

RECON

THE GLOBAL RETAIL REAL ESTATE CONVENTION

May 19-22, 2013
Las Vegas Convention Center
Las Vegas, NV

Deal Making

Networking

Leadership

Education

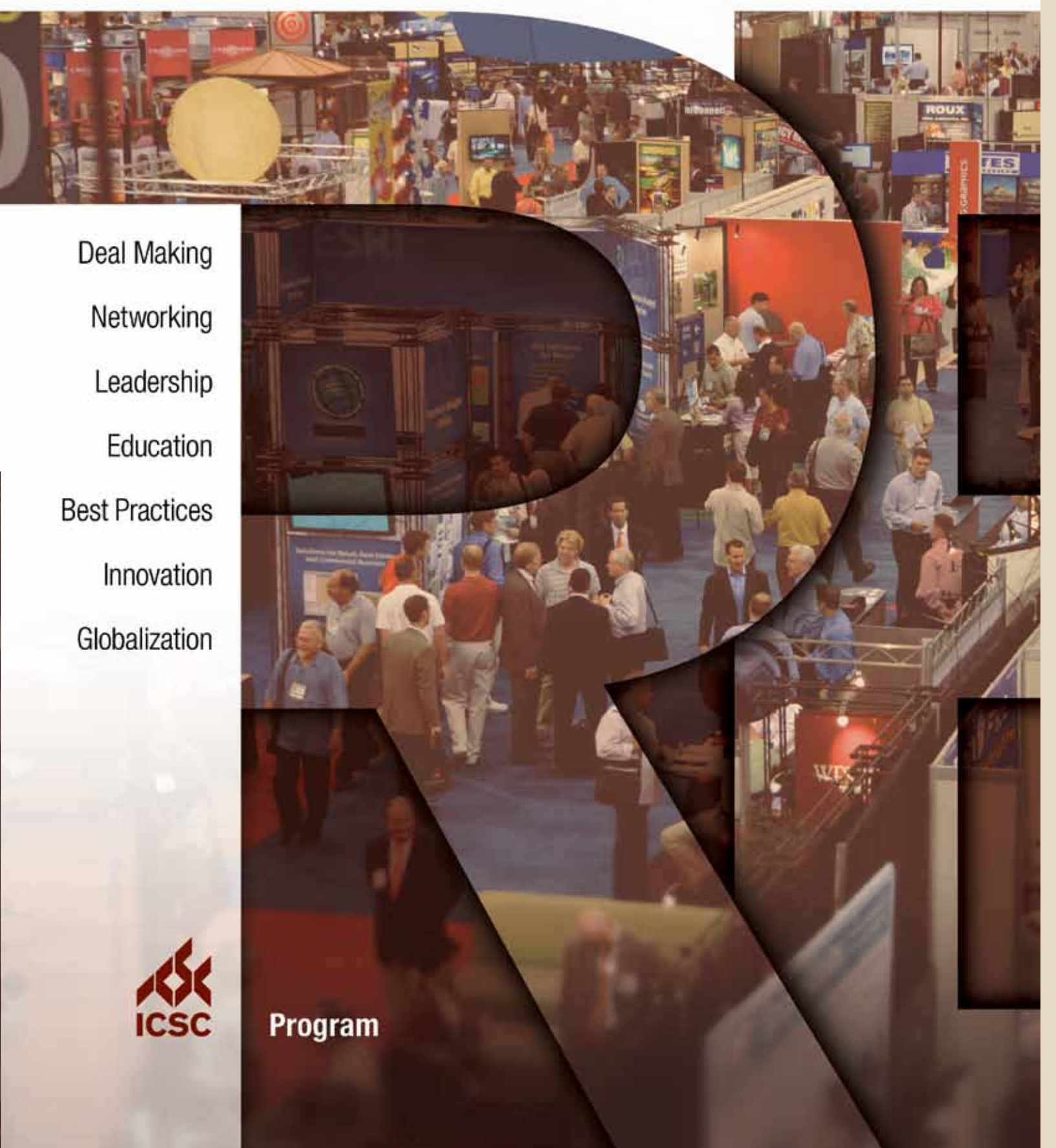
Best Practices

Innovation

Globalization



Program





REcon
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The retail landscape may have changed but not to worry. RECon 2013 will give you the tools to navigate it. RECon is the world's largest retail real estate exhibition and conference and is the must attend industry event for shopping center executives, retailers, financial companies, economic development professionals, public officials and product and service providers.

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? Then RECon will provide you with the opportunity to meet more retailers and brokers in four days than you could do all year on your own. If you're a product and service provider to the shopping center industry, RECon provides you with numerous opportunities to promote your brand to over 30,000 industry professionals. Looking to expand your industry knowledge? Then RECon's educational sessions will present you with a wide array of topics that are guaranteed to address key issues and offer you time-tested solutions that you can take home and immediately put to work for your business.

When over 30,000 of the best and brightest in the industry come together, the opportunities are limitless.



www.icscrecon.org

A preview of RECon 2013 exhibitors & attendees.*

Visit www.icscrecon.org for the most up-to-date information.

RETAILER EXHIBITORS & ATTENDEES

7-Eleven, Inc.	Burlington Coat Factory	Duckwall-Alco Stores, Inc.	The Home Depot Inc.	Michaels Stores Inc.	See's Candies, Inc.
99¢ Only Stores	Cabela's Ventures, Inc.	Dunham's Athleisure Corporation	Hudson's Bay Company	Miller's Ale House	Select Comfort Retail Corporation
A & E Stores Inc.	Calendar Holdings LLC	Dunkin' Brands Inc.	Hungry Howie's Inc.	Modell's Sporting Goods	Sephora USA, Inc.
Abercrombie & Fitch	Carlson Restaurants	Einstein Noah Restaurant Group, Inc.	Ignite Restaurant Group	National Amusements, Inc.	Shoe Carnival, Inc.
Academy Sports + Outdoors	Carlson Rezidor Hotel Group	Equinox Fitness Clubs	IJM Enterprises	National Stores Inc.	Shoe Show, Inc.
Ace Hardware Corporation	Carmax Inc.	The Estee Lauder Companies Inc.	Inland Companies	Nautica	Simply Fashion Stores, Ltd.
Agile Pursuits Franchising, Inc.	Cash America International	Eyemart Express	In-N-Out Burger	Nebraska Furniture Mart	Smart & Final Stores Corporation
Ahold USA	Cash Store/Cottonwood Financial	Fabco Enterprises Inc.	Innovative FOTO	New York & Company	Sonic Industries
Alamo Drafthouse Cinemas	Casual Male Retail Group, Inc.	Factory Connection, LLC	International Business & Technology Journal	Nickels And Dimes Inc.	Speed Queen
Aldi Inc.	The Cato Corporation	Family Dollar Stores Inc.	International Dairy Queen, Inc.	Nike, Inc.	Spirit Halloween Superstores
AM Retail Group, Inc.	Cato Fashions	Famous Brands International	J. Crew	NYS Collection	Sport Chalet Inc.
American Eagle Outfitters	CEC Entertainment	Famous Dave's of America	Jack In The Box	Office Depot	Sport Clips, Inc.
American Multi-Cinema (AMC Realty, Inc.)	Cellairis	Famous Footwear	Jamba Juice Company	Orvis	Sprint
ANN INC.	Charming Charlie, Inc.	Famous Wok Inc.	James Avery Craftsman	OSI Restaurant Partners, Inc.	Sprouts Farmers Market
Apple American Group LLC	Charming Shoppes, Inc.	Fantastic Sams Hair Salons	Java Detour	Panda Restaurant Group, Inc.	Stage Stores, Inc.
Arby's Restaurant Group	Chase	Fazolli's Restaurants	JC Penney	Panera Bread	Staples, Inc.
Arhaus Furniture	Cheddar's Casual Cafes	FedEx Office and Print Services, Inc.	Jenny Craig, Inc.	Papa Murphy's International	Starbucks Coffee Company
Aritzia	Chick-fil-A, Inc.	Ferragamo USA, Inc.	Jersey Mike's Franchise Systems	Papyrus	Starwood Hotels & Resorts
Ashland/Valvoline	Chico's FAS, Inc.	The Finish Line Inc.	Jewelry Repair Enterprises Inc.	The Paradies Shops	Steak N Shake
Aspen Dental	Children of America	Firehouse Restaurant Group, Inc.	Jimmy John's Gourmet Sandwiches	Party City Retail Group	Sterling Jewelers Inc.
AT&T – Authorized Retailer – Prime Communications	The Children's Place	Fitness International, LLC	Jo-Ann Stores, Inc.	Payless ShoeSource, Inc.	Street Talk
AT&T Mobility	Chipotle Mexican Grill	Five Guys	Jockey International	The Pep Boys	Subway Real Estate Corp.
Au Bon Pain	Choice Hotels International, Inc.	Focus Brands	Johnny Rockets	Performance Bicycle Shops	Sullivan Tire Co. Inc.
Auntie Anne's Inc.	Christian Brothers Automotive Corp.	Foot Locker Inc.	The Joint	Pet Supermarket, Inc.	SuperValu Inc.
Austin & Associates	CICI Enterprises, LP	Foremark, Ltd.	Jo.S. A. Bank Clothiers, Inc.	Pet Supplies Plus	Swarovski Retail Ventures
AutoZone, Inc.	Cinemark Corp.	Fossil	Justice	Pet Valu Canada, Inc.	The Swatch Group (U.S.), Inc.
Bass Pro Shops	CKE Restaurants Inc.	The Fresh Market, Inc.	The Kitchen Collection	Petco Inc.	T-Mobile
Bed Bath & Beyond Inc.	The Clark Companies NA	GameStop, Inc.	Knowledge Universe – U.S.	PetSmart, Inc.	Taco Cabana Inc.
Belk, Inc.	Cobb Theatres III, LLC	Gap Inc.	Kohl's Department Stores, Inc.	PF Chang's/Pei Wei	The Talbots, Inc.
Ben Bridge Jeweler, Inc.	Collective Brands, Inc.	General Nutrition Corporation	Kona Grill	Pier 1 Imports	Target Corporation
Beverages & More!	Conn Appliances Inc.	Genghis Grill Franchise Concepts, LP	The Kroger Co.	Popeyes Louisiana Kitchen	Teavana
Biaggi's Ristorante Italiano	Consolidated Restaurant Operations, Inc.	Gentle Dental	Kwik Trip	Potbelly Sandwich Works	Tim Hortons
Big 5 Sporting Goods	Cooper's Hawk Winery & Restaurants	Gold Toe Stores Inc.	L Tran Enterprises	Pret A Manger	The TJX Companies, Inc.
Big Lots	Corner Bakery Cafe	Golden Corral Corporation	LA Fitness	Primrose Schools	Tommy Hilfiger
BJ's Restaurant & Brewhouse	Cracker Barrel Old Country Store, Inc.	Goodwill of Central Arizona	Landry's Restaurants Inc.	Publix Super Markets, Inc.	Total Wine & More
The Body Shop	Crate & Barrel	Gosh Enterprises Inc.	The Learning Experience	PVH Corp.	Total Woman Gym & Day Spa
Bojangles' Restaurants	Crest Foods, Inc. dba Nestle Toll House Café By Chip	Great American Cookies	Levi Strauss & Co.	Qdoba Restaurant Corporation	Toys R Us, Inc.
Bravo/Brio Restaurant Group	CVS/Pharmacy	Great Clips Inc.	Lilly Pulitzer	QuikTrip Corporation	Tractor Supply Company
The Briar Group/Cups Frozen Yogurt	Dallimore & Co.	Great Wraps, Inc.	Limited Brands	Quiznos	Trans World Entertainment Corp.
Bridgestone Retail Operations, LLC	Darden	Grocery Outlet Inc.	Little Caesar Enterprises, Inc.	Rack Room Shoes, Inc.	Tricked Out Accessories
Brinker International	Del Taco, LLC	Group USA Inc./Camille La Vie	Logans Roadhouse Restaurants	Ralphs Grocery Company	True Religion Brand Jeans
Brooks Brothers Group, Inc.	Denny's Inc.	The Gymboree Corporation	Lowe's Companies Inc.	Red Wing Shoe Company, Inc.	Tuesday Morning Inc.
Brown Shoe Company	Destination Maternity Corporation	Half Price Books	Luby's Fuddruckers Restaurants	Regis Corporation	Tumi, Inc.
Brunswick Bowling and Billiards	Dexter Laundry, Inc.	Hallmark Cards	Lucky Brand	REI	U.S. Cellular
Buckle	Dick Allan & Associates	Halloween Express, LLC	Lululemon Athletica Inc.	Rent-A-Center	ULTA Beauty
Buffalo Wild Wings, Inc.	Dick's Sporting Goods	Hamburg Place	Macy's, Inc.	Retrofitness LLC	The UPS Store
Burger King Corporation	Dillard's, Inc.	Hanesbrands, Inc.	Maidenform	Rita's Franchise Company	Verizon Wireless
	Dollar General Corporation	HDOS Enterprises dba Hot Dog on a Stick	Mango	Rite Aid Corporation	Verizon Wireless Retailer, Cellular Sales
	Dollar Tree Stores, Inc.	HEB Grocery Company	Marcus Corporation	Rooms To Go, Inc.	Visionworks of America, Inc.
	Dots, LLC	Helzberg Diamonds	Mattress Firm	rue 21	The Vitamin Shoppe
	Dress Barn	Hibbett Sporting Goods, Inc.	Maurices Incorporated	Safeway Inc.	Von Maur, Inc.
	DSW Inc.	Hilton Worldwide, Inc.	McDonald's Corporation	Safilo Group	The Vons Companies, Inc.
	DTLR, Inc.	Hobby Lobby Stores, Inc.	McDonald's, USA, LLC	Sally Beauty Holdings, Inc.	Wakefern Food Corporation
		Holiday Companies	Melrose	Salvation Army	Walgreens Co.
			Menchie's Group, Inc.	Samuels Jewelers	Walmart Stores, Inc.
			The Men's Wearhouse	Save-A-Lot Food Stores	The Walt Disney Company
				Sear's Holdings Corporation	

Wave Loch, LLC
Wawa Inc.
The Wendy's Company
Which Wich
Williams-Sonoma Inc.
WinCo Foods, Inc.
Wyndham Hotel
Yogurtland Franchising Inc.
Yum! Brands, Inc.
Zale Corporation
The Zall Company
Zoes Kitchen, USA
Zumiez, Inc.

LEASING MALL EXHIBITORS

A&G Realty Partners, LLC
A10 Capital, LLC
Abbell Associates
Acadia Realty Trust
The Ackman-Ziff Real Estate Group
Active International, Inc.
Agree Realty Corporation
AIRMALL USA, Inc.
Alberta Development Partners, LLC
Altus Group
AmREIT
Anding Realty
Amsource Development Inc.
ARC Properties, Inc.
Aries Capital, LLC
Arizona Partners
Armstrong Development Properties, Inc.
Army & Air Force Exchange Service
Aronov Realty Management
Ashkenazy Acquisition Corp.
Ashley Company
Associated Bank
ATCO Properties/Balboa Retail Partners
Athena Property Management
Athens EDC/Mexia EDC
Auction.com
Avison Young
AWE Talisman
B.C. Wood Properties
Baltimore Development Corp.
Basser-Kaufman
Bayer Properties, LLC
Beck Property Company, Inc.
The Bellevue Collection
Benbrooke Realty Investment Company
Benderson Development Company, LLC
Bennett Williams Realty, Inc.
Berkadia
Best Western International
Birchwood Resultants, LLC
Boos Development Group Inc.
The Boulder Group

Boxer Retail
Breslin Realty Development Corp.
Bright Realty
Brixmor
The Broadbeat Company
Brookfield Properties Ltd.
The Brookhill Group
Bucksbaum Retail Properties, LLC
Butler Enterprises
BVT Equity Holdings, Inc.
C.J. Segerstrom & Sons
The Cafaro Company
California Financial Corp.
Cameron Group LLC
Capital Pacific
Capview Partners LLC
Carlyle Development Group
Carpionato Group
Caruso Affiliated
Casandra Properties Inc.
Cassidy Turley
Casto
CBL & Associates Properties, Inc.
CBRE
CCIM Institute
Cedar Realty Trust
The Cedarwood Companies
Centennial American Properties, LLC
CenterCal Properties, LLC
Century 21 Real Estate, LLC
ChainLinks Retail Advisors, Inc.
Charles Company
Chase Properties Ltd.
Choose DuPage
CIM Group, Inc.
City of Auburn
City of Broussard
City of Casa Grande
The City of Center Point
City of Chino
City of Conroe
City of Costa Mesa
City of Crown Point
City of DeKalb
City of Doral
City of Fontana
City of Forney
City of Grapevine
City of Hesperia
City of Jeffersonville
City of Kaufman EDC
City of Kingman
City of La Vista
City of Laguna Hills
City of Liberty/City of Fulshear
City of Lynwood
City of McAllen
City of McHenry
City of Murrieta
City of Orlando
City of Orange Redevelopment Agency
City of Pittsburgh

City of Richland
City of Sacramento
Clarksville – Montgomery County Economic Development Council
CNL Commercial Real Estate
Coast Realty Associates
Cocca Development, Ltd.
Coddling Enterprises
Coldwell Banker Commercial Affiliates, Inc.
Cole Real Estate Investments
Collett & Associates, LLC
Colliers International
Colonial Properties Trust
Combined Properties Inc.
ComVest Properties, LLC
Constructora Planigrupo, S. A.
Continental Properties Co., Inc.
Continental Real Estate Companies/CREC
Continental Retail Development
Copaken Brooks, LLC.
COR Development Company
The Cordish Companies
Cornerstone Capital Corporation
Council of International Restaurant Real Estate Brokers
County of San Bernardino
Courtelis Company
Cousins Properties Incorporated
Covington Realty Partners
Craig Realty Group
CREW Network
Crosbie Real Estate Group, LLC
Crossman & Company
Crosspoint Realty Services Inc.
Crown Castle International
Crown Retail Services
CTL Capital
Cullinan Properties LTD
Cushman and Wakefield, Inc.
CWCapital Asset Management
David Cronheim Mortgage Corp.
DDR Corp.
De Rito Partners, Inc.
DeBartolo Property Group, LLC
Decron Properties Corporation
Defease with Ease
DePaul University
The DESCO Group
Design International
Developers of Outlet Centers & Retailers (DOC&R)
Developers Realty
Development Design Group Inc.
DFW Marketing Team
Dial Companies
The DiMarco Group LLC
DJM Capital Partners, Inc.
DJM Realty
DKMallon
DLC Management Corporation
Dodge City/Ford County Development
Donahue Schriber

Downtown Surrey BIA
DRA Advisors, LLC
East Montgomery County Improvement District
Eastern Retail Properties
Eastern Union Funding
ECHO Real Estate Services Company
Eclipse Development Group
Economic Development Corporation of Utah
EDENS
EDGE Realty Partners
Edgewood Properties
ElectriCities of N.C., Inc.
Embree Asset Group Inc.
Endeavor Real Estate Group
Endura Advisory Group
Envoy Net Lease Partners
Equity Inc.
Equity One, Inc.
Ershing Properties Inc.
Evergreen
Excel Trust
Excess Space Retail Services, Inc.
EXP Realty Advisors/Katz Properties
EZCORP, Inc.
Fairmount Properties
Faison and Associates
Faris Lee Investments
Federal Realty Investment Trust
The Feil Organization
The Ferber Company, Inc.
The Festival Companies
FFO Real Estate Advisors
Fidelis Realty Partners
First Allied Corporation
First Interstate Properties Ltd.
First Western Properties Chicago
First Western Properties, Inc.
Flocke & Avoyer Commercial Real Estate
Forbes Company
Forest City Enterprises
Fortus Property Group
Four Springs Capital, LLC
Foursquare Properties, Inc.
Franklin Street
G.J. Grewe, Inc.
GA Keen Realty Advisors
Gator Investments
GBT Realty Corporation
GDC/RE
GE Capital, Franchise Finance
Geenen DeKock Properties
General Growth Properties, Inc.
Gibraltar Management Co., Inc.
GK Development Inc.
Glimcher
Global Financial Trust, LTD
Goldberg Properties, Inc.
Goodale and Barbieri Company
Goodman Real Estate Services Group LLC

Goodman Realty Group
Graco Real Estate Development, Inc.
Graham Corporation
Grand Bazaar Group
Grant County EDC
Greater Killeen Chamber of Commerce
Greenberg Gibbons/WRITE
Gumburg Asset Management Corp.
Hadler Realty Co.
Halpern Enterprises, Inc.
The Harlem Irving Companies, Inc.
Hawkins Companies
Hekemian and Co., Inc.
Hendon Properties, LLC
Hendricks Commercial Properties, LLC
Highwoods Properties
Hilco Fixed Asset Recovery
Hilco Real Estate LLC
Hill Partners, Inc.
HKS Management, LLC
Hogan Real Estate
Horizon Group Properties, Inc.
Horne Properties, Inc.
Howard Group
Howard Hughes Corporation
Hull Storey Gibson Companies, LLC
Hurst Euleess Bedford Economic Development Foundation
Hutensky Capital Partners
The Hutton Company
Icon International
IDS Real Estate Group
The Inland Real Estate Group of Companies, Inc.
InSite Real Estate, LLC
Intercontinental Hotels Group
International Property Developers North America
Irvine Company
Ivanhoe Cambridge Inc.
IVG Real Estate
J. Herzog and Sons, Inc.
Jacobs Enterprises, Inc.
Jamestown
JBG Rosenfeld Retail Properties
JDI Realty, LLC
Jeffrey R. Anderson Real Estate, Inc.
Jim Wilson and Associates, LLC.
Joint Economic & Community Development Board of Wilson County, TN
Jones Lang LaSalle
Jordan Perlmutter & Co.
Kabat Real Estate Solutions
Kahn Development Company
Katz & Associates Corp.
Kennedy Funding
KeyBank Real Estate Capital
KeyPoint Partners, LLC
KGI Properties
Kidder Mathews

Kiemle and Hagood Company
Kimco Realty Corporation
Kin Properties
Kinecta Federal Credit Union
Kitchell Development Co.
Kite Realty Group
KLN Retail
Konover South
Kornwasser Shopping Center Properties
Kossman Development Company
KossResource.com
KP Development
The Krausz Companies, Inc.
KW Commercial
Ladder Capital Finance
Lamar Companies
LANE4 Property Group, Inc.
Lauth Group, Inc.
Lee & Associates
The Legaspi Company Marketing/Realty Services
Levin Management Corp.
Lewis Retail Centers
Lighthouse Commercial Mortgage
Lincoln Property Company
Linx BC
Little Elm EDC
LMS Commercial Real Estate
Location Georgia
The Longview Chamber of Commerce
Lormax Stern Development Corp.
Madison Commercial Real Estate Services
Madison Marquette
Malachite Group, Ltd.
Mall Properties, Inc.
Marcus & Millichap
Market Land Company
The Marketplace Concept
Marriott International, Inc.
Matanky Realty Group
Mattiace Properties, Inc.
McArthurGlen UK Ltd
McCaffery Interests
The McDevitt Company
McDougal Companies
MD Management
Meissner Jacquet Investment Mgt. Svcs.
Menin Development Inc.
Meridian Capital Group, LLC
Merlone Geier Management Inc.
Merrill Companies, LLC
Mesa West Capital
MeLife
Metro National
Mexico Retail Properties
Meyer C. Weiner Co.
The MG Herring Group Inc.
Midland Atlantic
Midway Companies
Milestone Associates
Mimco

Minnesota Landlords	The PRISM Company, Inc.	Silver Arch Capital Partners, LLC	Village of Park Forest	Cooper Lighting	NECA-IBEW/NLMCC
Mission Capital Advisors, LLC	Pyramid Management Group	Site Source Retail Networks	The Villages Operating Company	CPI Daylighting, Inc.	Neustar
Mississippi Power Company	Quantum Companies	Skilken	Vintage Real Estate, LLC	Custom Plastics/ Handi-Solutions	Nielsen
Myron M. Hunt, Inc.	Quine and Associates, Incorporated	Slawson Commercial Development Company	Vista Equities Group	DBI Services	OASE
N3 Real Estate	Ramco-Gershenson	Sperry Van Ness	Vornado Realty Trust	DCI Marketing	P&P Artec Inc.
NAI Black	The Rappaport Companies	Spinoso Real Estate Group	W.M. Grace Development Co.	Digital Map Products	Pitney Bowes Business Insight
NAI Global	RCG Ventures LLC	Springstead and Associates	Wanda Group	Directory of Major Malls/ Shopping Centers.com	PLAYTIME, LLC
Nassimi Realty LLC	RD Management LLC	SRS Real Estate Partners	Washington D.C. Economic Partnership	Dr. Gum Inc.	Poligon By PorterCorp
National Association of Realtors – Commercial Division	RE/MAX Commercial	The Staenberg Group	Waterstone Capital Advisors	Driveway Maintenance, Inc.	Quantitative Analysis
National Realty and Development Corp.	Read King	Stan Johnson Company	Weingarten Realty Investors	DuMor Inc.	Randolph Rose Collection
National Retail Properties	Realm Realty Company	Stanbery Development, LLC	The Weitzman Group	Duro-Last Roofing, Inc.	Raymond Engineering – GA, LLC
Natixis Real Estate Capital LLC	Realty Income Corporation	Stark Enterprises	Welco Realty, Inc.	ElectraLED, Inc.	Real Capital Analytics
NES Financial	Realty Resources, Incorporated	Starwood Retail Partners	Western Retail Advisors	Electric Time Company Inc.	Real Estate Financial Modeling
Net Lease Alliance, LLC	RealtyLink	Steadfast Inc.	Westland Real Estate Group	Environics Analytics	REI Wise
New England Development	Reata Real Estate Services, LP	Steiner + Associates, Inc.	Westwood Financial Corp.	ESRI	The Retail Coach, LLC
Newmark Grubb Knight Frank	RED Development	Stirling Properties	Wharton Realty Group Inc.	F.C. Dadson	Retail Lease Trac
NewMark Merrill Companies	Red Mountain Retail Group, Inc.	Stoltz Management	Wheeler Real Estate Investment Trust	FabriTec Structures	ROIC analytics
Newport on Levee	Redlands RE Holdings LLC	Strategic Development Advisors	White-Leisure Development Company	FacilityConnect	Roux Associates, Inc.
NewQuest Properties	RedMark Realty, LLC/Windsor Companies	Stuart Makler and Associates	Widewaters	Finrock DMC	Schindler Elevator Corporation
Next Realty, LLC	The Redmond Company	Sundance Square	Wilders Companies	Forum Analytics	Sealmaster
North American Properties	Regency Centers	SZITIC Commercial Property Co. Ltd.	Williams Jackson Ewing, Inc.	Francisation InterGlobe	Shopping Center Business Magazine
Northgate Associates	Regency Properties	Takenaka Corporation	Wilmorite Management Group	Glasdon	Shopping Made Mobile Inc.
NorthPark Center	Regis Corporation	Tanger Factory Outlet Centers, Inc.	Winick Realty Group, LLC	Global Lighting Perspectives	Sites USA
Northwest Atlantic	Related Urban Development	Taubman Centers	The Wolcott Group, LLC	Guardian Waste Group, Inc.	SKYLINE Software
Northwest Independent Mall Group	Reliable Properties	TCN Worldwide	The Woodmont Company	Hays Companies of Florida	Solaire Generation
Northwood Retail	The Remington Group	Tech-R&DS Co., Ltd.	Woolbright Development, Inc.	HUB International Limited	Solarworld Americas, LLC
Oberfeld Snowcap Inc.	Retail Brokers Network	Terramar Retail Centers	WP Realty, Inc.	Hubbell Lighting, Inc.	StormTech, Inc.
Oklahoma City Chamber of Commerce	The Retail Connection	Terranova Corporation	WS Development Associates LLC	Hunter Industries	StormTrap
OliverMcMillan	Retail Opportunity Investments Corp.	Terrell Economic Development Corporation	Wulfe and Co.	ID Plans Corp.	Sunland Asphalt
Omaha Economic Development Partnership	Retail Planning Corporation	Thomas	X-Team	Ideal Services Inc.	Synergos Technologies
O'Neill Properties Group	Retail Properties of America, Inc.	Thor Equities LLC	Youngwoo & Associates	Intalytics, Inc.	TCI Architects/Engineers/ Contractor, Inc.
Orion Investment Real Estate	Retail Solutions	Tivoli Village At Queensridge	Zaremba Group, LLC	International Play Company	Tetrad Computer Applications, Inc.
Outlets of the Pacific	REZA Investment Group	TKO/Real Estate Advisory Group, Inc.		Jack Jaffa & Associates	Thomson Reuters
Oxford Properties Group	The Richard E. Jacobs Group	Town of Dillon		John Meyer Consulting, PC	Timberlake Construction Co., Inc.
Pacific Retail Partners	RioCan Real Estate Investment Trust	Town of Erie, Colorado		KAI Total Pavement Management	Trade Area Systems, Inc.
PacificRealty Partners	Ripco Real Estate Corp.	Town of Firestone		Keystone Ridge Designs, Inc.	U.S. Surveyor, Inc.
Palmer Capital Inc.	Rivercrest Realty Investors	Trademark Property Company		Kleinfelder	U.S. Thrill Rides, LLC
Paragon Outlet Partners	Riverside County EDA	Trammell Crow Company		Kusser FountainWorks	Upbeat Site Furnishing
Paramount Realty Services Inc.	RJL Real Estate Consultants	Transwestern		Landiscor Aerial Information	Varco Pruden Buildings
Paran Management Co.	RKF	Tremont Realty Capital		Langan Engineering & Environmental Services	Venture Lighting
Passco Companies, LLC	Robert B. Aikens and Associates, LLC	Tri-Land Properties, Inc.		LifeRoof, LLC	Victor Stanley, Inc.
Paster Enterprises	Rosenshein Associates	Trinity Realty Group		Madrax/Thomas Steele	Waste Management
The Pederson Group, Inc.	Rosenthal Properties, LLC	Triple Five Group of Companies		Maglin Site Furniture	Western Colloid Inc.
The Peterson Companies	Rouse Properties	Tucker Development Corp.		Mapes Industries	Window Dressing Design
Philips International	Royal Seal Development, Inc.	Twin Peaks Restaurants		MotionLoft	Winterland Inc.
Phillips Edison & Company	RREEF	Twin Rivers Capital, LLC		MRI Software	WLS Lighting Systems
Pine Tree Commercial Realty	S.L. Nusbaum Realty Co.	UC Funding LLC		Nana Wall Systems Inc.	Yardi Systems, Inc.
Plaza Associates, Inc.	Samuels and Associates	United Commercial Realty		National Coatings Corporation	Zurich
Plaza Las Americas, Inc.	San Gabriel Valley Economic Partnership	United Trust Fund		National Construction Rentals	
Plaza Properties	Sansone Group	University of Missouri – Kansas City			
Poag and McEwen Lifestyle Centers, LLC	Saul Centers, Inc.	Urban Retail Properties, LLC			
The Pollard Group Ltd.	Schlosser Development	Urstadt Biddle Properties Inc.			
Potomac Development Group	Schostak Brothers and Co., Inc.	Vanguard-Fine, LLC			
PREIT	SDI Realty	The Velmeir Companies			
Prestige Properties & Development Co., Inc.	Selig Enterprises, Inc.	Vestar			
Prime Finance	The Sembler Company	Village of Glenwood			
Primrose Schools	Seritage Realty Trust	Village of Hoffman Estates			
Prince George's County Economic Development Corp.	Shea Properties	Village of Matteson			
	Sierra	Village of New Lenox			

MARKETPLACE MALL EXHIBITORS

2-D As-Built Floorplans
A.C.I. Commercial Roofers LLC
Academy
Accruent, LLC
Advanced Pavement Technology
Alliant Insurance Services
Alteryx
Ameresco, Inc.
APOC
APTO
Avian Flyaway, Inc.
Axis Energy Partners
Beecher Carlson
Belcomb Technologies
Benise-Dowling National
Painting
Better Life Technology, LLC
Bock & Clark
Boomerang Systems Inc.
Buxton
Calico Building Services
Canless Air System
Center Stage Production
Chief Buildings
Contract Furniture Company

NORTH AMERICAN PARTNER



SRS
Real Estate Partners

What You'll Find at RECon

Leasing Mall

Whether you're a shopping center owner looking to lease space in a new or existing shopping center or a retailer looking to expand into new markets, the 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 Leasing Mall is the most cost-efficient means of doing business. You can visit with all the major companies in the industry and conduct a year's worth of business in just three days.

Marketplace Mall

Introduced in 2012, the Marketplace Mall will feature over 300 product suppliers and service companies grouped together in one convenient location so that attendees can quickly and easily learn about the latest innovations that will improve their profitability. Whether you are looking for signage, shopping carts or new technology solutions, you can get the information you need at the Marketplace Mall.

“What's great for IKEA is that everybody in the business is at RECon. Whether we are looking to meet with developers, land owners, city representatives, consultants, or brokers; they are all there! So for us, RECon is a really efficient way of getting business done.”

Douglas Greenholz
Vice President Real Estate
IKEA Property, Inc.

Cities of the World Pavilion

The Cities of the World Pavilion features cities and municipalities as well as government and non-profit organizations that are looking to attract retail real estate development to communities throughout the world. Located on the Leasing Mall floor, the Cities of the World Pavilion will allow attendees to quickly and conveniently learn about all the incentives, inducements and development opportunities that exist in communities near and far.

Finance Pavilion

The Finance Pavilion is one convenient stop for attendees to meet with financial companies, banks and lenders to discuss incentives and financing opportunities that will make their development dreams come true.

Design Trends Exhibit

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

#iTechLounge

From social media to mobile marketing. From SEO to geo-fencing. As technology evolves, so must marketing strategies and tactics. At ICSC's first-ever #iTechLounge, learn about emerging trends and tools, understand the importance of creating a solid digital and online footprint, review real industry examples and look beyond Facebook and Twitter. See page 26 for schedule.

Marketplace Mall Education Hall

Brand new to the Marketplace Mall, the Marketplace Mall Education Hall hosted by the Professional Retail Store Maintenance Association (PRSM), will provide attendees with 30-minute trade-relevant power sessions on topics like HVAC, paving, sustainability, and much more! The Marketplace Mall Education Hall will be the go to place for retail facility professionals to learn about the latest industry advancements and network with their peers. So if you are responsible for the maintenance or management of a retail store or shopping center, don't miss this brand new feature of the Marketplace Mall. See page 25 for sessions.

Continuing Education Credits

Attend RECon Academy and earn credits toward your ICSC continuing education!



Program

Saturday, May 18

12:00 noon – 6:00 pm

Registration

Sunday, May 19

7:30 am – 6:00 pm

Registration

9:00 – 11:00 am

Global Leadership Summit

(By invitation only)

Our guest speaker will address the challenges and opportunities that businesses are facing in the new global environment with a dynamic discussion of industry imperatives and opportunities.

GUEST SPEAKER:



Michael F. Moriarty
Senior Partner
A.T. Kearney, Inc.
Chicago, IL

11:30 am – 12:45 pm

ICSC VOLUNTEER LEADERSHIP

Volunteer Leadership Brunch

(By invitation only)

12:00 noon – 5:00 pm

Marketplace Mall

Visit with over 300 product suppliers and service companies or stop by the Green Zone for the latest in green technology.

12:00 noon – 5:00 pm

Marketplace Mall Café

Tired and hungry from your flight? Want to grab something to eat before your meetings? Come to the Marketplace Mall Café in the center of the Marketplace Mall and grab a quick bite to eat if you're on the go, or, sit, relax and check your email at one of the many free Wi-Fi stations at RECon.

1:30 – 2:00 pm

Viva Awards Ceremony and ICSC Foundation Albert Sussman International Award Presentation

2:00 – 3:00 pm

Blockbuster Opening Session

Taking the success of his best-selling business books *Freakonomics* and *SuperFreakonomics* to the next level, Steven Levitt will present attendees with a toolkit to help them gain insights on problem solving in their personal and professional lives. Each idea presented by Dr. Levitt will be illustrated by a story or example, in the ever-popular counterintuitive *Freakonomics* style, that will provide shopping center professionals with illuminating thoughts for profitable thinking. Dr. Levitt has an enormous curiosity and is set on course by personal experiences and the incongruities he sees in everyday life. He has the uncanny ability to sift through a pile of data to find a story that no one else has found and devised ways to measure an effect that veteran economists have declared unmeasurable. *The Wall Street Journal* has said, "If Indiana Jones were an economist, he'd be Steven Levitt." Join Dr. Levitt as he will unlock your creativity so that you can *Think Like A Freak* and freak-out the competition.

GUEST SPEAKER:



Dr. Steven D. Levitt
Author
Freakonomics and
SuperFreakonomics

Sunday, May 19



2:00 – 5:00 pm

RECon Academy

Separate registration fee is required.



Advanced Components of a Successful Leasing Strategy

Participants will examine options to effectively create a successful leasing strategy, learn how to deal with today's pressures to identify a well thought out leasing program that increases rental income and identify methods to create an optimum tenant mix while increasing occupancy. Engage with industry leasing professionals to learn how one can improve effectiveness by identifying the proper tenant mix for your center to accelerate the leasing process and achieve shopping center stability while maximizing income.

FACULTY:



Diana Milligan, scls
Vice President, Leasing
Taubman Centers, Inc.
Bloomfield Hills, MI

3:00 – 4:30 pm

Interactive Workshops

Organized by Next Generation



These five workshops provide the optimal format to learn and interact with everyone from new industry professionals to experienced veterans in retail real estate. The workshops will include a wide variety of topics in a unique atmosphere. Industry experts will share case studies on relevant topics in their specific sector in the industry.

1. Finance: Price is What You Pay, but Value is What You Get: The ABC's of Commercial Shopping Center Valuation

Confused about the terminology that industry experts commonly use when putting together a deal? Afraid of terminal boredom from attending a seminar explaining such economic terms? We have a solution! After an introductory discussion by the panel, each round-table will be provided with a case study involving a fictional asset purchase with a specific set of buyer level acquisition criteria. The attendees will then be asked to collectively produce the optimal deal structure taking into account their particular acquisition criteria. Our panel of experts will then analyze the alternatives and compare its conclusions with those of each table. You will leave this session with an understanding of common deal terms, the ability to "talk the talk," and an understanding of how to underwrite an acquisition from multiple viewpoints.

MODERATOR:



Michael Weinberg, ccim
Associate Director
HFF, L.P.
Orlando, FL

2. Leasing & Acquisitions: Staying Ahead of the Curve in an Evolving Retail World

Join a panel of esteemed retail real estate owners as they discuss the challenges and opportunities of leasing and investing their particular product type. Hear about the core differences in leasing urban/street retail, suburban retail and grocery anchored centers. Learn how each group's acquisition and development strategy is driven by the changing retail landscape. What is the key to staying ahead of the curve? This panel will be highly interactive and attendees are encouraged to come with questions.

MODERATOR:



Jessica Zaski
Acquisitions
Acadia Realty Trust
White Plains, NY

PANELISTS:



Brittany Bragg
Principal, COO
Crown Acquisitions
New York, NY



Scott Carr, scls, scsm
Executive Vice President –
Chief Investment Officer
Inland Real Estate Corporation
Oak Brook, IL



Chris Conlon
Executive Vice President &
Chief Operating Officer
Acadia Realty Trust
White Plains, NY



Chris Weilminster
Senior Vice President, Leasing
Federal Realty
Rockville, MD



3. Legal: The Holiday Inn Express Didn't Teach You This...Critical Legal Issues in Lease Negotiations

Have you done hundreds of leases before? Need to save money off the bottom line in a new deal? Why not save costs and leave the lawyers out of the transaction – lawyers only delay getting the deal done anyway, right? To quote a famous sports commentator, “Not so fast, my friend.” The purpose of this interactive workshop is to outline important legal issues within leases – issues which have meaningful business implications – that are often left unaddressed at the “deal making” stage of negotiations. Topics addressed will include assignment and release, guaranty terms, self-help rights, default remedies and subordination to lenders, and much more. After attending this entertaining and educational workshop, you may not be able to sleep soundly in the future at the Holiday Inn Express or anywhere else without calling your favorite attorney to help on your next leasing transaction.

MODERATOR:



Jonathan L. Neville, esq.
Arnall Golden Gregory LLP
Atlanta, GA

4. Management: How Has Managing Properties Changed?

Join industry experts as they share their experience in the industry. Learn how property management has changed and what the future will look like. What are these experts doing to cut expense and increase revenue? What have they learned over the years? Hear experiences that new members, along with industry experts, will benefit from. This workshop will be a very interactive program which will include case studies and networking.

5. Retail: Understanding the Metrics and Factors Behind Retailer Growth Strategies

Retailers are expanding again, but trends have certainly changed since the Great Recession and a new norm has been established. New construction developments have been few and far between. As a result, retail chains have had to evaluate 2nd generation space for their brand to grow. This workshop will take an in depth look at retailers’ site selection strategy. Topics addressed will include penetration rates, sales forecasting, growth strategies, economic factors, demographics, cannibalization rates, urban vs. suburban strategies, traditional vs. non-traditional concepts, and much more. After attending this workshop, you will be able to get inside the head of the retailer and hopefully understand how to position your project and maximize its value or win their business in your next pitch.

3:00 – 4:30 pm



SIGS | SPECIAL INDUSTRY GROUPS

Women's SIG

The Evolution of Retail As We Know It

Join us as we have an interactive discussion with e-Retailers who have successfully transitioned online retail to brick and mortar stores. Learn how they did it and how they are thriving. This is an opportunity to enhance your business and make new contacts.

CHAired BY:



Faith Hope Consolo
Chairman, The Retail Group
Douglas Elliman Real Estate
New York, NY

3:00 – 5:30 pm



Fortune Tellers Gathering and Researcher Award Ceremony

Open to all with an interest in industry research. This event is sponsored by ICSC's five global advisory groups – U.S., Canadian, Mexican, European and Asian-Pacific research groups.



Sunday, May 19

3:15 – 5:15 pm

ICSC VOLUNTEER LEADERSHIP

Volunteer Leadership Orientation

(By invitation only)

5:30 – 7:00 pm

Opening Reception and Entertainment

Join your fellow RECon attendees poolside at the Bellagio Hotel & Casino for some networking, live entertainment, and signature cocktails at one of four unique watering holes (five if you count the pool...but we don't recommend it). Interested in mingling with other professionals doing business in Hispanic Markets? Then belly up to the bar in the "Hispanic Markets Patio" and enjoy their signature Mojito. You could swing by "Certification Central" to raise a Champagne flute with the latest group of Certified Professionals, or learn how you could take the next steps towards certification and popping some bubbly of your own. Enjoy a Manhattan in Las Vegas with a Public Official from Dallas at the bar in the "Alliance Avenue". Or stop by the Next Generation bar for their signature green cocktail, the Midori Cosmopolitan. Why a Midori Cosmopolitan you ask? Because a Grasshopper seemed a bit too Old Fashioned for this crowd. And if you're feeling rather Cosmopolitan, why not stop by them all!

Silver Sponsor:



6:00 – 9:30 pm



ICSC Foundation Annual Gala Dinner

Celebrate ICSC Foundation's 25th Anniversary at its Annual Gala Dinner. Kick off RECon in style. Join us for networking, entertaining, having fun and giving back at the Bellagio Hotel & Casino. Everyone who is anyone will be there! This private event includes a cocktail reception, dinner and entertainment by Terry Fator, winner of "America's Got Talent" and Las Vegas headliner. An additional fee applies. Register at www.icscfoundation.org/2013gala or with your RECon registration.

FEATURED GUEST:



Terry Fator
Singer, Comedian, Celebrity Impressionist

Monday, May 20

7:00 am – 6:00 pm

Registration

7:00 – 8:00 am

Congressional Tax Reform Breakfast – The Great Tax Debate

This is a "must attend" session for real estate professionals who make business decisions based on capital gains treatment, the ability to deduct the interest on commercial debt, or the like-kind exchange rules. A massive push to reform the U.S. federal tax code is underway in Congress to remove complexity and provide certainty for American taxpayers. Many believe that corporate tax rates should be lower and that a rate reduction should be financed by eliminating or limiting business tax expenditures, including various deductions, credits, deferrals and other incentives for business. While the intent is to create a more competitive environment for U.S. corporations, considerable attention is focused on pass-throughs, and the impact could be significant. Come hear from federal elected officials and tax policy experts on the potential ramifications for commercial real estate and the likelihood of tax reform moving forward in the next year.

Monday, May 20



7:00 – 8:30 am

Global Delegates Breakfast

Retail businesses can no longer be content to sell to a local or regional market. In today's world, more retailers and retail property developers are going global in an effort to maximize profits and take advantage of untapped markets. Much of the growth that comes with globalization in retail comes from markets that are emerging on the global landscape. Technology is also playing a vital role in the expansion of global retail; consumers can find most of the products they buy online through various retailers. Government regulations also play a large part in the globalization of retail markets. Our Global Breakfast speakers will address how retail serves as a powerful catalyst for creating jobs, for providing much needed tax revenue and for improving standards of living globally.

SPEAKER:



Lauralee Martin
ICSC Trustee
Chief Operating & Financial Officer
Jones Lang LaSalle
Chicago, IL

7:30 – 8:30 am

Certification Breakfast and Information Session



Thinking about getting ICSC Certified? Want to be part of an elite group of industry professionals and receive global recognition from your peers, boards and associates? Then this complimentary networking event is a must attend! This is an ideal way to better understand the prerequisites, the process for application, how to prepare, and what the actual certification exam is like. More importantly, you'll hear from industry leaders about what certification has meant to them, personally and professionally. Don't miss this chance to enjoy a delicious breakfast while you learn about ICSC certification, receive take home information, and talk about professional designations with others in the industry that are already ICSC Certified.

7:45 – 9:00 am

Student Breakfast



Industry Meet & Greet

Student members attending RECon are invited to join a group of industry professionals who will be available to speak about their company's history, operations and practices, business development plans and opportunities for graduating students. A preliminary list of participating companies include: Clarion Properties, DLC Management Corp., Joseph A. Banks Clothiers and Taco Bell.

8:00 am – 5:00 pm

Leasing Mall

8:00 am – 6:00 pm

Marketplace Mall and Marketplace Mall Café

9:00 – 11:00 am

CMD Global Certification Review



A separate registration fee is required.

Ideal for marketing professionals employed as representatives of an owner or retail tenant, as well as corporate marketing executives who oversee the marketing function for multiple centers, ICSC Certified Marketing Directors (CMD) have specialized expertise in customer relationship management, research and analysis, marketing plan implementation, retailing and sales development, public and community relations, advertising and media buying. Convenient and practical, this 2-hour review course is designed to familiarize CMD candidates with exam content, format and scoring. Providing insider perspectives about the exam, participants will receive an in-depth overview and breakdown of the exam specifications. The highlight of the course is a mock exam patterned after an actual CMD exam which will be graded and discussed in-depth as your ICSC Certified instructor helps you identify your strengths, uncover your weaknesses, discover important test-taking techniques and develop a targeted study plan. Register at www.icsc.org/2013TRL.

SPEAKER:



Angela Herlth-Sweeney, SCMD
Vice President, Corporate Marketing & Communications
The Peterson Companies
Fairfax, VA

Monday, May 20



9:00 am – 12:00 noon

RECon Academy

A separate registration fee is required.



How to Attract Developments that Bring Vitality to a Community

Learn the types of developments that bring economic prosperity to a community from new retail development. Review the factors that benefit the community, such as jobs, real estate taxes, sales taxes, impact fees, revitalization of depressed areas, and learn the different ways that public officials and developers interact for mutual benefit, what steps to follow and what to avoid. Beyond site selection, the dozens of entitlement approvals can make building the project quite costly and unreasonable. Therefore, seeking the right match and understanding of the other's needs and priorities is the key step for a productive partnership between government and the developer. This course also deals with different categories of public-private negotiations and provides specific case studies covering both suburban development and downtown renewal.

FACULTY:



Ivan Baker, CECD, AICP
Director of Economic Development
Tinley Park, IL



Winsley Durand, III
Omaha Chamber of Commerce
Omaha, NE



Joe Marinucci
President & CEO
Downtown Cleveland Alliance
Cleveland, OH



Allison J. H. Thompson, CECD, EDFP
Economic Development Director
City of Cedar Hill
Cedar Hill, TX

11:00 am – 12:00 noon

General Session

Clash of the Titans

Sides have been picked and all contestants are "suited up" for the fight. In the red corner are the Internet challengers led by Apple, Google, Amazon, eBay and Facebook, and in the blue corner are the brick and mortar current champions led by Wal-Mart, Target, Home Depot and Costco. While the Internet challengers had been throwing the initial punches, a counter-attack, and perhaps more, has been launched. Each side is now behind enemy lines as some Internet operators have opened brick and mortar stores while more and more brick and mortar operators are enhancing their offerings with a variety of Internet and social media initiatives. This fast-paced panel of industry experts will discuss the likely future scenarios between the Internet and the brick and mortar contestants and how the various participants will seek to enhance and grow their models through a combination of virtual and actual physical forays. Lastly, the panelists will suggest the likely future winners on each side. Don't miss this panel if you want to better understand the impact of the intersection of brick and mortar and virtual retail.

MODERATOR:



Jeffrey H. Newman, esq.
Senior Partner & Chair of the Real Estate Department
Sills Cummis & Gross P.C.
Newark, NJ

PANELISTS:



Michelle Crames
Founder & Chief Executive Officer
Skuloop
Denver, CO



Lori J. Schafer
Executive Advisor, Retail
SAS Institute Inc.
Middletown, MA



Deborah Weinswig
Managing Director
Citigroup Inc.
New York, NY

12:30 – 1:00 pm

Lunch Served

12:45 – 1:00 pm

John T. Riordan Scholarship Awards Presentation

Monday, May 20



1:00 – 1:15 pm

Report from the President



Michael P. Kercheval
President and CEO
International Council of Shopping Centers
New York, NY

1:15 – 1:30 pm

Industry Perspective



Brad Hutensky
ICSC Chairman
President and Principal
Hutensky Capital Partners
Hartford, CT

1:30 – 2:15 pm

Keynote Speaker

SPEAKER:



Ron Johnson
CEO
jcpenny
Plano, TX

2:00 – 4:00 pm

CLS Global Certification Review

A separate registration fee is required.



Ideal for leasing professionals employed as representatives or agents of an owner and/or retail tenant, as well as corporate leasing executives who oversee the leasing function for multiple centers, ICSC Certified Leasing Specialists (CLS) have specialized expertise in leasing negotiation, licenses, contract administration, specialty leasing, trade area analysis, merchandise mix, tenant prospecting, financing and retailing. Convenient and practical, this 2-hour review course is designed to familiarize CLS candidates with exam content, format and scoring. Providing insider perspectives about the exam, participants will receive an in-depth overview and breakdown of the exam specifications. The highlight of the course is a mock exam patterned after an actual CLS exam which will be graded and discussed in-depth as your ICSC Certified instructor helps you identify your strengths, uncover your weaknesses, discover important test-taking techniques and develop a targeted study plan. Register at www.icsc.org/2013TRL.

SPEAKER:



Frederick Collings, scsm, scls
Senior Vice President, Leasing
Irvine Company
Irvine, CA

2:00 – 5:00 pm

RECon Academy

A separate registration fee is required.



Using Social Networking and Texting to Generate Income

Do you think of digital and social networking as just a personal interaction with Facebook, Twitter and LinkedIn? The world is changing fast and this course will get you caught up to speed on the new technologies and how professionals in the retail real estate industry are using these new tools to drive income for their business whether they are retailers or representatives of real estate companies. This education course will show how smart phone and personal computer apps are used by shopping centers and retailers. Some of the take-away tools will be creating social networking guidelines for your organization, developing a content strategy and developing a customer service model.

FACULTY:



Jen Augustyn
Partner
The Dealey Group
Dallas, TX



Angela Herlth-Sweeney, scmd
Vice President, Corporate Marketing & Communications
The Peterson Companies
Fairfax, VA

Monday, May 20



2:30 – 4:00 pm

Global Retail Runway

Retailers are making deals and YOU need to know where and how! Join us for a unique opportunity to learn from prominent retailers as they provide insight into what, where and how they are looking for and closing deals. This is where you need to be to meet and find out about their business and expansion plans. Retailer information summary will be distributed.

MODERATOR:



James Chung
Partner
Terranomics Retail Services
San Jose, CA

COORDINATED BY:



Amber Weltner
Senior Leasing
Federal Realty Investment Trust
San Jose, CA

A preliminary list of retailers include: 24 Hour Fitness, Churromania International Holding LLC, Dave & Busters, KidZania de Mexico S.A. de C.V., Fresh Market, Lolita Virtua, Nike, Noodles & Co, Starbucks and Yogurtland.

4:00 – 5:00 pm

Concurrent Sessions



1. Tackling the Dramatically Changing Dynamics of the Retail Marketplace: Customer/Tenant/Owner-Centric Strategies that May Work for You

Today's retail marketplace continues to be transformed by new and emerging trends, increasingly complex challenges, and rapidly changing technological innovations that have rendered all but a few standard operating procedures obsolete. A panel of seasoned asset and property management executives who are SCSMs and CPM designees will discuss how these changes are playing out in today's environment and strategic options available to deal with them to produce positive outcomes for all. Among the specific topics to be addressed:

- Interactive social media tools and techniques to build customer traffic and a "sense of community"
- The challenges of measuring ROI driven by social media outreach
- Strategies to enhance the business of small shop tenants and improve occupancy
- New and proven techniques for retaining anchor and other tenants and helping them to enhance profitability
- The changing buying patterns of consumers and preferred transaction methods

The session will allow ample time for questions and answers. So bring your questions and problems and our panel of experts will happily tackle them.

MODERATOR:



O. Randall (Randy) Woodbury, CPM
2010 President, Institute of Real Estate Management
President
Woodbury Corporation
Salt Lake City, UT

PANELISTS:



Gregory Carbone, CPM, CCIM
Director of Property Operations
EDENS
Bethesda, MD



Bill Goeke, CPM
Senior Vice President & Director
Weingarten Realty Investors
Houston, TX



Yvonne A. Jones, CPM, CCIM
Managing Director,
Asset and Property Management
McCafferty Interests, Inc.
Chicago, IL



2. Single Tenant – Triple Net Leased Retail Real Estate

Single tenant, net leased properties have always been a large part of the shopping center community as ancillary income for landlords in order to take advantage of outparcels or excess land. However, this niche property type is currently one of the nation’s most appealing investments, real estate or otherwise, as its fundamental simplicity has been acknowledged by tenants, developers, brokers, private investors as well as institutional owners. No longer do professionals deem single tenant assets to be a fringe investment as an entire industry has been focused on this property type for decades. The audience of this panel discussion will be able to hear from today’s foremost authorities on tenant trends, developer issues and investor demand. This will be the only discussion at RECon that focuses solely on the single tenant, triple net leased property type.

MODERATOR:



David Sobelman
Executive Vice President
Calkin Companies
Tampa, FL

PANELISTS:



Randy Blankstein
President
The Boulder Group
Northbrook, IL



Richard Kinnard
Vice President, Realty
Dispositions & Acquisitions
Wal-Mart Realty
Bentonville, AR



Craig Macnab
President & CEO
National Retail Properties
Orlando, FL



Austin Simmons
Partner
Brightwork Real Estate, Inc.
Tampa, FL

3. How to Increase Center Profitability

A panel of industry experts will discuss ways to increase NOI through marketing, property management, asset management, specialty leasing and events.

MODERATOR:



John-david W. Franklin, scls
Senior Vice President
Madison Marquette
Philadelphia, PA

PANELISTS:



John M. Crossman
President
Crossman & Company
Orlando, FL



Rebecca Maccardini, scmd
ICSC Past Trustee
President
RMResources, LLC
Ann Arbor, MI



Paul Puma
President, Southern Region
Kimco Realty
Charlotte, NC



4. The New Normal...How Retailers Think: A Public Sector Primer on Site Selection

This panel will reveal how retailers evaluate sites in today’s recovery environment, if bricks and mortar retailer expansion programs have been fundamentally altered, and the impact of the entitlement process and government incentives on retailers’ evaluation and approval processes. The panel will also explore how cities might better align their economic development visions with current real estate market and economic realities as well as the growth plans and review/approval processes for a given retailer the city might be targeting.

MODERATOR:



David S. Greensfelder
Managing Principal
Greensfelder Commercial
Real Estate
Albany, CA

PANELISTS:



Rolando Arredondo
Senior Director, Real Estate
Gap Inc.
Chicago, IL



Steve Berndt
Vice President, Real Estate,
Northern California Division
Safeway
Pleasanton, CA



Peg Blanchard
Director of Economic &
Community Development
Village of Barrington
Barrington, IL



Jason E. Claunch
Catalyst Commercial, Inc.
Dallas, TX



Lawrence E. Kilduff, cdp, csm
President
The Kilduff Company, LLC
Saukville, WI



5. The Outlet Meme: 25 Things You Need to Know About Outlet Retailing

Nearly 40 years after the first outlet center opened, this small retail sector has become much more than a blip on the retail radar screen. Not only is outlet retailing the most active, competitive and fastest-growing sector in retail real estate, it has also been called a microcosm of our society. It has been the meme, the cultural influence that has changed the way Americans shop and the way shopping centers do business. Brands and chains have learned through outlet retailing the importance of multi-channel distribution, and outlet developers have learned that partnering with those brands and being attentive to their needs creates a prosperous win-win not seen in any other shopping center sector. Outlet retailing is on the leading edge of demographic trends, market research practices, site selection, urban planning, financing, marketing, architecture, operations and technology. But newcomers often fail to understand the subtleties of outlet retailing, an education process that is crucial to success in this industry. This panel of outlet veterans will offer their own insights in the form of "25 Things You Need to Know About Outlet Retailing".

MODERATOR:



Linda Humphers
Editor in Chief/Director
Value Retail News
Clearwater, FL

PANELISTS:



Charlie Devine
Real Estate and Leasing
Dress Barn
River Vale, NJ



Jeffrey Montang
Vice President – Real Estate
AM Retail Group
Minneapolis, MN



David Ober
President
Global Outlet Management
Hershey, PA



Barry Sturm
Director of Real Estate
Guess?
Freehold, NJ



Lisa Wagner
Partner
EWB Development
Rockville, MD

4:15 – 4:30 pm **Annual Meeting of Members**

4:30 – 6:00 pm **Marketplace Mall Reception**

5:30 – 8:00 pm **The Diversity Reception**

Join us at The Diversity Reception, an annual networking event co-sponsored by national developers, retailers, law firms, title companies and real estate investors, held at the Mandarin Oriental. This event offers a top-notch venue for people from diverse backgrounds to network and form strong and lasting business relationships in the retail and real estate industries. Space is limited. To RSVP for the Diversity Reception, go to <http://diversityreception.shearman.com>.



Tuesday, May 21



7:00 am – 6:00 pm

Registration

7:00 – 8:30 am

Meet the Trustees Breakfast

This is your opportunity to meet and discuss key industry issues with ICSC's Board of Trustees in an interactive, roundtable setting. This breakfast is open to paid full convention attendees. Although there is no additional fee, pre-registration is required by March 29. Register at www.icsc.org/2013TBR. See page 24 for a list of Trustees and roundtable topics. Your access pass will be mailed in advance.

8:00 am – 5:00 pm

Leasing Mall, Marketplace Mall and Marketplace Café

9:00 am – 12:00 noon

RECon Academy

A separate registration fee is required.



Current Trends in Development, Design and Construction

In today's highly competitive and ever-changing retail economy, knowing the current trends in development, design and construction can make the difference between taking control of the marketplace, or losing control to your competition. The last five years have seen a radical change in the way we do business. Project types, deal structures, design innovations, tenant types, creative adaptive re-uses, and new construction techniques and management controls have evolved, all necessitating new ways of working (and surviving) in the evolving retail marketplace. The process of developing, designing and building (or repositioning) a shopping center is the result of innovative thought, planning, teamwork and effort. Our instructors will discuss what's working today and why!

MODERATOR:



Gordon T. "Skip" Greeby, P.E., SCDP
ICSC Past Trustee
President
The Greeby Companies, Inc.
Chicago, IL

PANELISTS:



Ralph J. Conti, ccim, cdp
Principal and Managing Member
Ra Co Real Estate Advisors LLC
Atlanta, GA



Jeffrey J. Gunning
Senior Vice President
RTKL Associates Inc.
Dallas, TX



Robert H. Mitchell, SCDP
Division Vice President
The Whiting-Turner
Contracting Co.
Fort Lauderdale, FL

10:00 – 11:00 am

Concurrent Sessions

1. Capital Markets: Where is the Money Flowing?

Money flows to where it is treated best. This panel of highly experienced and successful financial executives will discuss capital inflows and capital outflows and present their views and vision of national and international money flow architecture over the next 12-18 months. Don't miss this panel so you can be sure to align your interests in those sectors and those venues where your money will find the most hospitable and profitable home.

MODERATOR:



Jeffrey H. Newman, Esq.
Senior Partner & Chair of
the Real Estate Department
Sills Cummis & Gross P.C.
Newark, NJ

PANELISTS:



Julie Merkelson
Director
TIAA-CREF
Charlotte, NC



Robert M. White, Jr.
Founder & President
Real Capital Analytics
New York, NY



Bradley C. Wilmot
Managing Director,
Real Estate Capital Markets
Wells Fargo Bank
Los Angeles, CA



2. Mixed-Use and the New Urban Footprint

Mixed-use urban projects have drawn developers, retailers, office users and city planners alike in an effort to capitalize on demographic trends and drive development towards higher densities and varied use in a more pedestrian friendly setting. Whether targeting traditional urban locales or developing a “New Downtown”, effective synergies between developers, city planners and economic development authorities are essential to creating a strong neighborhood environment. The panel will discuss the dynamics of design and strategies to attract office, retail and residential users for development in and around the urban core.

MODERATOR:



Rick Fernandez
 Managing Director
 Calkin Urban Investment Advisors
 Reston, VA

3. Shopping Center Marketing in a Digital World

This panel features some of the industry’s leading marketing executives engaging in a lively discussion on the enormous impact that technology and the Internet is having on how developers/owners are marketing their centers. They will explore how new and emerging technologies are dramatically changing the way consumers shop, how retailers are responding and what shopping centers can do to differentiate themselves. They’ll share how they work closely with retailers, restaurants and other programming partners to create unique experiences that keep shoppers coming back for more. Finally, they’ll share some best practices in using the latest digital and social media tools to communicate with and engage shoppers and drive traffic and sales into their centers.

MODERATOR:



Marc E. Strauss
 First Vice President, Investment
 Marcus & Millichap
 Fort Lauderdale, FL

PANELISTS:



Barb Faucette, scmd
 Vice President –
 Corporate Mall Marketing
 CBL & Associates Properties, Inc.
 Chattanooga, TN



Angela Herlth-Sweeney, scmd
 Vice President, Corporate
 Marketing & Communications
 The Peterson Companies
 Fairfax, VA



Kurt Ivey
 Vice President, Marketing
 Macerich
 Tysons Corner, VA



Cheryl Megill, scmd
 Vice President of Marketing
 Retail Properties of
 America, Inc.
 Oak Brook, IL



4. Sourcing for Facilities: The Seven-Step Process

Anything worth doing is worth doing well, right? When it comes to sourcing for a facility, making sure the process is “done well” is absolutely critical. This informative session will discuss the do’s and don’ts of RFIs and RFPs, measuring and managing the sourcing process and whether facilities are ready for consortium buying. Industry representatives will provide a case study of what worked for other organizations, what they might change moving forward and pitfalls to avoid guaranteeing success.

PRESENTERS:



Patricia Dameron
 Executive Director
 Professional Retail Store
 Maintenance Association
 Dallas, TX



Bob Solomon
 President
 ServiceChannel
 New York, NY



Paul Walsh
 Director, Strategic Sourcing
 Gap, Inc.
 San Francisco, CA



5. Doing Business in Canada

“Since the year 2000 the number of international retail and service chains operating in Canada has more than doubled. Currently there are over 600 different foreign retail and service chains with a presence in Canada from some 35 different countries. The vast majority (about two-thirds) originate from the U.S. As well, approximately 100 international retailers have publicly announced plans to enter Canada in the coming years.” Source: Ivanhoé Cambridge Market Research.

This session will explore the benefits and sometimes challenges of investing in Canada, including a safe and secure market, healthy robust economy, and sophisticated and knowledgeable domestic retailers and developers. It will present insight into the similarities and differences between Canada and the U.S. with discussion to include variations in consumer attributes, behaviors and characteristics, retail and economic climates as well as strategies and opportunities for gaining market entry. The format will include a formal presentation followed by panel discussion among leading U.S. and Canadian industry experts who will offer their experiences north of the border and why Canada remains a popular choice for international retailers and developers. Time will be set aside for questions from the audience.

CO-MODERATORS:



John G. Crombie
Senior Managing Director,
National Retail Services,
Canada
Cushman & Wakefield Ltd.
Toronto, Ontario



Roman Drohomirecki
Executive Vice President,
Operations, Central &
Western North America
Ivanhoé Cambridge
Calgary, Alberta

PANELISTS:



Marie-Andrée Boutin
Vice President, Real Estate
The Aldo Group Inc.
Montreal, Quebec



Laurie Mahowald
Director, Property
Development Canada
Target Canada
Minneapolis, MN



Brad Cole
Vice President, Leasing
Simon Property Group
Roseland, NJ



Brad Wolfer
Senior Vice President
Company Stores
Donna Karan International
New York, NY

10:00 am – 12:00 noon

CSM Global Certification Review

A separate registration fee is required.



Ideal for center managers as well as corporate management professionals who manage multiple centers, ICSC Certified Shopping Center Managers (CSM) have specialized management expertise in asset management, operations, maintenance, lease negotiations, contract administration, retailing, merchandising, marketing, community relations, financing, risk management, security, human resources and law. Convenient and practical, this 2-hour review course is designed to familiarize CSM candidates with exam content, format and scoring. Providing insider perspectives about the exam, participants will receive an in-depth overview and breakdown of the exam specifications. The highlight of the course is a mock exam patterned after an actual CSM exam which will be graded and discussed in-depth as your ICSC Certified instructor helps you identify your strengths, uncover your weaknesses, discover important test-taking techniques and develop a targeted study plan. Register at www.icsc.org/2013TRL.

SPEAKER:



John S. Kokinchak, sCSM, sCLS
Senior Executive Vice President &
Chief Administrative Officer
DDR Corp.
Beachwood, OH

Tuesday, May 21



11:00 am – 12:00 noon

General Session

Bricks and Clicks: Where Are We in the Evolutionary Process?

How we shop and the way we make a purchase is evolving rapidly. Come hear what these industry leaders have to say about the following and what they're doing to maximize their business.

- How are the “clicks” affecting the “bricks” and changing their business models?
- What new technologies are being incorporated and what do these leaders see as the future of retailing?

Join us for an interactive discussion on the evolution of traditional shopping centers, the tenants that are in them and the new technologies and social sites being utilized.

MODERATOR:



Holly Cohen
ICSC Trustee
Senior Vice President, Global
Real Estate and Construction
Claire's Accessories
Pembroke Pines, FL

PANELISTS:



Vincent Corno
ICSC Trustee
Senior Vice President –
Real Estate
Saks Incorporated
Beachwood, OH



Carrie Murray
Marketing Manager
Weingarten Realty
Houston, TX

12:30 – 1:00 pm

Lunch Served

12:45 – 1:00 pm

Charles Grossman Scholarship, Schurgin Family Foundation Scholarship and Fiala Fellow Awards Presentation

1:00 – 1:15 pm

Look to the Future

1:15 – 2:00 pm

Keynote Presentation

SPEAKER:



Gregory Wasson
Chief Executive Officer and President
Walgreens Co.
Deerfield, IL

2:00 – 4:00 pm

CDP Global Certification Review

A separate registration fee is required.



Ideal for architects, engineers, contractors and developers, ICSC Certified Development, Design & Construction Professionals (CDP) have specialized expertise in site selection, acquisition, design, construction management, project scheduling and phasing, tenant coordination, cost management, sustainability, regulatory codes and safety. Convenient and practical, this 2-hour review course is designed to familiarize CDP candidates with exam content, format and scoring. Providing insider perspectives about the exam, participants will receive an in-depth overview and breakdown of the exam specifications. The highlight of the course is a mock exam patterned after an actual CDP exam which will be graded and discussed in-depth as your ICSC Certified instructor helps you identify your strengths, uncover your weaknesses, discover important test-taking techniques and develop a targeted study plan. Register at www.icsc.org/2013TRL.

SPEAKER:



Stephen E. Gallant, sCDP
Vice President Facilities Development
JoS. A. Bank Clothiers, Inc.
Hampstead, MD

Tuesday, May 21



2:00 – 5:00 pm

RECon Academy

A separate registration fee is required.



Quantifying Market, Site and Financial Feasibility (Co-hosted with CCIM)

Learn how to use the latest technology tools to conduct a market analysis for a new retail development, a redevelopment or an existing retail property. In this course you will learn to define a market area, determine sales potential as well as how to collect the market data needed to evaluate store demand, measure supply and then quantify the gap. We will also demonstrate how to use the market feasibility tools to identify “desired tenants”. You will learn how to find more tenants and close more leases by giving you market-based information to share with leasing prospects. You will also learn various ways to measure the financial feasibility of the project.

SPEAKER:



Gary M. Ralston, CRE, SCLS, CCIM, SIOR, SRS
President
Coldwell Banker Commercial
Saunders Ralston Realty
Lakeland, FL

2:30 – 3:30 pm

General Session

A Day in the Life of the Modern Consumer: The Impact of New or Emerging Platforms and Their Influence on Consumer Behavior

In this presentation, Randi includes several different outlets prominent in the social media community (i.e. Pinterest, Facebook, Twitter, etc.) as well as the mindset of a modern consumer. Young and exciting business development ideas are also covered: gamification, crowdsourcing, people as platforms and media brands, the change in video and live streaming, etc.

SPEAKER:



Randi Zuckerberg
Founder & Creative Director, Zuckerberg Media
Former Marketing Director, Facebook
San Francisco, CA

3:30 – 4:30 pm

Hispanic Markets



The Next Goldrush

According to Nielsen, the U.S. Hispanic population is the largest minority segment and is growing at a dramatic rate towards ethnic plurality. The spending power of the Latino population is expected to reach \$1.3 trillion by 2015, purchasing power larger than all but 14 countries worldwide, according to U.S. census data. Developers, retailers and marketing professionals can no longer ignore the huge purchasing power of the Hispanics. This powerful session will feature senior level experts who will provide insight into trends, demographics, financing and retail for this important facet of our industry. Learn to understand the markets and identify new business opportunities in this trillion dollar market.

MODERATOR:



Vanessa Delgado
Director of Development
Primestor Development, Inc.
Los Angeles, CA

PANELISTS:



Chiqui Cartagena
Vice President, Corporate
Marketing
Univision Communication, Inc.
Los Angeles, CA



Maria Contreras-Sweet
Chair & Founder
Proamerica Bank
Los Angeles, CA

Tuesday, May 21



3:30 – 4:30 pm

 **MIDDLE EAST MATTERS**

International Tracks

1. Middle East – Doing Business in the Middle East and North Africa: Risks, Reward, Results

The Middle East and North Africa is home to some of the world's most beautiful and productive shopping centers and the number of shopping centers in the region will dramatically increase by 2015. However, in much of the region the shopping center industry is still in its infancy and there are many opportunities for retailers and developers to tap into these emerging markets. Why are so many U.S. and European retailers entering this market? Where are the opportunities for new shopping center development? What are the cultural sensitivities that one must know in order to succeed? Is the Middle East and North Africa poised for a second wave of development that focuses on neighborhood and community centers as opposed to large enclosed malls? These questions and more are answered in this in-depth look at one of the most interesting corners of the globe.

 **CHINA MATTERS**

2. China – Understanding the China Five-Year Plan Cycle and Impact on the Retail Real Estate Industry

Hear an analysis on past "Five-Year Plans" and how China is charting the road map ahead. Find out about implications on the local and provincial governments and what this means for retailers and real estate players. How will China stack up against other emerging markets in the next five years?

3:30 – 5:00 pm

Cities of the World Reception

Located in the Cities of the World Pavilion in the Central Hall, don't miss this opportunity to network and meet with public officials that have development opportunities.

3:30 – 5:00 pm



Student Shopping Center Tour

ICSC Student Members are invited to attend a private tour of The Forum Shops at Caesars Palace. The Forum Shops, a Simon Property, is a past winner of ICSC's International Design & Development Awards. The property features more than 160 boutiques and shops as well as 13 restaurants and specialty food shops. The tour will be led by General Manager Mark Bell and his staff. Bus pick-up at Las Vegas Convention Center.

4:30 – 5:30 pm

 **EUROPE MATTERS**

International Tracks

1. Europe – European Retail and Shopping Center Industry: Prospects and Challenges

The outlook for the European retail sector remains mixed, clouded by continuing Eurozone uncertainty which may be stabilizing but will nevertheless be slow to dissipate in the short term. But retailing is a dynamic industry and, as history has shown, it is one that has gone through some dramatic transformations, becoming even more dynamic in the process – and we have not seen the end yet. Retailers may have to rethink their business models in the future and adapt to changing market conditions. This is likely to have implications for the retail real estate sector over and above the current more immediate economic challenges of a volatile recovery and fragile consumer sentiment. How will these changes impact retailers' requirements for shop space in the future? Retail sector performances across Europe have remained deeply polarized over the past year, with premier locations attracting strong demand from luxury brands, but secondary pitches still struggling on the back of weak consumer sentiment, trading performance and rising vacancy. Where are the hot spots? The retail development sector has also continued to feel the cool wind of change as the supply of new retail stock in the form of shopping centers, retail parks, etc. has dried up to varying degrees across Europe, leaving developers and investors with a number of challenges. What are these challenges and how can they be resolved?

MODERATOR:



Mike Morrissey
Managing Director
International Council of
Shopping Centers Europe
London, UK

PANELISTS:



Dr. Yvonne Court
Partner, Cross Border
Retail Services
Cushman & Wakefield
London, UK



Alexander Otto
Chair, ICSC European Advisory Board
CEO
ECE Projektmanagement
GmbH & Co. KG
Hamburg, Germany

Tuesday, May 21



2. Latin America/Caribbean – Overview of the Industry in Latin America and the Caribbean Region

In these times of increased global complexity and economic uncertainty, Latin America has maintained steady levels of economic growth and financial resilience, while attracting increased foreign investment, impressive tourism activity and progressing significantly towards poverty alleviation. As emerging economies gain relevance in shaping global affairs, the region is now fertile ground for innovative business and social development models involving public and private sectors, due largely to its wealth of natural resources, cultural heritage and human capital, with more than 150 million young Latin Americans between 15 and 29 years of age.

MODERATOR:



Jorge Lizan
Staff Vice President,
Business Development
International Council of
Shopping Centers
New York, NY

PANELISTS:



Tim Gifford
Senior Vice President,
Capital Markets
CBRE
Miami, FL



Carlos Neuhaus
President
Ingenieria Corporativa
Lima, Peru



Fernando de Peña Yver, CDP
Executive Vice President
Mall Plaza
Santiago, Chile



Mauricio Vaca
CFO
Cinepolis
Morelia, Mexico



3. Asia/Pacific – Focus on Indonesia: Stability, Growth and Sustainability

All macro-economic indicators allude to Indonesia being the next “big thing” with the country as a whole still under-served by formal retail formats like shopping centers. How is this affected by the growth of the middle-class, consumer spending and tier-two cities? In this discussion we will decipher the politics, the economics and bureaucracy in Indonesia and discuss the challenges ahead, security, sustainable growth and political succession.

5:30 – 7:00 pm

International Reception

Gold Sponsor:



Wednesday, May 22

7:00 am – 2:00 pm

Registration

8:00 am – 2:00 pm

Leasing Mall

Tuesday, May 21
7:00 – 8:30 am

Meet the Trustees Breakfast



This is your opportunity to meet and discuss key industry issues with ICSC's Board of Trustees in an interactive, roundtable setting. This breakfast is open to paid full convention attendees. Pre-registration is required by March 29 at www.icsc.org/2013TBR. Your access pass will be mailed in advance.

Repositioning Underperforming Shopping Centers to Soar Again: Creating Visions & Strategies

Ronald Altoon, FAIA, LEED AP
BD+C, SCDP
Partner, Altoon Partners

REITs vs. Institutional Funds – A Tale of Two Capital Sources

Ken Bernstein
President & CEO, Acadia Realty Trust

Navigating Your Career in Retail Real Estate

Jamie Bersani
Executive Vice President, Real Estate, Limited Brands

Whither the Supermarket Industry? Where is It Headed? Consolidation and Who Will Survive?

Dick Biagi
Owner, Biagi Real Estate Consulting

Real Estate Latin America

Eduardo Bross
Chairman, Planigrupo

Mixed Use Urban Retail Development

John Bucksbaum, scsm
CEO, Bucksbaum Retail Properties, LLC

Investing in Your Own Assets Via Redevelopment

Michael Carroll
CEO, Brixmor Property Group

The Current Climate for Project Financing – Sunny or Stormy Days Ahead for Borrowers?

Karen Case
President, Commercial Real Estate, The PrivateBank

Navigating Your Real Estate Career as Retailers Go Global

Holly Cohen
Senior Vice President, Global Real Estate & Construction, Claire's Accessories

Practical Sustainability

Thomas Connolly, scls, cdp
Vice President, Facilities Development, Walgreens

The State of Outlet Retail from a Retailer's Perspective

Vincent Corno
Senior Vice President – Real Estate, Saks Incorporated

Acquisitions: Off Market Deals vs. Traditional Marketed Deals. Which is Best Approach for Seller and Buyer?

Norris Eber, scsm, scls
President, Abbell Associates, LLC

Retail Development...There is a "World" of Ideas/Experiences on Property Maximization. What Works (Concepts, Uses, Mixes, Plans)...What Maximizes Where!

Stanley Eichelbaum, scmd
President, Planning Developments Inc./Marketing Developments, Inc.

How to Advance Your Career

Mary Lou Fiala
CEO, Loft Unlimited Consulting

Developing a Chain of Retail Stores in Enclosed Malls

Karen Flavelle
CEO, Chocolate Connoisseur, Purdys Chocolatier

Getting To and Through the Retailer Real Estate Committee – What Really Goes On?

Seth Geldzahler
Vice President, Real Estate, Bed Bath & Beyond

Mall Redevelopment from a Tenant Perspective

Carl Goertemoeller
Senior Vice President, Macy's, Inc.

Capital Markets: Real Estate – Merger and Acquisitions

Michael Graziano
Managing Director, Goldman Sachs & Co.

Advancing Your Career – With ICSC's Help

Gordon "Skip" Greeby, P.E., SCDP
President, The Greeby Companies, Inc.

International Luxury Department Store Trends

Tony Grossi
President, Wittington Properties Limited

Neighborhood and Community Shopping Centers

David Henry
President & CEO, Kimco Realty Corp.

Revitalizing B Malls That are Old and Tired

Gar Herring, SCDP
President, The MG Herring Group

The Increasing Use of Mobile in Malls

Ken C. Hicks
Chairman & CEO, Foot Locker, Inc.

Redeveloping Existing Shopping Centers

Elizabeth Holland
CEO, Abbell Associates, LLC

Career Advancement – Taking the "Next Step"

Daniel Hurwitz
President & CEO, DDR Corp.

How to Find Equity for Your Acquisition, Restructure or Ground-up Development Project

Brad Hutensky
Principal, Hutensky Capital Partners

Your Properties Aren't Your Most Important Assets; Your People Are! Develop Your Team

Adam Ifshin
President & CEO, DLC Management Corporation

Merchandising a Shopping Center from a Retailer's Perspective

Elise Jaffe
Senior Vice President, Dress Barn

Repositioning Your Center: Lessons in Establishing a Brand

Judi Lapin
President, Lapin Consulting Group

Evaluating Risk

David LaRue
President & CEO, Forest City Enterprises, Inc.

Globalization of Brands

Lauralee Martin
Chief Operating & Financial Officer, Jones Lang LaSalle

Challenges and Opportunities in Running a Private Real Estate Firm

Martin Mayer
President & CEO, Stirling Properties

Regional Mall Redevelopment – Focus on Developing a Strategy and Plan and Proforma. Then Focus on Execution of the Redevelopment.

Michael McCarty, scls
Executive Vice President – Development Operation, Simon Property Group

A Board Member's Perspective of Investing in International Markets (i.e. Brazil, Canada, U.S. and Europe)

Robert A. Michaels
President, RAM Capital

Going Solo – Transitioning from the Corporate World to Sole Proprietor

Chuck Miller
President, Chuck Miller Development Company

How Volunteering Your Time with ICSC Can Leverage Your Performance and Enhance Your Opportunities

John Morrison, cdp
President & CEO, Primaris Retail Real Estate Investment Trust

What is to Become of the Non-Top Tier (B-/C) Malls?

Kathleen M. Nelson
Managing Principal, Bay Hollow Associates

Developing a Talented Real Estate Team

Scott Nelson
Senior Vice President Real Estate, Target

The Best Way to Make Money in Development (and the 20 Best Ways to Make More of It)

Bruce D. Pomeroy, cdp
President, Evergreen Devco, Inc.

How to Make Money

Don Provost
Founding Principal, Alberta Development Partners

China Retail Investment 2013: Opportunities and Risk

Seck Guan Pua
Vice Chairman & President, Perennial Real Estate Holdings, Pte. Ltd.

Capital Markets Update

Kieran Quinn
Managing Director, Guggenheim Commercial Real Estate

The Entertainment Component in Shopping Centers

Alejandro Ramirez
CEO, Cinepolis

Structuring Retail Real Estate Partnerships

Gary Rappaport, scmd, scsm, scls, SCDP
CEO, The Rappaport Companies

Structuring Retail Real Estate Partnerships

John Reininga, scsm
President, Reininga Corporation

Do's and Don'ts of Presenting Sites to Retailers

Valerie Richardson, scls
Vice President, Real Estate, The Container Store

Going Solo – Transitioning from the Corporate World to Sole Proprietor

Beverly A. Ricks, scls, scsm
Principal, Retail Property Solutions, LLC

Diversity – Why it Matters in Our Profession

Karen Roberts
Executive Vice President & President, Walmart Realty

Shopping Center Formats in Emerging Markets

Michael Rodel
Chief Operating Officer, Rebois Property Fund

Equity – The Cost to the Developer

Mark Schurgin
President, Festival Companies

Structuring Real Estate Partnerships

Peter Schwartz
Senior Executive Vice President & General Counsel, Westfield

Trophy Assets: An Aspirational Approach that Sometimes Goes Against the Norm

Shahram Shamsaei
Founder, M Squared Shopping Malls

How Restaurants Evaluate Trade Areas and Sites

Suk Singh
Chief Development Officer, Darden

Differences in Shopping Center Business Between Canada and USA

Edward Sonshine
CEO, RioCan Real Estate Investment Trust

The Two Worlds of Retail Development: Aspirational and Commodity Centers

Yaromir Steiner
CEO, Steiner + Associates

"The Movie Theater Evolution"; A Discussion on Changing Concepts

Charles P. Stille
President, Development, LOOK Cinemas

Bricks and Mortar vs. Online – How Are They Competitive and How Are They Complimentary?

William Taubman
Chief Operating Officer, Taubman Company

Shoot for the Moon as a Professional

Ian Thomas, SCDP
Chairman, Thomas Consultants Inc.

Expanding Your Shopping Center Portfolio Abroad

Rene Tremblay
President, Taubman Asia Management Ltd.

Retail Investment's Role in Portfolio Investment Strategy

Steven Vittorio
Managing Director, Prudential Real Estate Investors

Is Apple the Next Big Retail Store to Close? Does Simplification Lead to Commoditization?

Jerry White
Senior Retail Advisory, Colliers International

Public Real Estate Companies vs. Private Real Estate Companies – What's the Difference?

Donald C. Wood
President & CEO, Federal Realty Investment Trust

Neighborhood Grocery Centers – How Does the Anchor Store Influence/Dictate the Tenant Mix and Impact Overall Value of the Center?

Donald Wright
Senior Vice President Real Estate & Engineering, Safeway, Inc.

Diversity in Retail Real Estate – How to Get Going

David Zoba
Senior Vice President Global Real Estate, Gap Inc.

Marketplace Mall Education Hall

The Marketplace Mall Education Hall is the go to place for retail facility professionals to learn about the latest industry advancements. Don't miss this brand new feature of the Marketplace Mall@RECon.



PRSM Association is the leading Membership Association that empowers Retail Facilities Professionals to make informed Business Decisions by Delivering Best Practices, Education, Forums and Partnerships. To learn more visit www.prsn.com.

Sunday, May 19

3:00 pm Turning Your Roof from a Liability into an Asset

Find out how to move your roof portfolio from a liability to an asset. It all starts with a roof inspection and maintenance program. The best thing you can do for your roofing assets is to understand what you have and how to take care of it. Learn how to:

- easily implement a roof inspection and maintenance program
- use the data to mitigate risk
- use the data to maximize opportunity

PRESENTERS:



Bill Pegnato
CEO & Co-Founder
Building Power, LLC
Marina del Rey, CA



Maryella Pegnato
President & Co-Founder
Building Power, LLC
Marina del Rey, CA

4:00 pm Is it Time for a Review of Your Facility?

Understand the value of having your facilities walked by a maintenance professional to determine the life span of your facility, budget/future costs, liability and the true value of preventative maintenance. An in-depth review of your facilities can save time, money and energy in the immediate and future. Now is a great time to take advantage of vendors' knowledge and expertise to plan costs and repairs for the year.

PRESENTER:



Chris Guidry
Vice President of Maintenance & Construction Services
Calico Building Services, Inc.
Irvine, CA

Monday, May 20

10:00 am Paving Maintenance – Sustainable Product Technology and Best Practice Application Techniques

Participants will learn how to specify material standards while considering innovative sustainable product technology alternatives. In addition, best practice recommendations for project planning and application methods will be addressed.

PRESENTERS:



John Kemp
Executive Vice President,
Business Development
Oldcastle
Atlanta, GA



Doug Zacharias, LEED AP, CDT
Executive Vice President,
National Accounts
Oldcastle
Atlanta, GA

11:00 am Turning Your Roof from a Liability into an Asset

See description May 19 at 3:00 pm.

2:00 pm Small Steps to Zero Waste

This session goes over ways to streamline your waste management including the first steps to a zero waste program and ways to prioritize your retail store waste stream. Keeping updated and educated is vital to a zero waste program.

PRESENTER:



Tonya Martin
Senior National Account Manager
RockTenn Recycling & Waste Solutions
Montrose, CO

3:00 pm Creating the Ideal Floor Care Program

When creating an ideal floor care program, it is essential to design your program according to your brand needs. In this session, attendees will learn what key elements to consider when evaluating or designing their ideal floor care programs to support their specific brand. The expectations for program implementation will be discussed, as well as score carding to measure and ensure quality results.

PRESENTER:



Steve Seidel
Senior Business Advisor
NEST International
Gloucester City, NJ

4:00 pm Key Updates in Sustainable Retail Lighting Applications

Learn about the latest in lighting from PRSM Association's Joshua Witte. From trends in retail lighting to new technology and legislation that impact your retail store, this session will update you on important lighting applications.

- Trends in retail lighting
- Newest LED technologies and their retail impact
- Legislative/compliance updates

PRESENTER:



Joshua Witte, RFMP
Director, Industry Programs
Professional Retail Store Maintenance Association
Dallas, TX

Tuesday, May 21

10:00 am Turning Your Roof from a Liability into an Asset

See description May 19 at 3:00 pm.

11:00 am Small Steps to Zero Waste

See description May 20 at 2:00 pm.

2:00 pm Paving Maintenance – Sustainable Product Technology and Best Practice Application Techniques

See description May 20 at 10:00 am.

3:00 pm Is it Time for a Review of Your Facility?

See description May 19 at 4:00 pm.

4:00 pm Key Updates in Sustainable Retail Lighting Applications

See description May 20 at 4:00 pm.

#iTechLounge



Sunday, May 19 12:00 noon – 5:00 pm

#iTechLounge 1.0 – Marketplace Mall

- 12:30 pm **Engaging Hispanic Consumers on Social Media**
Pablo A. Torres, Triangulo Las Animas
- 1:30 pm **Pinning Like Crazy: Is It Really Worth It?**
COHN
- 2:30 pm **Social Media & Journalism: The Changing Newsroom**
COHN
- 3:30 pm **Building an Online Brand – Twitter, LinkedIn, YouTube and Blogging**
Duke Long
- 4:30 pm **Mobile Leading the Convergence of All Digital Media**
Steve Sorge, Mobile Fringe

Monday, May 20 8:00 am – 5:00 pm

#iTechLounge 1.0 – Marketplace Mall

- 9:00 am **The Importance of a User-Friendly Online Presence**
Dave Lewand, Lewand Marketing Services
- 10:00 am **Monetizing Mobile Engagement at Retail**
Joseph DeStasio, Boingo Wireless
- 11:00 am **A Guide to LinkedIn**
COHN
- 2:00 pm **Twitter Titans – Rock It Out Like the Industry’s Best**
Barbi Reuter, Cushman & Wakefield|PICOR
- 3:00 pm **Content Creation**
Duke Long
- 4:00 pm **Analytics Newbie: A Beginner’s Guide to Google Analytics**
COHN

#iTechLounge 2.0 – Central Hall

- 9:00 am **To Engage or Monitor: That is the Crisis Communications Question**
COHN
- 10:00 am **The Importance of Video in Retail Real Estate**
Diana Podaski, Linear Retail
- 11:00 am **The Rise of Big Data in Retail & How It Will Effect Retail Real Estate**
COHN
- 2:00 pm **Business on the Move: A Digital Briefcase**
COHN
- 3:00 pm **Ads Will Be Content, Content Will Be Ads – The Path to Your Content Strategy**
COHN
- 4:00 pm **The Changing Face of Facebook and What It Means for Marketing**
COHN

Tuesday, May 21 8:00 am – 5:00 pm

#iTechLounge 1.0 – Marketplace Mall

- 9:00 am **Mobile Tour Book Apps**
Patrick Braswell, Ten Eight
- 10:00 am **How to Speak the Tweet**
Diana Podaski, Linear Retail
- 11:00 am **Twitter 101 From a Brokers Perspective**
John Orr, Orr, Colliers
- 2:00 pm **Mobile 101: The Terms, Tools & Things You Need to Know**
COHN
- 3:00 pm **Email: The Tried and True Digital Tactic That Still Works**
COHN
- 3:30 pm **Meet and Greet with Randi Zuckerberg**
Former Head of Marketing, Facebook and Current Founder & CEO, Zuckerberg Media
- 4:00 pm **Tweet Life of a Leasing Agent**
Emily Ford & Kristen Moore, Regency Centers

#iTechLounge 2.0 – Central Hall

- 9:00 am **Search Marketing: It’s More than Metadata**
COHN
- 10:00 am **Virtual Reality: Digital/Social Case Studies From the Retail Industry**
COHN
- 11:00 am **Twitter Tools to Elevate Your Game**
Barbi Reuter, Cushman & Wakefield|PICOR
- 2:00 pm **I’ve Peaked...Now What?**
Angela Herth-Sweeney, scMD, The Peterson Companies
- 3:00 pm **1 Shopper, 2 Shopper, 3 Shopper...Stop Counting Shoppers, the Emergence of Mobile-Based Shopper Research**
Stephanie Shriver-Engdahl, Forest City & Sharon Biggar, Path Intelligence
- 4:00 pm **The Display Renaissance: Why Real-Time Bidding, Retargeting & Mobile Will Make Banner Ads Relevant Again**
COHN

Wednesday, May 22 8:00 am – 2:00 pm

#iTechLounge 2.0 – Central Hall

- 9:00 am **The Trend: Three Social Trends**
COHN
- 10:00 am **The Trend Report: 4 BIG Trends That Will Affect the Web**
COHN
- 11:00 am **Emerging Technology in Commercial Real Estate**
Alex Markson, No. Inc.
- 12:00 noon **App Support: Useful Apps for #CRE**
COHN

Follow @ICSC_RECon on Twitter and tweet using the hashtag #RECon13 for the latest news and updates.

RECon Advisory Committee



Scott Carr, scls, scsm
Executive Vice President –
Chief Investment Officer
Inland Real Estate Corporation
Oak Brook, IL



James Chung
Partner
Terranomics Retail Services
San Jose, CA



Jordan Claffey, cls
Eastern Division Next
Generation Chair
Vice President of Leasing
Thor Equities
New York, NY



Holly Cohen
ICSC Trustee
Senior Vice President, Global
Real Estate and Construction
Claire's Accessories
Pembroke Pines, FL



John M. Crossman
President
Crossman & Company
Orlando, FL



Angela Herlth-Sweeney, scmd
Vice President, Corporate
Marketing & Communications
The Peterson Companies
Fairfax, VA



Elise Jaffe
ICSC Past Trustee
Senior Vice President
Dress Barn
Suffern, NY



Adam Moschin
Illinois Next Generation Chair
Vice President, Leasing
Tucker Development Corp.
Highland Park, IL



Jeffrey H. Newman, esq.
Senior Partner & Chair of the
Real Estate Department
Sills Cummis & Gross P.C.
Newark, NJ



Valerie Richardson, scls
ICSC Past Trustee
Vice President – Real Estate
The Container Store
Coppell, TX



David Sobelman
Executive Vice President
Calkain Companies
Tampa, FL



Andrew T. Stein, cls
Illinois Operations Chair
Principal
Clark Street Development
Chicago, IL



Marc E. Strauss
First Vice President, Investment
Marcus & Millichap
Fort Lauderdale, FL



Edward Williams, scsm
Canadian Division Government
Relations Chair
Director, Operational Project
Planning
Ivanhoé Cambridge Inc.
Vancouver, BC

Exhibition, Sponsorship and Advertising Opportunities

Developers, Retailers, Financial Institutions

Leasing Mall

This extraordinary deal making opportunity features 800 of the world's leading developers, retailers, brokers and financial institutions who come together once a year to meet, greet and conduct a year's worth of business in just 3 days. Exhibit space in the Leasing Mall is \$9.25 per square foot for Members (\$26 per square foot for Non-Members) and includes four staff badges (exhibit only) with the purchase of each 10' x 10' booth. Space is limited, so apply today!

Cities, Municipalities, Economic Development Agencies, Non-Profit Authorities

Cities of the World Pavilion

The Cities of the World Pavilion is a turn-key solution for cities and municipalities who want to have a leasing exhibit that is more cost-effective than designing and building their own booth. The Cities of the World Pavilion will feature 100 exhibit spaces under a unified branded Pavilion as part of the Leasing Mall that is exclusively for use by cities, municipalities, economic development agencies and non-profit development authorities. Cities of the World Pavilion packages cost \$1,100.

Cities of the World Showcase

Whether you are looking to drive additional traffic to your booth in the Leasing Mall or if you just want to make sure that you have a presence at RECon, the Cities of the World Showcase can help you achieve your goal. The Cities of the World Showcase is located in the Grand Lobby of the Convention Center, which is a prominent high-traffic area. This is a great opportunity to put your city in front of 30,000+ shopping center industry professionals through a graphic rendering and your marketing literature. Graphic production and set-up will be handled by ICSC. The cost to exhibit in the Cities of the World Showcase is \$450. Contact Suzanne Tanguay +1 646 728 3475 or stanguay@icsc.org for more information on exhibiting in the Cities of the World Pavilion and Showcase.

Sponsorship Packages

Build brand awareness with the numerous sponsorship opportunities designed to meet your marketing goals. With over 30,000 of the world's most successful retailers and shopping center developers in attendance, it is hard to stand out in the crowd. Let the RECon account management team provide you with a wide range of advertising and sponsorship opportunities sure to provide maximum exposure for your company's brand.

Advertising Opportunities

Increase your company's exposure even more by advertising in the RECon At-Door Directory, *Shopping Centers Today*, *Value Retail News* and RECon News, a publication of *Shopping Centers Today*. For more information contact your account manager today.

Product and Service Providers

Marketplace Mall@RECon

The Marketplace Mall@RECon is the exclusive destination for product suppliers and service companies. Whether you provide shopping center signage, lighting equipment, shopping carts, green technology, kiosks or social media solutions, you'll want to be sure you exhibit at Marketplace Mall@RECon. Located in the North Hall of the Convention Center, Marketplace Mall@RECon will be a high-traffic destination to showcase your product or service to over 30,000 shopping center professionals. Marketplace Mall@RECon is also home to the #iTechLounge, Green Zone, Specialty Leasing Showcase and Marketplace Mall Education Hall. Brand new in 2013, the Education Hall is hosted by Professional Retail Store Maintenance Association (PRSM). They will provide 30 minute power sessions on topics like HVAC, lighting, doors, paving, sustainability, and much more. The Marketplace Mall Education Hall will be the destination for retail facility professionals to learn about the latest industry advances and networking.

Marketplace Mall@RECon will be open Sunday, May 19 – Tuesday, May 21. Sunday is a non-compete day with the Leasing Mall. Registration will also be located in Marketplace Mall@RECon ensuring that every RECon attendee will have the opportunity to see what's on display. To help drive traffic to your exhibit, you will receive ten complimentary exhibit hall passes that will allow your customers to attend Marketplace Mall@RECon free of charge.

Booth prices in the Marketplace Mall@RECon are \$2,795 for Members (\$3,999.99 for Non-Members) for a 10' x 10' booth.

Architects, Designers, Developers, Shopping Center Owners

Design Trends Exhibit

Prominently located in high-traffic areas throughout the Convention Center, the Design Trends Exhibit is an ideal way to showcase your latest concept.



For more information on exhibition, sponsorship and advertising opportunities, contact **Rita Malek** at +1 646 728 3539 or rmalek@icsc.org.

Registration Information

Registration Fees

Best Value Package:

For the **Best Value** choose the RECon + Digital Recordings Package when you register for RECon. The **Best Value Package** not only includes your Convention registration, but you will also enjoy unlimited, 24/7 access to the **New ICSC Digital Knowledge Center** and experience up to 25 hours of audio recorded LIVE at RECon – all synchronized to presenters' PowerPoint presentations, downloaded MP3s and presenter handouts.

SAVE over \$300 when you register for the **Best Value Package**.

Best Value Registration Fees:

	ADVANCE	ON-SITE
Member*:	\$625	\$775
Non-Member:	\$1,175	\$1,485

Regular Registration Fees:

	ADVANCE	ON-SITE
Member*:	\$530	\$680
Non-Member:	\$1,080	\$1,390

Digital Recordings Only: (purchased without RECon registration)

Member*: \$450 | Non-Member: \$990

Student Member:** \$50 Advance/On-Site

RECon Registration Fee Includes:

Access to the Full Convention Program inclusive of two lunches, receptions, educational sessions and admission to the Leasing Mall and Marketplace Mall.

RECon Academy:

Separate registration fee required. Qualifies for Certification Credit.

Member*: \$50 per class | Non-Member: \$100 per class

Become a member and save on the registration fee. For more information, visit www.icsc.org or call +1 646 728 3800.

**To qualify for the member rate, each registrant must be an ICSC member. A company membership does not entitle every employee of that company to register at the member rate.*

***Registrants must be ICSC student members to qualify for the student rate.*

Registration Deadlines

March 29, 2013

Register and submit a photo by deadline to receive your in badge in the mail. No badges will be mailed without a photo. Registrants who pay the member rate must be a member in good standing on March 29 to retain that rate and receive a badge in the mail.

April 30, 2013

Deadline to pre-register before arriving in Las Vegas. Advance registrations will not be accepted after this date.

May 18, 2013

Registrations will be accepted on-site in Las Vegas.

How To Register

Online: www.icscrecon.org | Fax: +1 732 694 1800

Mail: International Council of Shopping Centers
P.O. Box 26958
New York, NY 10087-6958, USA

Transfers/Cancellations

If you are unable to attend RECon, you may transfer your registration (member to non-member transfer requires higher registration fee be paid). After badges are mailed, the original registrant's badge must be returned at time of transfer. You may cancel your registration up to March 29, 2013 and receive a refund. All cancellations will be subject to a \$25 fee and must be received by ICSC in writing. No refunds will be issued after March 29, 2013.

All attendees and exhibitors are required to have an ICSC-issued color photo badge for access to the Convention. To submit a photo, visit www.icsc.org/photo_instr.html

Discounts for Hotel and Travel

Headquarters Hotel – Las Vegas Hotel & Casino: Book at the Las Vegas Hotel & Casino, adjacent to the Convention Center and RECon's headquarters hotel, by February 28, 2013 and receive the early bird rate of just \$129/night on peak nights.

Early Bird Hotel Rates Expire Soon: Several hotels are offering early bird rates this year, and many are set to expire soon. Although ICSC Housing will still offer deep discounts, why wait to pay more?

ICSC Blocks Selling Out: Some hotels and popular dates are sold out and others are getting close. The best selection is available now with no fees if you cancel prior to 2 weeks before your arrival date.

Group Hotel Bookings: Hold blocks of rooms for your company with just one phone call and enjoy discounted rates with no contracts or costly guarantees.

ICSC Savings – Deals on Dining, Entertainment & More: Discounts available for group bookings help cut the cost of entertaining your clients in Las Vegas. Individual discounts also available for dining, leisure activities, transportation and more.

For more information visit www.icscrecon.org and click on the Hotel/Travel link. For personal service, contact the ICSC Travel Desk at DePrez Travel during office hours: Monday – Friday, 8:00 am – 5:30 pm EST toll free in the U.S. and Canada at +1 888 427 2885, internationally at +1 585 442 8900, or by email icsctravel@depreztravel.com.

For complete program, registration, exhibition information and forms, visit www.icscrecon.org