



# Grow your business with ICSC

Exhibit, Sponsorship & Advertising Opportunities



Founded in 1957, ICSC is the global trade association of the shopping center industry and the premier host of the industry's leading networking, educational and deal making events. Its more than 70,000 members in over 90 countries include shopping center owners, developers, managers, marketing specialists, lenders, investors, retailers and brokers, as well as academics and public officials. Spanning five regions: Asia, Europe, Latin America, North America and the Middle East, ICSC's events are recognized as the largest gatherings of deal makers in the shopping center industry.

---

The International Council of Shopping Center's education, advocacy, research and networking initiatives promote innovation and partnership, explores emerging markets and advances the interests of the shopping center industry.

For those interested in doing business with industry leaders and decision makers, there is no better way to gain visibility and improve ROI than leveraging ICSC's powerful exhibiting, advertising and sponsorship opportunities.

---

# EARN

EDUCATION ADVOCACY RESEARCH NETWORKING



## Education



“The University courses are designed to provide knowledge fast, and they do! The courses are taught in an interactive, non-lecture style. The questions and discussions create an atmosphere that enhances the transfer of knowledge in class, and create networking events outside the class.”

**Petran J. H. Van Heel**  
 Manager, Development  
 MAB Development  
 Den Haag, Netherlands

From the first ideas exchanged between our founders almost 60 years ago to the innovative courses offered through the University of Shopping Centers, learning has defined ICSC. The vigorous exchange of ideas and expertise that permeate our work has created a culture of learning that advances careers in the industry for the benefit of all.

Expanding the educational offerings locally, regionally, nationally and globally is an ongoing priority for the association. ICSC delivers targeted educational programs for our retail real estate members across a full range of specialties. Learn and EARN more.

ICSC helps our member companies engage in strategic talent development:

- ▶ ICSC Education online and classroom based courses and events aim to enhance upward mobility and accelerate performance as professionals transition throughout the stages of their careers. Flagship programs include the University of Shopping Centers (Wharton and USC affiliated), and the John T. Riordan School (offered at in 7-9 locations worldwide).
- ▶ ICSC Certification offers six global designations that measure situational judgment, application of knowledge and problem solving ability on the job. With nearly 7,000 designees in 55 countries, these credentials raise the industry's professional standards, and recognize those who demonstrate the highest levels of competency in their specialties.
- ▶ ICSC Foundation aims to strengthen the global retail real estate industry by supporting students, professionals and the philanthropic work of shopping centers. The Foundation offers a broad range of scholarships both for professional development (including ICSC Education programs) and academic study at the undergraduate and graduate levels.
- ▶ REAP is an industry-backed, market-driven program that finds and trains mature, dedicated, talented minority professionals and connects them with commercial real estate companies looking for talent. Over 80 REAP Associates now work for leading firms in the industry.





Our education, advocacy, research and networking initiatives promote innovation and partnership, explore emerging markets and advance the interests of the shopping center industry.

## Advocacy



“When lawmakers in Tallahassee sought to expand the definition of ‘rent’, along with their taxation rights, ICSC’s Global Public Policy team was there to help. They gave our state leadership the support it needed to stop this potential increase in occupancy costs for retailers and landlords statewide.”

Trish Blasi  
President  
Borghese Investments, LLC  
Aventura, FL

**ICSC has worked with elected officials and community organizations over the past 55 years to promote business practices that benefit both the industry and the communities which we serve.**

### OFFICE OF GLOBAL PUBLIC POLICY

The Office of Global Public Policy (GPP) serves as ICSC’s advocacy arm, actively shaping the legislative and political process to benefit the retail real estate industry and its members. GPP engages public officials at the federal, state and local level in the U.S., Canada and European Union in policy discussions about legislation and regulations that affect the industry.

GPP manages the ICSC Political Action Committee (PAC), the only federally registered PAC that represents the interests of the shopping center industry. ICSC PAC works to build the political clout our industry needs with Members of the U.S. Congress and assists the election of legislators to federal office who support our issues. In the 2013-2014 election cycle, ICSC PAC pooled contributions from more than 4,400 ICSC members to contribute over \$1 million to pro-shopping center industry candidates.

Another important component of GPP is the ICSC Alliance program, established to promote and advance public-private partnerships. This special ICSC initiative provides forums for the public and private sectors to network, share ideas, discuss industry issues and explore retail development opportunities. development opportunities.

Recent successes include:

- ▶ Passing the Marketplace Fairness Act in the U.S. Senate, which would close the online sales tax loophole and level the playing field for brick-and-mortar retailers;
- ▶ Preventing efforts in Congress to raise taxes on carried interest by 150%;
- ▶ Passing comprehensive Americans with Disabilities Act (ADA) reform in California to curb lawsuit abuse;
- ▶ Defeating ballot initiative Amendment 4 in Florida, which would have required a taxpayer-funded referendum for all comprehensive land use changes;
- ▶ Defeating a living wage proposal in Washington, DC that targeted only large retailers

# R

# R

## Research

ICSC members benefit directly from a wide range of information designed to broaden their knowledge and keep them informed about industry trends and market conditions.

As stated in ICSC's bylaws, the Research Department is charged with the collection, analysis and dissemination of information as a means of supporting and promoting the shopping center industry.

This mission is achieved by staff located across three offices in New York, Washington, DC and London, working to deliver timely, relevant information for members. The department also works with a **network of around 150 industry researchers** serving on regional committees for the United States, Canada, Latin America, Europe, Africa, and the Asia-Pacific region to help identify research priorities and meet members' needs.

The Research Department maintains a database of well over 13,000 original data series and nearly 300 pre-formatted tables in a recently redesigned platform called **QuickStats**. This major upgrade, demonstrating a broader, more flexible and reliable system, was released at RECon 2015.

Included among those statistics are industry benchmarking products—data on shopping center revenues, expenses, tenant rents and sales – provided by **strategic partnerships** with the National Council of Real Estate Investment Fiduciaries (NCREIF) and Trepp. Also included are data that quantify the economic and fiscal impacts of shopping center development and operations in the U.S. at the state and congressional district levels.

The Research Department also provides members with a comprehensive online retail real estate library— the **Albert Sussman e-Library**. Other member resources include the **Global Shopping Center Directory**—a database of over 45,000 shopping centers and counting. The directory will integrate new information gleaned from an ongoing reclassification of retail property types, reflected in software developed for that purpose.

“Having belonged to virtually every major commercial real estate related trade organization, I can confidently state that there is no more meaningful membership than my membership with ICSC. The organization's networking opportunities are incredible and there is simply no competition in the scope and the quality of its educational and dealmaking programs. I have also found ICSC's research library to be an invaluable tool. Jean Lambert and ICSC's research team have assembled an incredibly rich collection of materials to draw from, including special topic white papers and the most comprehensive industry contacts database in existence, anywhere. I strongly urge members to take the time to check out what is available online at ICSC.org. It is well worth the time and you'll be hard pressed to find anything better in the industry.”

**Garrick Brown**  
Vice President,  
Retail Research of the Americas  
Cushman & Wakefield



The department's flagship publication, *Retail Property Insights*, publishes articles about the global industry. This publication is available electronically online at ICSC's website and through iPad/iPhone and Android apps for mobile devices. Other regular publications include the *U.S. Mall Performance and the Canadian Mall Performance* reports, which highlight monthly trends in mall sales. The department also partners with PNC Bank's Real Estate division to analyze store closing trends in a quarterly report titled, *U.S. Retail Real Estate Supply Conditions*.

Beyond the periodicals, the Research Department regularly conducts in-depth studies on myriad topics as needed by the industry. One recent report, *Exploring New Leasing Models in an Omni-Channel World*, analyzed what the impact of the latest technological trends means for leasing. Another report, primarily intended for lobbying purposes within the European Parliament, *The Socio-Economic Contribution of European Shopping Centres*, details the industry's net economic impacts on the EU economy from direct, indirect and induced impacts. In addition, *Shopping Centers: America's First and Foremost Marketplace*, demonstrated the continued vitality of physical shopping centers in the face of rising e-commerce.



## Membership

Discover just how much ICSC membership can help your business EARN by joining ICSC.

As an ICSC member you immediately receive:

- ▶ Exclusive networking opportunities
- ▶ Meaningful volunteer opportunities to help support the retail real estate community
- ▶ Access to complete Member Database
- ▶ Unlimited access to ongoing, cutting-edge industry research
- ▶ Subscription to *Shopping Centers Today*
- ▶ Voice on multiple real estate coalitions
- ▶ Opportunity to serve on ICSC committees
- ▶ Unlimited access to e-Library and databases
- ▶ Access to scholarships
- ▶ Opportunity to participate in global awards

As an ICSC member you get best pricing on all ICSC has to offer:

- ▶ Discounts on ICSC registration fees
- ▶ RECon registration at nearly 50% off the non-member pricing
- ▶ Discounts on ICSC regional education programs, including University of Shopping Centers and John T. Riordan School for Retail Real Estate Professionals
- ▶ Discounts on exhibit space at deal making events
- ▶ Discounts on publications through the ICSC Bookstore

## Networking

Take advantage of the unlimited opportunities to build your professional network and close deals at 300+ meetings and conferences hosted by ICSC each year.

RECon Las Vegas draws over 36,000 attendees annually. An additional 398 events provide local and regional networking opportunities for 70,000 industry professionals. Every year, a large share of all retail leasing activity is shaped at ICSC events.



“Our partnership with ICSC has been important to building our profile in the shopping center industry. In 2015, InvenTrust Properties changed our brand, and the ICSC team helped us successfully execute many of the details within a short time frame prior to RECon. Our staff regularly attends ICSC programs and I am proud to serve on the NOI+ Steering Committee. Membership and participation in ICSC initiatives has been a worthwhile investment for us as owners and managers of open air shopping centers.”

**David F. Collins**  
Executive Vice President of Portfolio Management  
InvenTrust Properties



# RECON

## Reconnect with growth and profits at RECon Las Vegas in May 2016!

RECon is the world's largest retail real estate exhibition and conference and is a must- attend event for shopping center industry executives, retailers, financial institutions and product and service suppliers. If you're in the shopping center industry, you can't afford not to attend RECon. Are you an owner/developer looking to lease space in an existing or new shopping center? RECon is a unique opportunity to meet more retailers and brokers in three days than you could do all year on your own. Are you a product or service provider to the shopping center

industry? RECon enables you to promote your brand to over 36,000 industry professionals. Looking to expand your industry knowledge? RECon's educational sessions enlighten you with a wide array of topics guaranteed to address your key issues, offering time-tested solutions that you can take home and immediately put to work for your business.

When over 36,000 of the best and the brightest in the industry come together, the opportunities are limitless.

# RECon has something for everyone



“ The ICSC North American Partnership provided RPAI with a national platform to further define our brand, increase awareness of our offerings, and showcase our innovation, quality and value to our retail partners.”

**Tim O'Connell**  
Assistant Vice President, Director of Digital Marketing & Communications

## Leasing Mall

Whether you're a shopping center owner leasing space in a new or existing shopping center or a retailer expanding into new markets, the RECon Leasing Mall is the place where the deals get done! With over 800 of the world's largest shopping center development companies and retailers in attendance, the RECon Leasing Mall is the most cost efficient way to do business. Visit with all the major companies in the industry and conduct a year's worth of business in just three days!

## P3 Pavilion

The P3 Pavilion features cities and municipalities as well as government and non-profit organizations looking to attract retail real estate development to communities throughout the world. Located on the leasing mall floor, the P3 Pavilion enables you to quickly and conveniently learn about the incentives, inducements and development opportunities in communities near and far.

## Finance Pavilion

The Finance Pavilion is a one stop opportunity to meet with financial companies, banks and other lenders to discuss incentives and financing opportunities to make your development dreams come true.

## Marketplace Mall

Marketplace Mall features over 300 product suppliers and service companies grouped together in one convenient location so you can quickly and easily learn about the latest innovations that will improve your profitability. Whether you are looking for signage, shopping carts or solutions on engaging consumers through social media, get the information you need at RECon's Marketplace Mall.

## Green Zone

“Go Green” at ICSC's Marketplace Mall which shines a spotlight on sustainability. Showcasing the best practical solutions in sustainability, green design and energy efficiency, the Green Zone features products and services that will help you cap your energy cost while lowering your carbon footprint.

## Design Trends

Today's dreams and tomorrow's realities are featured at Design Trends. Shopping center owners, developers, architects and designers display their vision and latest concepts. Prominently located in high traffic areas throughout the Las Vegas Convention Center, a Design Trends exhibit is an ideal way to expand your presence and drive traffic to your leasing mall exhibit.

## Sponsorship and Advertising Packages

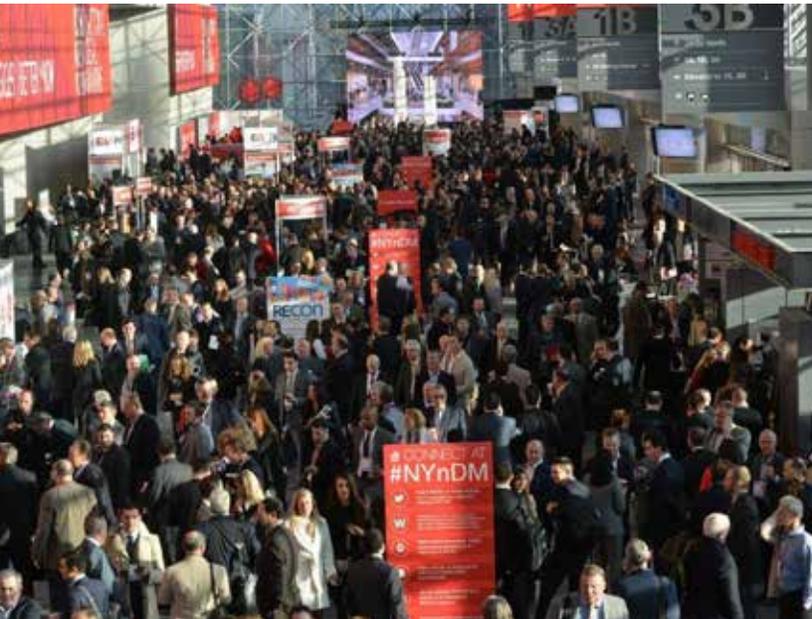
Successful companies don't just buy exhibit space at RECon; they build brand awareness!

Whether you strive to compete with bigger companies in your market, distinguish your portfolio from competitors, launch a new product or attract more prospects to your exhibit, RECon has numerous sponsorship and advertising opportunities to meet your marketing goals. With over 36,000 of the world's most successful retailers and shopping center developers in attendance, it is critically important to stand out in this crowd. ICSC provides you with a wide range of sponsorship and advertising opportunities guaranteed to offer maximum exposure for your brand.

# Regional Deal Making and Leasing Conferences

## Local expertise and targeted networking

The one-stop for education, networking and deal making. These one to two day regional meetings provide an opportunity for attendees to gain information about current industry issues, meet and interact with colleagues doing business in the same regions, and make deals. Reach and interact with other key industry players; owners/developers, tenants/retailers, architects, shopping center managers, real estate consultants, investors, lenders, leasing specialists, public officials, product suppliers and service companies. Attendance at these Deal Making Conferences and Idea Exchanges ranges from 1,500 to over 8,000 industry stakeholders.

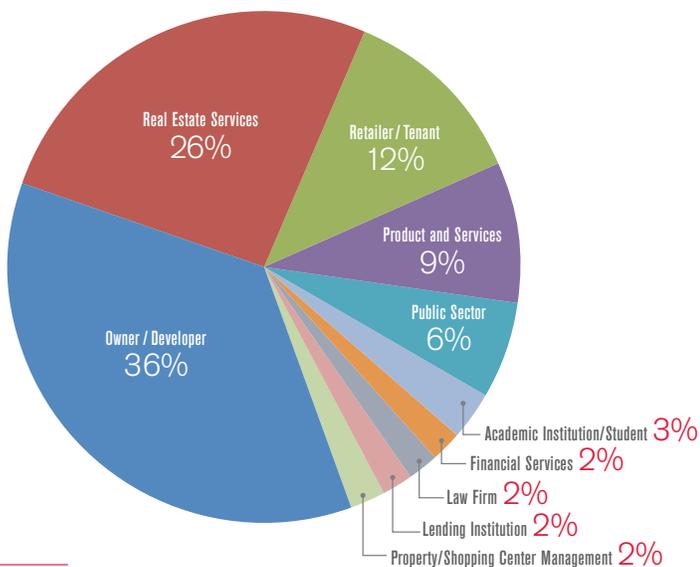


## Regional Deal Making and Leasing Conferences 2016 Schedule

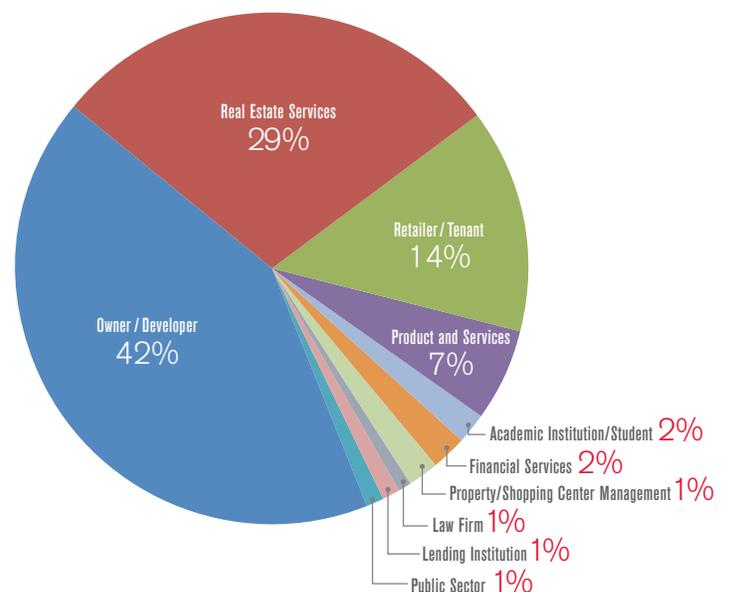
- ▶ Whistler Conference: January 25 – 27
- ▶ Southwest Idea Exchange: February 2 – 3
- ▶ Carolinas Conference and Deal Making: March 7 – 8
- ▶ Mid-Atlantic Conference: March 17 – 18
- ▶ New England Conference and Deal Making: July 20 – 21
- ▶ Florida Conference: August 21 – 23
- ▶ Western Division Conference: August 31 – September 1
- ▶ PA/NJ/DE Conference and Deal Making: September 12 – 14
- ▶ Canadian Convention: September 19 – 21
- ▶ Texas Conference: October 5 – 7
- ▶ Chicago Deal Making: October 19 – 20
- ▶ Southeast Conference: November 1 – 3

## Sample Attendance at ICSC Deal Making Events

RECon 2015 Attendance



New York National Deal Making 2015 Attendance





“ No other organization in in any facet of real estate concentrates so much on its members succeeding in their area of retail like ICSC, in their advocacy for all facets of retail, their best practices, their involving municipalities both Federal and State, the exposure given to their members and their ability to gather people together, to do business. ”

**Joe Cosenz**  
Vice Chairman The Inland Group, Inc.

## 2016 Global Conferences & Deal Making Events

Leveraging ICSC’s global reach and unsurpassed relations for bottom line results

### Retail Connections

March 23 (London, UK)

ICSC’s annual Retail Connections is the exclusive Pan-European business meeting dedicated to retail property leasing. Created and supported by the Pan-European developers of the ICSC leasing group, Retail Connections is Europe’s only deal making event connecting leasing professionals and retailers for a day of remarkable networking and deal making opportunities.

### RECon Latin America

April 10 –12 (Cancun, Mexico)

RECon Latin America covers some of the fastest growing regions in the world: Mexico, Central and South America and the Caribbean. Shopping center owners, developers, leasing specialists, retailers and financial institutions are drawn to this exciting and highly influential event for networking, education and deal making in this, one of the fastest growing markets in the world.

### RECon Middle East & North Africa

Fall, 2016 (Dubai, UAE)

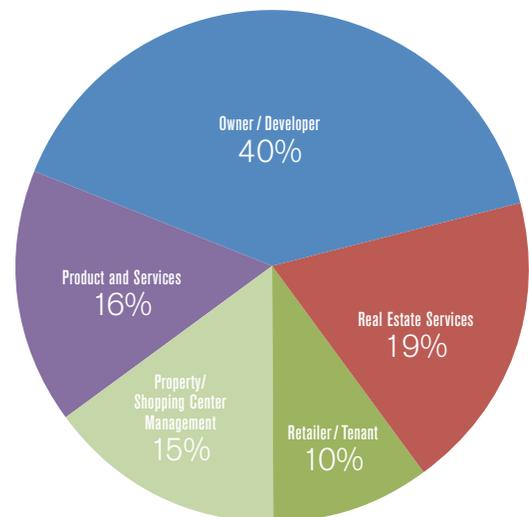
RECon MENA has become the flagship experience for retail real estate industry professionals from all over the Middle East, Europe, North America, Asia and the Indian sub-continent. Industry stakeholders focused on the present and ever growing importance of this market come together to network, exchange ideas and close deals while benefiting from the expertise of world class speakers and industry experts.

### RECon Asia Pacific

November

RECon Asia is the largest exhibition for the retail real estate industry in Asia. Here, serious professionals come to do serious business. This event provides unlimited opportunities to showcase your company to industry leaders and decision makers. It’s a one-of-a-kind opportunity to interact and make deals with retail and real estate consultants, architects, financial institutions, developers, product and service suppliers and other key stakeholders in Asia.

RECon Latin America 2015 Attendance



# ICSC's 2016 Specialty Conferences

## Opportunity for achieving a sustainable competitive advantage

### **VRN Spring and Fall Conferences** (February 11 – 12 and September 26 – 27)

*Value Retail News'* Spring & Fall Conferences cover the outlet and off price industries. Combining deal making with networking, the Spring & Fall Conferences are held in locations most favored by U.S. outlet retailers near their corporate offices or retail outlets.

### **European Outlet Conference (March 22)**

The European Outlet Conference is a program designed specifically for retailers and developers in the factory outlet sector. The conference, which draws decision makers from more than 22 nations, is filled with industry trends, exclusive research, important case studies, numerous networking opportunities and more – all aimed at creating the best practices and best deal-making for the outlet-retail industry.

### **SPREE Europe (March 22)**

SPREE Europe will be the largest conference in Europe focused on commercialization, brand marketing and sponsorship. SPREE Europe will bring specialty retailers, shopping center developers and brands together for deal making and education.

### **SPREE RECon 2015 (May 22 – 25)**

SPREE RECon is the world's largest show for the cart, kiosk and specialty retail industry. For the past decade, SPREE has been the premier event for specialty retailers, shopping center developers, wholesalers and service providers to gather under one roof to make deals face-to-face. New for 2015, SPREE will be run concurrently with RECon, the world's largest event for the shopping center industry.

### **CenterBuild (November 29 – December 2)**

CenterBuild is a dynamic conference, dedicated to the issues of planning, development, design and construction of shopping centers and retail stores. CenterBuild is ICSC's premier specialty conference for design and construction professionals.

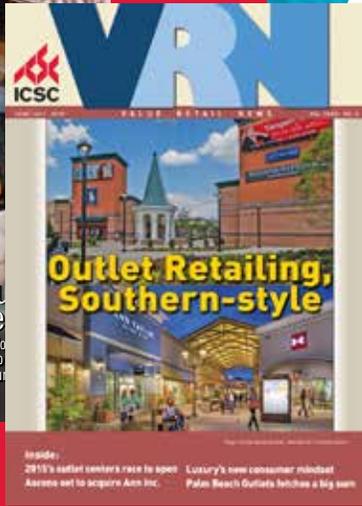
### **ICSC RetailGreen Conference and Trade Exposition (November 29 – December 2)**

The influence of sustainability, energy and environmental design on value is fast becoming critical to the industry's ROI. ICSC's RetailGreen Conference and Trade Exposition is a must-attend event for management, operations, design, development, construction and green products and services professionals serious about learning and showing the latest in sustainability in a retail environment.



“ The networking and deal making opportunities presented at ICSC events are unparalleled in the industry. Since exhibiting at our first ICSC in 1982, the scope of ICSC's expanding membership and services has opened many doors for WLS Lighting and enabled us to forge valuable connections that will continue to serve our company for years to come. ”

Dean Pritchard, CEO, WLS Lighting



## Print Advertising Opportunities

Unrivaled reach = improved visibility and ROI

### Shopping Centers Today (SCT)

*Shopping Centers Today* is the highly coveted official publication of the International Council of Shopping Centers. *SCT* covers regional and global development, finance, management, leasing and retailing. *SCT* provides its audience of ICSC's 60,000 plus members thoughtful, analytical coverage of industry events and trends to stay ahead in business.

In addition to reaching all of ICSC's members, *SCT* is distributed on-site at each of our conferences and exhibitions. The publication is also placed outside attendees' hotel rooms, further reinforcing your company's message throughout each event.

### SCT International

*SCT International* is published monthly, covering international retail real estate news. *SCT International* is distributed to members outside North America and at ICSC meetings in Europe, Asia and at RECon Las Vegas.

### Shopping Centers Today Iberoamericá

*Shopping Centers Today Iberoamericá* is the leading publication covering Latin America's rapidly growing retail real estate industry. This widely quoted Spanish-language magazine offers the most compelling picture of who is doing what in this fast-changing region.

*SCT Iberoamericá* is published four times a year and is mailed along with its monthly sister-publication, *Shopping Centers Today* to ICSC members in Latin America and Spain. *SCT Iberoamericá* is also distributed at all ICSC meetings in Latin America and at RECon, the world's largest annual retail real estate conference.

### Specialty Retail Report

*Specialty Retail Report* is the only industry magazine that covers a powerful niche of the shopping center industry--specialty retailers operating from temporary and year-round locations including carts, kiosks and pop-up stores. The magazine serves as an important vehicle enabling mall developers and specialty retailers to connect with one another. *Specialty Retail Report* circulates to our exclusive list of more than 100,000 readers every quarter in January, April, July and October. Advertisers rely on *SRR* for fresh new leads, industry exposure, sales and increased profits.

### Value Retail News (VRN)

*Value Retail News* is the only publication exclusively covering the outlet and off price industry. Dedicated to providing vital information and resources required by outlet and off price retailers, developers and service professionals, *VRN* is the resource for exclusive outlet and value retail industry research and insight.

### The International Outlet Journal

*IOJ* is the international publication for the outlet industry. *IOJ* is published five times a year, bringing global outlet news to audiences around the world. *IOJ* reports on Who-is-Who and all that matters to the outlet industry in Europe, Asia, Australia, South America and Canada.

*VRN* and *The International Outlet Journal* reach every director of real estate at every outlet retail chain.

### At Door Program Directories

Increase your company's exposure even more by advertising in ICSC's popular At Door Program Directories. These directories cover the Conferences, Sessions, Exhibitor Listings, Deal Making and Trade Expos and Idea Exchanges in all of the following programs.

- ▶ Canadian Convention
- ▶ Caribbean Conference
- ▶ Carolinas Idea Exchange
- ▶ Chicago Deal Making
- ▶ Florida Conference and Deal Making
- ▶ Mid Atlantic Conference and Deal Making
- ▶ New England Conference and Deal Making
- ▶ New York National Deal Making
- ▶ Northern California/Monterey
- ▶ PA/NJ/DE Conference and Deal Making
- ▶ RECon
- ▶ RECon Asia
- ▶ RECon Latin America
- ▶ VRN Shows
- ▶ Southeast Conference
- ▶ Texas Conference and Deal Making
- ▶ Western Conference and Deal Making

# ICSC's Online Advertising

## More ways for you to connect with clients and prospects

**icsc.org** has 110,000+ unique monthly visitors and over 1,100,000 page views. These are professionals responsible for managing billions of dollars worth of business. They come to icsc.org seeking industry information, new vendors and contacts, at the over 300 worldwide events ICSC holds each year. Do not miss out on this impressive exposure by placing a banner ad in one of two ways.

### Run of Site and Channel Specific Ad Opportunities

Rotate your ad on the most visited pages of icsc.org: About ICSC, News, Events & Programs, Directories, Books & Publications and Education & Careers. 300 x 250 ad units sold on a \$40/CPM

### Ad Placement Channels:

- ▶ Membership
- ▶ Events & Programs
- ▶ Groups
- ▶ Research
- ▶ Directories
- ▶ Publications
- ▶ Education
- ▶ Jobs

Animated or flash banners will not be accepted

### Ad specifications

300 pixels wide x 250 pixels high. Please send in JPG or GIF with a static URL.

The International Council of Shopping Centers (ICSC) reserves the right to limit the number of ads that may appear on any one page. ICSC also reserves the right to refuse an ad for any reason.

### Global & Event Banners (sold on flat fee per event):

Global Advertising on member search and home page of events/programs: \$2,000 per month.

Interested in targeting a specific event or program, contact your advertising representative.

### ICSC International Briefs

ICSC's International Briefs provide a weekly survey of the major retail real estate news occurring across the globe, as reported by the region's publications in India, Asia, Europe, Middle East and Latin America.

### Frequency:

Emailed every other week for Friday delivery to more than 10,000 subscribers.

### Advertising:

Live Buttons link your preferred web page for ongoing marketing announcements.



For more information and pricing, contact your Business Development Manger.

### Global Outlet NewsBrief

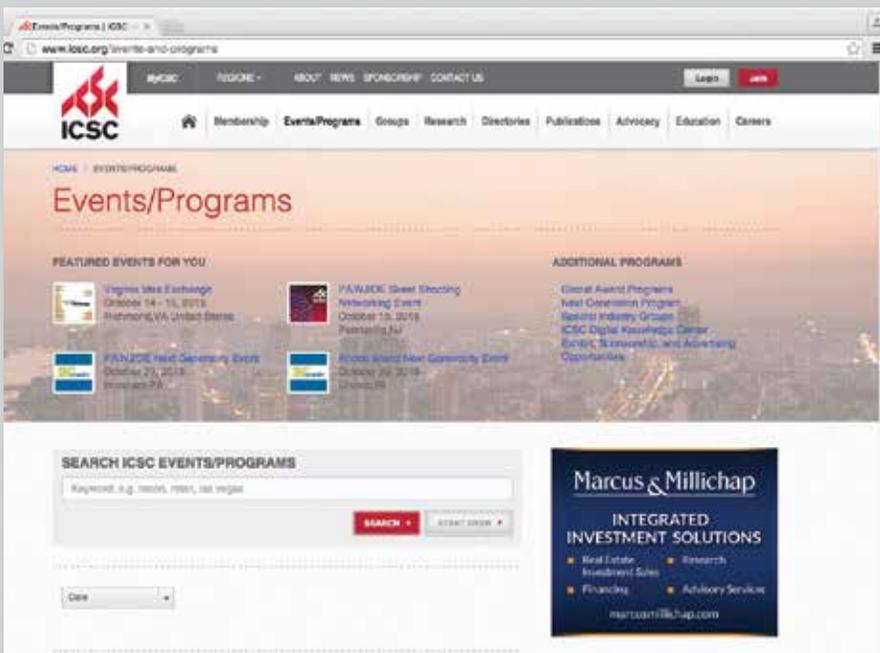
The editors of VRN and IOJ produce this every-other-week email newsletter, providing news, analysis, trends, events, staff changes and upcoming outlet development deals. Now with more than 10,000 subscribers.

### Frequency:

Emailed every other week for Friday delivery to more than 10,000 subscribers.

### Advertising:

Live buttons link to your preferred web pages for ongoing marketing and special promotions.



## ICSC Mobile App

The ICSC mobile app provides users with the ability to use the latest technology on their mobile devices. Our 70,000 Members can use the app to easily connect with other members and get the latest information on all of ICSC's events around the globe.

### ICSC's Mobile App enables you to:

- Member Look Up
  - ▶ Attendee Look Up
  - ▶ Profile Display
  - ▶ Event Search
  - ▶ Event Details Page
  - ▶ Exhibitor listing & Search
  - ▶ Booth-to-Booth Navigation (limited events)
  - ▶ Event Floor Plan (limited events)
  - ▶ iBeacon Integrated (limited events)
  - Live Twitter feed
  - ▶ Sponsorship Opportunities
  - ▶ Enhanced "My ICSC" personal dashboard
  - ▶ News Feed
  - ▶ Instagram feed
  - ▶ YouTube Videos
  - ▶ Ability to provide app feedback
  - ▶ Create your own meetups at ICSC events
- ▶ Your ad will rotate on the home page of the member search and all pages linked to that search
- ▶ Ad unit will also appear in rotation on the events/programs home page
- ▶ Events/Programs Ads (six ads available per event or program – 640 x 72 banner unit)
- ▶ Drive traffic to your site ahead of and during a specific ICSC event by advertising on ICSC's 300 event website
- ▶ Ad unit will appear in rotation on the details page of the specific show selected and all related pages (program information, exhibitor listing & search, event floor plan and attendee search)



For more information and pricing on mobile advertising opportunities, contact your Business Development Manager.

# Partnerships and Sponsorships

Enhance your exhibit participation with ICSC's partnership and sponsorship opportunities.

## Global Partnerships

ICSC's Global Partnerships offer ICSC members the opportunity for year round branding, sponsorship and advertising opportunities. Global partnerships are offered on an annual or multi-year basis.

## North American Partnerships

North American Partners receive advertising and Sponsorship opportunities at 2016 North American events.

## European Partnerships

European Partners receive advertising and sponsorship opportunities at 2016 European events.

## Regional Deal Making Sponsorships

Sponsor one or all of ICSC's 2016 Regional Deal Making events. Sponsorship includes pre-event, at show and post show coverage, including logo branding on emails to members, on the event website, in the event directories, on signage, and more.



# CONNECT



Download the ICSC Mobile App to get the full schedule, exhibitor and attendee lists, booth-to-booth directions and more!



Follow @ICSC and @ICSC\_REcon on Twitter and join in the #CRE conversation with us.



Watch behind the scenes videos and more by following us on Periscope at @ICSC.



Follow @ICSC on Snapchat for behind the scenes snaps from our events and more!



Share your favorite #mall photos with us on Instagram and you could be featured on @ICSC's account.



Follow the official ICSC Company Page and join the ICSC LinkedIn group to network with members.



Like us on Facebook and share your best ICSC photos and videos on our wall.

“As a returning North American Partner, we've seen our relationship through ICSC continue to grow and evolve in tandem with the positive progression of our thriving industry. We look forward to uncovering strategic new opportunities with ICSC that add an invaluable impact to our ongoing efforts across multiple facets of our company.”

**Ezra Stark,**  
CEO, Stark Enterprises, Retail Properties of America, Inc.

**ICSC ASIA (HONG KONG)**

Tel: + 65 6532 3722  
Fax: + 65 6532 7355  
Email: info@icsc.org.sg

**ICSC CHINA (BEIJING)**

Tel: + 86 10 6563 9933  
Fax: + 86 10 5811 1999  
Email: sfanghorton@icsc.org

**ICSC EUROPE (LONDON)**

Tel: + 44 20 7976 3100  
Fax: + 44 20 7976 3101  
Email: icsc.europe@icsc.org

**ICSC LATIN AMERICA (MEXICO)**

Tel: + 52 55 3300. 5346  
Fax: + 52 55 5536 7673  
Email: iestevez@icsc.org

**MIDDLE EAST COUNCIL OF  
SHOPPING CENTERS (DUBAI)**

Tel: + 971 4 359 7909  
Fax: + 971 4 355 8818  
Email: reconmena@mecsc.org

**PUBLISHER**

**Patricia Norins**  
*Vice President of Publishing*  
Tel: +1 781 709 2411  
Email: pnorins@icsc.org

**SALES**

**Rita Malek**  
*Director of Business Development*  
Tel: + 1 646 728 3539  
Email: rmalek@icsc.org

*Business Development Managers*

**Michael Belli**  
Tel: +1 714 313 1942  
mbelli@icsc.org

**Sheila Charton**  
Tel: + 1 646-728-3545  
Email: scharton@icsc.org

**Amie Leibovitz**  
Tel: + 1 773 360 1179  
Email: aleibovitz@icsc.org

**Sally Stephenson**  
Tel: + 1 847 835 1617  
Email: sstephenson@icsc.org

**Terri Kelly**  
*Specialty Retail Report*  
Tel: +1 781 709 2412  
Email: tkelly@icsc.org



**ICSC North America**  
1221 Avenue of the Americas  
New York, NY 10020  
Tel: + 1 646 728 3800  
Fax: + 1 732 694 1800  
Email: icsc@icsc.org  
[www.icsc.org](http://www.icsc.org)