



SIGS | SPECIAL INDUSTRY GROUPS

# OAC

## ICSC Open Air Summit

### *SIGs (Special Industry Group)*

*Wednesday, February 29, 2012 - 2:15 – 3:30 pm*

*Ritz Carlton, Dallas, TX*

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### *What is a sig?*

Special Industry Groups (SIGs) are interactive open group discussions which provide an opportunity for ICSC members with similar professional specialties the opportunity to exchange insights, ideas and best practices. SIGs are **THE** optimal forum for networking and to have your voice heard!

This year at OAC four (4) separate SIGs will be offered.

**PRE-REGISTRATION is required for all SIGS.**

1) **FINANCE/CAPITAL MARKETS SIG:**

This SIG serves a global community of financial professionals working at the forefront of finance in both the shopping center and retail industry.

**Facilitated by:**



**Christopher J. Niehaus**  
ICSC Past Trustee  
Senior Managing Director  
Green Oak Real Estate  
New York, NY

2) **PRIVATE DEVELOPERS/SOLE PROPRIETORS SIG:**

While public REITS may control the majority of enclosed malls in the industry, the bulk of open air centers are owned and operated by private developers. This SIG is devoted to the needs and desires of Private Developers/Sole Proprietors by providing them with an opportunity to discuss issues that are of paramount interest to this unique breed of entrepreneur.

**Facilitated by:**



**Robert J. Otten, Jr.**  
President  
Lat Purser & Associates, Inc.  
Charlotte, NC



**Mr. Gary D. Rappaport, SCMD, SCSM, SCLS, SCDP**  
ICSC Trustee and Past Chairman  
President  
The Rappaport Companies  
Mc Lean, VA

3) **HISPANIC MARKETS SIG:**

This SIG provides a forum for industry professionals involved or interested in retail in Hispanic Communities.

**Facilitated by:**



**Franco Calderon**  
Broker Associate  
Coldwell Banker Commercial Seracy  
Fort Worth, TX



**Alberto Rocha**  
Associate  
The Weitzman Group  
Dallas, TX

4) **RETAILERS ONLY SIG:**

**Note:** This SIG is for Retailers Only. You must work for a Retail company to qualify. RSVP'S are required and all participants must be pre-qualified.

This session is organized by retailers specifically for retailers only. This will be an open discussion format, and is guaranteed to be interactive and participatory. Retailers will gain new information and insights by sharing with colleagues.

**Facilitated by:**



**Mr. Seth D. Geldzahler**  
ICSC Trustee  
Vice President-Real Estate  
Bed Bath & Beyond Inc.  
Union, NJ

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Advanced RSVP's are required for all SIGs.

There is no separate fee to attend if you are an ICSC member. If you are NOT an ICSC member the fee to attend a SIG is \$50.00 advance/\$65.00 on-site.

Email address to RSVP for each SIG is below:

- 1) Finance / Capital Markets SIG – [OACRSVPPFIN@icsc.org](mailto:OACRSVPPFIN@icsc.org)
- 2) Private Developers/Sole Proprietors SIG – [OACRSVPPD@icsc.org](mailto:OACRSVPPD@icsc.org)
- 3) Hispanic Markets SIG – [OACRSVPHM@icsc.org](mailto:OACRSVPHM@icsc.org)
- 4) Retailers Only SIG – [OACRSVPRET@icsc.org](mailto:OACRSVPRET@icsc.org)

