

ICSC 2009 BOSTON

# RETAIL LEASING SYMPOSIUM

FOR LAWYERS AND REAL  
ESTATE PROFESSIONALS

*"Where Is the Opportunity  
in These Times?"*

The Westin Copley Place Boston  
Boston, MA  
January 30, 2009

PROGRAM



INTERNATIONAL COUNCIL OF SHOPPING CENTERS



**ICSC 2009 BOSTON  
RETAIL  
LEASING  
SYMPOSIUM  
FOR LAWYERS AND REAL  
ESTATE PROFESSIONALS**

The Boston Retail Leasing Symposium focuses on the needs of legal, financial, leasing and other real estate professionals who serve the interests of shopping center developers, retail tenants, leasing agents and managers. This symposium will also provide an opportunity to network with other professionals who deal with the unique legal and business issues that impact the shopping center industry.

FRIDAY, JANUARY 30, 2009

■ **PROGRAM AGENDA**

*“Where Is the Opportunity  
in These Times”*

■ **REGISTRATION**

7:45 am – 12:30 pm

■ **CONTINENTAL BREAKFAST**

8:00 – 8:30 am

■ **OPENING REMARKS**

8:30 – 8:45 am

**NANCY M. DAVIDS, ESQ.**

*ICSC 2009 Boston Retail Leasing Symposium  
Program Co-Chair*

Director

Goulston & Storrs  
Boston, MA

**ROBIN S. MOSLE, CSM**

*ICSC 2009 Boston Retail Leasing Symposium  
Program Co-Chair*

Executive Vice President of Leasing  
Samuels & Associates  
Boston, MA

■ **GENERAL SESSION**

8:45 – 10:00 am

**“Getting the Deal DONE—  
Creative Deal Structures”**

MODERATOR:

**JOSEPH PIERIK**

Director, Retail Leasing Group  
Newmark Knight Frank  
Boston, MA

■ **COFFEE BREAK**

10:00 – 10:15 am

■ **GENERAL SESSION**

10:15 – 11:30 am

**“Lessons Learned from Recent  
Retail Bankruptcies”**

MODERATOR:

**CHRISTINE LYNCH, ESQ.**

Director

Goulston & Storrs  
Boston, MA

■ **COFFEE BREAK**

11:30 – 11:45 am

■ **GENERAL SESSION**

11:45 am – 1:00 pm

**“How Are Retailers Growing  
in These Tough Times?”**

MODERATOR:

**LARRY WITKO**

Vice President of Retail Leasing, Marketing  
and Management  
Nordblom Company  
Burlington, MA

■ **MEETING ADJOURNS**

1:00 pm

■ **PROGRAM PLANNING COMMITTEE**

**NANCY M. DAVIDS, ESQ.**

*ICSC 2009 Boston Retail Leasing Symposium  
Program Co-Chair*

Director

Goulston & Storrs  
Boston, MA

**ROBIN S. MOSLE, CSM**

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Executive Vice President of Leasing  
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# ICSC 2009 BOSTON RETAIL LEASING SYMPOSIUM

**FOR LAWYERS AND REAL  
ESTATE PROFESSIONALS**

THE WESTIN COPLEY PLACE BOSTON  
BOSTON, MA  
JANUARY 30, 2009

## ■ 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 FEES

	ADVANCE	ON-SITE
Member*:	\$150	\$190
Non-Member:	\$330	\$415
Student Member**:	\$ 50	\$ 50

\* To qualify for a member fee, each registrant must be an ICSC member or an affiliate member.

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

### ■ DEADLINES

To be listed in the Meeting Attendees List, you must register by January 19, 2009.

To qualify for the advance registration, fee must be received by 12:00 noon EST January 23, 2009

### ■ CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after January 23, 2009. All requests for refunds must be received by ICSC in writing.

### ■ HOTEL INFORMATION

The Westin Copley Place Boston  
10 Huntington Avenue  
Boston, MA 02116  
Tel: +1 617 262 9600

### ■ AIRFARE SAVINGS

Call DePrez Travel at +1 888 ICSC TVL (427 2885) ext. 417 or +1 585 442 8856 from 8:30 am to 5:30 pm EST for discount airfare information.

### ■ CONTINUING EDUCATION CREDITS

SCSM/SCMD: 1 credit; CLS: 1 credit

### ■ SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify Kurt Wallin at +1 646 728 3467 by January 19, 2009.

Attendees will receive a complimentary copy of the ICSC book, *Dictionary of Shopping Center Terms, 3rd Edition*.

Please check one  Member  Non-Member  Student Member

2009S05

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State/Province \_\_\_\_\_

ZIP/Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

ICSC Membership # \_\_\_\_\_

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  American Express  Discover \$ \_\_\_\_\_

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

Signature \_\_\_\_\_

Credit Card Number \_\_\_\_\_

Expiration Date (month/year) \_\_\_\_\_

Here's a reminder...



# International Council of Shopping Centers Boston Retail Leasing Symposium

Friday, January 30, 2009 ♦ 8:30 am – 1:00 pm

The Westin Copley Place Boston ♦ Boston, MA ♦ Tel: +1 617 262 9600

## “Where Is the Opportunity in These Times?”

*Our program includes three General Sessions, with Networking Opportunities between sessions*

### Program Co-Chairs:

Nancy M. Davids, Esq., Goulston & Storrs, P.C. Boston, MA ♦ Robin S. Mosle, CSM, Samuels & Associates, Boston, MA

### “Getting the Deal DONE – Creative Deal Structures”

Moderator: Joseph Pierik, Newmark Knight Frank

Panelists: John E. Rattigan, Jr., Esq., DLA Piper

James B. Thomson, Newmark Knight Frank

### “Lessons Learned from Recent Retail Bankruptcies”

Moderator: Christine Lynch, Esq., Goulston & Storrs, P.C.

Panelists: Andy Graiser, DJM Realty

Perry Mandarin, Traxi LLC

Doug Rosner, Esq., Goulston & Storrs, P.C.

### “How Are Retailers Growing in These Tough Times?”

Moderator: Larry Witko, Nordblom Company

Panelists: Andrew Crocker, The TJX Companies, Inc.

Bernie Schachter, Staples, Inc.

LeAnne Wheeler, Aldi, Inc.

- This Symposium provides perfect opportunity to gain knowledge, network and connect with the retail community. Whether you are interested in the latest on the changing retail real estate market or contemplating job opportunities/changes, this symposium offers good timing and opportunity.

- The Boston Retail Leasing Symposium focuses on the needs of legal, financial, leasing and other real estate professionals who serve the interests of shopping center developers, retail tenants, leasing agents and managers.

Please see [www.icsc.org/2009S05](http://www.icsc.org/2009S05) for details on the full program and to register.

Attendees will receive a complimentary copy of the recently published book:

**ICSC's Dictionary of Shopping Center Terms, 3<sup>rd</sup> Edition**

For faster registration, fax this form to: +1 732 694 1800 (credit card registrations)

Or mail to: International Council of Shopping Centers, P.O. Box 26958, New York, NY 10087-6958

For additional program information contact Kurt Wallin at +1 646 728 3467. Please photocopy this form as needed for additional registrants.

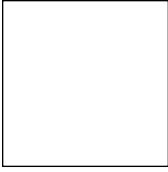
All members and non-members are welcome.

Boston Retail Leasing Symposium, January 30, 2009		Registration Fees:	Advance by 1/23/09	On-Site
2009S05-B		ICSC Member	\$150	\$190
		Non-Member	\$330	\$415
Name		Company		
Address		City	State	Zip
Telephone	Fax	Your ICSC Member Number		E-mail
<b>Method of Payment</b>				
<input type="checkbox"/> Check or money order made payable to ICSC for \$_____				
<input type="checkbox"/> MasterCard <input type="checkbox"/> VISA <input type="checkbox"/> American Express <input type="checkbox"/> Discover				
Name (as it appears on cc)			Signature	
Credit Card Number (include all digits)			Expiration Date (month/year)	

Fax completed form to: +1 732 694 1800



**INTERNATIONAL COUNCIL OF SHOPPING CENTERS**  
1221 Avenue of the Americas, 41st Floor, New York, NY 10020-1099



Attendees will receive a complimentary copy of the ICSC book, Dictionary of Shopping Center Terms, 3rd Edition.