

NOVEMBER 11-12, 2008 ☐ FAIRMONT HOTEL CHICAGO ☐ CHICAGO, ILLINOIS
THE PREMIER INDUSTRY-WIDE EVENT ON WHAT'S DRIVING THIS TREND

# FINAL PROGRAM



















HOSTED BY:













NOVEMBER 11-12, 2008 | FAIRMONT HOTEL CHICAGO | CHICAGO, ILLINOIS
THE PREMIER INDUSTRY-WIDE EVENT ON WHAT'S DRIVING THIS TREND

#### Hosted by: ICSC, IREM, NAIOP, BOMA & NMHC

MIXED-USE has established itself as a distinct product type and a trend that is revolutionizing the real estate landscape. Combining the elements of residential, retail, office, entertainment and hospitality, MIXED-USE projects are succeeding in both urban and suburban markets and on a global scale. This growth brings challenges as well as opportunities and a unique set of issues that are specific to MIXED-USE.

To understand MIXED-USE in today's real estate market, ICSC, NAIOP, BOMA, IREM and NMHC have joined together to host a unique MIXED-USE CONFERENCE that will be of interest to anyone involved in developing, designing, financing, leasing, managing and marketing a MIXED-USE project, as well as new and expanding retailers.

This is an opportunity that you cannot afford to miss! Plan your attendance now.

### **PROGRAM**

# TUESDAY NOVEMBER 11, 2008

#### **TOUR REGISTRATION**

8:00 – 9:00 am (Pre-registration is required. See page 8 for details)

#### **PRE-EVENT TOURS**

9:30 am - 12:00 noon

Pre-Registration Required. Space is limited and registration will be accepted on a first-come, first-served basis. Take one of five guided tours to exciting Chicago mixed-use projects and meet on site with the developers. (Fee – \$50 per person) See registration form on page 8 for details.

### TOUR #1: BLOCK 37 AND CARSON'S BUILDING -

See these exciting mixed-use developments of Joseph Freed and Associates featuring retail, office, and transit components.

<u>TOUR #2: TRUMP – THE RIVERWALK</u> – Trump's dramatic new development overlooking the Chicago River, featuring office, for sale housing, retail, and hotel.

**TOUR #3: GRAND PLAZA** – A luxurious residence with rental and condominium units and perimeter retail.

**TOUR #4:** AQUA – The Aqua is an 82-story mixed-use property. The property includes luxury condominiums, rental units, hotel space, retail and office space. The property is currently under construction, but it is scheduled for completion in 2009.

TOUR #5: CENTRAL STATION – Central Station is an 80+ acre mixed-use development located in the South Loop area of the City of Chicago. Central Station is zoned to accommodate up to 14,000,000 square feet of building area. Over 4500 residential housing units are built to date. Another 1000 units are under construction and 3000 units are in the planning and development stage. Central Station is being developed by a joint venture of Forest City Enterprises Inc and Fogelson Properties Inc.

# **CONFERENCE REGISTRATION**

11:00 am - 7:00 pm

#### **LUNCHEON NETWORKING BUFFET**

12:15 noon - 1:00 pm

# **WELCOME AND INTRODUCTIONS**

1:00 pm



C. DAVID ZOBA
Program Chairman
ICSC Past Trustee
COO
Steiner + Associates, Inc.
Columbus, OH



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#### REPORT TO MEMBERS

1:05 - 1:15 pm



MICHAEL P. KERCHEVAL President & CEO International Council of Shopping Centers New York, NY

#### **KEYNOTE PRESENTATION**

1:15 - 2:00 pm

# "Mixed-Use Town Centers—Why and How?"

From CocoWalk/Horton Plaza, to Easton/The Grove, to The Greene/Santana Row, Yaromir Steiner will take us through the progression of mixed-use town centers and where it is going today. While showing that mixed-use town centers are always opportunistic in their experimentation, he will explain why it has legs and sustainability because of its alignment with fundamental trends.

Yaromir Steiner has played a leading role in the evolution of mixed-use town centers, and he will share his observations on why and how this is such an important development reality for today and tomorrow.

#### Keynote Speaker:



YAROMIR STEINER ICSC Trustee CEO Steiner + Associates, Inc. Columbus, OH

#### **INTERACTIVE WORKSHOPS**

2:15 - 3:30 pm

### 1A. Thinking Like a Retailer—What Retailers Love/Hate about Mixed-Use

This panel will discuss the issues and concerns retailers have with locating in mixed-use projects, with specific experiences from both retailers and developers.

#### Facilitator:



JEFFREY NEWMAN, ESQ. Chairman, Real Estate Department Sills Cummis & Gross, P.C. Newark, NJ

#### Panelists:

### ROBERT DIVITA Member Sills, Cummis & Gross, P.C. Newark, NJ



**BRIAN RATNER** President Forest City Enterprises Cleveland, OH



**RICHARD H. TUCKER** President & CEO Tucker Development Corporation Highland Park, IL

### 1B. Building the Vertical Village: **Pre-Planning Issues for Multi-Uses**

Join us for a spirited discussion on topics from legal and design issues, through final construction, as we examine the complexities of vertical mixed-use projects.

#### Facilitator:



**GREGORY R. GUNTER** Vice President 3rd Works, LLC Denver, CO

#### Panelists:

# **DAVID MANFREDI** Principal

Elkus/Manfredi Architects, Ltd. Boston, MA

# DAVID RABINOWITZ

Partner Sutherland, Asbill and Brennan, LLP New York, NY

#### PARIS RUTHERFORD

President/COO ICON Partners, LLC Dallas, TX



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# 1C. Public-Private Issues – Items to Focus on to Expedite the Entitlement Process and Secure Available Public Incentives

The panel will discuss how to identify and address community and government relations issues and negotiate key deal points to maximize the financial incentive package for your development.

#### Facilitator:



**JENNIFER TAMMEN**Public Affairs Manager
GCA Strategies, Inc.
Chicago, IL

#### Panelists:

#### **DANIELLE CASSEL**

Shareholder Vedder Price Chicago, IL

## GARY A. PACHUCKI

President/Founder IBT Group LLC Chicago, IL

#### **CHRISTOPHER PALADINO**

President
New Brunswick Development Corp
New Brunswick, NJ

# 1D. Accessing Private Financing (Conduits, Life Companies and Banks)

### Facilitator:



**SUSAN BRANSCOME**Principal
Q10 Triad Capital Advisors, LLC
Cincinnati, OH

#### Panelists:



**ALAN GOODKIN**Managing Director
The Ackman-Ziff Real Estate Group LLC
New York, NY

#### **DAVID KOCOUREK**

Senior Investment Analyst Allstate Life Insurance Company Chicago, IL



PATRICK O'MEARA
Vice President
Inland Mortgage Capital Corporation
Oak Brook, IL

#### I INTERACTIVE WORKSHOPS

3:45 - 5:00 pm

# 1E. Joint Ventures and Partnerships: Marrying for Money

This panel of experts will discuss the benefits and pitfalls of joint ventures between development and financial partners: what to look for and what to avoid.

#### Facilitator:



PHILIP SKINNER
Partner
Arnall Golden Gregory LLP
Atlanta, GA

#### Panelists:



**KEVIN GROARKE, ESQ**Partner
Sonnenschein Nath & Rosenthal, LLP
New York, NY

#### **SCOTT FISHER**

Partner Arnall Golden Gregory LLP Atlanta, GA

# WILLIAM W. "BIFF" McGUIRE CEO & Managing Partner

N3 Real Estate Ft. Worth, TX

# 1F. Common Frustrations: Developers and Public Officials Discuss Their Differences

Mixed-use development is often synonymous with public-private partnerships, which demand creative approaches and solutions to get projects done. Yet there are real differences in how the two sectors look at development. This session will be a candid exchange between public officials and developers exploring areas of common frustrations, their causes, and strategies for success.



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#### Facilitator:



MARILEE UTTER
President
Citiventure Associates, LLC
Denver, CO

#### Panelists:

#### THE HONORABLE ROGER CLAAR

Mayor Village of Bolingbrook Bolingbrook, IL

#### **MARK FALCONE**

CEO Continuum Parters, LLC Denver, CO

#### **RICHARD FILLER**

Executive Vice President/COO Harlem Irving Companies Chicago, IL

# 1G. Successful Property Management of Mixed-Use Projects

This panel of experienced property management executives will discuss solutions to frequent mixed-use property management problems.

#### Facilitator:



**WILLIAM WHITESIDE, SCSM, CPM**Vice President
Macerich
Phoenix, AZ

#### Panelist:



RICHARD KING
Senior Property Manager
Colliers Arnold
Hollywood, FL

#### **NETWORKING RECEPTION**

5:15 - 7:00 pm

# WEDNESDAY NOVEMBER 12, 2008

#### REGISTRATION

7:00 am - 12:00 noon

# FACILITATOR-LED BREAKFAST ROUNDTABLE DISCUSSIONS

7:30 - 8:45 am

Broad categories to be discussed will include: Design, Development & Construction, Case Studies, Finance & Legal, Public Sector, Leasing/Tenants, Sustainability, and Operations.

#### **KEYNOTE PRESENTATION**

9:00 - 9:45 am

# Signal to Noise—A Check-In on the Continuing Story of Multi-Channel Retail Design

CommArts Principal and Designer Henry Beer will speak to the extraordinary opportunities presented by this transformation, and it's impact on how we think about the convergence of bricks and mortar with clicks and order.

#### Keynote Speaker:



**HENRY BEER**Principal
Communication Arts, Inc.
Boulder, CO

#### **INTERACTIVE WORKSHOPS**

10:00 - 11:00 am

# 2A. Capital Markets Update—Getting Blood from a Stone

This panel will discuss the challenges faced by issuers and the availability of capital from investors in an extremely volatile market.

### Facilitator:



**SHERIDAN "SCHECKY" SCHECHNER**Managing Director
Lehman Brothers
New York, NY



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#### Panelists:

#### STEVEN VITTORIO

Managing Director Prudential Real Estate Investors Parsippany, NJ

#### **JAY WEAVER**

Principal Walton Street Capital, LLC Chicago, IL

## 2B. Design Case Studies

This distinguished panel will illustrate the best of new and innovative mixed-use projects and discuss their design challenges.

#### Facilitator:



KIKU OBATA
President
Kiku Obata and Company
St. Louis, MO

#### Panelists:

# MARIOS SAVOPOULOS, AIA

Principal, Design and Quality Control Perkowitz + Ruth Architects Costa Mesa, CA

#### **KEVIN ZAK**

Partner
Dorsky Hodgson Parrish Yue
Cleveland, OH

# 2C. Sustainability in Mixed-Use Projects—Best New Ideas

Incorporating the latest sustainable green initiatives into a mixed-use project. Discussion will address the challenges in selection, design, permitting, installation, maintenance and user or tenant "buy in" of various green design elements from both the design professional's and developer's perspectives.

#### Facilitator:



WILLIAM LOFTUS President Spaceco, Inc. Rosemont, IL

#### Panelists:

#### JOSEPH ANTUNOVICH

President Antunovich and Associates Chicago, IL

#### **DOUGLAS FARR**

President and CEO Farr and Associates New York, NY

#### **MATT NIX**

Vice President Opus North Rosemont, IL

# 2D. Mixed-Use Marriages—Which Uses Mix and Which Don't

Well planned mixed-use marriages create synergy, excitement and value far beyond the sum of the individual components of the development. The panelists will discuss programming, designing, structuring and developing a successful mixed-use project to maximize the dynamic relationship between the various uses.

#### Facilitator:



**BOB VOELKER**Shareholder
Munsch Hardt Kopf & Harr, P.C.
Dallas, TX

#### Panelists:

#### MARTY COLLINS

President and CEO Gatehouse Capital Dallas, TX

#### **NUNZIO DESANTIS**

Executive Vice President HKS Architects Dallas, TX

# **JEFFREY OWEN**

Partner DLA Piper US LLP Chicago, IL



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# 2E. Leasing a Mixed-Use Center

Active retail leasing professionals and tenants will discuss what it takes to merchandise a successful retail component of a mixed-use center.

#### Facilitator:



**TODD CARUSO**Senior Managing Director
CBRE Retail Services
Bannockburn, IL

Panelists:

#### **KEITH BAWOLEK**

Executive Vice President ECI Investment Advisors Omaha, NE

#### **BRUCE KAPLAN**

Senior Vice President CB Richard Ellis Chicago, IL

#### LARRY SUMMERTON

Executive Director of Real Estate Development McCormick and Schmick Seafood Restaurants Portland, OR

# **INTERACTIVE WORKSHOPS**

11:15 - 12:30 pm

# 2F. Multi-Family Focus—What Mixed-Use Works with Multi-Family?

Our focus will be to compare and contrast larger mixed-use communities and neighborhood-scale mixed-use elements. The key focus will be successful formulas and lessons learned.

#### Facilitator:



CLYDE HOLLAND CEO Holland Partners Vancouver, WA

Panelist:



RICHARD HEAPES
Partner
Street-Works, LLC
White Plains, NY

# 2G. Office Focus—What Mixed-Use Works with Office

The primary focus of this panel discussion will be the integration of different uses into developments that are heavily weighted toward office facilities.

#### Chaired by:



**STEVE WATHEN**CEO
Equity Inc.
Worthington, OH

#### Panelists:

#### **TRENT GERMANO**

Senior Vice President Carter Atlanta, GA

#### **HENRY STEINBERG**

Director of Leasing & Development Liberty Property Trust Marlton, NJ

# 2H. Design Case Studies

This experienced panel will combine a focus on design with the realities of mixed-use development. A visual presentation combined with marketplace realities.

#### Chaired by:



JON EISEN Managing Partner Street Sense Bethesda, MD

#### Panel:

#### MARK CARTER, AIA

Principal
Thompson, Ventulett, Stainback,
& Associates, Inc.
Atlanta, GA

# **EDMUND WOODBURY**

Partner & Vice President McCaggery Interest Chicago, IL

### **PROGRAM ADJOURNS**

12:30 pm



# **PRE-EVENT TOURS**

#### DATE

**NOVEMBER 11, 2008** 

#### **TOUR REGISTRATION:**

8:00 - 9:00 am

### **TIME**

9:30 - 12:00 noon

The cost of each tour is \$50, which includes transportation and a guided tour. Space is limited and registrations will be accepted on a first-come first served-basis. **Pre-registration is required.** Deadline: October, 10, 2008. To register fill out the form below.

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Trump's dramatic new development overlooking the Chicago river, featuring office, for sale housing, retail, and hotel. http://www.trumpchicago.com/

### **TOUR 3: GRAND PLAZA**

A luxurious residence with rental and condominium units and perimeter retail.

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The Aqua is an 82 story mixed-use property. The property includes luxury condominiums, rental units, hotel space, retail and office space.
The property is currently under construction, but it is scheduled for completion in 2009.
http://www.lakeshoreeast.com/AQUA/views.html

#### **TOUR 5: CENTRAL STATION**

Central Station is an 80+ acre mixed-use development located in the south loop area of the City of Chicago. Central Station is zoned to accommodate up to 14,000,000 square feet of building area comprised of office, residential, hotel, retail and exhibition space. To date, Central Station has developed over 4500 residential housing units valued in excess of \$2 billion dollars. Another 1000 units are under construction and 3000 units are in the planning and development stage. All in all, the value of the entire development will exceed \$4.5 billion dollars. Central Station is being developed by a joint venture of Forest City Enterprises Inc. and Fogelson Properties Inc. http://www.centralstationsouthloop.com/

# Please Return Form to:

# Conference on Mixed-Use Development Pre-Event Tours

PO Box 26958 New York, NY 10087-6958 Fax: +1 732 694 1800 (credit card payments only)

If you have any questions or need additional information, please call Annemarie Waitt at +1 646 728 3637 or email at awaitt@icsc.org. No refunds will be given at anytime.

Name	Title
Company	
Address	
City State/Province	Zip/Postal Code Country
Telephone	Fax
Email	Membership #
Fee: \$50.00 per person (fee includes transportation and guided to  METHOD OF PAYMENT  Check or money order made payable to ICSC enclosed for \$_  MasterCard Visa AMEX Discover \$_	Tour 1 Tour 2 Tour 3
Name (as it appears on credit card)	Account Number (include all digits)

Expiration Date (mo/yr) Signature 2008MU



# PLANNING COMMITTEE



C. David Zoba ICSC Past Trustee Program Chairman COO Steiner + Associates, Inc. Columbus, OH



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IREM
Chicago, IL



**Patricia Areno, CAE** Sr. Vice President BOMA International Washington, DC





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Vice President
National Multi Housing
Council
Washington, DC



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Executive Director
St. Louis Development
Corp.
St. Louis, MO



**Clyde Holland** CEO Holland Partners Vancouver, WA



**Richard King**Sr. Property Manager
Colliers Arnold
Hollywood, FL



Lorraine Mazza
Staff Vice President,
Conventions and
Conferences
ICSC
New York, NY





Marvin Morrison Senior Staff VP, Programs and Services ICSC New York, NY



Regina Mullins, CPM, CCIM President IREM Chicago, IL





Jeffrey H. Newman, Esq. Chairman, Real Estate Department Sills Cummis & Gross P.C. Newark, NJ



J. Thomas Porter Principal Thompson, Ventulett, Stainback, & Associates, Inc. Atlanta, GA



**Brian Ratner**President
Forest City Enterprises
Cleveland, OH



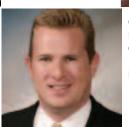


James Tolliver
Vice President for
Education
NAIOP
Herndon, VA



**Christopher Ware**Senior Director,
Business Development
NAIOP
Herndon, VA





**Geoffrey West**First Vice President
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**Lee H. Wagman**ICSC Past Trustee
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Santa Monica, CA





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### **REGISTRATION FORM**

#### **HOW TO REGISTER**

ONLINE: www.icsc.org/2008MU

(Credit card registrations only)

FAX: +1 732 694 1800

(Credit card registrations only)

MAIL: ICSC

P.O. Box 26958

New York, NY 10087-6958

### **SPECIAL NEEDS**

Anyone desiring an auxiliary aid for this meeting should notify Lisa Perez at +1 646 728 3513 no later than October 1, 2008.

### **REGISTRATION**

(Please check the box that applies to you)

ADVANCE ON-SITE

☐ ICSC Member \$390 \$470

☐ IREM Member \$390 \$470

☐ NAIOP Member \$390 \$470

☐ BOMA Member \$390 \$470

NMHC Member \$390 \$470☐ ICSC Student Member \$50 \$50

ADVANCE ON-SITE

Non-Member \$490 \$590

#### **DEADLINES**

To be listed in the Meeting Attendees List, you must register by October 3, 2008. To qualify for the advance registration fee, your registration must be received by 12:00 noon EST, November 4, 2008.

#### **CANCELLATIONS**

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after November 4, 2008. All requests for refunds must be received by ICSC in writing.

#### **HOTEL RESERVATIONS**

A block of rooms has been reserved at:

The Fairmont Chicago
200 North Columbus Drive

Chicago, IL 60601 Phone: +1 800 257 7544

+1 800 634 5642.

Please go to the ICSC website www.icsc.org and click on Events and Programs to get a copy of the Hotel Reservation Form. Please use this form to secure hotel reservations through DePrez Travel Bureau, Inc. or call DePrez Travel Bureau directly at

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Please check here if any of the above inform	nation has recently	changed.			
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OPPORTUNITIES

#### **SPONSORS TO DATE:**

- Platinum Sponsor: AlliedBarton Security
- Gold Sponsor: Sutherland

# **SPONSORSHIP OPPORTUNITIES**

#### PLATINUM SPONSOR - \$7,500 INCLUDES: **GOLD SPONSOR – \$5,000 INCLUDES:** ☐ Three complimentary conference registrations ☐ Two complimentary conference registrations ☐ Table top exhibit table in the common area ☐ Poster of company on wire wall display with literature pocket throughout the event ☐ Quarter page ad in the At-Door Program □ Poster of company on wire wall display with literature pocket ☐ Power Point display of your company name and logo at the event ☐ Half-page ad in the At-Door Program ☐ Recognition on the conference website ☐ Power Point display of your company logo at the event ☐ Recognition on the conference website ☐ Badge ribbons denoting sponsorship ☐ Badge ribbons denoting sponsorship ☐ Sponsor recognition on conference signage prominently displayed at the event ☐ Sponsor recognition on conference signage prominently displayed at the event ☐ Recognition from the podium ☐ Recognition in the At-Door Program ☐ Recognition from the podium

# Reserve your place now by returning this form along with:

1. Payment via credit card or check made payable to ICSC.

☐ Recognition in the At-Door program

- 2. A one-paragraph company description to awaitt@icsc.org.
- 3. Company logo in 300 dpi, jpeg, or eps format to awaitt@icsc.org. Please note: Sponsors are not official without receipt of payment.

### **Return Completed form to:**

International Council of Shopping Centers
Attn. Annemarie Waitt
1221 Avenue of the Americas
41st Floor, New York, NY 10020
Fax: +1 732 694 1748 (credit cards only)

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Platinum Sponsor – \$7,500	Gold Sponsor – \$5,00	00			
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Person and organization responsible for s	securing sponsor				
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Check or money order made payable	to ICSC enclosed for \$		_		
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Name (as it appears on credit card)		Account	Number (include all digits)		



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#### DATE

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Expiration Date (mo/yr) Signature 2008MU