



Into Action

As the nation's largest network of public and private sector professionals in retail development, we help provide the resources you'll need to turn your ideas and possibilities into successful partnerships.

I'm always on the lookout for my next public sector partner.



Ken K. Hira
Senior Vice President
Kosmont Companies

I'm hoping to find a great private sector partner.



Peg Blanchard
Director of Economic Development
Village of Barrington

Turn Access

The world of retail and economic development is constantly evolving. But one thing never changes: connecting with the right partners is crucial to your success. ICSC's P3 Retail program is the place to make those connections happen.



Share your vision

Throughout the year (and throughout the country), ICSC's events provide the energy and opportunity to make deals happen. And deals DO happen.

For instance, Peg Blanchard, Director of Economic Development for the Village of Barrington, Illinois, attended ICSC's RECon to pitch a redevelopment project to potential developers that would enhance a vacant property and frame the central business district. "ICSC and P3 Retail provided the networking opportunity to get things done," Blanchard said.

Whether it's a national idea exchange, or a regional conference dedicated to deal making, ICSC's P3 Retail connects the public and private sectors to foster better partnerships and create more successful retail opportunities.



Each year, ICSC hosts **nearly 50** North American deal making events.



Maximize your benefits

ICSC's P3 Retail provides you with the resources you'll need to identify and execute successful partnership strategies.

- ✓ Receive discounts on ICSC events and programs worldwide, including ICSC RECon, the world's largest retail real estate convention, held annually in Las Vegas.
- ✓ Member discounts on ICSC publications.
- ✓ Free access to ICSC's extensive membership database.
- ✓ Reduced member rates on educational courses, including the esteemed University of Shopping Centers, held annually at the University of Pennsylvania's Wharton School of Business.
- ✓ Free subscription to the most respected and comprehensive magazine in the industry, *Shopping Centers Today*, featuring the latest news from around the world and trends.
- ✓ Free daily email alerts on industry news around the world.
- ✓ Proprietary databases and in-depth studies from ICSC's Research Department.

“ ICSC's P3 Retail Program is extremely valuable to our city and to our overall retail marketing efforts. ”

Sue Walker
Richardson Economic Development Partnership

Get connected

Whether your focus is on bringing retail development to your community, or seeking out your next development deal, everyone's goal is the same: success.



Join a vibrant network of **Over 70,000** Retail Development Professionals

Regionally focused, but with an international scope, ICSC's P3 Retail provides you with an unparalleled forum to engage with professionals in both the public and private sectors. Membership allows you the opportunity to share fresh ideas, gain new perspectives and forge valuable relationships with like-minded colleagues.

Get connected today.
www.icsc.org/P3Retail

Start sharing today.



Discover your new partner for successful retail development.
www.icsc.org/P3Retail

Public sector = Huge savings

Local, state and federal public officials, as well as professionals who work for main street, downtown, community or economic development groups, can join ICSC for just \$100 per year, that's over \$700 off the cost of membership.