

**ICSC SPRING 2007**

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

FINAL PROGRAM

REACHING  
BEYOND  
the  
**Gold**

50 YEARS  
**ICSC**



## 2007 ICSC SPRING CONVENTION

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

Make Las Vegas your **destination** this May. Join over 50,000 of your colleagues from all corners of the world for **networking**, deal making and education at the ICSC Spring Convention. Meet the **leaders** in the **retail real estate** industry and do a year's worth of business in four days. Check out the Trade Exposition to shop for the **latest products** and **services** available in the industry. Visit the Leasing Mall where developers, retailers and lenders come together to network and **conduct business**. Attend Educational Sessions and Workshops to learn about the **issues** and **trends** affecting the industry. Be **inspired** by world-renowned keynote speakers.

This year, ICSC is celebrating its 50th year of serving the global retail real estate industry. ICSC is the largest retail real estate trade and professional association in the world with over **65,000 members** in over 100 countries. ICSC hosts 250 meetings annually with a combined attendance that exceeds 120,000 business professionals.





# REACHING BEYOND the Gold



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## CONVENTION HIGHLIGHTS

### EDUCATIONAL SESSIONS AND WORKSHOPS

**Sunday, May 20** 12:00 noon – 2:00 pm

**Monday, May 21** 10:00 am – 4:00 pm

**Tuesday, May 22** 8:00 am – 4:00 pm

**Wednesday, May 23** 10:00 am – 12:00 noon

### LEASING MALL

**Monday, May 21** 8:00 am – 6:00 pm

**Tuesday, May 22** 8:00 am – 6:00 pm

**Wednesday, May 23** 8:00 am – 5:00 pm

### TRADE EXPOSITION

**Sunday, May 20** 2:00 – 6:00 pm

**Monday, May 21** 8:00 am – 6:00 pm

**Tuesday, May 22** 8:00 am – 6:00 pm

## GENERAL INFORMATION

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### LEASING MALL ANNIVERSARY

The 2007 Leasing Mall will celebrate the 25th anniversary of this unique business/exposition forum. To mark this milestone, ICSC has acquired the upper and lower levels of the South Hall of the L.V.C.C. adding nearly 800,000 gross square feet of exhibit space for U.S. and overseas developers, brokers and municipalities. Additionally, the South Hall will now be the permanent home for all ICSC retail exhibitors.

### ICSC GOES GREEN

A first for ICSC! The 2007 Spring Convention will host two green exhibits:

**GREEN PAVILION** located in the Las Vegas Convention Center (located between the North Hall and Central Hall) is where you'll learn about the new trends in sustainable building design relating to environmentally-friendly stores and shopping centers.

**GREEN ZONE** located in the lower level of the South Hall consists of 40,000 square feet of exhibit space that showcases the latest products and services to help you go green.

## REGISTRATION AND TRANSPORTATION INFORMATION

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### CONVENTION REGISTRATION

Convention badges will be sent out in advance for all those that register by March 30th. Full Convention badges will be mailed at the end of April with instructions. All badges must be validated upon arrival in Las Vegas. Satellite Badge Validation Stations will be located at the Las Vegas Hilton and Convention Center (Central Hall 2).

In addition, there will also be three Satellite Badge Validation Stations at McCarran International Airport, located in the baggage claim areas. Look for ICSC signage.

### TRANSPORTATION

During the Convention, take advantage of the convenient and frequent shuttle bus service between all Official Convention Hotels and the Las Vegas Convention Center. A complete bus schedule will be included in the Convention kit you receive on-site.

### REGISTRATION HOURS

#### Saturday, May 19, 2007

10:00 am – 5:00 pm (L.V.C.C.)\*

10:00 am – 10:00 pm (Satellite Validation Locations)

#### Sunday, May 20, 2007

9:00 am – 7:00 pm (L.V.C.C.)\*

8:00 am – 11:00 pm (Satellite Validation Locations)

#### Monday, May 21, 2007

6:30 am – 6:00 pm (L.V.C.C.)\*

6:30 am – 2:30 pm (Satellite Validation Locations)

#### Tuesday, May 22, 2007

7:00 am – 6:00 pm (L.V.C.C.)\*

#### Wednesday, May 23, 2007

8:00 am – 5:00 pm (L.V.C.C.)\*

\*L.V.C.C. – Las Vegas Convention Center



## REGISTRATION INFORMATION

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

### REGISTRATION FEES

	ADVANCE	ON-SITE
ICSC Member*	\$345	\$495
Non-Member	\$740	\$940
Spouse Program	\$345	\$495
Student Member**	\$ 50	\$ 50

\*To qualify for the member rate, each registrant must be an ICSC member. A company membership does not entitle every employee of that company to register at the member rate.

\*\*Registrants must be ICSC student members to qualify for the student rate.

#### Convention Registration Fee Includes:

Access to the Full Convention Program, Two Breakfasts and Lunches, Admission to the Leasing Mall and Trade Exposition.

#### Spouse Program Registration Fee Includes:

Admission to all Spouse Program Activities, Access to the Full Convention Program, Two Breakfasts and Lunches, Admission to the Leasing Mall and Trade Exposition.

#### Dress Code:

Business or business casual attire is appropriate.

### REGISTRATION DEADLINES

Register and submit a photo by March 30, 2007 to receive your badge in the mail. No badges will be mailed without a photo. Registrants who pay the member rate must be a member in good standing on March 30 to retain that rate and receive a badge in the mail. All Convention and Spouse Program badges will be mailed at the end of April with instructions. Upon arriving in Las Vegas just stop by the Registration Center at the Las Vegas Convention Center or at one of the remote satellite hotel and airport locations to validate your badge and pick up your badge holder and program information.

#### March 30, 2007

Register and submit a photo by deadline to receive your Convention badge in the mail and to be listed in the Advance Registrants Directory.

#### April 30, 2007

Deadline to pre-register before arriving in Las Vegas. Advance registrations will not be accepted after this date.

#### May 19, 2007

Registrations will be accepted on-site in Las Vegas.

Become a member and save on the registration fee. For more information visit [www.icsc.org](http://www.icsc.org) or call +1 646 728 3800.

#### PHOTO ID BADGES REQUIRED

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the Convention. To submit a photo visit [www.icsc.org/photo\\_instr.html](http://www.icsc.org/photo_instr.html)

### CANCELLATIONS

If you are unable to attend the Convention, you may cancel up to March 30, 2007 and receive a refund. All cancellations will be subject to a \$25 cancellation fee and requests for refunds must be received by ICSC in writing. No refunds will be issued after March 30. Once your registration is cancelled, remember to contact DePrez Travel to cancel your room reservations in writing by fax to +1 585 442 8934 or email to [icsctravel@depreztravel.com](mailto:icsctravel@depreztravel.com).

### HOW TO REGISTER

For complete registration, exhibitor, travel and hotel information and forms, visit [www.icsc.org](http://www.icsc.org).

There are three ways to register:

**ONLINE:** [www.icsc.org](http://www.icsc.org)

**FAX:** +1 732 694 1800

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

### HOTEL AND TRAVEL INFORMATION

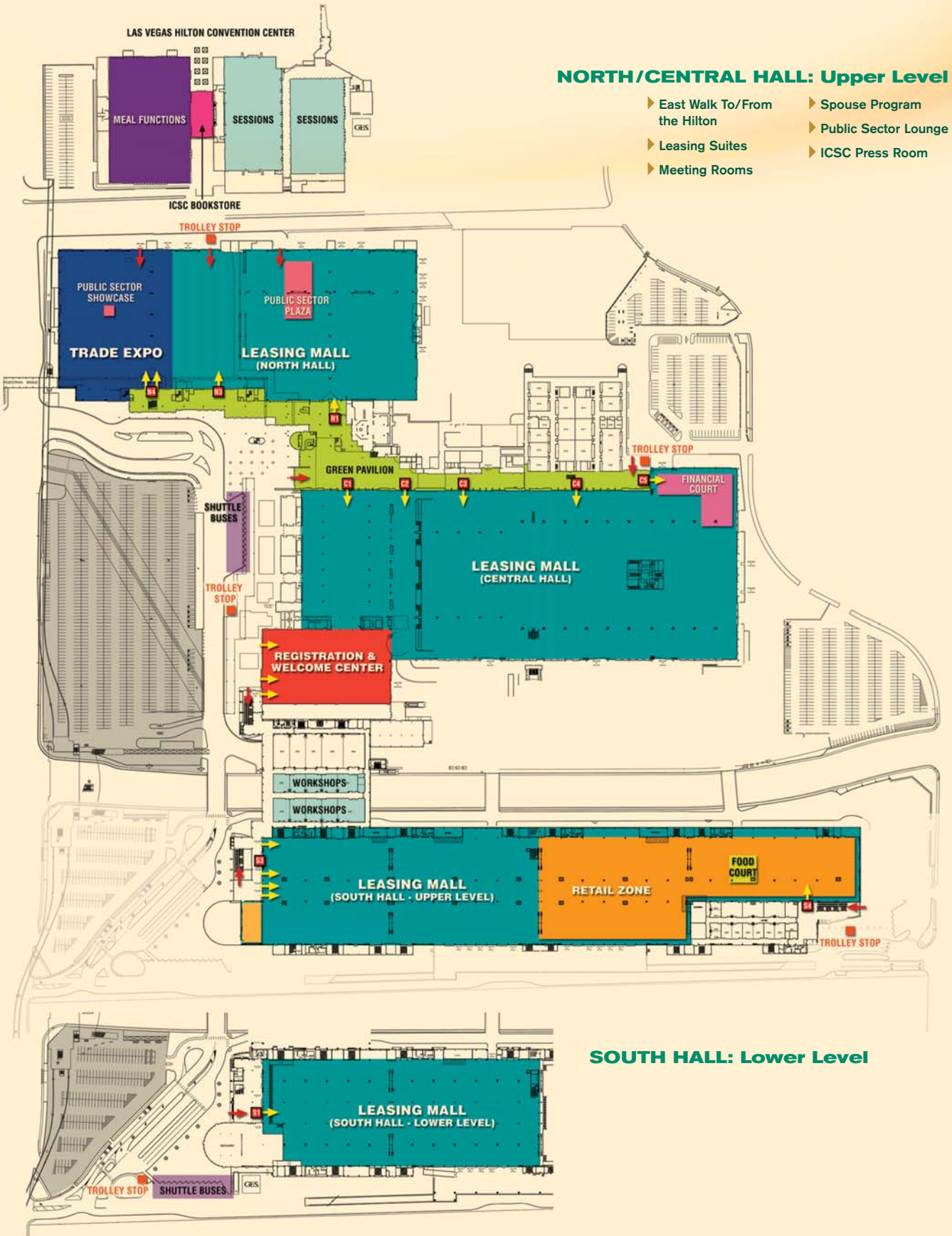
To book your Spring Convention hotel at the special **discounted** ICSC rates, please go to [www.icsc.org](http://www.icsc.org), click on the Spring Convention, and then the link for Hotel and Travel. Here you will find complete hotel listings and descriptions, ICSC discounted rates, monorail information, suite booking instructions and general booking information. Also on the site, ICSC's official travel agency, DePrez Travel Bureau, Inc., offers online discounted airline tickets and car rentals. One-stop shopping!

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

For complete registration, exhibitor, travel and hotel information and forms, visit [www.icsc.org](http://www.icsc.org)



# LAS VEGAS CONVENTION CENTER MAP



## FOCUS ON GLOBAL RETAIL DEVELOPMENT

For retailers, developers and investors interested in opportunities available in countries and regions where retail development is “hot”, select any of the sessions in this global track to receive an overview of the latest information in each of

these geographic areas. Executives with first-hand experience will tell you which retailers are expanding in the region, what types of shopping centers are being built, how to deal with local customs and procedures, who is investing or

at least exploring opportunities, and the underlying fundamentals that are driving the growth of retail development. Select from this track to learn quickly about the areas that interest you most.

### SCHEDULE

#### MONDAY, MAY 21

10:30 – 11:30 am

##### **Focus on Southeast Asia**

CHAIRMAN

**Pua Seck Guan**

Chief Executive Officer

CapitaMall Trust Management Ltd.

11:30 am – 12:30 pm

##### **Focus on Russia/Ukraine**

CHAIRMAN

**Konstantin Sakharov**

Associate Executive Director of  
Retail Services

Cushman & Wakefield Stiles  
& Riabokobylko



2:30 – 3:30 pm

##### **Focus on Western Europe**

CO-CHAIRMAN

**Jaap C. Gillis**

Chief Operating Officer  
Redevco Europe



CO-CHAIRMAN

**Álvaro Portela**

Chief Executive Officer  
Sonae Sierra



3:30 – 4:30 pm

##### **Focus on Central/ Eastern Europe**

CHAIRMAN

**Brian Jenkins**

Managing Director  
AIG/Lincoln Retail Development  
Europe



4:30 – 5:30 pm

##### **Focus on Turkey**

CHAIRMAN

**Nusin Oral**

Member of the Board  
Turkish Council of  
Shopping Centers



#### TUESDAY, MAY 22

8:00 – 9:00 am

##### **Focus on Middle East**

CHAIRMAN

**Philip J. McArthur, csm**

Managing Director  
Dubai Festival City



9:00 – 10:00 am

##### **Focus on India**

10:00 – 11:00 am

##### **Focus on Japan**

3:00 – 4:00 pm

##### **Focus on China**

CHAIRMAN

**Henry Cheng**

Chief Executive Officer  
Chongbang Group

5:00 – 6:00 pm

##### **Focus on Mexico/ Central America**

CHAIRMAN

**Eduardo Bross**

Chairman  
Constructora Planigrupo, S.A.  
de C.V.



#### WEDNESDAY, MAY 23

8:00 – 9:00 am

##### **Focus on South America**

CO-CHAIRMAN

**Marcelo Baptista Carvalho, CMD, CSM**

President

Ancar S.A.



CO-CHAIRMAN

**Carlos A. Lecueder, CMD, CSM**

President

Estudio Luis E. Lecueder



9:00 – 10:00 am

##### **Focus on Australia**

CHAIRMAN

**Michael Baker**

International Retail Advisor  
UrbisJHD

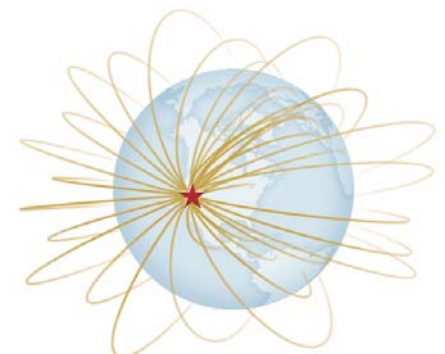
10:00 – 11:00 am

##### **Focus on S. Africa/Africa**

CHAIRMAN

**Ian Watt**

Executive Director  
Old Mutual Property Group



## 2007 PROGRAM-AT-A-GLANCE

	<b>Sunday, May 20</b>	
	morning	afternoon/evening
<b>TRACK 1</b> Leasing Property Management Professional Development	<b>9:00 – 11:00 am</b> CDP & CLS Test Review Courses  <b>9:00 am – 1:00 pm</b> CSM & CMD Test Review Courses  <b>10:00 – 11:00 am</b> First Timers' Orientation	<b>1:00 – 2:00 pm</b> Opening Session  <b>6:30 – 9:30 pm</b> Benefit Dinner for ICSC Educational Foundation ( <i>Tickets are Required</i> )  <b>10:00 pm – 12:00 midnight</b> Next Generation Reception ( <i>Separate Pre-registration Required</i> )
<b>TRACK 2</b> Finance Capital Markets Investments	<b>9:00 – 11:00 am</b> CDP & CLS Test Review Courses  <b>9:00 am – 1:00 pm</b> CSM & CMD Test Review Courses  <b>10:00 – 11:00 am</b> First Timers' Orientation	<b>1:00 – 2:00 pm</b> Opening Session  <b>6:30 – 9:30 pm</b> Benefit Dinner for ICSC Educational Foundation ( <i>Tickets are Required</i> )  <b>10:00 pm – 12:00 midnight</b> Next Generation Reception ( <i>Separate Pre-registration Required</i> )
<b>TRACK 3</b> Retail Consumer and Real Estate Trends	<b>9:00 – 11:00 am</b> CDP & CLS Test Review Courses  <b>9:00 am – 1:00 pm</b> CSM & CMD Test Review Courses  <b>10:00 – 11:00 am</b> First Timers' Orientation	<b>1:00 – 2:00 pm</b> Opening Session  <b>6:30 – 9:30 pm</b> Benefit Dinner for ICSC Educational Foundation ( <i>Tickets are Required</i> )  <b>10:00 pm – 12:00 midnight</b> Next Generation Reception ( <i>Separate Pre-registration Required</i> )
<b>TRACK 4</b> Research and Development Mixed-Use Public/Private Partnerships	<b>9:00 – 11:00 am</b> CDP & CLS Test Review Courses  <b>9:00 am – 1:00 pm</b> CSM & CMD Test Review Courses  <b>10:00 – 11:00 am</b> First Timers' Orientation	<b>1:00 – 2:00 pm</b> Opening Session  <b>6:30 – 9:30 pm</b> Benefit Dinner for ICSC Educational Foundation ( <i>Tickets are Required</i> )  <b>10:00 pm – 12:00 midnight</b> Next Generation Reception ( <i>Separate Pre-registration Required</i> )
<b>TRACK 5</b> Global Retail Development	<b>9:00 – 11:00 am</b> CDP & CLS Test Review Courses  <b>9:00 am – 1:00 pm</b> CSM & CMD Test Review Courses  <b>10:00 – 11:00 am</b> First Timers' Orientation	<b>1:00 – 2:00 pm</b> Opening Session  <b>6:30 – 9:30 pm</b> Benefit Dinner for ICSC Educational Foundation ( <i>Tickets are Required</i> )
<b>TRACK 6</b> Deal Making (Las Vegas Convention Center)		<b>2:00 – 6:00 pm</b> Trade Exposition and Public Sector Showcase  <b>4:00 – 6:00 pm</b> Open House Reception in the Trade Exposition



**Monday, May 21**

## morning

**8:00 – 9:30 am**

Women in Real Estate Breakfast

**9:30 – 11:00 am**Mixed-Use – Transforming  
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

## afternoon

**12:30 – 1:00 pm**

Luncheon

**1:00 – 2:15 pm**

The View from Washington

**2:30 – 4:00 pm**

The Deal Stallers

**4:15 – 4:45 pm**

Annual Meeting of Members

**Tuesday, May 22**

## morning

**9:15 – 10:30 am**The Changing Face of  
Commercial Real Estate**11:00 am – 12:15 pm**General Session – 5th Annual  
Hot Retailers Awards**8:00 – 9:30 am**

Women in Real Estate Breakfast

**9:30 – 11:00 am**Mixed-Use – Transforming  
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

**12:30 – 1:00 pm**

Luncheon

**1:00 – 2:15 pm**

The View from Washington

**2:30 – 4:00 pm**Capital Markets Update 2007: Just  
How Good Can it Get?**4:15 – 4:45 pm**

Annual Meeting of Members

**9:15 – 10:30 am**The Changing Face of  
Commercial Real Estate**11:00 am – 12:15 pm**General Session – 5th Annual  
Hot Retailers Awards**8:00 – 9:30 am**

Women in Real Estate Breakfast

**9:30 – 11:00 am**Mixed-Use – Transforming  
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

**12:30 – 1:00 pm**

Luncheon

**1:00 – 2:15 pm**

The View from Washington

**2:30 – 4:00 pm**Open-Air Centers – The Retailers'  
Perspective**4:15 – 4:45 pm**

Annual Meeting of Members

**9:15 – 10:30 am**The Box and the City: Re-Imaging  
the Urban Department Store –  
Future Trends**11:00 am – 12:15 pm**General Session – 5th Annual  
Hot Retailers Awards**8:00 – 9:30 am**

Women in Real Estate Breakfast

**9:30 – 11:00 am**Mixed-Use – Transforming  
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

**12:30 – 1:00 pm**

Luncheon

**1:00 – 2:15 pm**

The View from Washington

**2:30 – 4:00 pm**From Planes to Cranes: The Evolution  
of Mixed-Use for the Next Generation;  
Westfield San Francisco Centre**4:15 – 4:45 pm**

Annual Meeting of Members

**9:15 – 10:30 am**Survivors of Mixed-Use Projects –  
Lessons Learned**11:00 am – 12:15 pm**General Session – 5th Annual  
Hot Retailers Awards**8:00 – 9:30 am**

Women in Real Estate Breakfast

**9:30 – 11:00 am**Mixed-Use – Transforming  
America's Cities**10:30 – 11:30 am**

Focus on Southeast Asia

**11:30 am – 12:30 pm**

Focus on Russia/Ukraine

**11:30 am – 12:15 pm**

Underserved Urban Markets

**12:30 – 1:00 pm**

Luncheon

**1:00 – 2:15 pm**

The View from Washington

**2:30 – 3:30 pm**

Focus on Western Europe

**3:30 – 4:30 pm**

Focus on Central/Eastern Europe

**4:30 – 5:30 pm**

Focus on Turkey

**8:00 – 9:00 am**

Focus on Middle East

**9:00 – 10:00 am**

Focus on India

**10:00 – 11:00 am**

Focus on Japan

**11:00 am – 12:15 pm**General Session – 5th Annual  
Hot Retailers Awards**8:00 am – 6:00 pm**Leasing Mall, Trade Exposition,  
Public Sector Showcase**8:00 am – 6:00 pm**Leasing Mall, Trade Exposition,  
Public Sector Showcase**8:00 am – 6:00 pm**Leasing Mall, Trade Exposition,  
Public Sector Showcase

**Wednesday, May 23**

afternoon

**1:00 – 2:15 pm**

Keynote Presentation –  
Terry J. Lundgren, CEO  
Federated Department Stores, Inc.

**3:00 – 4:30 pm**

Navigating Key Property Management  
Challenges Impacting Retail and Mixed-  
Use Properties

**1:00 – 2:15 pm**

Keynote Presentation –  
Terry J. Lundgren, CEO  
Federated Department Stores, Inc.

**3:00 – 4:30 pm**

How to Finance Your Brownfield Deal

**1:00 – 2:15 pm**

Keynote Presentation –  
Terry J. Lundgren, CEO  
Federated Department Stores, Inc.

**3:00 – 4:30 pm**

The World of Outlet Retailing;  
The Gold at the End of the Rainbow –  
Retail Success in Urban Markets

**1:00 – 2:15 pm**

Keynote Presentation –  
Terry J. Lundgren, CEO  
Federated Department Stores, Inc.

**3:00 – 4:30 pm**

A Global Perspective on Consumer  
Trends – What Shopping Center  
Executives Need to Know

**1:00 – 2:15 pm**

Keynote Presentation –  
Terry J. Lundgren, CEO  
Federated Department Stores, Inc.

**3:00 – 4:00 pm**

Focus on China

**5:00 – 6:00 pm**

Focus on Mexico/Central America

**8:00 am – 6:00 pm**

Leasing Mall, Trade Exposition,  
Public Sector Showcase

morning

**9:30 – 11:00 am**

Project Reviews at the “Genius Bar”...  
Compliments of CenterBuild; Maximize  
Your Business Relationships Through  
Effective Verbal Communications; Deal  
or No Deal? Ground Lease Negotiation  
Live!; Re-assessing the Effect of Fixed  
Operating Costs

**9:30 – 11:00 am**

Re-assessing the Effect of Fixed  
Operating Costs

**9:30 – 11:00 am**

LEED Certification; Tools to Unlock  
the Urban Promise

**9:30 – 11:00 am**

Extreme Makeover – Retail Estate  
Undone and Re-Done; Comparative  
GIS Methodology; Tools to Unlock  
the Urban Promise: Building a Project  
from the Ground Up

**8:00 – 9:00 am**

Focus on South America

**9:00 – 10:00 am**

Focus on Australia

**10:00 – 11:00 am**

Focus on South Africa/Africa

**8:00 am – 5:00 pm**

Leasing Mall





## 2007 PROGRAM

### SATURDAY, MAY 19, 2007

10:00 am – 5:00 pm  
**Registration and Badge Validation at L.V.C.C.**

10:00 am – 5:00 pm  
**Welcome Center and Design Trends Open**

10:00 am – 5:00 pm  
**Spouse Hospitality Lounge**

10:00 am – 5:00 pm  
**Public Sector Lounge**

10:00 am – 10:00 pm  
**Badge Validation at Satellite Locations**

### SUNDAY, MAY 20, 2007

8:00 am – 11:00 pm  
**Badge Validation at Satellite Locations**

9:00 am – 7:00 pm  
**Registration and Badge Validation at L.V.C.C.**

9:00 am – 7:00 pm  
**Welcome Center and Design Trends Open**

9:00 am – 5:00 pm  
**Spouse Hospitality Lounge**

9:00 am – 7:00 pm  
**Public Sector Lounge**

9:00 – 11:00 am  
**CDP (Certified Development, Design and Construction Professional) Test Review Course**

9:00 – 11:00 am  
**CLS (Certified Leasing Specialist) Test Review Course**

9:00 am – 1:00 pm  
**CSM (Certified Shopping Center Manager) and CMD (Certified Marketing Director) Test Review Courses**

#### **CDP, CLS and CSM/CMD Test Review Courses**

The test review courses are for candidates seeking to achieve the designation of Certified Shopping Center Manager (CSM), Certified Marketing Director (CMD), Certified Development, Design and Construction Professional (CDP) or Certified Leasing Specialist (CLS). These courses are designed to familiarize the candidate with test taking techniques, as well as provide a review of test specifications. A practice test will be administered under simulated test conditions and scoring for the examination will be reviewed.

**Registration Fees:** ICSC Members: \$ 75  
Non-Members: \$100

For more information and to register for these review courses visit the ICSC website at [www.icsc.org](http://www.icsc.org).

10:00 – 11:00 am  
**Welcome to Las Vegas: First Timers' Orientation**

10:00 – 10:05 am  
**Welcome and Convention Overview**

SPEAKER



**GORDON "SKIP" GREEBY**

President  
The Greeby Companies  
Chicago, IL

10:05 – 10:15 am

### The Next Generation Perspective

SPEAKERS



**MARYL HAIRE**

Los Angeles Next Generation  
Program Co-Chair  
Retail Leasing Agent,  
Specializing in Landlord  
Services  
Epsteen & Associates  
Los Angeles, CA



**STEPHEN C. SJURSET**

New York State Next  
Generation Chair  
Senior Associate  
CB Richard Ellis  
New York, NY

10:15 – 10:25 am

### The Public Sector Perspective

SPEAKER



**SUE AKINS SIENS**

Southern Division Alliance  
Co-Chairman  
City Liaison  
City of Lebanon  
Lebanon, TN

10:25 – 11:55 am

### Maximizing Your Convention Experience

SPEAKER



**RALPH SPENCER, CCIM, SIOR**

President  
Innovative Learning, LLC  
Longwood, FL

1:00 – 2:00 pm

### Opening Session

GUEST SPEAKER



**LANCE ARMSTRONG**

Tour de France Champion  
Founder, Lance Armstrong Foundation

2:00 – 6:00 pm

### Trade Exposition and Public Sector Showcase Open

4:00 – 6:00 pm

### Open House Reception in Trade Exposition

6:30 – 9:30 pm

### Benefit Dinner for the ICSC Educational Foundation

Bellagio Hotel and Casino

#### ICSC 50th Anniversary Celebration

As ICSC celebrates its 50th anniversary, we can't help but indulge in a bit of nostalgia. In the past decades we've grown from a seven-person organization to the world's largest retail real estate association, with 65,000 members in more than 100 countries. Along the way we've established many milestones, made many friends and created lots of fond memories. Come celebrate 50 years of shopping center professionalism. Proceeds to benefit the ICSC Educational Foundation. Established in 1988, the Educational Foundation promotes the study of and scholarly research involving retail real estate and retail related disciplines. ICSC's Educational Foundation is one of the most important single sources of financial support for programs, institutions, centers and scholars in a wide range of academic pursuits that advance the understanding of shopping centers and their role in the economic, cultural and social life of today's world. **Tickets are required for this event and seating is limited. Tables and sponsorship are also available. For more information visit the ICSC website at [www.icsc.org/2007sc](http://www.icsc.org/2007sc).**

FEATURED ENTERTAINER



**RAYMOND ROMANO**

Comedian  
Los Angeles, CA

10:00 pm – 12:00 midnight  
**Next Generation Reception**

The Palms Hotel & Casino



*Faces of the future, ideas of today, reflections on our past*

Don't miss out on this ultimate networking event! Please join us for the 5th Annual Spring Convention Next Generation Reception, which will be held on Sunday, May 20th, 10:00 pm – 12:00 midnight at The Palms Hotel & Casino. We invite you to exchange ideas with fellow Next Generation attendees, mentors and senior level members who wish to give back to the industry. Spaces are strictly limited and NO on-site registrations will be accepted. To register for, or to sponsor this signature Next Generation Reception, please visit our website at [www.icsc.org/2007N09](http://www.icsc.org/2007N09). Tickets will be provided to all those who pre-register for the event.

Also, on Monday, May 21st and Wednesday, May 23rd we have two special educational sessions exclusively designed for the Next Generation. See the program for details.

**MONDAY, MAY 21, 2007**

6:30 am – 6:00 pm  
**Registration and Badge Validation at L.V.C.C.**

6:30 am – 2:30 pm  
**Badge Validation at Satellite Locations**

6:30 am – 6:00 pm  
**Welcome Center and Design Trends Open**

6:30 am – 6:00 pm  
**Public Sector Lounge**

7:00 am – 6:00 pm  
**Spouse Hospitality Lounge**

8:00 am – 6:00 pm  
**VIP Lounge for International Delegates**

8:00 am – 6:00 pm  
**Leasing Mall, Trade Exposition and Public Sector Showcase Open**

8:00 – 9:00 am  
**Continental Breakfast Served in Trade Exposition**

8:00 – 9:30 am  
**Women in Real Estate Breakfast**

Held in collaboration with CREW Network

GUEST SPEAKER



**SARA BLAKELY**

Creator and Founder  
Spanx  
Atlanta, GA

Sara Blakely, founder of Spanx, is an innovator. Sara took \$5,000 in savings and began her adventure in the \$2 billion male-dominated hosiery industry. Two years later, Blakely cold-called and landed the top retail stores across the country. Spanx continues to show increasing profits, celebrating \$85 million in retail sales in 2005. Spanx is sold in America's finest upscale stores and boutiques in the U.S., including Nordstrom, Neiman Marcus, Saks Fifth Avenue, Bloomingdales and Parisian, as well as upscale boutiques and retailers in Canada and the U.K.

Blakely's story and Spanx products have been featured on everything from *The Oprah Winfrey Show*, CNN, *Forbes*, E!, and *Glamour* to *Vogue*, *People*, *InStyle*, *New York Times*, *Vanity Fair*, *WWD* and *USA Today*. Blakely has been named Ernst & Young's "Southeast Regional Entrepreneur of the Year" and Georgia's "Woman of the Year". Blakely is a native of Clearwater, Florida and a graduate of Florida State University.

9:30 – 10:45 am  
**Opening Session**

**Mixed-Use – Transforming America's Cities**

MODERATOR



**LEE WAGMAN**

ICSC Past Trustee  
CEO  
The Martin Group  
Santa Monica, CA



**11:30 am – 12:15 pm  
General Session**

**Underserved Urban Markets**

America's cities are experiencing a boom in population growth, new business development, job opportunities and livability. In this session, mayors and industry experts will share with you the keys to understanding the hidden opportunities in underserved urban markets. The panel will explore insights, the challenges of urban retail development, strategies for successful public/private partnerships and navigating the development process. Joining ICSC in bringing you this panel are the U.S. Conference of Mayors, Initiative for a Competitive Inner City, Social Compact and the Urban Markets Initiative at the Brookings Institution.

MODERATOR



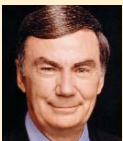
**MICHAEL E. PORTER** (Invited)  
Bishop William Lawrence  
University Professor  
Harvard Business School  
Cambridge, MA

**12:30 – 1:00 pm  
Luncheon Served**

**1:00 – 2:15 pm  
The View From Washington**

Sam Donaldson looks at Washington's biggest stories and provides audiences insight on the political headlines of the day – whether the topic involves the Middle East, terrorism threats, the latest headlines from the Bush administration or anything in between. During his presentation, Donaldson turns the tables on himself, giving his audience the opportunity to participate in a "press conference" by inviting them to ask the tough questions in a lively and candid Q & A session.

GUEST SPEAKER



**SAM DONALDSON**  
Veteran Washington Correspondent  
*ABC News*  
Washington, DC

**2:30 – 4:00 pm  
Concurrent Sessions**

**1. Capital Markets Update 2007: Just How Good Can it Get?**

You will hear from major Wall Street players, as well as specialty finance companies and equity investors, as they address the hottest issues in capital markets today. Are the financing markets still in love with retail? Will slower retail sales growth affect leverage? You will also learn about alternative ways to finance new construction.

MODERATOR



**JOHN LEVY**  
Principal  
John B. Levy & Company  
Richmond, VA

**2. From Planes to Cranes: The Evolution of Mixed-Use for the Next Generation**

In 1998, Forest City Enterprises was chosen to be the master developer of the former Stapleton Airport in Denver, one of the largest urban redevelopments in the nation. Now home to distinctive shopping areas, Stapleton hosts Northfield, a super-regional lifestyle center anchored by Macy's, Bass Pro Shops, Harkins Theatres, the "Power Town" opened in 2006 and Quebec Square, a regional power center anchored by Wal-Mart, Sam's Club and Home Depot opened in 2003. Stapleton integrates the best features of the ideal city life: diverse homes, offices, schools and parks with regional and neighborhood retail centers. The panel will provide valuable insight on this super-regional, mixed-use development.

MODERATOR



**AMANDA MROZEK**  
Florida State Next Generation Co-Chair  
Director of Leasing  
Core Communities  
Port St. Lucie, FL

**3. Open-Air Centers – The Retailer's Perspective**

Understanding the retailer's point of view, retailing has experienced dynamic change over the past 50 years as simple, family-owned ventures have developed into multi-store chains with sophisticated systems. This session will seek to understand how retailers approach the challenges and opportunities

## PROGRAM (continued)

of today's open-air center. Representatives of some of the country's most admired retailers will provide their views on such topics as: co-tenancy and exclusives and why they matter to retailers; the proper role of third party brokers; how site selection really works; attracting the best team members; hot new concepts; and opportunities and strategies for growth.

MODERATOR



### **BRAD M. HUTENSKY**

ICSC Trustee  
President  
The Hutensky Group, LLC  
Hartford, CT

#### **4. The Deal Stallers**

This panel of nationally recognized industry experts will explore the various problems frequently encountered by business men and women and their counsel in negotiating deals to fruition. Over the years, it seems deals are often delayed by "tried and true" problems, as well as problems that develop as trends in merchandising and development change. This group of distinguished panelists will discuss and analyze the "deal stallers" from a perspective of avoiding them in the first instance, and resolving them when avoidance cannot be prevented.

MODERATOR



### **JEFFREY H. NEWMAN, Esq.**

Chairman/R.E. Dept.  
Sills Cummis Epstein and Gross P.C.  
Newark, NJ

#### **5. Westfield San Francisco Centre: The Renovation of the Emporium and Resurrection of a Historic Urban Landmark**

Join members of the project team representing Forest City Development California, Westfield Corporation, Inc. and Federated Department Stores as they present the transformation of a historic landmark, which includes a flagship Nordstrom, into this unprecedented mixed-use development. Sparked by the vision for a flagship Bloomingdale's, the team was able to create a 2.2 million square foot urban center as the link between San Francisco's cultural heart, The Yerba Buena Gardens and Union Square.

They will discuss how the history of the 1896 building and the impact of the 1906 earthquake influenced the project evolution as a public/private partnership incorporating a new Bloomingdale's, an additional 170 specialty stores, a nine-screen theater and 245,000 square feet of office space.

With development and construction spanning more than ten years, this exciting project will provide a fascinating case study with key lessons learned of the largest vertical retail/mixed-use project to be built west of the Mississippi.

MODERATOR



### **JAMES B. HELLER**

President  
ka architecture  
Cleveland, OH

4:15 – 4:45 pm

#### **Annual Meeting of Members**

5:30 – 6:30 pm

#### **Alliance Reception**

By Invitation Only



6:00 – 7:00 pm

#### **Canadian Reception**

By Invitation Only

## **TUESDAY, MAY 22, 2007**

7:00 am – 6:00 pm

#### **Registration and Badge Validation at L.V.C.C.**

7:00 am – 6:00 pm

#### **Spouse Hospitality Lounge**

7:30 – 9:00 am

#### **Breakfast for International Delegates**

**A Celebration of the Global Diversity of Our Industry**

By Invitation Only

8:00 am – 6:00 pm

**VIP Lounge for International Delegates**

8:00 am – 6:00 pm

**Leasing Mall, Trade Exposition and Public Sector Showcase Open**

8:00 – 9:00 am

**Continental Breakfast Served in Trade Exposition**

9:15 – 10:30 am

**Concurrent Sessions**

**1. The Box and the City: Re-Imaging the Urban Department Store – Future Trends**

Shopping is intimately tied to the shifting desires of the market and survival is premised on riding the waves of customer demand and cultural adaptation. Retail in general, and department stores particularly, are always facing obsolescence and the next “new thing” is always just around the corner. Shopping, rather than being a stable urban building block, is best described in terms of cycles, and measured in terms of life spans. Given the large footprint consumed by urban department stores within a city, the impact of those cycles to a downtown can be devastating when they change or die. This session will focus on creative ways that these large spaces are being re-used to strengthen cities’ retail core and rebuild the urban fabric.

MODERATOR



**EDWARD SHRIVER**  
Principal  
Strada  
Pittsburgh, PA

**2. Survivors of Mixed-Use Projects – Lessons Learned**

What are the drivers of your desire to launch a mixed-use project: Is it zoning, permits, parking, transit, the market or a combination of all these? Hear developers who are experienced in mixed-use projects address lessons learned from their projects. Panelists will discuss the “back story” of mixed-use, how to select the best tenant/user mix, the synergistic role of retail and partnering strategies. This session is a must if your project includes retail, commercial, residential and other tenants.

MODERATOR



**DOUGLAS HOWE**  
President  
Touchstone Corporation  
Seattle, WA



**3. The Changing Face of Commercial Real Estate**

**CREW**



**NETWORK**

This session will address the results of “Women in Commercial Real Estate: 2005” follow-up survey, which polled female professionals on why there is disparity in the industry, why women gravitate towards certain disciplines over others and what is corporate America doing to attract and retain professional women.

Panelists will also discuss best practices for women in the workplace to guide them towards top leadership positions. This session will provide industry perspective regarding diversity issues and inform attendees on how their companies will achieve their own goals better and faster if they understand diversity in the workplace.

MODERATORS



**MARIANNE AJEMIAN**  
Partner  
Nutter, McClennen & Fish, LLP  
Boston, MA



**BETH LAMBERT-SAUL**  
CREW Network Immediate Past-President  
Vice President  
Archon Group  
Dallas, TX



### 11:00 am – 12:15 pm General Session

#### 5th Annual Hot Retailers Awards

Join us for the 5th Annual Hot Retailers Awards as we unveil the trendsetters of the retail world. These winners have been selected through a survey of nearly 3,000 North American shopping center management professionals. This session will feature the latest up-and-coming retailers...the trendsetters...companies to watch.

### 12:30 – 1:00 pm Luncheon Served

### 1:00 – 2:15 pm Keynote Presentation

GUEST SPEAKER



#### TERRY J. LUNDGREN

Chairman, President and Chief Executive Officer  
Federated Department Stores, Inc.  
New York, NY

### 3:00 – 4:30 pm Concurrent Sessions

#### 1. How to Finance Your Brownfield Deal

Finding the money needed to clean up your contaminated property can be a complex process, filled with risk and pitfalls. Whether you are seeking to rebuild your community or revive a troubled commercial retail development project, bring your questions to the experts. A panel consisting of Terra Vita Development, National Brownfield Association, Cherokee Investment Partners (a private equity firm specializing in financing brownfields) and CERF (a private firm specializing in providing debt financing and bridge loans for brownfield sites) will explain how to finance brownfield deals, tap into grants and loans, structure non-traditional financing deals and avoid common financial risk. If you have ever considered redeveloping contaminated property, don't miss this session.

MODERATOR



#### ROBERT V. COLANGELO

CEO  
National Brownfield Association  
Chicago, IL

#### 2. A Global Perspective on Consumer Trends – What Shopping Center Executives Need to Know

Shopping center industry researchers will discuss consumer and demographic trends facing the industry around the globe. How should shopping centers position themselves for the next five to ten years? What are the developing trends? What are some of the lessons learned from different parts of the world that can be applied across the globe? How will technology shape the consumer shopping experience at shopping centers?

MODERATOR



#### MORGAN PARKER

President  
Taubman Asia  
Hong Kong

#### 3. The Gold at the End of the Rainbow – Retail Success in Urban Markets

Despite strong purchasing power and population growth of urban and multi-ethnic markets, large segments continue to be overlooked and underserved. On this panel, mainstream retailers who have found success will tell you what made them buy into this non-traditional market. This panel builds on the findings of the upcoming book *Retailers Operating at a Profit: Urban Market Success*, co-published by the Urban Markets Initiative at the Brookings Institution and ICSC.

SESSION INTRODUCTION

MODERATOR



#### BEVERLY MAYO DIETZ

REAP Board Chair  
Partner  
The Winfield Group, Inc.  
McLean, VA



#### G. LAMONT BLACKSTONE

Principal  
DLC Urban Core LLC  
Tarrytown, NY

#### 4. Navigating Key Property Management Challenges Impacting Retail and Mixed-Use Properties

This panel of seasoned property management executives with experience in retail and mixed-used sectors will address an array of challenging topics that today's managers encounter, including:

Designing properties to positively impact NOI

(continued on next page)

- Determining how many properties a manager can manage effectively from near and afar
- Advantages and disadvantages to fixed CAM
- Management challenges unique to mixed-use developments
- Other current trends and issues

MODERATOR



**MEZ R. BIRDIE, CPM, SCSM, CCLM**  
 Director, Retail Services  
 NAI Realvest  
 Maitland, FL

**5. The World of Outlet Retailing**

With nearly 400 factory outlet projects operating or planned in almost every part of the world, from North America to Europe and from the Middle East to Asia-Pacific, the concept is holding its own in virtually every market. Veterans who have broken ground in countries that have never experienced factory outlet retailing share their experiences and offer advice on succeeding in this constantly emerging global enterprise.

MODERATOR



**DAVID OBER**  
 President  
 PA Outlet Management  
 Lancaster, PA

**5:30 – 8:00 pm**  
**Diversity Reception**

Join us at the Diversity Reception to celebrate diversity and to promote relationship building in the retail and shopping center industries. Network at this dynamic cocktail reception and connect with other real estate decision-makers and business people. Space is limited. Visit [www.nixonpeabody.com](http://www.nixonpeabody.com) for details.

Sponsored by Nixon Peabody LLP, ICSC, General Growth Properties, Forest City Enterprises, Urban America, Concordis Real Estate, Simon Properties, Limited Brands, Gap, Inc., Target Corporation, Wal-Mart, Johnson Development Corporation and Starbucks Coffee Company (UCO).

**WEDNESDAY, MAY 23, 2007**

**7:30 – 9:30 am**  
**Alliance Co-Chairs**  
**Breakfast and**  
**Annual Meeting**



By Invitation Only

**8:00 am – 5:00 pm**  
**Registration and Badge Validation**  
**at L.V.C.C.**

**8:00 am – 5:00 pm**  
**Welcome Center and Design**  
**Trends Open**

**8:00 am – 5:00 pm**  
**Leasing Mall Open**

**8:30 am – 3:00 pm**  
**Spouse Hospitality Lounge**

**9:30 – 11:00 am**  
**Workshops**

These workshops are small group discussions that provide you with the opportunity to meet with leaders in the shopping center industry and share your thoughts with the group on key topics of interest to you.

1. **Project Reviews at the “Genius Bar”... Compliments of CenterBuild**
2. **Maximize Your Business Relationships Through Effective Verbal Communications: Making Every Connection Count**
3. **Extreme Makeover – Retail Real Estate Undone and Re-Done**
4. **Deal or No Deal? Ground Lease Negotiation Live!**
5. **LEED Certification**
6. **Re-assessing the Effect of Fixed Operating Costs**
7. **Comparative GIS Methodology**
8. **Tools to Unlock the Urban Promise – What You Need to Sell Retailers, Banks and Your Company on Investing in Underserved Markets**
9. **Building a Project from the Ground Up**



## 2007 SPOUSE PROGRAM

The Spouse Program is intended for spouses and companions of ICSC Convention attendees. Registered spouses and companions are welcome to attend sessions, meal functions, the Leasing Mall and Trade Exposition, as well as the Spouse Program events. This year's program offers a variety of activities, including contemporary exercise, fashion, cooking and mixology. Transportation to all Spouse Program events will depart from and return to the Las Vegas Convention Center. The Spouse Program hospitality lounge will be located at the Las Vegas Convention Center and will be open during the following hours:

**Saturday, May 19**  
10:00 am – 5:00 pm

**Sunday, May 20**  
9:00 am – 5:00 pm

**Monday, May 21**  
7:00 am – 6:00 pm

**Tuesday, May 22**  
7:00 am – 6:00 pm

**Wednesday, May 23**  
8:30 am – 3:00 pm

NOTE: Badges for the Spouse Program will be mailed in advance if you register by March 30, 2007. Badges can be validated in Las Vegas at the Satellite Badge Validation Centers or at the Las Vegas Convention Center.

Pre-registration is required for all Spouse Program events. You will be sent an events participation form upon receipt of your registration.

### **SATURDAY, MAY 19**

10:00 am – 5:00 pm  
**Registration and Hospitality Lounge**

### **SUNDAY, MAY 20**

9:00 am – 5:00 pm  
**Registration and Hospitality Lounge**

### **MONDAY, MAY 21**

7:00 am – 6:00 pm  
**Registration and Hospitality Lounge**

10:00 am – 12:00 noon  
**Fashion Show and Brunch**

Get an up close look at the newest styles and the hottest trends at the annual ICSC Spouse Program Fashion Show and Brunch. From wardrobe basics to the latest fashion accessories, this show features all the things you'll need to polish your look for spring.

### **TUESDAY, MAY 22**

7:00 am – 6:00 pm  
**Registration and Hospitality Lounge**

9:00 – 10:00 am  
**Pilates**

Pilates focuses on building a healthy, injury-free body by encouraging controlled and concentrated movement. It centers the body with breathing awareness, while maintaining dynamic spiral stabilization. Pilates is a full-body conditioning program comprised of a series of designed movements performed on a mat and specific apparatus. Pilates improves strength, flexibility, balance, control and muscular symmetry.

11:00 am – 1:00 pm  
**Tapas & Paella Cooking Class**  
Café Ba Ba Reeba

Located directly on the Las Vegas Strip inside the Fashion Show Mall, Café Ba Ba Reeba captures the atmosphere of Spain with hardwood floors and dark murals of Spanish culture.

Now you too can learn to cook the perfect paella with Chef Angel Gandarilla. This entertaining class will teach you step by step how to make this popular Spanish dish. You will also learn how to make delicious sangria. During this class, you will create a five-course paella lunch that you will be able to enjoy!

3:00 – 4:00 pm  
**The Joy of Mixology**

The Classic Cocktails are making a modern comeback. This class will teach you how to prepare the most classic cocktails, while also examining the new trends in mixology and exploring the Latin influence that is so popular today with such cocktails as the Caipirinha and the Pisco Sour. You will also learn the culinary approach to mixology which utilizes fresh ingredients and the balance of flavor. With this knowledge, your next party is sure to be a hit!

SPEAKER

**ARMANDO ROSARIO**

Beverage Specialist and Spirits Educator  
Southern Wine and Spirits  
Las Vegas, NV

### **WEDNESDAY, MAY 23**

8:30 am – 3:00 pm  
**Registration and Hospitality Lounge**

#### **TRANSPORTATION**

Shuttle bus service will be available throughout the Convention between all participating Convention hotels and the Las Vegas Convention Center. Bus schedules will be included in your Convention kit.

#### **MAKEOVERS**

We are happy to offer makeovers in the hospitality lounge. Makeovers will be available during the following hours:

**Saturday, May 19**  
10:00 am – 4:00 pm

**Sunday, May 20**  
10:00 am – 4:00 pm

**Monday, May 21**  
10:00 am – 6:00 pm

**Tuesday, May 22**  
10:00 am – 6:00 pm

**Wednesday, May 23**  
10:00 am – 12:00 noon

Pre-registration for makeovers is required. You will be sent an activities participation form upon receipt of your registration.