

# 2005 ICSC CHICAGO DEAL MAKING

**NEW DATES ... NEW VENUE ... SAME GREAT DEALS**

**PRELIMINARY PROGRAM**

**HYATT REGENCY CHICAGO  
CHICAGO, ILLINOIS  
OCTOBER 27-28, 2005**



**International Council  
of Shopping Centers**

Your next great deal is waiting at the 2005 ICSC Chicago Deal Making. If you are a developer, retailer, broker, lender, city/municipality or property asset manager doing business in Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, Ohio, Oklahoma, or Wisconsin than this is the deal making event for you.

Two full days of deal making will begin on Thursday, October 27 at 9:00 am. More than 260 exhibitors will be waiting in the Riverside Center Exhibit Hall of the Hyatt Regency Chicago to talk to you.

The first full day of deal making will be capped off with an ICSC member sponsored cocktail reception to be held in the Grand Ballroom from 5:00 to 6:30 pm. On Friday, October 28, the Deal Making will continue until 12 noon.

If you want to know who's doing what — building new projects, renovating existing ones, seeking space to lease — the 2005 ICSC Chicago Deal Making is a must event. You'll also have the opportunity to follow up on deals initiated at the Annual Spring Convention Leasing Mall — all in the confines of a total business environment.

Make your plans now ... your next deal is waiting October 27–28 at the Hyatt Regency Chicago.

## PRELIMINARY PROGRAM

### WEDNESDAY, OCTOBER 26

#### EXHIBITOR SET-UP

1:00 – 6:00 pm

Riverside Center Exhibit Hall

#### REGISTRATION

1:00 – 5:00 pm

Grand Ballroom/A-D Registration foyer

#### CERTIFIED LEASING SPECIALIST (CLS) EXAMINATION

1:00 pm – 4:30 pm

The CLS Accreditation Program was initiated in 1994 to recognize the leasing specialist as a professional in the shopping center industry and to set certain guidelines for the profession. In order to qualify for the CLS exam, candidates must meet certain criteria regarding their current responsibilities in leasing shopping centers along with the completion of certain educational requirements. For more information on the CLS Accreditation program, visit the ICSC website, [www.icsc.org](http://www.icsc.org) or call the ICSC Professional Recognition Department at (646) 728-3463.

### THURSDAY, OCTOBER 27

#### REGISTRATION

8:00 am – 5:00 pm

Grand Ballroom/A-D Registration foyer

#### CONTINENTAL BREAKFAST

8:00 – 9:30 am

Grand Ballroom/A-D

#### OPENING OF ICSC CHICAGO DEAL MAKING

9:00 am – 5:00 pm

Riverside Center Exhibit Hall

#### BUFFET LUNCHEON

12 noon – 1:30 pm

Grand Ballroom/A-D

(Deal Making will continue during lunch)

#### ICSC MEMBER SPONSORED COCKTAIL RECEPTION

5:00 – 6:30 pm

Grand Ballroom/A-D

Corporate sponsorship is \$600 per company. If you are interested in sponsoring the gala reception, please contact Phyllis Peterson at (646) 728-3633.

### FRIDAY, OCTOBER 28

#### REGISTRATION

8:00 – 11:00 am

Grand Ballroom / A-D Registration foyer

#### CONTINENTAL BREAKFAST

8:00 – 9:30 am

Grand Ballroom/A-D

#### ICSC CHICAGO DEAL MAKING

9:00 am – 12 noon

Riverside Center Exhibit Hall

**Here's how to register for a Deal Making exhibit**

Just return the space application below to ICSC by July 29, 2005 along with your check for \$340 per 10' x 10' booth — two booth maximum please. ICSC will offer a limited number of 20' x 20' (400 sq. ft.) booths. If interested, please call Phyllis Peterson at (646) 728-3633.

Space is limited to the first 260 booth requests and exhibits will be confirmed on a first-come, first-served basis.

All Chicago Deal Making exhibitors must also register for the meeting. The advance registration fee is \$230 for ICSC members; \$330 for non-members. On-site fees are \$270 for ICSC members; \$370 for non-members.

**JUST THE FACTS:** Each exhibit must fit a 10'x 10' pipe and drape display area and will include:  
8' high back and side dividers — beige and hunter green  
Carpeting — multi-patterned tenant booth carpet, hunter green aisle carpet  
Two company identification signs

**Please note: You must order all furniture for your exhibit from GES.** ICSC will not provide any furnishings for your booth. Upon receipt of your booth confirmation letter, all exhibitors will receive an exhibitor's kit outlining the furniture selections and other exhibitor services available to you from GES (the official show contractor).

If you have any questions regarding the ICSC Chicago Deal Making please contact Phyllis Peterson, ICSC Director of Leasing and Deal Making, at (646) 728-3633 .

**DEAL MAKING BOOTH REQUEST FORM**

ICSC Chicago Deal Making  
October 27-28, 2005  
Hyatt Regency Chicago  
Chicago, Illinois



Mail with payment to:  
International Council of Shopping Centers  
P.O. Box 26958  
New York, New York 10087-6958  
Att: Leasing/Deal Making Dept.

Leasing Contact

Contact Name (person to receive confirmation)

Company

Company name that should appear on sign (please print or type)

Address

City ( ) State/Province ( ) Zip/Postal Code

Telephone Fax Email

**MY COMPANY REQUIRES:**

One Booth  Two Booths

CDM2005-A

**METHOD OF PAYMENT**

Check or money order made payable to ICSC enclosed for \$ \_\_\_\_\_  
 MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

This form must be accompanied by a check for \$340 (made payable to ICSC) and returned to ICSC by **July 29, 2005**. Booth applications will not be processed without accompanying payment. **Cancellations: There will be no refunds for voluntary booth cancellations.**

Name (as it appears on credit card) Signature

Credit Card Number (include all digits) Expiration Date (month/year)

**CHECK ONE:**

- Developer
- Retailer
- Lender
- Property Manager
- Broker
- Asset Manager
- Municipality
- Other (Please specify) \_\_\_\_\_

**REGISTRATION & RESERVATIONS**

All attendees (including Deal Making exhibitors) must register for the ICSC Chicago Deal Making. The advance registration fees are \$230 for ICSC members; \$330 for non-members. On-site registration fees are \$270 for members; \$370 for non-members.

# REGISTRATION FORM

## ICSC CHICAGO DEAL MAKING

Hyatt Regency Chicago, Chicago, IL, October 27-28, 2005

### HOW TO REGISTER



Fax: (732) 694-1800

(Credit card registrations only)



Online: [www.icsc.org](http://www.icsc.org)

(Credit card registrations only)



Mail: ICSC

P.O. Box 26958

New York, NY 10087-6958

### REGISTRATION FEE

	<u>Member*</u>	<u>Non-Member</u>
Advance	\$230	\$330
On-Site	\$270	\$370

**Please Note:** Registration fee differential for ICSC members and non-members. ICSC members who wish to register on-site should bring their ICSC membership cards with them to the meeting.

\*To qualify for the member fee, each registrant must be an ICSC member. A company membership does not entitle every employee of that company to a membership. An affiliate membership is required.

### CANCELLATIONS

All cancellations are subject to a \$25 cancellation fee. All registrations must be received by **October 20, 2005**. No refunds will be given for cancellations received after **October 20, 2005**. All requests for refunds must be received by ICSC in writing.

Attendees will receive a complimentary copy of the book,  
*ICSC's Dictionary of Shopping Center Terms.*

### DEADLINES

All registrations received on or before **August 20, 2005** will be included in the Advance Registrations Directory.

### CHECK ONE:

- Deal Making Exhibitor (must register)  
 Attendee Only (must register)



**RETURN TO:** ICSC Chicago Deal Making  
Attn: Registration Department  
P.O. Box 26958  
New York, NY 10087-6958  
(646) 728-3800

### HOTEL RESERVATIONS

A limited number of hotel rooms have been reserved for meeting attendees. To secure hotel reservations, call the Hyatt Regency Chicago's toll free number (800) 233-1234. Single rooms are \$230 per night. Double rooms are \$255 per night. Regency Club rooms are \$280 single per night; \$305 for a double per night. All rooms are subject to a 14.9% local sales tax. In order to receive these discounted room rates, be sure to tell the Hyatt Regency Chicago that you are with the ICSC Chicago Deal Making (code:JICS). Hotel reservations must be received by **September 28, 2005**. Requests after this date will be subject to availability.

### DISCOUNT AIRLINE FARE

ICSC and its appointed agent, DePrez Travel Bureau, Inc. has negotiated special fares for meeting attendees. These fares are not available to the general public. Special discounts are available from most cities and advance purchase is required. For further information and reservations, please call: DePrez Travel/ICSC Desk at (800) 634-5642, ext. 229 or 277 or call (585) 442-8900.

### SPECIAL NEEDS



Anyone desiring an auxiliary aid for this meeting should notify Phyllis Peterson at (646) 728-3633 no later than **September 26, 2005**.

I authorize ICSC to send me announcements, via fax, email, phone or otherwise, of ICSC programs and services that may be of interest to me or my colleagues.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

( ) \_\_\_\_\_

( ) \_\_\_\_\_

City \_\_\_\_\_

State/Province \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

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Email \_\_\_\_\_

Your membership I.D.# \_\_\_\_\_

### ■ METHOD OF PAYMENT

- Check or money order made payable to ICSC enclosed for \$ \_\_\_\_\_  
 MasterCard  Visa  AMEX  Discover \$ \_\_\_\_\_

### For Faster Registration

(Credit Card orders only):

Use ICSCNET at <http://www.icsc.org/> or fax this form to (732) 694-1800 24 hours a day, 7 days a week. Fax registrations must be received by 12:00 Noon ET on **October 20, 2005**.

Name (as it appears on credit card) \_\_\_\_\_

Signature \_\_\_\_\_

Credit Card Number (include all digits) \_\_\_\_\_

Expiration Date (month/year) \_\_\_\_\_