPEN-AIR CENTERS

### Program Committee Chairman

**Alan E. Smith, CLS**, Konover & Associates Inc., LLC, Farmington, CT

### Co-Chairs

**Brad M. Hutensky**, ICSC Trustee, The Hutensky Group, LLC, Hartford, CT

**Michael E. McCarty, CLS**, ICSC Trustee, Simon Property Group, Indianapolis, IN

### Conference Program Planning Committee Co-Chairs

**George Demuth**, Centro Watt, Plymouth Meeting, PA

**Monique Dubord**, First Capital Realty, Inc., Toronto, ON

### Committee Members

**Alan J. Barocas**, ICSC Trustee, Alan Barocas and Associates, Atlanta, GA

**Kenneth F. Bernstein**, Acadia Realty Trust, White Plains, NY

**Patricia M. Blasi, SCSM**, Terranova Corporation, Miami, FL

**Thomas A. Caputo**, Executive Vice President, Kimco Realty Corporation,  
New Hyde Park, NY

**Tom Carroll**, Strategic Growth Development, LLC, Atlanta, GA

**Norris R. Eber, CLS, SCSM**, ICSC Past Trustee and Central Division Vice President,  
Joseph Freed & Associates LLC, Palatine, IL

**Terry Evans**, Kroger Co., Cincinnati, OH

**Anthony Fuller**, Wal-Mart Realty Co., Bentonville, AR

**Bernard J. Haddigan**, Marcus & Millichap, Atlanta, GA

**Daniel B. Hurwitz**, Developers Diversified Realty, Beachwood, OH

**Elise Jaffe**, ICSC Trustee, Dress Barn, Suffern, NY

**Terry G. Kittleson**, Trammell Crow Company, Dallas, TX

**Tina Lofgren**, The TJX Companies, Inc., Framingham, MA

**Rebecca Maccardini, SCMD**, ICSC Past Chair, Rebecca Maccardini Resources,  
Ann Arbor, MI

**Martin Mayer**, Stirling Properties, Covington, LA

**Jeffrey S. Olson**, Equity One, Miami Beach, FL

**J. Thomas Porter, AIA**, TVS Architects, Atlanta, GA

**Gary D. Rappaport, SCMD, SCSM, CLS**, ICSC Past Chairman, The Rappaport  
Companies, McLean, VA

**Michael Rodriques**, The Greeby Companies, Inc., Dallas, TX

**Joseph M. Shafran**, Paran Management Company LTD, Cleveland, OH

**Shelly Sponholz**, Giant Eagle, Inc., Pittsburgh, PA

**Michael Stevens**, Forest City Enterprises, Cleveland, OH

**Richard H. Tucker**, Tucker Development Corp., Highland Park, IL

**Steve Weingarten**, Weingarten Realty Investors, Houston, TX

**Larry K. Wheeler**, Crosland Barnes Group, LLC, Columbia, SC

# 2007 ICSC CONFERENCE ON Open-Air CENTERS

THURSDAY, FEBRUARY 15, 2007 • ARIZONA BILTMORE RESORT & SPA • PHOENIX, AZ

## EXECUTIVE BOARDROOM DISCUSSION WITH FORMER ICSC CHAIRMEN REGISTRATION FORM

Executive Boardroom Discussions offer an opportunity for attendees to meet with industry leaders in a small group forum to share information and ideas on key topics pertinent to Open-Air Centers.

To ensure these discussions remain intimate and interactive, space is limited and pre-registration is required. Reservations will be accepted on a first-come, first-served basis.

Please indicate your 1<sup>st</sup> and 2<sup>nd</sup> choices below:

- |  |   |
|--|---|
| <input type="checkbox"/> Robert Ward<br>ICSC Past Chairman<br>Principal<br>WDP Partners, LLC<br>Phoenix, AZ                                | <input type="checkbox"/> James E. Maurin, CSM<br>ICSC Past Chairman<br>Chairman and CEO<br>Stirling Properties<br>Covington, LA         |
| <input type="checkbox"/> Rebecca Maccardini, SCMD<br>ICSC Past Chairman<br>President<br>Rebecca Maccardini Resources, LLC<br>Ann Arbor, MI | <input type="checkbox"/> Gary D. Rappaport, SCMD, SCSM, CLS<br>ICSC Past Chairman<br>President<br>The Rappaport Companies<br>McLean, VA |

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Name

Company

---

Business Telephone

Fax Number

---

E-mail Address

**RETURN TO:**

Sarah Hansen

Fax: +1 732 6941685 E-mail: shansen@icsc.org



# International Council of Shopping Centers

The International Council of Shopping Centers (ICSC) is the global trade and professional association for the retail real estate industry. Our members include shopping center owners, developers, retailers, investors, lenders, architects, academics and public officials from the United States, Canada and over 90 other countries worldwide.

Membership in ICSC provides everything you need to:

- Network with thousands of your peers worldwide
- Keep abreast of industry news through publications and periodicals
- Attend a wide variety of meetings and conventions
- Broaden your industry knowledge through educational programs
- Stay on top of legislation affecting the industry

To find out more about ICSC, visit [www.icsc.org](http://www.icsc.org) or call + 1 646 728 3800.



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**GOVERNMENT RELATIONS**



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## GOLD AND SILVER RECEPTION SPONSORSHIP OPPORTUNITIES FOR THE 2007 CONFERENCE ON OPEN-AIR CENTERS

At the 2007 Conference on Open-Air Centers, we are offering sponsorship opportunities for the Wednesday, February 14, 2007, reception at the Arizona Biltmore Resort & Spa. This Conference continues to grow, and attendance of more than 1,000 is expected this year.

**The exposure you will receive is invaluable! The levels of sponsorship are:**

### **Gold Sponsor – \$5,000**

Prominent display as Gold Reception Sponsor on collateral material, recognition at Registration, logo on walk-in screens for general sessions and meal functions, logo on Sponsorship page in At-Door Program, and Gold Sponsor Ribbons for all attendees from your company.

### **Silver Sponsor – \$1,500**

Display as Silver Reception Sponsor on collateral material, recognition at Registration, logo on all walk-in screens for sessions and meal functions, logo on Sponsorship page in At-Door Program, and Sponsor Ribbons for all attendees from your company.

If you are interested in becoming one of the Reception Sponsors, please complete the attached form and send it with your check made payable to ICSC for the sponsorship level of your choice to Sarah Hansen at ICSC, PO Box 26958 New York, NY 10087-6958. In order to have your company's name listed in the promotional materials, your form, check and company logo must be received by January 5, 2007. Please e-mail your company logo to Sarah Hansen at shansen@icsc.org. If you have any questions, please call Sarah at +1 646 728 3642.

Payable to ICSC

Mail to:  
ICSC  
Attn: Sarah Hansen  
PO Box 26958  
New York, NY 10087-6958

### **Reception Sponsorship for 2007 Conference on Open-Air Centers** Arizona Biltmore Resort & Spa, Phoenix, AZ

Thank you for your interest in being a sponsor for the 2007 Conference on Open-Air Centers. Please remit your check made payable to ICSC as follows:

**Please Check One:**    Gold Sponsor: \$5,000    Silver Sponsor: \$1,500

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Name (person to whom correspondence and confirmation should be sent)

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Company

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Address

---

City

State/Province

ZIP/Postal Code

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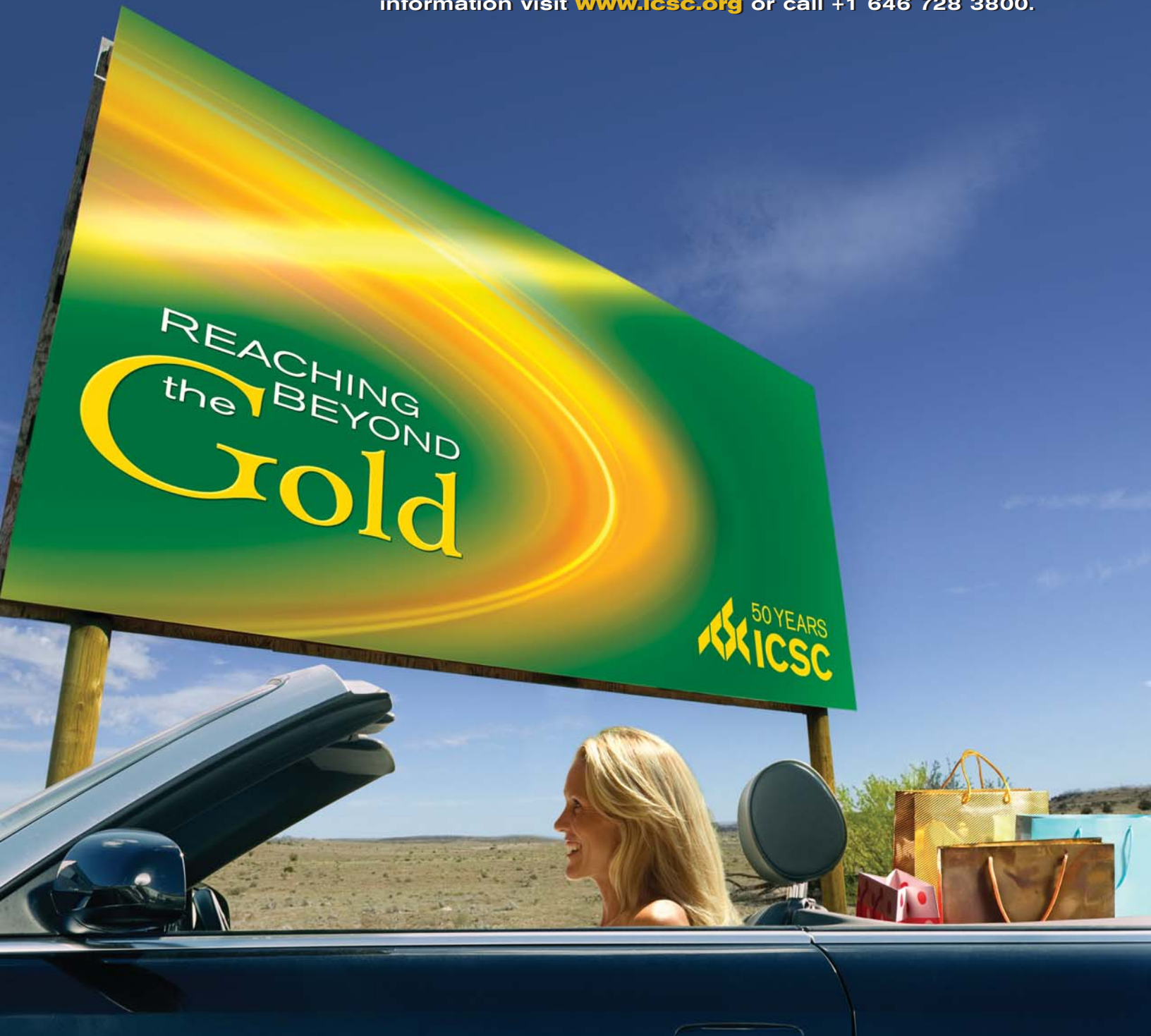
Telephone

E-mail Address

# 2007 ICSC SPRING CONVENTION

May 20–23, 2007 Las Vegas Convention Center Las Vegas, Nevada

Make Las Vegas your destination in 2007. Join over 45,000 of your colleagues from all corners of the world for networking, deal making and education. For more information visit [www.icsc.org](http://www.icsc.org) or call +1 646 728 3800.



# 2007 ICSC CONFERENCE ON Open-Air CENTERS

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## SHOPPING CENTER TOUR

On Thursday, February 15, we offer you a wonderful chance to see one of Phoenix's most innovative Open-Air Centers – the Desert Ridge Marketplace.

Home to 75 stores and 31 restaurants, spread over 1.2 million square feet of retail space, Desert Ridge Marketplace delivers the ultimate shopping experience in a distinctive outdoor setting. Immerse your shopping senses in a unique blend of specialty retailers, restaurants and entertainment venues spread over 110 acres. Join us for the unique opportunity to explore the Marketplace with the center's developer.

The tour will leave the Biltmore at 2:15 pm, and will return at approximately 5:30 pm.

The cost for this tour is \$25 per person. Space is limited, and reservations will be accepted on a first-come, first-served basis.

Mail to:  
ICSC  
Attn: Sarah Hansen  
PO Box 26958  
New York, NY 10087-6958  
Or fax to: +1 732 694 1800 (credit card only)

## TOUR FORM

Name

Company

Address

City

State/Province

Country

ZIP/Postal Code

Business Telephone

Fax Number

E-mail Address

### **METHOD OF PAYMENT**

- Check or money order made payable to ICSC enclosed for \$ \_\_\_\_\_  
 MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

Name (as it appears on credit card)

Signature

Account Number (include all digits)

Expiration Date (mo./yr.)

2007OA-B

## TALIESIN WEST TOUR – FRANK LLOYD WRIGHT'S WORKSHOP & HOME VISIT

This 90-minute tour will allow you to experience for yourself Frank Lloyd Wright's brilliant ability to integrate indoor and outdoor spaces. Led by knowledgeable guides, you'll visit the Cabaret Theater, Music Pavilion, Seminar Theater and Wright's private office – all linked by dramatic terraces, gardens and walkways overlooking the rugged Sonoran Desert and Valley below. As a special treat, you'll visit the newly restored living quarters and dramatic living room where Wright entertained his famous guests. You'll be able to sit in Wright-designed furniture and experience first-hand the drama of being a guest in this famous home.

The tour will leave the Biltmore at 2:15 pm, and will return at approximately 5:30 pm.

The cost for this tour is \$45 per person. Space is limited, and reservations will be accepted on a first-come, first-served basis.

### **Please sign me up for:**

- Shopping Center Tour (Thursday 2:15 pm – 5:30 pm)  
 Taliesin West Tour (Thursday 2:15 pm – 5:30 pm)



INTERNATIONAL COUNCIL OF SHOPPING CENTERS  
1221 AVENUE OF THE AMERICAS  
NEW YORK, NY 10020-1099

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**OPEN-AIR CENTERS**

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Registration fee includes a complimentary  
copy of the book and CD-ROM, *Preparing a  
Budget for an Open-Air Shopping Center*.