

# Shopping for Retail?



RETAIL DEVELOPMENT  
THROUGH PUBLIC PRIVATE  
**PARTNERSHIP**



Get connected through the International Council of Shopping Centers, Inc.



# Retail and your community



The International Council of Shopping Centers (ICSC) is the global trade association of the retail real estate industry. ICSC provides its members with education, research, information and advocacy services. Public Sector Outreach is a special ICSC initiative providing forums for the public and private sectors to network, share ideas, discuss industry issues and explore retail development opportunities. Become a member, get involved, meet retailers and developers. Your community can join ICSC today for just \$105 US.

Shopping centres in Canada include regional malls and open-air convenience, neighborhood, community and power centres—in addition to hybrid centres (some with a lifestyle component) and mixed-use developments.

- + Shopping centres generate more than \$270 billion in retail sales annually in Canada.
- + Retail sales at shopping centres account for about 17% of nominal GDP in Canada.

Shopping centres generate sales tax revenues, which fund local services for communities.

- + Retail sales at shopping centres raise over \$17 billion annually in provincial sales taxes.
- + Shopping centres provide convenience of shopping locally.

Shopping centres provide jobs for communities.

- + There are approximately 1.6 million shopping centre-related jobs in Canada.
- + Slightly more than 1 out of every 10 jobs in Canada is shopping centre-related.

# Community Development Partnerships = Economic Success

ICSC gives members the resources to understand the dynamic retail industry and achieve community development goals. Network with retailers, developers and investors. Learn how to incorporate retail into your economic development strategy. Use ICSC meetings to make important contacts, market your community and create retail success.

At ICSC's Programs, retail real estate professionals meet public officials and community leaders to learn about regulatory issues and local policies that impact development. This interaction helps ICSC's public and private sector members resolve sustainable development issues and build partnerships that lead to successful retail projects.





**ICSC**  
helping you  
meet people,  
make contacts  
and build a network



Local, provincial and federal public officials, as well as professionals who work for main street, downtown, community or economic development groups, can join ICSC for just \$105 US per year. As a public sector member, your \$105 US buys you the same benefits of membership that cost private sector members \$840 US – that’s a bargain you can’t ignore.

## Member Benefits

- + Receive discounts on ICSC events and programs worldwide, including ICSC RECon, the world’s largest retail real estate convention (50,000+ attendees) held annually in Las Vegas
- + Reduced member rates on educational courses, including the esteemed University of Shopping Centers
- + Member discounts on ICSC publications
- + Free subscription to *Shopping Centers Today* (SCT), the most respected and comprehensive magazine in the industry, featuring key industry news and trends
- + Proprietary databases and in-depth studies from ICSC’s Research Department, including Canadian-specific research
- + Free access to ICSC’s extensive membership database
- + Free daily email alerts on industry news around the world
- + Free access to the Albert Sussman Library and ICSC Research Resource Center, which contains a wealth of reference information, including statistical and analytical reports about the global shopping centre industry

# Contact Information

## USA Office

International Council of Shopping Centers  
1221 Avenue of the Americas, 41st fl.  
New York, NY 10020-1099  
PHONE: +1 646 728 3800  
FAX: +1 732 694 1755

## Canada Office

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120 Eglinton Avenue East Suite 500  
Toronto, Ontario M4P 1E2  
PHONE: +1 416 486 4511  
FAX: +1 416 486 3280



Public/Non-Governmental Organization/  
Academic Membership

\$105 US per year. Dues must accompany application.

This category of membership is open to any government entity and appointed or elected public official at the local, provincial or national level. Also eligible are educators with a recognized college, university or educational institution, as well as public or non-profit main street, downtown business or economic development corporations, agencies or associations. Each Public/NGO/Academic Member entity designates one person to act as its Official Member.

Public/Non-Governmental Organization/Academic  
Affiliate Membership

\$52.50 US per year. Dues must accompany application.

You are eligible for Public/NGO/Academic Affiliate Membership if you are employed by a Public/NGO/Academic Member. You must be directly associated with a member entity and your title must be consistent with that of your Public/NGO/Academic Member.

[ICSC Membership Application](#)

[www.icsc.org](http://www.icsc.org)

Name \_\_\_\_\_

Organization \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

I am applying for:  Public/NGO/Academic Membership \$105 US  
 Public/NGO/Academic Affiliate Membership \$52.50 US

GST included in fee. ICSC identification # R122853757

Have you ever been a member of ICSC?  Yes  No

Has your organization ever been a member of ICSC?  Yes  No

**Membership dues must accompany application.**

Cheque or money order made payable to ICSC enclosed for \$ \_\_\_\_\_

MasterCard  VISA  AMEX  Discover  \$ \_\_\_\_\_

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

Credit Card Number \_\_\_\_\_ Expiration Date (Month/Year) \_\_\_\_\_

A portion of your annual dues (\$35) is applied as a subscription to *Shopping Centers Today*.

Mail to: Membership  
International Council of Shopping Centers  
1221 Avenue of the Americas, 41st fl.  
New York, NY 10020-1099

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