

Shopping for Retail?



Retail Development through Public/Private Partnerships



Get connected through ICSC and its Alliance Program

The International Council of Shopping Centers (ICSC) is the global trade association of the retail real estate industry. ICSC provides its members with education, research, information and advocacy services.

The Alliance Program is a special ICSC initiative that provides forums for the public and private sectors to network, share ideas, discuss industry issues and explore retail development opportunities. Become a member, get involved, meet retailers and developers. Your community can join ICSC today for just \$100.



Retail and Your Community

Shopping centers include neighborhood centers, main street retail, open-air lifestyle centers, mixed-use developments and regional malls.

- + Shopping centers generate more than \$2 trillion in retail sales annually in the U.S.
- + Retail sales at shopping centers account for about 17% of nominal GDP in the U.S.

Shopping centers generate sales tax revenues, which fund local services for communities.

- + Retail sales at shopping centers raise over \$120 billion annually in sales tax for state and local governments.
- + Shopping centers provide the convenience of shopping locally. Each month, 189 million adults—86% of the U.S. adult population—purchase goods at a shopping center.

Shopping centers provide jobs for communities.

- + There are approximately 13 million shopping center-related jobs in the U.S.
- + Nearly 1 out of every 10 jobs in the U.S. is shopping center related.

Public Sector + Private Sector = Economic Success

ICSC gives members the resources to understand the dynamic retail industry and achieve community development goals. Network with retailers, developers and investors. Learn how to incorporate retail into your economic development strategy. Use ICSC meetings to make important contacts, market your community and create retail success.

At ICSC's Alliance Programs, retail real estate professionals meet public officials and community leaders to learn about regulatory issues and local policies that impact development. The Alliance Program helps ICSC's public and private sector members resolve sustainable development issues and build partnerships that lead to successful retail projects.



"Becoming a member of ICSC participating in the Alliance Program is one of the best investments a public sector organization can make. ICSC is extremely valuable to our city planning department and to our overall retail marketing efforts."

Sue Walker
Vice President, Economic Development
Richardson Chamber of Commerce
Richardson, TX

"ICSC's Alliance Program opens doors to the inner workings of the retail industry. Retailers, developers, brokers, architects, and lenders all want to better understand how to create a public-private partnership that can benefit all stakeholders around the development circle...ICSC helps to make that possible."

G. Lamont Blackstone
Co-Founder & Principal
DLC UrbanCore LLC
Tarrytown, NY



"ICSC's Alliance Program provides an opportunity for county officials to network with developers and retailers and learn practical ideas and suggestions for attracting and retaining commercial businesses that fuel local economies."

Karen Miller
County Commissioner
Boone County, MO



ICSC helping you to...
meet people, make contacts
and build a network

Join for \$100

Local, state and federal public officials, as well as professionals who work for main street, downtown, community or economic development groups, can join ICSC for just \$100 per year. As a public sector member, \$100 buys the same benefits of membership that cost private sector members \$800 – that's a bargain you can't ignore.



ICSC Member Benefits

- + Receive discounts on ICSC events and programs worldwide, including ICSC RECon, the world's largest retail real estate convention held annually in Las Vegas
- + Reduced member rates on educational courses, including the esteemed University of Shopping Centers, held annually at the University of Pennsylvania's Wharton School
- + Member discounts on ICSC publications
- + Free subscription to *Shopping Centers Today* (SCT), the most respected and comprehensive magazine in the industry, featuring key industry news and trends
- + Proprietary databases and in-depth studies from ICSC's Research Department
- + Free access to ICSC's extensive membership database
- + Free daily email alerts on industry news around the world
- + Free access to the Albert Sussman Library and ICSC Research Resource Center, which contains a wealth of reference information, including statistical and analytical reports about the global shopping center industry

Public/Non-Governmental Organization/Academic Membership

This category of membership is open to any government entity and appointed or elected public official at the local, state or national level. Also eligible are educators with a recognized college, university or educational institution and any such institution, as well as public or non-profit main street, downtown business or economic development corporations, agencies or associations. Each Public/NGO/Academic Member entity designates one person to act as its Official Member.

Public/Non-Governmental Organization/Academic Affiliate Membership

You are eligible for Public/NGO/Academic Affiliate Membership if you are employed by a Public/NGO/Academic Member. You must be directly associated with a member entity and your title must be consistent with that of your Public/NGO/Academic Member.

ICSC Membership Application

Name

Organization Title

Address

City State/Province Zip/Postal Code Country

Phone Fax Email

Signature of Applicant Date

I am applying for: Public/NGO/Academic Membership \$100
 Public/NGO/Academic Affiliate Membership \$50

Have you ever been a member of ICSC? Yes No
Has your organization ever been a member of ICSC? Yes No

Membership dues must accompany application.

Check or money order made payable to ICSC enclosed for \$ _____
 MasterCard VISA American Express Discover \$ _____

Name (as it appears on card) Signature

Credit Card Number Expiration Date

Mail: ICSC, P.O. Box 26958, New York, NY 10087-6958
Fax: +1 732 694 1800
Online: www.icsc.org

A portion of your annual dues (\$35) is applied as a subscription to *Shopping Centers Today*.



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