

ideaexchange

FINAL PROGRAM

ICSC

SOUTHWEST

March 14 - 15, 2007

Phoenix Convention Center
Phoenix, AZ

"SOUTHWEST MADNESS:
THE BALL KEEPS ROLLING"

INTERNATIONAL COUNCIL OF SHOPPING CENTERS

ICSC 2007 SOUTHWEST

March 14–15, 2007 • Phoenix Convention Center • Phoenix, AZ

WEDNESDAY, MARCH 14

- **GOLF TOURNAMENT**

11:00 am – 5:00 pm

The Phoenician Golf Course
6000 East Camelback Road
Scottsdale, AZ

Registration

11:00 am – 12:00 noon

Shotgun Start

1:00 pm

For registration information please refer to the Sports Event Sign-up Form.

- **SPRING TRAINING GAME**

11:00 am – 5:00 pm

Take me out to the ball game... Join us for an afternoon of fun and friends as we go see the Giants and Angels play a Spring Training Game at Tempe Diablo Stadium.

Registration

11:00 – 11:30 am

The Phoenician Golf Course

Depart for stadium

11:30 am

Meet the buses at the Phoenician Golf Course. For registration information please refer to the Sports Event Sign-up Form.

- **IDEA EXCHANGE REGISTRATION**

5:00 – 7:00 pm

The Phoenician Golf Course

- **COCKTAIL RECEPTION**

5:00 – 7:00 pm

The Phoenician Golf Course

Sponsorship opportunities are available. Please refer to the Reception Sponsorship Form, or contact Ramona Zapustas, RED Development, at + 1 480 556 7727 or via e-mail at rzapustas@reddevelopment.com for more information.

THURSDAY, MARCH 15

- **REGISTRATION**

7:30 am – 5:00 pm

- **CONTINENTAL BREAKFAST SERVED**

8:00 – 8:30 am

- **WELCOME AND INTRODUCTION TO THE PROGRAM**

8:30 – 8:45 am

- **GENERAL SESSION**

8:45 – 9:45 am

Market Update

The Southwest states have continued to grow, but not at the pace of 2005. Many regional economists state the data from the housing market and other market indicators reflect volumes from 2004. Which markets have been affected the most from the current economic condition? Which Southwest market is performing the best? How long will the region grow at the current pace? At this session, you will hear what impact the economy will have on the shopping center industry in the near future. Our distinguished national expert will discuss the current economic factors that will impact our business.

SPEAKER:

DR. LEE McPHETERS

Director, Economic Outlook Center, and Associate

Dean, WP Carey School of Business

Arizona State University

Phoenix, AZ

- **GENERAL SESSION**

9:45 – 10:45 am



Build It and They Will Come

It is no secret that many of the major metropolitan areas in the Southwest have enjoyed tremendous population increases in the past few years. Developers, lenders, brokers, retailers and municipalities must therefore strategically plan for future growth. Communities are appearing seemingly overnight in what was once farmland, deserts or other

“green” areas. This session will feature a panel of industry experts who will discuss how the uncertainty of these green areas affects the approach each player takes when evaluating each project, as well as why these developments are one of the emerging trends in the Southwest. This session has been organized by the Next Generation Committee.

MODERATOR:
RICK HEARN
Director of Leasing
Vestar Development Company
Phoenix, AZ

PANELISTS:
DAVID DELLANA
Vice President – Commercial Real Estate
National Bank of Arizona
Phoenix, AZ

MARTY DE RITO
Chief Executive Officer
De Rito Partners, Inc.
Phoenix, AZ

BARBRA MOSS
Economic Development
City of Goodyear
Goodyear, AZ

LANE NEVILLE
Designated Broker
Arizona Land Advisors
Phoenix, AZ

● **GENERAL SESSION**
11:00 am – 12:00 noon



The Inside Game

Taking a look at downtown densification and mixed-use developments inside the heart of three booming cities, panelists from Phoenix, Scottsdale and Tempe will discuss, in detail, the development activity in progress and on the drawing boards for their respective downtown areas. Learn about ground-breaking projects that are adding energy

to our downtowns, making them increasingly vibrant places in which to live, work, shop and invest. You will not want to miss this opportunity to get the “inside game” on billions of dollars worth of investments and news on these core city areas.

MODERATOR:
LARRY LANDRY
Partner
Landry, Creedon & Associates
Phoenix, AZ

PANELISTS:
Downtown Phoenix
BRIAN KEARNY
President & CEO
Downtown Phoenix Partnership, Inc.
Phoenix, AZ

Downtown Scottsdale
JOHN LITTLE, JR.
Executive Director
The Downtown Group/DTG 100
Scottsdale, AZ

Downtown Tempe
THE HONORABLE HUGH HALLMAN
Mayor
City of Tempe
Tempe, AZ

● **LUNCHEON SERVED**
12:00 noon – 1:00 pm

● **KEYNOTE PRESENTATION**
1:00 – 2:00 pm

As an Arizona Attorney and Referee for the NFL, Ed Hochuli will share his experiences both on and off the field that will help motivate you to “Keep the Ball Rolling...”



ED HOCHULI
Attorney
Jones, Skelton & Hochuli
Phoenix, AZ

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- **DEAL MAKING AND MEMBER-SPONSORED COCKTAIL RECEPTION**
2:00 – 5:00 pm

This is your chance to network and conduct business with retailers, brokers, developers, redevelopment agencies and economic development organizations! Please refer to the Deal Making Table Request Form for more information. Space is limited, so register today!

Sponsorship opportunities are available. Please refer to the Reception Sponsorship Form or contact Ramona Zapustas, RED Development, at + 1 480 556 7727 or via e-mail at rzapustas@reddevelopment.com for more information.

Thank you to our sponsors:

Barclay Group
CB Richard Ellis
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Johnson Capital Partners
Kornwasser Shopping Centers
Pederson Group
Pollack Investments
RBI
RED Realty
Robert Kubicek Architects
SunCor Development
Venture Development Group
Vestar
WM Grace Development
Westcor



ICSC 2007 SOUTHWEST 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*:	\$145	\$180
Non-member:	\$215	\$270

*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 information 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 in the meeting attendees list, you must register by **March 2, 2007**. To qualify for the advance registration fee, your registration must be received by **March 2, 2007**.

● CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **March 2, 2007**. All requests for refunds must be received by ICSC in writing.

● HOTEL RESERVATIONS

A block of rooms has been reserved at:

The Ritz Carlton Phoenix
2401 East Camelback Road
Phoenix, AZ 85016
Hotel Tel: +1 602 468 0700
Hotel Fax: +1 602 468 0793

Rate: \$299 Single/Double Occupancy
Cut-off Date: February 9, 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/CAR RENTAL DISCOUNTS

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), Ext. 417 or +1 585 442 8856 from 8:00 am to 5:30 pm EST.

● CONTINUING EDUCATION CREDITS

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

● SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify Lauren Landow at +1 949 224 3830 no later than **March 2, 2007**.

- 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 Address _____ Your membership I.D.# _____ 2007SW-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 SOUTHWEST

TIM GUNNINK, ICSC 2007 Southwest Idea Exchange Program Planning Committee Co-Chair, Phoenix Commercial Advisors

MATT LADENDORF, ICSC 2007 Southwest Idea Exchange Program Planning Committee Co-Chair, Diversified Partners

DAVID FITE, ICSC New Mexico State Director, Maestas & Ward Commercial Real Estate

KEN GATT, ICSC Arizona State Director, Evergreen Development

SANDRA NASEEF, ICSC Nevada State Director, Coldwell Banker Commercial Affiliates

SHERRI GREEN, ICSC Nevada State Government Relations Committee Chair, Lee & Associates Commercial Real Estate

STEVEN HELM, CSM, ICSC Arizona State Government Relations Committee Chair, The Macerich Company

ERIC YOUNGBERG, ICSC New Mexico State Government Relations Committee Chair, Vasa Interests

GREGORY JOHNSON, ICSC Nevada State Alliance Co-Chair, Centra Properties LLC

NED MADONIA, ICSC Nevada State Alliance Co-Chair, City of Henderson

SHEILA HUNTER, ICSC Arizona State Operations Chair, The Macerich Company

CAROLYN WILBUR, CMD, ICSC New Mexico State Operations Chair, Simon Property Group

GARY MARKET, ICSC Arizona State Retail Chair, Michaels Stores, Inc.

RANDOLPH SANCHEZ, SCMD, SCSM, ICSC New Mexico State Retail Chair, General Growth Properties

MICHAEL KUMELSKI, ICSC Arizona State Next Generation Co-Chair, Continental Properties

DANIEL POLLACK, ICSC Arizona State Next Generation Co-Chair, Pollack Investments

STEVE BONNELL, D.L. Slaughter Co.

DON BURNES, Johnson Capital Group

CHRIS CHAMBERLAIN, Sterling Realty Group

ROB CLANG, Fidelity National Title

JON COWEN, Cowen Commercial

PAT DARCY, CB Richard Ellis Tucson

STEPHANIE DAVIS, Colliers International

JASON DONKERSLEY, Evergreen Development

COLBY FINCHAM, Barclay Group

BRIAN GAST, De Rito Partners

RYAN GASTON, Hawkins & Gaston

ROB GILLETTE, Gillette Commercial Inc.

ALFRED HACKBARTH, Marcus & Millichap

RICK HEARN, Vestar Development

JUDY JONES, Sperry Van Ness

TRISH KALLER, Inverness

GORDON KEIG, Kornwasser Shopping Center Properties

BRIAN KOCOUR, Grubb & Ellis

RYAN LEAVITT, Eatza Pizza

DEB LEON, First American Title

MICHELLE MALIN, Trammell Crow

BARBARA MCKENNEY, Retail Brokers, Inc.

BRENT MESZAROS, Vestar

Property Management

JAMES NEAL, Diversified Partners

MICHAEL ORD, D.L. Slaughter Co.

DANIEL ORTEGA, Colliers International

GABE ORTEGA, NAI Horizon

BRIAN POLACHEK, RED Realty Advisors

DEBBIE RETTERER, Summit Builders

LARRY SCOTT, Caballo Associates

CHRISTIAN SIGLIN, Diversified Partners

JOSHUA SIMON, Sandor Development

ARI SPIRO, Sperry Van Ness

STEVE STEUCK, Westcor

MICHAEL THOMAS, MC Construction Management Inc.

SARAH THOMPSON, Retail Brokers, Inc.

TAYLOR VAUGHAN, Barclay Group

TAMI WHEELER, Haydon Building Corp.

BRIAN WOODS, Colliers International

RAMONA ZAPUSTAS, RED Development

ICSC 2007 SOUTHWEST

DEAL MAKING TABLE REQUEST FORM

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

● **WHEN**

Thursday, March 15, 2007
2:00 – 5:00 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 **March 2, 2007**.

● **AVAILABILITY**

Tables are confirmed on a first-come, first-served basis. Sending in this Deal Making 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 listed to confirm.

● **CANCELLATION**

Notify ICSC immediately if you must cancel.

● **CONTACT**

Lauren Landow
Meeting Manager
Tel: +1 949 224 3830
Fax: +1 732 694 1785

● **PLEASE RETURN TO:**

ICSC Southwest Idea Exchange
19800 MacArthur Blvd., Suite 300
Irvine, CA 92612
Tel: +1 949 224 3830
Fax: +1 949 224 3831

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

2007SW-B

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.

2007 ICSC SPRING CONVENTION

May 20–23, 2007 Las Vegas Convention Center Las Vegas, Nevada

Make Las Vegas your destination in 2007. Join over 45,000 of your colleagues from all corners of the world for networking, deal making and education. For more information visit www.icsc.org or call +1 646 728 3800.

REACHING
the BEYOND
Gold

50 YEARS
ICSC





ICSC 2007 SOUTHWEST

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!

● **COST**

\$1000 per company

● **SPONSORSHIP INCLUDES**

- Signage at the reception
- Recognition in the At-Door program
- PowerPoint slides during the lunch
- Sponsor ribbons that can be worn with your badge throughout the conference

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

- \$1000 payment by credit card or check made out to ICSC. Your company logo (.jpg or .gif format) to llandow@icsc.org.

● **DEADLINES**

Sponsorships received by **March 2, 2007** will appear in the At-Door Program.

● **SPONSOR CONTACT:**

Ramona Zapustas
RED Development
Tel: +1 480 556 7727
E-mail: rzapustas@reddevelopment.com

● **ICSC SPONSOR CONTACT:**

Lauren Landow
Meeting Manager
Tel: +1 949 224 3830
E-mail: llandow@icsc.org

● **RETURN COMPLETED FORM TO:**

ICSC Southwest Idea Exchange Sponsorship
P.O. Box 26958
New York, NY 10087-6958
Fax: +1 732 694 1800
(Credit card payments only)

Contact Name

Company Name (that you would like listed in program and on sign)

Address

City

State/Province

Zip/Postal Code

()

Telephone

()

Fax

E-mail

2007SW-B

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)

Are you a retail real estate professional seeking to
develop your career?

Would you like to build valuable business networks
and learn from industry leaders?

Then you'll want to learn more about

NEXT ***GENERATION***

FUTURE OF THE INDUSTRY

If you're an up and coming retail real estate professional and are
looking for an opportunity to meet and interact with your peers,
NEXT GENERATION was developed with you in mind. Take advantage
of this forum to network, share experiences and learn from
senior industry leaders who will share their insights and offer advice.



To get involved visit www.icsc.org/nextgen or email nextgen@icsc.org



ICSC 2007 SOUTHWEST SPORTS EVENT SIGN-UP FORM

● RETURN COMPLETE FORM TO:

ICSC
Registration Department
ICSC Southwest Idea Exchange
P.O. Box 26958
New York, NY 10087-6958
Tel: +1 646 728 3800
Fax: +1 732 694 1800

● GOLF CONTACT:

Don Burnes
Johnson Capital
Tel: +1 602 522 0073
Email:
don.burnes@johnsoncapital.com

● ICSC CONTACT:

Lauren Landow
Meeting Manager
Tel: +1 949 224 3830
Email: llandow@icsc.org

● SPRING TRAINING CONTACT:

Sarah Thompson
Retail Brokers, Inc.
Tel: +1 480 365 1208
Email: sarahthompson@rbiaz.com

GOLF**● WHEN**

Wednesday, March 14, 2007
11:00 am – 5:00 pm

● WHERE

The Phoenician Golf Course
6000 East Camelback Road
Tel: +1 480 423 2799

● FORMAT

Shotgun Start

● FEES

\$179 per person
Fee includes green fees, golf cart,
practice balls, bag tag and lunch.

SPRING TRAINING GAME**● WHEN**

Wednesday, March 14, 2007
11:00 am – 5:00 pm

● WHERE

Tempe Diablo Stadium
Meet the bus at The Phoenician Golf Course
6000 East Camelback Road

● FEES

\$50 per person
Fee includes game ticket, lunch and transportation

This form should be duplicated for additional registrations.

Name _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

() ()

Telephone _____ Fax _____ E-mail _____

Enclosed is my entry fee of \$_____ for:
 Golf
 Spring Training
(Check one only – copy this form for additional events)

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) _____

GOLF

Preferred Foursome:

1. _____
2. _____
3. _____
4. _____

Note: Please coordinate your choices with each other.

Net Division: _____ or

Gross Division: _____ or

Established Handicap: _____ or

Estimated Handicap: _____

**RELEASE OF CLAIMS
(Read Carefully and Sign)**

I agree and acknowledge that I am participating in the ICSC Sports Event ("Sports Event") on my own accord. I give this acknowledgement freely and knowingly and I represent and warrant to you that I am physically and mentally fit and that, as a result, able to participate, and I do hereby assume responsibility for my own well-being. I am fully aware that possible physical injury might occur to me as a result of my participation, and I agree to assume the full risk, including risk which is not specifically foreseeable, of any injuries, including death, damages or loss regardless of severity, which I may sustain as a result of participating in any and all activities connected with or associated with the Sports Event.

In consideration of the right to participate in the Sports Event, I hereby waive any and all rights or claims I may have as a result of participation in the Sports Event against the International Council of Shopping Centers, The Phoenician Golf Course, Tempe Diablo Stadium, The City of Phoenix, The City of Scottsdale, The State of Arizona and their respective directors, officers, employees, members, staff, and all individuals assisting in instructing, sponsoring and conducting these activities, and I hereby fully release and discharge them from any and all claims resulting from injuries, including death, damages or loss, which may accrue to me or my heirs arising out of or in any way connected with my participation in the Sports Event.

I further agree to indemnify, defend, and hold harmless the International Council of Shopping Centers, The Phoenician Golf Course Bank One Ballpark, The City of Phoenix, The City of Scottsdale, The State of Arizona and their respective directors, officers, employees, members, staff, and all individuals assisting in instructing, sponsoring and conducting these activities, from any and all claims resulting from injuries, including death, damages, or loss, which may accrue to me or my heirs arising out of or in any way connected with my participation in the Sports Event.

Signed: _____ Print Name: _____ Date: _____

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1221 Avenue of the Americas
New York, NY 10020-1099

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