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# ICSC student MEMBERSHIP PROGRAM

## 70% of All Jobs Are Found Through Networking

Access ICSC's Network of 55,000 Industry Professionals and Build a Network of Your Own!

# RECON

THE GLOBAL RETAIL REAL ESTATE CONVENTION

May 20-23, 2012  
Las Vegas Convention Center  
Las Vegas, NV  
[www.icscrecon.org](http://www.icscrecon.org)

Dear Colleague,

We would like to invite you to attend this year's RECon, May 20 - 23 in Las Vegas, NV. RECon is the world's largest retail real estate convention with 30,000+ attendees. This event enables students to learn about the industry, build their professional network, pursue job searches and gain career advice. Student Members can attend for only \$50! [Go online to register and view the entire program.](#)

ICSC has also organized a three-day student track with customized educational sessions. Each session will offer a unique setting for students to meet, network and share ideas.

Sunday, May 20	Monday, May 21	Tuesday, May 22
Blockbuster Opening	Industry Meet & Greet	Concurrent Sessions
Student Panel with Industry Icons	Concurrent Sessions	Student SIG Workshop
Student Marketplace Mall Tour	General Session	Lunch & Keynote
Speed Networking	Lunch & Keynote	Student Shopping Center Tour
Opening Reception and Entertainment	Global Retail Runway	

### A Conversation with Industry Icons

**Sunday, May 20, 2:00 - 3:00 p.m.**

This program, part of RECon's kick off activities, will feature an interactive conversation with four industry icons who will discuss the current landscape of the retail real estate field, overall assessments and projections about the economy, political prognostications about state and national policies impacting retail real estate, and future trends in the sector, along with suggestions for RECon "first-timers." Featured speakers are **Holly Cohen**, ICSC Trustee; Senior Vice President, Real Estate, J. Crew; **Sandeep Mathrani**, ICSC Trustee; Chief Executive Officer, General Growth Properties; and **Glenn Rufrano**, ICSC Past Trustee; President & CEO, Cushman Wakefield. **Rebecca Maccardini**, ICSC Past Chairman & Trustee; President, RMR Resources, will participate in and moderate the discussion. Don't miss this unique opportunity to pose *your* questions to outstanding industry leaders.



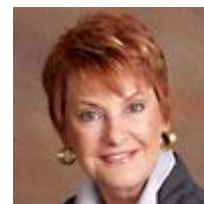
**Holly Cohen**,  
ICSC Trustee, Senior  
Vice President, Real



**Sandeep Mathrani**,  
ICSC Trustee, Chief  
Executive Officer,



**Glenn Rufrano**,  
ICSC Past Trustee,  
President & CEO,



**Rebecca Maccardini**,  
ICSC Past Chairman &  
Trustee, President, RMR

Estate, J. Crew

General Growth  
Properties

Cushman Wakefield

Resources

### Marketplace Mall Tour

**Sunday, May 20, 3:00 - 3:30 p.m.**

Students will enjoy a personalized tour of ICSC's Marketplace Mall, led by a member of the ICSC Trade Exposition Department. The Marketplace Mall, a new concept at RECon, is a unified gathering of shopping center products and services, as well as ICSC's Technology & Social Media Pavilion, the Green Zone, and the Specialty Leasing Showcase. Ongoing product demos will be highlighted in the Marketplace Mall.

### Student Breakfast

#### Industry Meet & Greet

**Monday, May 21, 7:45 - 9:00 a.m.**

The industry meet & greet will feature company-hosted roundtables where conversations will focus on the company's approach to retail real estate, current projects, future initiatives and possible internships and professional opportunities for students and recent graduates. The session will feature industry representatives from: CBRE, Cushman & Wakefield, DDR Corp., DLC Management Corp., Dollar General, ING Clarion Partners, Forest City, JoS. A. Bank Clothiers, Inc., Madison Marquette, McDonalds, Office Depot, Regency Centers, Walmart and YUM! Brands, among others. This event is restricted to ICSC Student Members and space will be limited, so please **RSVP** to **Michael Nealon** at [mnealon@icsc.org](mailto:mnealon@icsc.org).



### Student Special Industry Group (SIG)

**Tuesday, May 22, 11:00 a.m. - 12:00 p.m.**

This student workshop will focus on educating students about the opportunities that exist in the retail real estate industry. This unique format will allow students to meet, network and share ideas with emerging leaders and seasoned professionals. Furthermore, this relaxed environment will facilitate informal conversations and the sharing of business cards. The session's format will allow each student to sit in on any of the following two roundtables: • Acquisitions & Site Selection • Asset Management & Investments • Banking & Finance • Brokerage & Leasing • Corporate Real Estate • Development • Legal • Marketing, Communications & Social Media • Networking Strategies & Job Placement • Property Management •

Redevelopment • Retailing. [Go online to view the roundtable biographies.](#)

FACILITATOR					
		<p><b>Elizabeth Allen</b>                      ICSC Texas Next Generation Chair                      Vice President - Commercial Retail D/FW                      The Weitzman Group</p>			
ROUNDTABLE LEADERS					
Acquisitions & Site Selection	Asset Management & Investments	Banking & Finance	Brokerage & Leasing	Corporate Real Estate	Development
					
<p>Jeffrey G. Snyder, CCIM, Director of Real Estate Acquisitions, Walmart Stores, Inc.</p>	<p>Ami Ziff, ICSC New York/Northern New Jersey Next Generation Chair; Director, National Retail, Time Equities, Inc.</p>	<p>Mark Olear, Senior Vice President, TD Bank</p>	<p>Grant S. Guidinger, ICSC Next Generation Advisory Group Chair; Associate Director - Retail Services Group, Cushman &amp; Wakefield, Inc.</p>	<p>Jocelyn Mennenga, CCIM, Vice President, Surplus Properties, GE – Capital Solutions – Franchise Finance</p>	<p>Michael T. Wheat, Executive Vice President/Director of Leasing, Cypress Equities</p>
Legal	Marketing, Communications & Social Media	Networking Strategies & Job Placement	Property Management	Redevelopment	Retailing
					
<p>Jonathan L. Neville, Attorney, Arnall Golden Gregory LLP</p>	<p>Kara Scimeca, Director of Marketing, DLC Management Corp.</p>	<p>Paul J. Lewis, Principal, PJ Lewis Group, Inc.</p>	<p>Richard J. Eichenbaum, CSM, Regional Property Manager, NewMark Merrill Companies</p>	<p>Geoffrey Glazer, Vice President, Acquisition &amp; Development, Kimco Realty Corporation</p>	<p>Paul Myrick, Vice President Real Estate, Sally Beauty Holdings, Inc.</p>

**Inaugural ICSC Student Membership Shopping Center Tour  
 Tuesday, May 22, 3:00 - 4:30 p.m.**

For the first-time, the student RECon program will include a shopping center tour, allowing participants to learn more about Crystals at CityCenter. Crystals is a recent ICSC Shopping Center Design Award Winner. The tour will be led by property General Manager **Farid Matraki**. Space is limited. RSVP to **Michael Nealon**, [mnealon@icsc.org](mailto:mnealon@icsc.org).



**Farid Matraki,**  
General Manager,  
Crystals at CityCenter

### **Industry Mentoring**

#### **Pre-scheduled Appointments. First Come, First Served!**

A delegation of industry leaders has volunteered to speak one-on-one with attendees who want career insight and advice on job strategies in the current economy. These 20-30 minute sessions will be available May 20–23, and they can be scheduled any day of the conference subject to the mentor's availability. To schedule a mentoring session, please forward your **resume** and **mentor requests** to Michael Nealon at [mnealon@icsc.org](mailto:mnealon@icsc.org). Appointments will be scheduled on a first come, first served basis.

***Mentor requests must be submitted with a resume.***

#### **Industry Mentors:**

##### **(Go Online to View the Biographies)**

**Gayle Aertker**, ICSC Past Trustee; Senior Vice President, Real Estate & Store Development, Dollar General Corporation

**Tracy A. Allen**, Vice President, Director of Corporate Marketing, ECS Corporate Services, LLC

**Craig Bernstein**, Chief Investment Officer, White Star Investments

**Mez R. Birdie**, CCIM, Director-Retail Investment Services, NAI Realvest

**Mark A. Bomse**, Senior Vice President, Greenberg Gibbons Commercial

**Colleen Butcher**, Vice President, Coldwell Banker Commercial NRT

**Taylor O. Chess**, Senior Vice President - Retail, The Peterson Companies

**Barbra Coffee**, CEcD, Economic Development Director, City of College Park

**John M. Crossman**, President, Crossman and Company

**Jose Cruz**, Senior Managing Director, HFF, L.P.

**Paul B. Cunha**, Vice President, Vice President, S.D. Deacon Corp.

**Dan Depace**, Senior Director - Real Estate & Lease Administration; Office Depot

**David A. Depetris**, Principal, Legend Properties, Inc.

**George S. Demuth**, Senior Vice President, Hutensky Capital Partners

**Steven Fiedler**, Franchise Development - East Region, Taco Bell, Yum! Brands, Inc.

**Cynthia A. Frank**, CPM, Vice President, Regional Manager, Jones Lang LaSalle

**Jerald Friedman**, President, Friedman Developers, LLC

**John B. Gabriel**, SCLS, Senior Vice President of Real Estate, L A | FITNESS International, LLC

**Ken Gatt**, Vice President of Leasing, Evergreen Devco Inc.

**Gordon T. "Skip" Greeby**, PE, SCDP, ICSC Trustee; President, The Greeby Companies

**Jeff George**, LEED®BD+C, Vice President, Balfour Beatty Construction

**Justin M. Greider**, Vice President - Director of Leasing, Crossman and Company

**Bob Hensley**, Executive Vice President, Human Resources & Real Estate Development, JoS. A. Bank Clothiers, Inc.;

**Donna M. Hovey**, Vice President Retail Sales/Leasing, CBRE

**Mark Johnson**, Director of Real Estate, MBE, Inc. The UPS Company

**John Kauppila**, Retail Sector Leader, Bowman Consulting Group

**Judson A. Kline**, FAIA, LEED AP, Senior Director, Herschman Architects, Inc.

**Michael C. LaFerle**, Vice President of Real Estate and Construction, The Home Depot Inc.

**Kimberly Lamb**, CPM, Senior Executive Vice President, Colliers International

**Judi A. Lapin**, ICSC Past Trustee; President, Lapin Consulting

**Scott Lifschultz**, President, SPL Realty Partners  
**Andrea Setian Lukens**, Vice President - Leasing, Vornado Realty Trust  
**James M. Kessler**, President, Stonehenge Property Group  
**Paul S. Magy**, Esq, Principal & Vice President, Kupelian Ormond & Magy, P.C.  
**Michael F. Mallon**, SCLS, SCSM, President, Mallon and Associates, Inc.  
**Lance LJ Marine**, First Vice President, CBRE  
**James E. Matanky**, CLS, President, Matanky Realty Group  
**Patrick McGaughey**, Vice President, Terranomics, The Retail Division of BT Commercial  
**Steve J. Miazga**, PE, CDP, R.A. Smith National, Inc.  
**Diana Milligan**, SCLS, Vice President of Leasing, Taubman Centers, Inc.  
**Steve Morris**, Partner, Asset Strategies Group  
**Jeffrey L. Nichols**, Real Estate Director, The Home Depot Inc.  
**Todd Nathanson**, President, illi Commercial Real Estate  
**Scott G. Onufrey**, Managing Director of Kimco Realty Advisors & Vice President of Kimco Realty Corporation  
**Dave Osterhus**, Retail Partner, The Keith Corporation Corp.  
**Gary D. Rappaport**, SCMD, SCSM, SCLS, SCDP, ICSC Past Chairman & ICSC Trustee; President, The Rappaport Companies  
**David T. Rattner**, CLS, MBA, MRE, Vice President, Acquisitions, Konover South  
**John Reininga, Jr.**, SCSM, ICSC Past Chairman & ICSC Trustee; President, Reininga Corporation  
**Jason D. Richter**, SCLS, Vice President of Real Estate, Jimmy Jazz/Man Alive/S&D Underground  
**Katherine D. Roberson**, President & CEO, Combined Properties, Inc.  
**George Schmidt**, Associate Vice President, Larson Binkley, Inc.  
**David J. Schwartz**, President, Olympic Realty & Development Corp.  
**Dale E. Scott**, SCDP, Sr. Executive Vice President, SIKON Construction Company, LLC  
**Howard Spunt**, Principal, Chief Operating Officer, NewMark Merrill Companies  
**Donald Stewart**, Vice President, Property Management, Inland Pacific Property Services LLC  
**Gordon J. Sudbeck**, SCSM, SCMD, SCLS, Vice President-Leasing, Noddle Companies  
**Terrence P. Tallen**, Chief Executive Officer, Tallen & Keshen Holdings, LLC  
**Daniel M. Taub**, Executive Vice President & Chief Operating Officer, DLC Management Corp.  
**Joseph Tichar**, Corporate Operations Director, DDR Corp.  
**Scott A. Underhill**, SCLS, Principal, Grubb & Ellis | ASU & Associates  
**Michele Weber**, Chief Human Resource Officer, Commerce Real Estate Solutions, Cushman & Wakefield  
**Chris Wilson**, President, Wilson Commercial Real Estate  
**Kevin A. Woolf**, Partner, Seyfarth Shaw, LLP

For questions, please contact **Michael Nealon** at [mnealon@icsc.org](mailto:mnealon@icsc.org).