

ICSC 2008

# NEW YORK

NATIONAL CONFERENCE  
and DEAL MAKING

**December 8-10, 2008**

Hilton New York

Sheraton New York Hotel & Towers



# ICSC 2008 NEW YORK NATIONAL CONFERENCE and DEAL MAKING

Monday, December 8

#### Badge Validation

8:00 AM – 7:00 PM  
Hilton New York  
2nd Floor Promenade  
Sheraton New York Hotel & Towers  
53rd Street Lobby

#### On-Site Registration/Badge Pick-up/ Badge Correction

8:00 AM – 7:00 PM  
Hilton New York  
Rendezvous Trianon/3rd Level

#### Coffee Service

9:00 – 10:00 AM  
Hilton New York

#### Welcome and Opening Remarks

9:00 – 9:15 AM



**ADAM IFSHIN**  
2008 New York National Conference  
and Deal Making Program Planning Committee Chair  
President  
DLC Management Corporation  
Tarrytown, NY

#### Introduction of General Session

**JEFFREY H. NEWMAN, ESQ.**  
Chairman/Real Estate Department  
Sill Cummis P.C.  
Newark, NJ

#### Future Trends

9:15 – 10:15 AM  
Hilton New York - West Ballroom, 3rd Floor

#### Moderator



**DANIEL HURWITZ**  
ICSC Trustee  
President & Chief Operating Officer  
Developers Diversified Realty  
Beachwood, OH

#### Speakers



**KATE ANCKETILL**  
Managing Director  
GDR Creative Intelligence Ltd.  
Global Design Resources  
London, England



**HOWARD L. DAVIDOWITZ**  
Chairman  
Davidowitz & Associates, Inc.  
New York, NY



**RON POMPEI**  
Principal, Creative Director  
Pompei A.D.  
New York, NY

#### Report to Members

10:15 – 10:30 AM



**MICHAEL P. KERCHEVAL**  
President & CEO  
International Council of Shopping Centers  
New York, NY

#### General Session

10:30 – 11:45 AM  
Hilton New York  
Ballroom West, 3rd Floor

#### Retailers' Runway

Preliminary List of Retailers

7-Eleven  
Apricot Lane  
Burlington Coat Factory  
Buy Buy Baby  
Carter's/Osh Kosh  
City Sports  
Counter Burger

Fairway Markets  
Fantastic Sams  
Kira Platinina  
LA Boxing  
The Cotton Market  
The Men's Wearhouse

### Luncheon Served

12:00 NOON – 12:45 PM  
 (No luncheon service after 12:45 PM)  
 Hilton New York  
 Ballroom East, 3rd Floor

### Introductions



#### ADAM IFSHIN

2008 New York National Conference Program  
 Planning Committee Chair  
 President  
 DLC Management Corporation  
 Tarrytown, NY

### State of the Industry

12:45 – 1:30 PM  
 Hilton New York  
 Ballroom East, 3rd Floor



#### MARY LOU FIALA

ICSC Chairman  
 President & COO  
 Regency Centers  
 Jacksonville, FL

### Guest Speaker

1:30 – 2:15 PM  
 Hilton New York



#### MILLARD S. "MICKEY" DREXLER

Chairman and CEO  
 J. Crew  
 New York, NY

### Deal Making

2:30 – 5:30 PM  
 Hilton New York  
 Sheraton New York Hotel & Towers

Let's get started with some great business opportunities at the new and expanded New York National Deal Making, beginning at 2:30 PM on Monday and concluding at 12:00 NOON on Wednesday. Plan to meet with over 110 exhibitors at The Sheraton New York Hotel – second floor Ballroom level – as well as an additional 305 companies in the Hilton Hotel's Rhinelander Gallery and Sutton Complex (2nd level), Americas Hall 1 (3rd Floor),

Americas Hall 2 (4th level), Trianon and Mercury Ballrooms (3rd level) and Concourse Complex (lower level). With two venues to visit, the New York National Deal Making maximizes your opportunity to do business with the most influential people in the shopping center industry.

### Member Sponsored "A Taste of New York" Cocktail Reception

5:30 – 7:00 PM  
 Hilton New York: Grand Ballroom

Corporate sponsorship is \$2,000 per company. If you are interested in participating as a sponsor, please contact Jason Richter, Thor Equities, LLC, at +1 212 529 5869, or refer to the Sponsorship form included in this brochure.

## Tuesday, December 9

### Badge Validation

8:00 AM – 5:00 PM  
 Hilton New York  
 2nd Floor Promenade  
 Sheraton New York Hotel & Towers  
 53rd Street Lobby

### On-Site Registration/Badge Pick-up/ Badge Correction

8:00 AM – 5:00 PM  
 Hilton New York  
 Rendezvous Trianon/3rd Level

### Coffee Service

8:30 – 10:00 AM  
 Hilton New York  
 Americas Hall II  
 Sheraton New York Hotel & Towers  
 2nd Floor Foyer

### Deal Making

8:30 AM – 5:00 PM  
 Hilton New York  
 Sheraton New York Hotel & Towers

### Boxed Lunch Served

12:00 NOON – 2:00 PM  
 Hilton New York  
 Grand Ballroom  
 Sheraton New York Hotel & Towers  
 New York Ballroom

### Next Generation Reception



5:30 – 7:00 PM  
 Sheraton New York Hotel & Towers  
 Riverside Ballroom

## Wednesday, December 10

### Badge Validation

8:00 AM – 12:00 NOON  
 Hilton New York  
 2nd Floor Promenade  
 Sheraton New York Hotel & Towers  
 53rd Street Lobby

### On-Site Registration/Badge Pick-up/ Badge Correction

8:00 AM – 12:00 NOON  
 Hilton New York  
 Rendezvous Trianon, 3rd Level

### Coffee Service

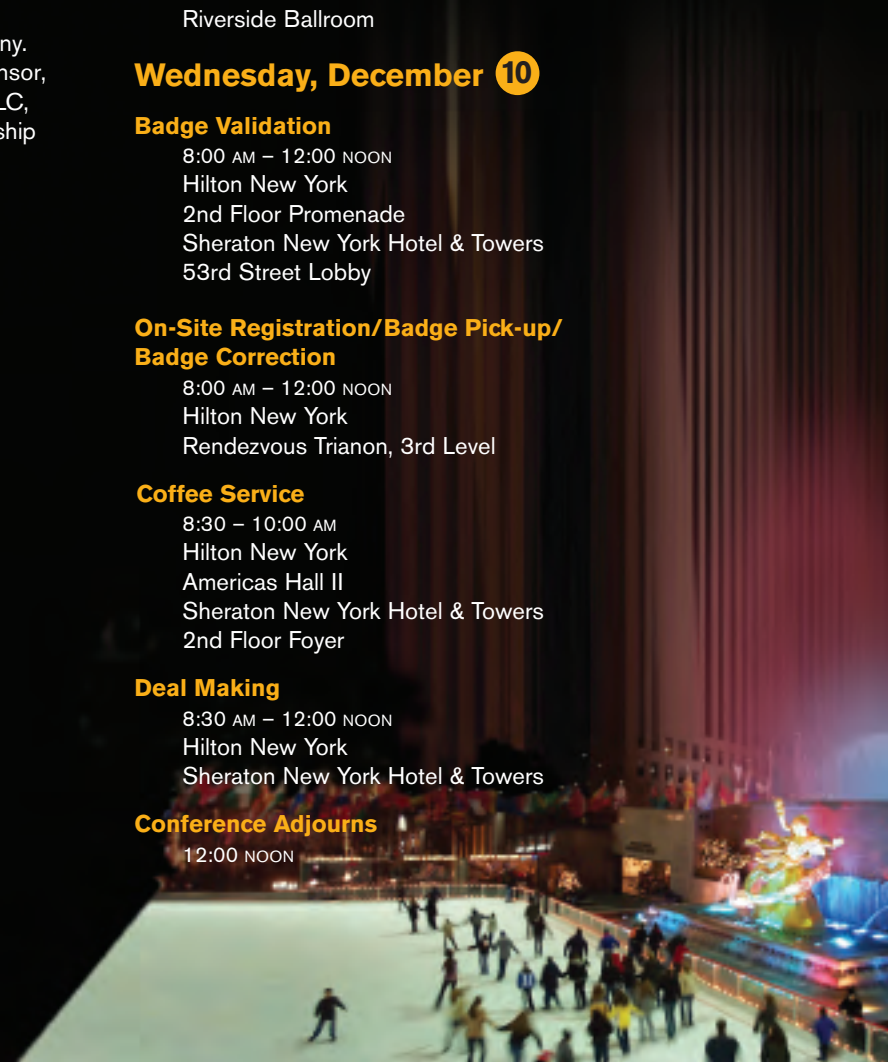
8:30 – 10:00 AM  
 Hilton New York  
 Americas Hall II  
 Sheraton New York Hotel & Towers  
 2nd Floor Foyer

### Deal Making

8:30 AM – 12:00 NOON  
 Hilton New York  
 Sheraton New York Hotel & Towers

### Conference Adjourns

12:00 NOON



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**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
<b>Member*:</b>	\$390	\$440
<b>Non-member:</b>	\$490	\$540
<b>Student Member**:</b>	\$50	\$50

\*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.

\*\*Registrants must be ICSC student members to qualify for the student rate.

Attendees will receive a complimentary copy of the book **The RetailGreen Agenda**. This publication is available only during the program registration hours and will not be mailed out after the event.

**Deadlines**

In order to receive your badge in the mail and to be listed as a meeting attendee, you must register by **October 24, 2008**. To qualify for the advance registration fee, your registration must be received by **November 14, 2008**.

**Cancellations**

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **October 24, 2008**. All requests for refunds must be received by ICSC in writing.

**Hotel Reservations**

For the electronic hotel form and most current availability, go to [www.icsc.org/2008edm](http://www.icsc.org/2008edm), click on the hotel menu and complete fully. Record your tracking number. Once your form is received, it will be processed by DePrez travel. A confirmation letter will be sent to you via U.S. mail.

Hilton New York (Sold Out)  
 Sheraton New York Hotel & Towers \$459  
 Sheraton Manhattan \$439  
 Courtyard Jersey City/Newport \$309  
 Sheraton Suites on the Hudson \$299

**IMPORTANT NOTICE!**

ICSC Photo ID Badges are required for The 2008 New York National Conference and Deal Making. Badges will be mailed out in advance of the meeting to those who register and have a photo on file with ICSC or submit an acceptable photo by October 24, 2008.

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the 2008 ICSC New York National Conference and Deal Making,

**Registration Form**

December 8-10. Go to the ICSC web site—<http://www.icsc.org/2008cdm>— for details on how to submit a photo.

**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.

**Continuing Education Credits**

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

**Special Needs**

Anyone desiring an auxiliary aid or a special dietary requirement for this meeting should notify William Taylor at +1 646 728 3641 no later than **November 14, 2008**.

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.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Your membership I.D.# \_\_\_\_\_ 2008EDM-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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**PROGRAM PLANNING COMMITTEE**

**Program Chairs**

**ADAM IFSHIN**, Program Chairman,  
DLC Management Corporation, Tarrytown, NY

**AARON J. FLEISHAKER**, Program Vice  
Chairman, ICSC New York/Northern New Jersey  
State Retail Chair, Fairway Markets, New York, NY

**RICHARD SOSNOVY**, ICSC New York/  
Northern New Jersey State Director,  
Program Vice Chairman, Dress Barn, Suffern, NY

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Development Corp., New York, NY

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Next Generation, Chair, Thor Equities LLC, New York, NY

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Generation State Chair, Konover Development, Farmington, CT

**DAN MANDELBAUM**, ICSC New Jersey State Next  
Generation Chair, Mandee Shops-Annie Sez, Totowa, NJ

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Chicago, IL

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**ROBERT W. CLAESON**, Akerman Senterfitt,  
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**JEFFREY H. NEWMAN, ESQ.**, Sill Cummis et. al,  
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**PAUL SIMMONS**, Apollo Real Estate Advisors, New York, NY

**KENNETH L. SIMON**, Lerner Heidenberg Associates,  
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**STEPHEN SJURSET**, CB Richard Ellis, New York, NY

**PATRICK A. SMITH**, Staubach Retail Services, Inc.,  
New York, NY

**HAROLD TOLCHINSKY**, Cole, Schotz, Meisel, Forman, and  
Leonard, Hackensack, NJ

**CHRISTOPHER WEILMINSTER**, Federal Realty  
Investment Trust, Rockville, MD

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Westport, CT

**SIMON ZIFF**, The Ackman-Ziff Real Estate Group, LLC,  
New York, NY

**FRANKLIN S. ZUCKERBROT**, Sholom & Zuckerbrot  
Realty LLC, Long Island City, NY





**International Council of Shopping Centers**

1221 Avenue of the Americas

New York, NY 10020-1099

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## Reception Sponsorship

**Sponsorship is an opportunity to get your company's name out in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!**

### **Your Sponsorship of \$2,000 will include:**

- Sponsor sign and/or PowerPoint display of your company logo at the Member-Sponsored Reception on Monday and Tuesday, December 8 and 9, 2008
- Recognition in a special At-Door Sponsorship brochure distributed to attendees
- Sponsor ribbons that can be worn with your badge throughout the Conference.



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**A Taste of New York  
 Cocktail Reception**

**Sponsorship Fee**  
 \$2,000

**When**  
 Monday, December 8, 2008  
 5:30 – 7:00 PM

**Where**  
 Hilton New York  
 Grand Ballroom  
 1335 Avenue of the Americas  
 New York, NY

**Next Generation Reception**

**When**  
 Tuesday, December 9, 2008  
 5:30 – 7:00 PM



**Where**  
 Sheraton New York Hotel & Towers  
 Riverside Ballroom  
 811 7th Avenue  
 New York, NY

**Deadline**  
 Sponsorship payment must be received by November 1, 2008, to be recognized at the meeting.

**Sponsor Contact**  
 Jason Richter, CLS  
 Leasing Manager  
 Thor Equities LLC  
 Phone: +1 212 529 5869  
 E-mail: jrichter@thorequities.com

**ICSC Sponsor Contact**  
 Scott Jacobi  
 ICSC Leasing & Deal Making Coordinator  
 Phone: +1 646 728 3634  
 E-mail: sjacobi@icsc.org

**Reception Sponsorship Form**

Sign-up now by returning this completed form along with:

- Payment by credit card or check made out to ICSC.
- Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .gif format) to sjacobil@icsc.org

Sponsorship Contact/Return Completed Form to:  
**ICSC 2008 New York National Conference and Deal Making Sponsorship**  
 P.O. Box 26958  
 New York, NY 10087-6958  
 Fax: +1 732 694 1800  
 (credit card payments only)

\_\_\_\_\_  
 Name

\_\_\_\_\_  
 Company

\_\_\_\_\_  
 Address

\_\_\_\_\_  
 City State/Province Zip/Postal Code

\_\_\_\_\_  
 Telephone Fax

\_\_\_\_\_  
 E-mail Your membership I.D.# 2008EDMS

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- MasterCard  VISA  AMEX  Discover \$ \_\_\_\_\_

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

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

