

ideaexchange®

FINAL PROGRAM

ICSC

SOUTH FLORIDA

December 2, 2008

Seminole Hard Rock

Hotel & Casino

Hollywood, FL

"SURVIVING & THRIVING"



INTERNATIONAL COUNCIL OF SHOPPING CENTERS

2008

ICSC 2008 SOUTH FLORIDA

December 2, 2008 • Seminole Hard Rock Hotel & Casino • Hollywood, FL

“SURVIVING & THRIVING”

TUESDAY, DECEMBER 2

● **REGISTRATION**

8:00 am – 7:00 pm

● **NETWORKING BREAKFAST**

8:30 – 9:30 am

● **ROUNDTABLE DISCUSSION**

9:30 – 10:30 am

Twenty exciting, provocative, and stimulating topics over two discussion sessions will be held to share your knowledge and ideas.

Tentative Topics Include:

- Lease Exclusives & Radius Restrictions—Avoid the Pitfalls
- Hurricane/Catastrophic Loss—Challenges from Insurer and Insuree Standpoints
- Leasing in a Latin Market
- Commission Agreements: New Lien Laws for Brokers
- Poor Tenants/Poor Landlords: Eviction, Landlord Rights, Bankruptcy
- Leasing Fundamentals 
- Prospecting for Tenants
- Acquisition & Disposition: Surge in Foreign Investment—What Are They Looking For?
- Construction Permitting Challenges: Developer & City Issues
- Development & the Role of Lobbyists 
- Tenant Retention & Workout: Property Management & Their Role in Tenant Retention & Workouts—How Are They Being Creative in Tenant Retention During Precarious Times?
- Tenant Incubation: Specialty Leases/Licenses to Permanent Leases
- Enhancing Your Career & Adding Value to Your Company
- How Marketing & Research Helps Generate Perspective Tenants
- Dealing with Your Banker in a Changing Market
- Development: Where Are the Deals Getting Done?
- Overcoming Leasing Objections
- New Tenants in the Market
- Filling 2nd Generation Space & Tenants to Consider
- Doing Restaurant Deals
- From Malls to Open Air—New Tenants in the Market

● **GENERAL SESSION**

10:45 – 11:45 am

Protecting and Growing Your Market Share—Is Your Organization Doing Everything It Can?

Creating the appropriate balance related to client retention vs. new business development is an age-old dilemma. Where should we invest/prioritize our time in order to ensure the best possible business outcome? Our current economic reality must be considered in attempting to define the best go-forward approach for your particular business. Our expert panel will take an in-depth look at contemporary strategies and tactics for retaining key clients/tenants while balancing the need to identify and capture new, high-quality tenants with long-term potential.

MODERATORS

DANIEL BAUMGARD

CEO

Investment Management Associates, Inc.
Coral Gables, FL

GARY M. BRODIS

Principal/Broker

Atlantic Commercial Group, Inc.

Boca Raton, FL

SPEAKERS

SETH GORDON

Managing Partner

Gordon Diaz-Balart

Miami, FL

KEVIN M. HIGGINS

Executive Vice President

Katz & Associates Corp.

Boca Raton, FL

MARSHALL PASTERNAK

Attorney at Law and Partner

Bilzin Sumberg Baena Price & Axelrod LLP

Miami, FL

BRUCE TURKEL

CEO and Executive Creative Director

Turkel

Coconut Grove, FL

- **LUNCH SERVED**

12:00 noon – 12:30 pm

(No lunch service after 12:30 pm)

- **STATE OF THE INDUSTRY**

12:30 – 12:45 pm

SPEAKER

JAMES MAURIN

ICSC Past Chairman
Chairman

Stirling Properties
Covington, LA

- **KEYNOTE PRESENTATION**

12:45 – 1:30 pm

Overcoming Obstacles

SPEAKER

JOHN NABER

Olympic Champion, Broadcaster, and Author
Pasadena, CA

A multi-talented athlete, broadcaster and author, John Naber understands the value of setting goals and keeping your balance. With four gold medals in swimming, John Naber now shares with his audiences the skills, the training, and the determination that can bring them success in their own lives. Whether setting appropriate goals or learning how to balance team and individual ambition, Naber's lessons resonate throughout the lives and work of those who experience his presentations.

- **CONCURRENT SESSIONS**

1:45 – 2:45 pm

A. Managing the "Bottom Line"

Given today's highly challenging business environment, what are some of the innovative ways we can increase income while managing expenses? What techniques will we need to know in an effort to increase our net income? Join our panel of property management experts as they discuss ideas, strategies and tactics for tackling the "Bottom Line."

MODERATOR

ERIC RAPKIN

Attorney
Akerman Senterfitt
Fort Lauderdale, FL

SPEAKERS

PETER CHRISTIAN ANDERSON

Managing Director
C&D Management Associates, Inc.
Coral Springs, FL

JOE LOPEZ

VP of Property Management Florida
Equity One
North Miami Beach, FL

HENRY TORRE

Director of Operations
Terranova Corporation
Miami Beach, FL

B. Creating the Ultimate Shopping Center Marketing Plan

It's time to get "Back to Basics" when it comes to Shopping Center Leasing. The days of the phone ringing off the hook are a thing of the past. Join our panel of well known and experienced leasing pros as they discuss what works best when it comes to identifying and harvesting quality tenants.

MODERATOR

BILL ROTELLA

President
The Rotella Group
Fort Lauderdale, FL

SPEAKERS

BETH AZOR

President
Azor Advisory Services
Davie, FL

TOM MEREDITH

Vice President Leasing
Ram Realty Services
Palm Beach Gardens, FL

TIM NEAL

President
Neal Realty & Investments
Fort Lauderdale, FL

PETE SCHLANG

Director of Leasing
Woolbright Development
Boca Raton, FL

ICSC 2008 SOUTH FLORIDA

December 2, 2008 • Seminole Hard Rock Hotel & Casino • Hollywood, FL

● MEET THE RETAILERS DEAL MAKING

3:00 – 5:00 pm

Meet over 60 Retailers! Retailers, go to www.icsc.org/2008sf to get a copy of the Retailer Only Deal Making Table Request Form in the Program.

Current Exhibiting Retailers:

- ABC Fine Wine & Spirits
- Afaze
- Annie Sez
- Benihana
- Bealls Department Stores
- Burger King
- Cohane Retail Group
- CVS Caremark
- Dunkin Brands Inc.
- Garlic Jim's Gourmet Pizza
- Golden Corral Corp.
- Hair Cuttery
- Hibbett Sports
- Hurricane Grill and Wings
- KFC
- Life Time Fitness
- Little Caesars
- Long John Silvers
- Mande
- McDonald's
- Navarro Discount Pharmacy
- Oxxo Care Cleaners
- Panda Express
- Payless Shoesource
- Petco
- Pizza Hut
- Quiznos
- RA Sushi
- Sally Beauty Supply
- Sedano's Supermarkets
- Smoothie King
- Sonic
- Subway
- Strategic Retail Advisors
- Taco Bell
- TD Bank
- The Learning Experience
- The Rotella Group, Inc.
- Tijuana Flats
- Total Wine & More
- Walgreens

● MEMBER-SPONSORED RECEPTION

5:00 – 7:00 pm

Tatu Bar & Grill, Seminole Paradise

Corporate sponsorship is \$3,000 for Gold, \$1,250 for Silver, and \$400 for Bronze. Log onto www.icsc.org/2008sf and click on the Program to get a copy of the Sponsorship Form or contact Margaret Schwab at +1 646 728 3661 or mschwab@icsc.org.

Thank you to the following reception sponsors:

Gold



Silver

EDENS&AVANT

ram



ROOSTH CONSTRUCTION



STILES CORPORATION

Kitson&Partners

WOOLBRIGHT DEVELOPMENT

Bronze

- Akerman Senterfitt
- Atlantic Commercial Group
- Bank Atlantic
- Carlton Fields
- Chipotle Mexican Grill
- Compass Realty Advisors
- Courtelis Company
- Credit Suisse
- Gator Investments
- Hunter Real Estate
- Investment Management Associates
- Konover South
- Madison Marquette
- Marcus & Millichap
- RCC Associates
- Regency Centers
- Ross Realty Investments, Inc.
- SEC Commercial Realty Group, Inc.
- Silver Builders
- Trion Management Group, Inc.
- The Saint Consulting Group

● MEETING ADJOURNS

7:00 pm

ICSC 2008 SOUTH FLORIDA 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*:	\$135	\$160
Non-member:	\$185	\$235
Public Officials:	\$95	\$125
Student Member**:	\$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 Member 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

To qualify for the advance registration fee, your registration must be received by **November 24, 2008**.

● CANCELLATIONS

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

● HOTEL RESERVATIONS

A block of rooms has been reserved at:

Seminole Hard Rock & Casino

One Seminole Way
Hollywood, FL 33314
Tel: +1 954 327 7625
Reservations: +1 800 937 0010
Fax: +1 954 797 2368
website: www.seminolehardrock.com

Rate: \$193 Single/Double Occupancy

Cut-off Date: November 7, 2008

Be sure to tell the hotel that you are with the ICSC meeting. Requests received once the room block is full or after the cut-off date are subject to space and rate availability. Reserving a room prior to the cut-off date does not guarantee the group rate.

● 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 Margaret Schwab at +1 646 728 3661 no later than **November 18, 2008**.

● 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 Public Official Student Member

Name

Company

Address

City

State/Province

ZIP/Postal Code

Telephone

Fax

E-mail

Your membership I.D.#

2008SF-A

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)

ICSC 2008 SOUTH FLORIDA

KATY WELSH, SCLS, ICSC 2008 South Florida Program Planning Committee Chair, Hunter Real Estate Brokerage

ROD L. CASTAN, SCLS, ICSC Florida State Director, Courtelis Company

SETH B. LAYTON, ICSC Florida State Government Relations Committee Chair
Kimco Realty Corporation

DREW NEWSOM, ICSC Florida State Alliance Committee Co-Chair—Private
The Saint Consulting Group

NEIL FRITZ, ICSC Florida State Alliance Committee Co-Chair—Public
City of Hollywood CRA

LINDA CARRICK-WARFIELD, SCMD, SCSM, CLS, ICSC Florida State Operations Co-Chair
Colliers International

GENEVA HENDERSON, SCLS, ICSC Florida State Operations Co-Chair
Lat Purser and Associates, Inc.

J.D. PAYNE, ICSC Florida State Retail Chair, The Home Depot Inc.

SABRINA MEERBOTT, ICSC Florida State Next Generation Chair
Continental Real Estate Companies

PAUL AHMED, Collateral Real Estate Capital, LLC

FERYAL AKIN, Equity One, Inc.

JASON ALDERMAN, Carlton Fields

LESLIE BARBER, Trion Management Group, Inc.

DANIEL BAUMGARD, Investment Management Associates

PETER BELLOMO, The Saint Consulting Group

GARY BROIDIS, Atlantic Commercial Group, Inc.

JEFFREY S. CHIGER, Lacrosse Partners

SIGHLA FINAZZO, Koniver Stern

IVY GREANER, Ram Realty Services

MATT HAGAN, Regency Centers

LAURA LYNCH, Equity One, Inc.

JAMI PASSER, Edens & Avant

ERIC RAPKIN, Akerman Senterfitt

KENNETH L. ROOSTH, SCSM, Roosth Construction Co.

KAREN SANZO, Jones Lang LaSalle

LORI SCHNEIDER, Marcus & Millichap

BOB SHERMAN, Ross Realty Investments, Inc.

ICSC 2008 SOUTH FLORIDA RETAILER ONLY DEAL MAKING TABLE REQUEST FORM

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

- **WHEN**
Tuesday, December 2, 2008
3:00 – 5:00 pm
- **WHO QUALIFIES**
 - Retailers
 - Brokers exclusively representing Retailers (Proof Required)
- **INCLUDES**
 - 6' x 30" Draped table
 - 2 Chairs
 - Company sign
- **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 **November 7, 2008**.
- **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**
Margaret Schwab
Phone: +1 646 728 3661
E-mail: mschwab@icsc.org
- **PLEASE RETURN TO**
ICSC
2008 South Florida Idea Exchange
Attn: April Galletly
1221 Avenue of the Americas, 41st Floor
New York, NY 10020-1099
Tel: +1 646 728 3554
Fax: +1 732 694 1776

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

2008SF-A

CHECK ALL THAT APPLY:

- We are retailers.
- We are brokers exclusively representing the following retailers:
- _____
- _____
- We have registered for the Idea Exchange.
- We will notify ICSC immediately if we must cancel.

ideaexchange®



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



Printed on Recycled Paper

ideaexchange®

ICSC 2008 SOUTH FLORIDA

December 2, 2008
Seminole Hard Rock
Hotel & Casino
Hollywood, FL

FINAL PROGRAM

2008



INTERNATIONAL COUNCIL OF SHOPPING CENTERS