

**Brunch is filled to Capacity. No longer accepting RSVP's for Brunch.
RSVP for Special Interest Groups Only**

SPECIAL INTEREST GROUPS

Special Interest Groups (SIGs) focus on a specific discipline of the industry and allows industry professional to get together to share common ideas, interest and challenges. They also provide tremendous opportunity to network with colleagues and engage with business associates. These group meetings will allow for informal interactive discussions.

The Special Interest Group will be launched at RECon 2010. You must be involved in that specific sector of the industry to qualify. While there is no additional cost, RSVPs are required for entry to the Special Interest Group.

SCHEDULE OF EVENTS

Sunday – May 23, 2010

10:45am- 12:00 noon Special Interest Group Forums

*Room Assignments will be sent to you upon receipt of your RSVP.
You will receive confirmation for this.*

SPECIAL INTEREST GROUP DISCIPLINES

1. ALLIANCE/PUBLIC AND PRIVATE SECTOR:

The Alliance Program is a special ICSC initiative which provides forums for the public and private sectors to network, share ideas, discuss industry issues and explore retail development opportunities.

By developing a better understanding of Retail Real Estate development and local government policies, the Alliance Program helps ICSC members develop successful retail projects and resolve issues that affect sustainable development.

Attendees will hear the latest techniques and initiatives being implemented by public and private sector ICSC members and then discuss how they can work together to retain and attract retailers and build partnerships that lead to new development.

Co-Facilitated By:

Jane McVey

Director, Economic and Community Development
City of Oceanside
Oceanside CA

Gordon Sudbeck SCLS,SCMD,SCSM
Vice President
Noddle Companies
Omaha NE

2. **ARCHITECT/DESIGN:**

An open discussion regarding what they didn't teach you, or prepare you for, in school. Topics such as surviving in today's economy, strategies for getting paid and what to do if you don't, along with working smarter not harder and how to avoid law suits or what to do if you have one are but a few of the topics we will cover. Come prepared to listen, participate and leave with valuable information. AIA Credits will be awarded for this session.

Facilitated By:

Howard Nudell
President
Nudell Architects
Farmington Hills, MI

3. **CONSTRUCTION:**

An open discussion concerning issues that effect construction and the contracting business. Construction is what takes the ideas, planning, leasing, funding, design, etc. of the development progression and physically turns all of that effort and information into a completed and operating shopping center. As the final chapter in the development process contractors are typically 10 to 14 months behind the rest of the industry, and 2010 may prove to be the most interestingly trying year ever in the construction business. This will be an opportunity to speak with fellow industry leaders about dealing with and surviving these most unusual times.

Facilitated By:

Dale Scott
Sr. Executive Vice President
SIKON Construction Corporation
Deerfield Beach, FL

4. **FINANCE:**

A serious, open and candid discussion between the users of capital and the providers of capital. We will look at construction, value add, stabilized, acquisition, single asset, a portfolio of assets, single borrower and multi borrower financings from the local to regional to national investor/ developer perspective. We will consider the appetite and differences

between the commercial banks, the investment banks, the foreign banks, the mortgage REITs, the opportunity funds and private equity mortgage lenders.

Facilitated By:

Mark Strauss
Managing Director
Cohen Financial
Newport Beach, CA

5. LEASING:

Join a session attended by your peers to talk openly about the challenges and opportunities that exists in today's market. This is a closed session to allow an open discussion between leasing specialist to talk about today's pressing issues in the coming year.

Facilitated By:

Linda Carrick-Warfield SCSM, SCMD, SCLS
Director of Retail Sales & Leasing
Colliers International
Orlando, FL

6. LEGAL:

This panel of experienced and successful in-house counsel representing both the landlord and tenant perspective, will explore the keys to enhancing outside counsels' relationship with their client. Topics will range from "new normal" billing-partnering approaches to pet-peeves to avoid and techniques to embrace in order to strengthen and deepen the attorney-client relationship. This Special Interest Group will include interaction with participants.

Facilitated By:

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

Panelists:

Terri Simard
Vice President, Law
Target Corporation
Minneapolis, MN

7. PRIVATE DEVELOPERS/SOLE PROPRIETORS:

In this informative and interactive forum entrepreneurial developers will discuss ways to use their skills in today's market to earn money in unconventional ways.

Topics for discussion will include:

- Acting As a Fee Paid Developing Consultant
- Joint Venture with Property Owners
- How to Work with a Retail Tenant Who Is Expanding in the Marketplace
- How to Identify a Worthy Site for Development
- How to Raise Capital for a Development Project
- Come prepared to share ideas and experiences. Bring along other topics for discussion.

Facilitated By:

Dennis Cieri
Owner
Eden Property Company
Rutherford, NJ

8. RETAILERS:

Calling all Retailers, please join your peers at the inaugural Special Interest Group meeting at RECon organized specifically for retailers and constructed by retailers. Hear from an expert International panel discussing topical "retailer only" issues. In addition, this is your opportunity to communicate to ICSC what retailers need, how retailers think, and to voice your opinions. Your ICSC leadership will be holding an open forum to hear from you.

Facilitated By:

John B. Gabriel, SCLS
ICSC Western Division Retail Chair
Senior Vice President of Real Estate
L A | F I T N E S S International, LLC
Irvine, CA

9. STUDENT:

ICSC's student members are invited to these roundtable sessions introducing them to the diverse careers available in the shopping center industry. From leasing and property management to retailing and development, attendees can choose from 20 career topics and participate in two thirty minute roundtables chaired by industry experts. Roundtable leaders include former ICSC Trustees and prominent members of our Next Generation Program Leadership. Please note that due to space limitations, advance registration is required for this event.

Facilitated By:

Trish Blasi
Chief Investment Officer
Calamar Capital Services, LLC
Miami, FL

10. WOMEN IN REAL ESTATE:

The retail and real estate businesses have undergone major changes—shifts nearly as seismic as those undergone by women in business. What lies ahead for our industry, and for the growing strength of women in it? How do the same techniques of building relationships apply to both our work and personal lives? Attendees at this Special Interest Group will have the opportunity to discuss specific areas of interest in intimate roundtables led by the most successful women in the business. Planned topics include New Retailers and Globalization; New Techniques in Negotiation—How Is Business Like Dating?; The Importance of Networking—Developing Relationships in Business and Life; and Mentors—How to Find one and How to Be One. Attendees will have the opportunity to visit two roundtables during this time period. Be prepared to share and learn!

Co-Facilitated By:

Faith Hope Consolo
Chairman, Retail Leasing Marketing and Sales Division
Prudential Douglas Elliman Real Estate
New York, NY

Jane Snoddy Smith
Partner
Fulbright and Jaworski, L.L.P
Austin, TX

SIG- Special Interest Groups at RECon 2010
Registration Form

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Name: _____
Company: _____
Address: _____
City/State/Zip: _____
Phone: _____ Email: _____

I Will attend the following Special Interest Group (SIG) (*choose only one*) –
Sunday May 23, 2010 (10:45am-12:00pm)

- Alliance/Public and Private Sector
- Architect/ Design
- Construction
- Finance
- Leasing
- Legal
- Private Developers/ Sole Proprietors
- Retailers
- Student
- Women in Retail Real Estate

Note: There is no separate registration fee to participate in a Special Interest Group (SIG). However pre-registration is required the Meeting. Upon receipt of your registration you will be sent a confirmation letter (needed for entry). You must be a paid registrant of RECon to attend any of the Special Interest Groups. If you are a member of an Affiliate Association you are welcome and encouraged to attend a SIG (Special Interest Group) forum, but must be a paid registrant to RECon.

For questions and more information please contact: Loraine Mazza Staff VP & Managing
Director of ReCon

Phone: 1(646) 728-3645, Email: lmazza@icsc.org
Please return form to: sigs@icsc.org or fax to: (732) 694-1745