



ICSC 2009
NEW YORK
NATIONAL CONFERENCE
and DEAL MAKING

December 7–8, 2009

The Hilton New York and
Sheraton New York Hotel & Towers
New York, NY

ICSC 2009 NEW YORK NATIONAL CONFERENCE and DEAL MAKING

Sunday, December 6

CLS Test Review

1:00 – 3:00 PM

Separate registration required

If you are planning on taking the Certified Leasing Specialist (CLS) certification exam in the future, sign up today for the CLS Test Review Course. More than just a review, the course is designed to familiarize you, the candidate, with test-taking techniques, as well as provide a review of test specifications. A practice test will be administered under simulated test conditions and the scoring process for the examination will be reviewed. If you have any questions about the Test Review, please contact Janelle Dotts at +1 646 728 3463 or jdotts@icsc.org. For more information on ICSC's certification programs please visit www.icsc.org/srch/education/awards/profaccrindex.php

CLS Test Review \$75 ICSC Members and \$100 Non-members

Monday, December 7

Badge Validation

9:00 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

9:00 AM – 7:00 PM

Hilton New York
Rendezvous Trianon/3rd Level

Coffee Service

9:00 – 10:00 AM

Hilton New York

Reconnect Pavilion

8:00 AM – 5:00 PM

Make sure to visit the new Reconnect Pavilion—a one stop resource for professional development, mentoring, networking, career advice, launching a new business and exchanging ideas. Information you need now more than ever.

Deal Making

9:00 AM – 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 9:00 am on Monday and concluding at 4:00 pm on Tuesday. Plan to meet with over 400 exhibitors in the Hilton Hotel's Rhinelander Gallery and Sutton Complex (2nd level), Americas Hall 1 (3rd Floor), Americas Hall 2 (4th level) and Concourse Complex (lower level) and the Sheraton Hotel's Metropolitan Ballroom (2nd Floor). 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.

General Session

9:00 – 10:30 AM

New York Hilton Ballroom West – 3rd Floor

Welcome



AARON J. FLEISHAKER

ICSC 2009 New York National Conference
and Deal Making Program Chair
ICSC New York/Northern New Jersey Retail Chair
Vice President, Real Estate & Construction
Fairway Markets
New York, NY

Moderator



Adam W. Ifshin

ICSC Trustee
President and Chief Executive Officer
DLC Management Corporation
Tarrytown, NY

Speakers

GREGORY MELICH

Managing Director
Morgan Stanley
Purchase, NY

GLENN J. RUFRANO

Chief Executive Officer
Centro Properties Group
New York, NY

SIMON ZIFF

President
The Ackman-Ziff Real Estate Group LLC
New York, NY

Report to Members

10:30 – 10:45 AM

“ Where Do We Go from Here”



MICHAEL P. KERCHEVAL

President & Chief Executive Officer
International Council of Shopping Centers
New York, NY

General Session

10:45 AM – 12:15 PM

Retailers' Runway

Popular national retailers will showcase their business and expansion plans in an exciting runway format.

Preliminary List of Retailers

- Auto Zone
- Dollar Tree Stores
- Game Stop
- Halloween Venture
- Hobby Lobby
- Kiddie Academy
- Muscle Maker Grill
- Planet Fitness
- REI Sporting Goods
- Rosa Mexicano Restaurants
- ShopRite
- Sonic
- Wingstop Restaurants

Lunch Served

12:30 – 1:00 PM

(No luncheon service after 1:00 PM)

Hilton New York
Ballroom, 3rd Floor

ICSC Foundation U.S. Community Support Award, Eastern Region



VALERIE CAMMISIO

Executive Director
International Council of Shopping
Centers Foundation
New York, NY

State of the Industry

1:00 – 1:15 PM



PETER SHARPE

ICSC Chairman
President & CEO
The Cadillac Fairview Corporation Limited
Toronto, ON
Canada

Guest Speaker

1:30 – 2:15 PM

Hilton New York & Towers
Ballroom, 3rd Floor

WILLIAM A. ACKMAN

Founder and Trustee
Pershing Square Capital Management, L.P.
New York, NY

A conversation with William A. Ackman, Founder and Trustee of Pershing Square Capital Management, L.P.

Member Sponsored Cocktail Reception

5:30 – 7:00 PM

Hilton New York Ballroom

Corporate sponsorship is \$750 per company. If you are interested in participating as a sponsor, please contact Jason Richter, Jimmy Jazz/Man Alive/S&D Stores, at +1 718 596 1414, or e-mail: jrichter@jimmyjazz.net, or refer to the Sponsorship form included in this brochure.

Tuesday, December 8

Badge Validation

8:30 AM – 4:00 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 – 4:00 PM

Hilton New York
Rendezvous Trianon/3rd Level

Coffee Service

8:30 – 10:00 AM

Hilton New York
& Sheraton New York Hotel & Towers

Deal Making

8:30 AM – 4:00 PM

Hilton New York
& Sheraton New York Hotel & Towers

Boxed Lunch Served

12:00 NOON – 2:00 PM

Hilton New York &
Sheraton New York & Towers

Conference Adjourns

4:00 PM



ICSC 2009 NEW YORK NATIONAL CONFERENCE and DEAL MAKING

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*:	\$470	\$535
Non-Member:	\$570	\$650
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 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 **Dollars and Cents/The SCORE**. 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 you must register by **October 23, 2009**.

To qualify for the advance registration fee, your registration must be received by **November 30, 2009**.

Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **November 6, 2009**. All requests for refunds must be received by ICSC in writing.

Hotel Reservations

To make your hotel reservation, please visit www.icsc.org/2009EDM www.icsc.org/2009EDM. You will see the banner "Book Hotel Now". There you will find the descriptions of the hotel and the electronic form, which features live inventory within the group block. Additionally, you will receive an immediate e-mail confirmation of the reservation to the e-mail address you provide on your form. Although we do require our reservations in writing, we are happy to answer your questions during our office hours of Monday to Friday 8:00 AM – 5:30 PM EST toll free at 1 888 ICSC TVL (427-2885).

IMPORTANT NOTICE!

ICSC Photo ID Badges are required for The 2009 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 23, 2009.

All attendees and exhibitors are required to have an ICSC issued color photo badge for access to the 2009 ICSC New York National Conference and Deal Making, December 7–8. Go to the ICSC website – <http://www.icsc.org/2009edm> – for details on how to submit a photo.

Registration Form

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 13, 2009**.

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.#

2009EDM-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)

PROGRAM PLANNING COMMITTEE

Program Chairs

AARON J. FLEISHAKER, Program Chairman
and ICSC New York /Northern New Jersey Retail
Chair, Fairway Markets

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

CHUCK LANYARD, The Goldstein Group
Program Vice Chairman

Committee

ADAM IFSHIN, ICSC Trustee, DLC Management Corporation

G. LAMONT BLACKSTONE, ICSC Eastern Division Alliance
Chair – Private, G.L. Blackstone & Associates

JASON RICHTER, ICSC Eastern Division Next Generation
Chair, Jimmy Jazz

DUSTY McMAHAN, ICSC Connecticut Government
Relations Committee Chair, Konover Development

LISA ROSENSHEIN, ICSC New York/Northern New Jersey
Operations, CLS, Rosenshein Associates

DOVID M. SPECTOR, ICSC New York/Northern
New Jersey Next Generation Chair, National Realty
and Development Corporation

JAMES ARIES, Urstadt Biddle Properties Inc.

TODD BASSEN, Vornado Realty Trust

FRAN BORIS

PETER BOTSARIS, Botsaris Realty Group, LLC

KENNETH BRESLIN, Breslin Realty Development Corp

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CLAIRE COOLIDGE, Victor Stanley, Inc.

JAMES R. COZINE, Vornado Realty Trust.

ADAM J. EPSTEIN, Site Analytics Co.

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RICHARD MATWES, Wakefern Food Corporation

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ANN O'NEAL, TKO/Real Estate Advisory Group, Inc.

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ERIC RUBENSTEIN, Ruskin Moscou Faltischek, P.C.

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ROBERT SHASHA, The Cotswold Group

BRUCE L. SHEPARD, EMB Associates

DAVID SILVER, Levin Management Corp.

KENNETH L. SIMON, Lerner Heidenberg Associates

PATRICK A. SMITH, SRS Retail Services

STEPHANIE SNYDER, Crown Acquisitions

HAROLD TOLCHINSKY, Cole, Schotz, Meisel, Forman,
and Leonard

CHRISTOPHER WEILMINSTER, Federal Realty
Investment Trust

SIMON ZIFF, The Ackman-Ziff Real Estate Group, LLC

FRANKLIN S. ZUCKERBROT, Sholom & Zuckerbrot
Realty LLC





Fill out this form if you wish to reserve a Deal Making Booth

When

Monday, December 7, 2009
9:00 am – 5:30 pm

Tuesday, December 8, 2009
8:30 am – 4:00 pm

Where

New York Hilton
Sheraton New York & Towers
New York, NY

Booth Fee

Check or credit card accepted as payment. Make check payable to ICSC. Booth fee is non refundable.

Check One: Member Non-Member

- 10'x10' (100 sq. ft)= \$410 \$580
- 10'x20' (200 sq. ft)= \$820 \$1160

Per 10' x 10' (two Booth maximum) Submission of this application does not imply guaranteed booth space. Exhibit Space is confirmed ONLY in writing. Voluntary cancellations are non refundable/non transferable.

Includes

- Company sign
- Pipe and drape booth, (pipe and drape will not be supplied with a 20' x20' Island)
- Does not include furniture. All furniture required must be ordered from the official contractor. Once space is confirmed, an exhibitor's kit outlining the services will be available.

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

Prime Exhibit Space Available

ICSC 2009 New York National Conference and Deal Making

Don't miss this opportunity for deal making, networking, education, and seeing the hot new trends at this year's event. There are still good booths available...reserve your booth today by completing the registration form below.

Who Qualifies

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

Guidelines

- Exhibits must not extend beyond the boundaries of the booth.
- Each person working at the booth must be an advance paid registrant for the 2009 NEW YORK NATIONAL CONFERENCE & DEAL MAKING. No booth will be assigned until registration and booth payment is received.
- All exhibitors are required to provide General Liability insurance naming ICSC, the official expo contractor and the New York Hilton Hotel as co-insured.
- Height Restrictions: Exhibit Fixtures, Components, and Identification Signs are permitted to a maximum height of 8'.

Deadline

In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your booth request by October 16, 2009.

Cancellation

Notify ICSC immediately if you must cancel. There is no refund for exhibit booth cancellations at any time.

Deal Making Booth Request Form

Notification

You will receive a written booth confirmation from ICSC prior to the meeting, if a booth has been reserved for you. If you do not receive a letter regarding the status of your request, notify the meeting contact listed below to confirm.

Contacts

PETER BORDES
Coordinator of Leasing and Deal Making
Tel: +1 646 728 3634
Fax: +1 732 694 1806
E-mail: pbordes@icsc.org

A sampling of participating Retailers: (as of 9/18/09)

- Autozone
- Big Lots
- Burger King Corporation
- Dollar Tree Inc.
- Dunkin Brands Inc.
- Dressbarn inc.
- Family Dollar
- Focus Brands
- Gamestop
- Panda Express
- Papa Gino's Pizzeria/D'Angelo Grilled Sandwiches
- ShopRite/PriceRite
- The Stop & Shop Supermarkets LLC
- Subway Real Estate
- TD Bank
- Tuesday Morning
- Walgreens
- Yum! Brands

Yes! I am interested in exhibiting

Name _____

Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

E-mail _____ Your membership I.D.# _____ EDM2009

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) _____

CHECK ALL THAT APPLY

- We are Retailers.
- We are Brokers exclusively representing the following Retailers: _____
- We are Developers/Owners. We are Lenders. We are Suppliers.
- We are a City/Municipality or Economic Development Agency.
- We have registered for the New York Deal Making Conference.
- We will notify ICSC immediately if we must cancel.



ICSC 2009 NEW YORK NATIONAL CONFERENCE and DEAL MAKING

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 \$750 will include:

- Sponsor sign and/or PowerPoint display of your company logo at the Member-Sponsored Reception on Monday, December 7, 2009
- Recognition in the At-Door Program
- Sponsor ribbons that can be worn with your badge throughout the Conference.

A Taste of New York Cocktail Reception

Sponsorship Fee

\$750

When

Monday, December 7, 2009
5:30 – 7:00 PM

Where

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

Deadline

Sponsorship received by
October 23, 2009, to be
recognized at the meeting.

Sponsor Contact

Jason Richter
Phone: +1 718 596 1414
E-mail: jrichter@jimmyjazz.net

ICSC Sponsor Contact

Peter Bordes
ICSC Leasing & Deal Making Coordinator
Phone: +1 646 728 3507
E-mail: pbordes@icsc.org

Reception Sponsorship Form

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

- \$750 payment by credit card or check made out to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .gif format) e-mailed to Peter Bordes, ICSC Leasing & Deal Making Coordinator, pbordes@icsc.org.

Sponsorship Contact/Return Completed Form to:
**ICSC 2009 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.# _____ 2009EDMS

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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) _____





International Council of Shopping Centers

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