



## 2008 ICSC RECon Recordings



Audio

Audio  
Point

### WORKS PACKAGE

BOTH AUDIO  
AND  
AUDIOPOINT



**\$249**

AUDIO  
PACKAGE  
MP3, iPod  
Audio, or CD  
FORMATS  
**\$149**

AUDIOPOINT  
PACKAGE

**\$199**

### Individual Sessions

Audio  
\$17<sup>50</sup> each

AudioPoint  
\$24<sup>95</sup> each

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> <input type="checkbox"/> 01 | <b>Global Diversification in Times of Uncertainty</b><br><i>Monday, May 19, 2:30 pm</i>  | <i>Las Vegas Hilton - Ballroom A</i><br>American developers are treading cautiously into international waters. Why? Which countries are finding preference for them? Is this becoming a new frontier for them? Is this diversification likely to accelerate? Is it happening as a means of diversification risks when the U.S. economy spirals down?   |
| <input type="checkbox"/> <input type="checkbox"/> 02 | <b>The End of Free Money!</b><br><i>Monday, May 19, 2:30 pm</i>  | <i>Las Vegas Hilton - Pavilions 4-11</i><br>The End of Free Money? So what's a developer or owner to do? Reserves, actual statements, cash equity, to name a few, are all back with a passion. Can retail attract its share of the available capital? Come listen as a variety of capital providers from debt to equity tell what they want in their clearly smaller strike zone.  |
| <input type="checkbox"/> <input type="checkbox"/> 03 | <b>Development Issues in Town Centers and Mixed-Use Projects</b><br><i>Monday, May 19, 2:30 pm</i>                                     | <i>Las Vegas Hilton - Pavilions 1-3</i><br>Some experts predict that single-purpose retail destinations will be obsolete in 20 years. Mr. Zoba will discuss the peculiar legal and business issues that arise in mixed-use and town center projects that combine retail, residential, office and hospitality uses.   |
| <input type="checkbox"/> <input type="checkbox"/> 04 | <b>Responsible Property Investing</b><br><i>Monday, May 19, 2:30 pm</i>  | <i>Las Vegas Hilton - Ballroom B</i><br>Join this multidisciplinary panel of experts from the worlds of academia, development and finance as they share their diverse perspectives on the emerging field of RPI. Learn how Responsible Property Investing enables owners, developers and investors to "do well" financially while "doing good" for society. These RPI founding members will demonstrate, using realworld projects, how RPI and Green Building initiatives enhance the mixed-use development and create value for the developer, real estate investment manager, the community and environment at large.  |
| <input type="checkbox"/> <input type="checkbox"/> 05 | <b>The Urban Market Today: Myths &amp; Reality</b><br><i>Monday, May 19, 2:30 pm</i>   | <i>Las Vegas Hilton - Ballroom C</i><br>Urban Myths regarding urban development issues still persist. Hear this panel of retailers and developers that understand the real factors constraining urban development and see the significant economic opportunities which exist today in our inner cities. This panel will face the myths one at a time and share with you their solutions. The panel will help you move forward to fulfill the needs of the underserved community while generating good returns on the investments made there.   |
| <input type="checkbox"/> <input type="checkbox"/> 06 | <b>Global Best Practices...The Evolving Worldwide Shopping Center Industry</b><br><i>Tuesday, May 20, 9:15 am</i>                      | <i>Las Vegas Hilton - Ballroom A</i><br>A panel of international experts takes you on a round-the-world tour of global best practices. The speakers will show you how the shopping center model is being transformed to meet the demands of growing markets in various countries throughout Europe, the Far East, the Middle East and South America. See how new developments abroad break the mold with innovation. This presentation will demonstrate how the shopping center industry is still evolving and becoming an international phenomenon.   |
| <input type="checkbox"/> <input type="checkbox"/> 07 | <b>Seal the Deal: Brokers and Managers Working Together</b><br><i>Tuesday, May 20, 9:15 am</i>   | <i>Las Vegas Hilton - Ballroom B</i><br>The combined expertise of a broker and a property manager, working together in a harmonious relationship, can help "seal a deal" faster and more often than if each one worked separately. Coming together and learning what each other has to offer allows brokers and managers the opportunity to create an attractive deal for the potential tenant and/or buyer - creating a "win! win!" for everyone. Join a panel of seasoned executives to discuss and explore various factors involved in creating the perfect relationship between a leasing agent/broker and property manager and differences between a property manager and an asset manager and how they play a part in deal negotiations. |
| <input type="checkbox"/> <input type="checkbox"/> 08 | <b>What's All the Fuss About Green Buildings?</b><br><i>Tuesday, May 20, 9:15 am</i>   | <i>Las Vegas Hilton - Ballroom C</i><br>Jerry Yudelson, leading green building author and ICSC Research Scholar for Sustainability, will present an overview of green buildings and green homes, showing how this growing movement is changing the landscape for developers, retailers and consumers.  |
| <input type="checkbox"/> <input type="checkbox"/> 09 | <b>Transit Oriented Development Strategies: Tools for Creating a Vibrant, Prosperous Community</b><br><i>Tuesday, May 20, 9:15 am</i>  | <i>Las Vegas Hilton - Pavilions 1-3</i><br>TOD or Transit Oriented Development is a socially responsible form of development that is reaping investment rewards for developers while building strong communities. Working together, developers, retailers, state and local officials are finding creative ways to bring retail, housing, office and mass transit to emerging communities. Hear from a panel of experts how they are realizing the financial and environmental rewards of these sometimes challenging and complex developments.   |
| <input type="checkbox"/> <input type="checkbox"/> 10 | <b>I Spy: Spotting Non-Traditional Retail Polluters - Keeping Your Tenants Green and Clean</b><br><i>Tuesday, May 20, 3:00 pm</i>      | <i>Las Vegas Hilton - Ballroom B</i><br>The new mix of tenants currently leasing retail properties, if not properly monitored, have the potential to damage the environment and your business. Dry cleaners, pool supply companies, mammography centers and more, bring special needs - and precautions - to a retail development. Find out from this panel of experts representing valuation, architecture, environmental insurance, law, brokerage and more, what you need to know to protect your retail investments, tenants and the environment.  |
| <input type="checkbox"/> <input type="checkbox"/> 11 | <b>Open-Air Centers in a Challenging Environment</b><br><i>Tuesday, May 20, 3:00 pm</i>  | <i>Las Vegas Hilton - Pavilions 4-11</i><br>As the positive environment for open-air retail continues to erode and market conditions tighten, hear from a panel of industry experts who will discuss how to manage companies, finance projects and lease space in current conditions. The panel will include company executives, lenders and retailers who are actively expanding in this environment. Members will also discuss ways to prosper in a down market.   |
| <input type="checkbox"/> <input type="checkbox"/> 12 | <b>Navigating Political Speedbumps, Detours and Roadblocks</b><br><i>Tuesday, May 20, 3:00 pm</i>                                      | <i>Las Vegas Hilton - Pavilions 1-3</i><br>As the winds of political fortune shift, how do you keep your project on track? When the public votes, administrations often change. And since it often takes longer than four years to get a project approved, developed, and opened, how do you make sure you don't hit unexpected roadblocks when these changes in administration and political climate occur? A panel of public and private experts will share their expertise in how to prepare for the possibility of changes and how to navigate them as they do.  |
| <input type="checkbox"/> <input type="checkbox"/> 13 | <b>How the International Flow of Goods into North America is Changing Traditional Supply Chains</b><br><i>Tuesday, May 20, 3:00 pm</i> | <i>Las Vegas Hilton - Ballroom C</i><br>Goods movement has become a global business. This panel discussion addresses how new North American ports will change, how product arrives in the U.S. and where new development hot spots will surface. The panel will also discuss international goods movement challenges, along with the opportunities to capitalize upon the consumer's increased demand for imported goods and how this will impact future goods movement and traditional supply chains.   |