

ideaexchange

FINAL PROGRAM

ICSC
MICHIGAN

July 18 - 19, 2007

Rock Financial Showplace
46100 Grand River Avenue
Novi, MI



INTERNATIONAL COUNCIL OF SHOPPING CENTERS

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ICSC 2007 MICHIGAN

July 18 – 19, 2007 • Rock Financial Showplace • Novi, MI

WEDNESDAY, JULY 18

- **REGISTRATION**
4:00 – 7:00 pm
- **MEMBER-SPONSORED RECEPTION**
5:00 – 7:00 pm

Corporate sponsorship is \$300 per company. If you are interested in being a sponsor, log onto www.icsc.org and click on Events & Programs to get a copy of the Sponsorship Form or please contact Barry Klein at +1 248 738 6900 or bmk@bmkre.com.

A Preliminary List of Sponsors Includes:

- ACO Hardware
- Agree Realty Company
- Armada Real Estate and Investment Co.
- Band Commercial Real Estate Company, LLC
- Barry M. Klein Realty Enterprises, LLC
- Beale Group Inc.
- Civil & Environmental Consultants, Inc.
- CBL & Associates Properties, Inc.
- Colliers International
- First Commercial Realty & Development Company, Inc.
- JPRA Architects
- Key Bank Real Estate Capital
- Kupelian Ormond & Magy, P.C.
- Landmark Commercial Real Estate Services, Inc.
- Lormax Stern Development Company
- Ludwig & Seeley Inc.
- Oakland Mall
- Olson Retail Group
- Prime Commercial Group
- Ramco-Gershenson, Inc.
- Schostak Brothers & Co., Inc.
- Stokas Realty Advisors
- The Bieri Company
- The Boutrous Companies
- The Cody Company
- The Velmeir Companies

THURSDAY, JULY 19

- **REGISTRATION**
7:30 am – 4:00 pm
- **CONTINENTAL BREAKFAST**
7:45 – 8:15 am
- **WELCOME AND INTRODUCTION TO THE PROGRAM**
8:15 – 8:30 am

PHILLIP J. CODY
ICSC 2007 Michigan Idea Exchange Program
Planning Committee Chair
The Cody Company
Farmington Hills, MI

- **GENERAL SESSION**
8:30 – 9:45 am

Michigan Development Review

Panelists will highlight new retail development in specific Michigan Market areas including redevelopment and retailers new to the state.

MODERATOR
BRADLEY ROSENBERG
Partner
Landmark Commercial Real Estate Services, Inc.
Farmington Hills, MI

- **GOVERNMENT RELATIONS UPDATE**
9:45 – 10:00 am

DOUGLAS K. BROWN
ICSC Michigan State Government Relations
Committee Chair
ASTI Environmental, Inc.
Brighton, MI

● **ROUNDTABLE DISCUSSIONS**
10:00 – 11:30 am

Participate in informal, yet in-depth discussions featuring today's hottest industry issues, led by your industry colleagues.

MODERATOR
KENT BUTLER
Executive Vice President
Ludwig & Seeley, Inc.
Southfield, MI

Roundtable topics to include:

1. Architects – Trends in Shopping Center Design
2. As a Retailer of Apparel, How Do You Look at Your Business in the Industry?
3. As a Retailer of Electronics, How Do You Look at Your Business in the Industry?
4. Development in Detroit – Retail Opportunities
5. Green Oak Village – A Case Study from Start to Finish
6. Hot Retailers in the Market
7. How to Achieve Success When Working with City Hall
8. Investing in a Shopping Center
9. Land Assemblage – What's Involved?
10. Mixed Use/Multiple Use
11. Prospecting Tools to Find New Tenants
12. Retail Directions and Trends
13. Retailer Expansion Strategies – The How, Where and Why
14. The Art of the Deal – Economics at Work



● **GENERAL SESSION**
11:30 am - 12:30 pm

Transformation of the Regional Mall

Panelists will discuss their ideas and share their experiences on this important trend.

MODERATORS
JAMES BIERI
President & CEO
The Bieri Company
Detroit, MI

LAWRENCE R. PARSONS, SCSM
General Manager
Meridian Mall
CBL & Associates Properties, Inc.
Okemos, MI

PANELISTS
ROD BLAKE
Senior Director – Development
General Growth Properties, Inc.
Chicago, IL

DEBORAH MATTES
Senior General Manager – Westfield Franklin Park
Westfield Corporation, Inc.
Toledo, OH

ED McHALE, CSM
General Manager – Genesee Valley Center
Jones Lang LaSalle
Flint, MI

● **LUNCHEON SERVED**

12:30 – 1:15 pm
(No luncheon service after 1:15 pm)

● **STATE COMMITTEE REPORT**

1:15 – 1:30 pm

DAVID J. PRUETER
ICSC Michigan State Director
Senior Vice President
Agree Realty Company
Farmington Hills, MI

● **KEYNOTE PRESENTATION**

1:30 – 2:00 pm

● **DEAL MAKING**

2:00 – 4:30 pm

This is your chance to network and conduct business with retailers, brokers, developers, owners, lenders, suppliers, and city, municipality and economic development agencies! Complete the attached Deal Making Table Request Form by **June 29, 2007**. Space is limited on a first-come, first-served basis. Reserve your table now.

● **MEETING ADJOURNS**

4:30 pm

Directions:

Rock Financial Showplace
46100 Grand River Avenue
Novi, MI 48374
Tel: +1 248 348 5600
Web: www.rockfinancialshowplace.com

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ICSC 2007 MICHIGAN REGISTRATION FORM

● HOW TO REGISTER

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

● REGISTRATION FEE

	Advance	On-site
Member*:	\$125	\$150
Non-member:	\$175	\$215

*To qualify for a member fee, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC Member Services at +1 646 728 3800.

Attendees will receive a complimentary copy of the book *U.S. Shopping Centers of Interest*.

● DEADLINES

To be listed as a Meeting Attendee, you must register by **June 29, 2007**. To qualify for the advance registration fee, your registration must be received by **July 11, 2007**.

● CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **July 11, 2007**. All requests for refunds must be received by ICSC in writing.

● HOTEL RESERVATIONS

A block of rooms has been reserved at:

Wyndham Garden Hotel – Novi
42100 Crescent Boulevard
Novi, MI 48375
Tel: +1 800 966 3426 or + 1 248 344 8800
Fax: +1 248 344 8527

Rate: \$109 Single/\$119 Double Occupancy
Cut-off Date: **June 28, 2007**

Be sure to tell the hotel that you are with the ICSC meeting. Requests received after the cut-off date are subject to space and rate availability.

● AIRFARE SAVINGS

The ICSC Travel Desk has secured special airline and car discounts for attendees. For current prices and availability, please contact us at +1 888 ICSC TVL (427 2885) or +1 585 442 8856 from 8:00 am to 5:30 pm EST, Monday through Friday.

● SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify Beth Feldman at +1 646 728 3636 no later than **July 11, 2007**.

● CONTINUING EDUCATION CREDITS

SCSM/SCMD: 1 credit; **CLS:** 1 credit

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

Please check one: ICSC Member Non-member

Name

Company

Address

City

State/Province

ZIP/Postal Code

Telephone

Fax

E-mail

Your membership I.D.#

2007MI-B

Please check here if any of the above information has recently changed.

METHOD OF PAYMENT

Check or money order made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card)

Signature

Credit Card Number (include all digits)

Expiration Date (month/year)

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ICSC 2007 MICHIGAN

PHILLIP J. CODY, ICSC 2007 Michigan Idea Exchange Program Planning Committee Chair,
The Cody Company

PAUL S. MAGY, ESQ., ICSC Central Division Government Relations Committee Co-Chair,
Kupelian, Ormond & Magy

DAVID J. PRUETER, ICSC Michigan State Director, Agree Realty Corporation

DOUG BROWN, ICSC Michigan State Government Relations Committee Chair,
ASTI Environmental

LAWRENCE R. PARSONS, SCSM, ICSC Michigan State Operations Chair,
CBL & Associates Properties, Inc.

JOHN HEINEY, ICSC Michigan State Alliance Co-Chair, City of Birmingham

WARREN C. TERRACE, ICSC Michigan State Alliance Co-Chair, First Commercial Realty
& Development Co., Inc.

MICHAEL L. KINSTLE, ICSC Michigan State Retail Co-Chair, Meijer, Inc.

RICHARD RAGSDALE, ICSC Michigan State Retail Co-Chair, The Kroger Co.

ANTHONY B. SCHMITT, ICSC Michigan State Next Generation Chair,
LaKritz-Weber & Company

STEVEN BAND, Band Commercial Real Estate Company

J.B. BERNARD, Lormax Stern Development Company

KENT E. BUTLER, Ludwig & Seeley, Inc.

EARL K. CLEMENTS, Grubb & Ellis/Paramount Commerce

GERARD J. DETTLOFF, Downtown Management Strategies

EDWARD A. EICKHOFF, SCLS, Ramco-Gershenson, Inc.

TJADER GERDOM, Colliers International

JOHN GOTTESMAN, The Gottesman Group, LLC

DAVID J. GRONBACH, ACO Inc.

DAVID HESANO, Landmark Commercial Real Estate Services, Inc.

BARRY M. KLEIN, Barry M. Klein Realty Enterprises, LLC

CYNTHIA KRATCHMAN, Landmark Commercial Real Estate Services, Inc.

THOMAS W. LITZLER, Ramco-Gershenson, Inc.

DANIEL M. LUTZ, Prime Commercial Group

JIM MEINERSHAGEN, ABC Appliance Warehouse, Inc.

GREGORY NEWMAN, Beale Group, Inc.

JOHN H. PALMER, Dunham's Athleisure Corporation

JAMES E. PETERSON, Olson Retail Group, Inc.

JOAN E. PRIMO, The Strategic Edge

BRADLEY ROSENBERG, Landmark Commercial Real Estate Services, Inc.

JIM RYAN, Public Affairs Associates

GABRIEL SCHUCHMAN, LaKritz-Weber & Company

JOHN D. STANEK, Ramco-Gershenson, Inc.

DANIEL STERN, Lormax Stern Development Company

SCOTT YOUNG, CB Richard Ellis

KARL ZARBO, Konover South, LLC

ICSC 2007 MICHIGAN

DEAL MAKING TABLE REQUEST FORM

FILL OUT THIS FORM IF YOU WISH TO RESERVE A DEAL MAKING TABLE.

● **WHEN**

Thursday, July 19, 2007
2:00 – 4:30 pm

● **INCLUDES**

- 6' x 30" Draped table
- 2 Chairs
- Company sign

● **WHO QUALIFIES**

- Retailers
- Brokers
- Developers/Owners
- Lenders
- Suppliers
- Cities/Municipalities/
Economic Development Agencies

● **GUIDELINES**

- Exhibits must not hang over the edge of the table
- Exhibits must not rise more than 3' above the table
- No floor easels
- No electrical equipment
- No balloons
- One table per company

● **COST**

No cost to reserve a table, but each person who is working at the table must be an advance paid registrant for the meeting.

● **DEADLINE**

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by **June 29, 2007**.

● **AVAILABILITY**

Tables are confirmed on a first-come, first-served basis. Sending in this Deal Making Table Request Form does not guarantee you a table.

● **NOTIFICATION**

You will receive a written Table Confirmation from ICSC two weeks prior to the meeting, if a table has been reserved for you. If you do not receive a letter regarding the status of your request, please contact the Meeting Planner to confirm.

● **CANCELLATION**

Notify ICSC immediately if you must cancel.

● **CONTACT**

Beth Feldman
Meeting Manager, Central Division
Tel: +1 646 728 3636
Fax: +1 732 694 1782
E-mail: bfeldman@icsc.org

● **PLEASE RETURN TO:**

ICSC
Priscilla Martillo
ICSC
2007 Michigan Idea Exchange
1221 Avenue of the Americas, 41st Floor
New York, NY 10020-1099
Tel: +1 646 728 3685
Fax: +1 732 694 1792

Name(s) of person(s) who will staff exhibit table

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

E-mail

MI2007

CHECK ALL THAT APPLY:

- We are Retailers.
 We are Brokers exclusively representing the following Retailers:

- We are Developers.
 We are Lenders.
 We are Suppliers.
 We are a City/Municipality or Economic Development agency.
 We have registered for the Idea Exchange.
 We will notify ICSC immediately if we must cancel.

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RECEPTION SPONSORSHIP FORM

Sponsorships serve as an advertising/PR opportunity to get your company name out in front of an audience. Be sure to take advantage of this opportunity!

YOUR SPONSORSHIP OF \$300 WILL INCLUDE:

- PowerPoint display of your company logo at the Member-Sponsored Reception on Wednesday, July 18, 2007.
- Recognition in the At-Door Program.
- Sponsor ribbons that can be worn with your badge throughout the Conference.

● WHEN

Wednesday, July 18, 2007
5:00 – 7:00 pm

● WHERE

Rock Financial Showplace
46100 Grand River Avenue
Novi, MI 48374
Tel: +1 248 348 5600

● DEADLINES

Sponsorship must be received by **June 27, 2007**, to be recognized at the meeting.

● SPONSOR CONTACT

Barry Klein
Tel: +1 248 738 6900
E-mail: bmk@bmkre.com

● SPONSOR CONTACT/RETURN COMPLETED FORM TO:

2007 Michigan Idea Exchange Reception Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800 (credit card payments only)

● SIGN UP NOW BY RETURNING THIS COMPLETED FORM ALONG WITH:

- \$300 payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpg or .gif format) to bfeldman@icsc.org

● ICSC SPONSOR CONTACT

Beth Feldman
Tel: +1 646 728 3636
E-mail: bfeldman@icsc.org

Contact name

Company name (that you would like listed in At-Door Program and on sign)

Address

City

State/Province

ZIP/Postal Code

()

Telephone

()

Fax

E-mail

2007MIS

METHOD OF PAYMENT

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

Name (as it appears on credit card)

Signature

Credit Card Number (include all digits)

Expiration Date (month/year)

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New York, NY 10020-1099

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