

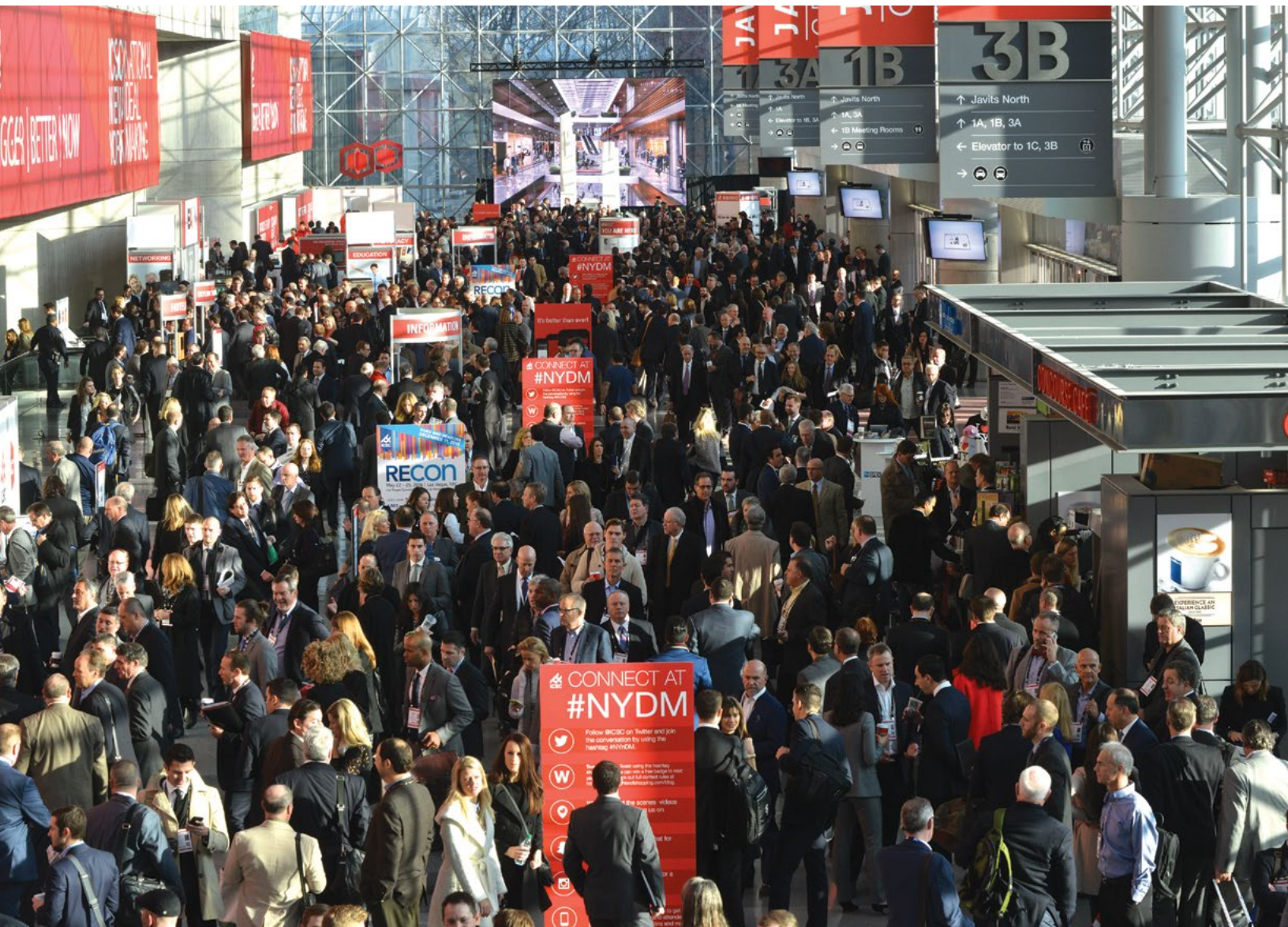


New York Deal Making

Javits Convention Center | New York City

Wednesday, December 6 – Thursday, December 7, 2017

#NYDM



New York Deal Making

Javits Convention Center | New York City | #NYDM
Wednesday, December 6 – Thursday, December 7, 2017

Tuesday, December 5

Registration

12:00 – 5:00 pm

Wednesday, December 6

Registration

7:00 am – 6:00 pm

Coffee Service

7:00 – 8:30 am

Deal Making

8:00 am – 5:00 pm

Professional Development Workshops

9:00 – 10:00 am

New Realities of Developing & Operating Mixed-Use Projects

Technologies Disrupting CRE Today

Professional Development Workshops

11:00 am – 12:00 pm

Drivers of Traffic to Centers: B2B & B2C

Women in CRE and Beyond: Leading Change for a New Generation

Lunch and Welcome Remarks

12:00 – 12:30 pm

Keynote Presentation

12:30 – 1:30 pm

Professional Development Workshops

2:00 – 3:00 pm

Win-Win Co-Tenancy Provisions for Tenants and Landlords

Connecting the Dots: Geo-Fencing, Shopper Dynamics & Retail Solutions

Professional Development Workshops

4:00 – 5:00 pm

What Retailers Want: A Broker's Perspective

How Technology Can Maximize Your Square Foot

New York Deal Making Reception

5:00 – 6:30 pm

Thursday, December 7

Registration

7:00 am – 3:00 pm

Coffee Service

7:00 – 8:00 am

Deal Making

8:00 am – 3:00 pm

Boxed Lunch Served

12:00 – 12:45 pm

Deal Making Adjourns

3:00 pm

Program information current as of July 17, 2017.

Professional Development Workshops are offered to enhance your career skills with training on industry concepts from ICSC's world-class speakers and instructors. These workshops explore key concepts, deliver hands-on knowledge and provide an invaluable inside look at today's retail real estate industry. Dive in to uncover elusive technology trends and strategies, innovative perspectives on properties and people, and basic fundamentals transformed into new ideas that will help you grow as a professional.

NOTE: Enrollment is complimentary with your deal making badge. Seats are limited for a personalized learning experience.

New York Deal Making

Javits Convention Center | New York City | #NYDM
Wednesday, December 6 – Thursday, December 7, 2017

Thank You To Our Partners

Global Partner



North American Partners



Social Media Sponsor



TINT

ICSC 2017 New York Deal Making Program Planning Committee

Stan Glantz, CRX, CDP, ICSC 2017 New York Deal Making Program Planning Committee Chair, Katz Properties

Chris Conlon, ICSC 2017 New York Deal Making Program Planning Committee Co-Chair, Acadia Realty Trust

Gail Adler, The TJX Companies, Inc.

Jamie Bourbeau, Macerich

Harold Nafash, Federal Realty Investment Trust

David Rabinowitz, Goulston & Storrs

Jason Richter, CRX, CLS, HUDSON

Mary Rottler, Seritage Growth Properties

Steve Rouman, Open Realty Advisors

Alex Smith, KERING

Dovid Spector, National Realty & Development Corp.

Gontran Thuring, French Council of Shopping Centers (CNCC)



ICSC New York Deal Making

Javits Convention Center | New York City
Wednesday, December 6 – Thursday, December 7, 2017 | #NYDM

HOW TO REGISTER

Fax: +1 732 694 1800
Online: www.icsc.org/2017EDM
Mail: ICSC
P. O. Box 419822
Boston, MA 02241-9822

HOTEL RESERVATIONS

To make reservations visit www.icsc.org/2017EDM and click on Book Hotel. For questions call during our office hours of Monday through Friday, 9:00 am to 7:00 pm ET at +1 855 203 8223.

CONTINUING EDUCATION CREDITS

ICSC Certified professionals earn 1.0 credit (A3) towards certification renewal.

REGISTRATION FEES

	Early Bird By Sept 1	Advance By Nov 30	On-Site After Nov 30
Member*	\$535	\$635	\$695
Non-Member	\$1190	\$1190	\$1490
Student Member**	\$60	\$60	N/A

*To qualify for the member rates, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC information services at +1 646 728 3800.

**ICSC student members are required to register in advance to receive the discounted student registration fee. No discounted registration will be offered on-site.

DEADLINES

To qualify for the advance registration rates, your registration must be received by **November 30, 2017**.

CANCELLATIONS

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **November 3, 2017**. All requests for refunds must be received by ICSC in writing.

SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify **Priscilla Martillo** at **+1 646 728 3685** no later than **November 17, 2017**.

PHOTO ID BADGES REQUIRED

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access. Badges will be mailed out in advance for those who register and submit an acceptable photo by **October 27, 2017**. Please visit www.icsc.org/2017EDM to register and submit a photo.

TERMS, CONDITIONS AND RULES

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Please Check One: ICSC Member Non-Member Student Member

Name _____ Company _____

Address _____

City _____ State/Province _____ Zip/Postal Code _____

Telephone _____ Fax _____

E-mail _____ Your Membership I.D. # _____

REQUIRED FOR NON-U.S. APPLICANTS: _____
Date of Birth _____ Country of Citizenship _____

Please check here if any of the above information has recently changed.

METHOD OF PAYMENT

Check made payable to ICSC enclosed for \$ _____ MasterCard Visa AMEX Discover \$ _____

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____ 2017EDM



ICSC New York Deal Making

Javits Convention Center | New York City
 Wednesday, December 6 – Thursday, December 7, 2017 | #NYDM

- WHEN**
 Wednesday, December 5 | 8:00 am – 5:00 pm
 Thursday, December 6 | 8:00 am – 3:00 pm
- INCLUDES**
 - 6' x 30" draped table
 - 2 chairs
 - Company sign
- WHO QUALIFIES**
 - Retailers
 - Brokers representing retailers
- GUIDELINES**
 - Exhibits must not hang over the edge of the table
 - Exhibits must not rise more than 3' above the table
 - No floor easels
 - No electrical equipment
 - No balloons
 - One table per company
- COST**
 The cost to reserve a table is \$100.
- HOW TO REQUEST A TABLE**
 For more information or to request a table, please visit www.icsc.org/2017EDM.
- DEADLINE**
 In order to be listed in the Deal Making Exhibitors Directory, ICSC must receive your table request by **September 15, 2017**.
- AVAILABILITY**
 Tables are confirmed on a first-come, first-served basis.
- NOTIFICATION**
 You will receive a written Table Confirmation from ICSC two weeks prior to the meeting, if a table has been reserved for you. **If you do not receive a letter regarding the status of your request, please contact mkhemlani@icsc.org to confirm.**
- CANCELLATION**
 Notify ICSC immediately if you must cancel.
- CONTACT**
Mayuri Khemlani
 Trade Expositions Planner
 Email: mkhemlani@icsc.org
- TERMS, CONDITIONS AND RULES**
 This Registration Form is subject to ICSC Terms, Conditions and Rules for Exhibitors available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Name	Company	
Address		
City	State/Province	Zip/Postal Code
Telephone	Fax	
E-mail	Your Membership I.D. #	
REQUIRED FOR NON-U.S. APPLICANTS:		
	Date of Birth	Country of Citizenship
<input type="checkbox"/> Please check here if any of the above information has recently changed.		
METHOD OF PAYMENT		
<input type="checkbox"/> Check made payable to ICSC enclosed for \$ _____	<input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> AMEX <input type="checkbox"/> Discover \$ _____	
Name (as it appears on credit card)	Signature	
Credit Card Number (include all digits)	Expiration Date (month/year)	2017EDM

