



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

**EARN**  
EDUCATION ADVOCACY RESEARCH NETWORKING





The International Council of Shopping Centers (ICSC) is the global trade association of the retail real estate industry. Our education, advocacy, research and networking initiatives promote innovation and partnership, explore emerging markets and advance the interests of the shopping center industry.

Founded in 1957, ICSC is a community of over 67,000 members who believe this association is critical to their success and is a trusted ally in their daily business ventures.

ICSC offers valuable programs and services to its membership. Discover just how much we can help your business EARN by being a member.

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# EDUCATION

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, and 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 more targeted educational programs for our retail real estate members across a full range of specialties. Learn and EARN more.

*“Participation in ICSC education programs is an essential prerequisite for any individual serious in their pursuit of professional development and advancement in the shopping center industry. ICSC’s unique and practical approach provides top flight instruction, sponsored and delivered by acknowledged industry leaders and subject matter experts, in a mentoring and collaborative style.”*

**Donald P. Wright**

*ICSC Past Trustee  
SVP Real Estate & Engineering  
CEO Property Development Centers  
Safeway Inc.  
Pleasanton, CA*

# ADVOCACY

The mission of ICSC's Office of Global Public Policy (GPP) is to actively shape global public policy and influence the federal, state (U.S.), provincial (Canada), local and European Union's legislative, regulatory and political processes for the benefit of our members.

As regulatory demands and new developments influence the industry globally, particularly in areas of tax, the environment, the workforce and growth management, ICSC will use its advocacy expertise on behalf of its members to ensure continued robust growth of the retail real estate industry.

In the U.S. the ICSC PAC is the only federally-registered political action campaign that represents the shopping center industry and its interests. Through the generous backing of ICSC members, ICSC PAC provides financial contributions to federal candidates who understand and support our issues.

*“ While there is much frustration with Congress these days, one fact remains: Washington will always shape policy that impacts our pocketbooks and our businesses. Whether it is tax reform or EPA overreach, ICSC Advocacy is there, educating lawmakers and representing our interests on Capitol Hill. ”*

**Adam W. Ifshin**

ICSC Trustee  
President & CEO  
DLC Management Corp.  
Tarrytown, NY





# RESEARCH

As an ICSC member, you will benefit directly from a wide range of information designed to broaden your knowledge and keep you informed about industry trends and market conditions. ICSC's research team produces its flagship global publication Retail Property Insights and numerous other industry studies. One of the department's core missions is to collect, interpret and disseminate industry data, which is made available through its eData system (which currently houses over 12,000 industry statistics).

In addition, a newly-designed Information Center is available as the industry's one-stop search engine for thousands of member-only ICSC and non-ICSC articles, magazines, journals, company reports, country economic and financial reviews and more. Other member resources include the Global Shopping Center Directory and ICSC's Country Fact Sheets (overviews of the industry). The department hosts research conferences and has an ever-growing global research network.

*“ ICSC and its research function have played a huge role in my professional career; from the early days of research publications to today's online resources when conducting research on new trends. Combined with the educational, speaking and networking opportunities it affords through its specialist interest groups and conferences around the world, it has opened opportunities for new business and to connect with other like-minded souls and make some great friends. ”*

**Dr. Yvonne Court**

*Partner & Head of Retail Research & Consultancy  
Cushman & Wakefield LLP  
London, UK*

# NETWORKING

Take advantage of unlimited opportunities to build your professional network, promote your organization and close deals at more than 300 meetings and conferences hosted by ICSC each year.

Events such as RECon, the association's largest conventions held globally, provide ideal venues to meet key industry players, make face-to-face business connections, launch new products and services and learn about the latest industry trends. ICSC offers other powerful tools to increase your visibility and develop your business networks, including its membership directory of ICSC members worldwide, as well as high profile awards programs that recognize outstanding achievements and celebrate excellence in retail real estate.

At every stage of your career, you can count on strong support from the ICSC community and make valuable contributions to it as well.

*“ ICSC and the programs and networking opportunities it provides have been instrumental in my career in retail real estate. When I was a graduate student, the ICSC local programs and Next Generation events really kick started my interest in retail real estate and in a short period of time introduced me to the 'hot topics' and leaders in our industry. ”*

**G. Lamont Blackstone, CRX**

Principal

G. L. Blackstone & Associates LLC  
Mount Vernon, NY



# ICSC...

is the global trade association for the shopping center industry.

uses the most prominent industry leaders to help **EDUCATE** its membership on the ever-changing trends in the shopping center business.

is here to **ADVOCATE** for the retail real estate industry to ensure fair and legal practices for its members.

is the global source of retail real estate **RESEARCH** and the thought leader for the industry.

provides its membership with the most **NETWORKING** opportunities to build new and productive partnerships.



## ICSC Membership Includes:

- Exclusive networking opportunities ▶ **Priceless**
- Meaningful Volunteer opportunities to help support the retail real estate community ▶ **Member only benefit**
- Access to complete Member Database ▶ **Member only benefit**
- Unlimited access to ongoing, cutting-edge industry research ▶ **Member only benefit**
- Subscription to *Shopping Centers Today* ▶ **\$70 value**
- Voice on multiple real estate coalitions ▶ **\$20,000 value**
- Opportunity to serve on ICSC committees ▶ **Member only benefit**
- Unlimited access to e-Library and databases ▶ **\$5,000 value**
- Access to scholarships ▶ **Up to \$10,000 value**
- Opportunity to participate in global awards ▶ **Reduced entry fee for Members**

## ICSC Member Exclusive Pricing:

- Discounts on ICSC registration fees ▶ **Up to \$250 savings**
- RECon registration at nearly 50% off the non-member pricing ▶ **Up to \$1,000 savings**
- Discounts on ICSC regional education programs ▶ **Up to \$800 savings**
- Discounts on exhibit space at deal making events ▶ **Up to \$700 savings**
- Discounts on publications through the ICSC Bookstore ▶ **Up to \$40 savings**

*\*Estimated value in U.S.\$ based on typical annual membership*



Discover just how much  
we can help your business  
EARN by joining today at  
[www.icsc.org/EARN](http://www.icsc.org/EARN) or call  
us at **+1 646 728 3800 ext.1**

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**International Council of Shopping Centers**

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