DIRECTORY

The Roosevelt
New Orleans, LA

Wednesday, February 27 – Friday, March 1, 2013
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*Complete Summit Speaker List is available on-line at [www.icsc.org/2013oa](http://www.icsc.org/2013oa) under the Quick Link “Speaker List”

**Complete Attendee List is available on-line at [www.icsc.org/2013oa](http://www.icsc.org/2013oa) under the Quick Link “Attendee List”
WEDNESDAY, FEBRUARY 27

9:30 – 9:45 am Crescent Ballroom Foyer
Pre-conference Tour Registration (optional)

9:45 am Baronne Street Entrance
Bus Departs for Pre-conference Tour (optional)

10:00 am – 1:30 pm Superdome & Champions Square, Fresh Market
Pre-conference Tour with Lunch Included (optional)

Mercedes-Benz Superdome & Champions Square Tour

Doug Thornton, Senior Vice President of SMG, will lead the tour through Champions Square, a 121,000-square foot outdoor festival venue, opened to the public on August 21, 2010. After Katrina, the strategic vision was to recreate the building into an ultra-modern stadium that would accomplish numerous objectives, including re-igniting a major economic engine, securing the Saints long-term, and returning an icon to the New Orleans skyline. At the post-tour luncheon, Doug Thornton will discuss the impact of Katrina on the development of Mercedes-Benz Superdome and Champions Square.

Fresh Market

Special tour of the upscale, open-air grocer, Fresh Market, by Mark Robards, Regional Director of Operations for Fresh Market, and Executive Vice President of Stirling Properties, Inc., Lewis W. Stirling III, SCLS, SCSM. From funeral home to Borders Books to a post-Katrina Fresh Market: hear the story about orchestrated urban adaptive reuse by Stirling Properties.

1:00 – 4:30 pm Crescent City Ballroom Foyer
Summit Registration

1:45 – 3:00 pm SIGS: Special Industry Groups

Special Industry Groups (SIGs) are interactive open group discussions which provide an opportunity for ICSC members with similar professional specialties the opportunity to exchange insights, ideas and best practices. SIGs are THE optimal forum for networking and to have your voice heard! Participation is strictly limited to attendees who are from the particular industry segment.

Private Developers Conti Room

While public REITS may control the majority of enclosed malls, the bulk of open-air centers are owned and operated by private developers. The Private Developers SIG provides an opportunity to discuss the issues unique to this special breed of entrepreneurs.
Facilitators:

**Richard H. Tucker**
President and Chief Executive Officer
Tucker Development Corporation
Highland Park, IL

**Gary D. Rappaport, SCMD, SCMS, SCLS, SCDP**
ICSC Trustee and Past Chairman
Chief Executive Officer
The Rappaport Companies
McLean, VA

**Large Capital/Institutional Developers**

*LaFitte Room*
Understanding and participating in the pressures and advantages of the public market is a prerequisite for this SIG. Sharing best practices and major concerns in this requisite, evolving, critical segment is key to a healthy industry.

Facilitators:

**Thomas A. Caputo**
President
Equity One, Inc.
New York, NY

**Michael V. Pappagallo**
Chief Operating Officer
Kimco Realty Corporation
New Hyde Park, NY

**Retailers**

*Pontalba Room*
Note: This SIG is for Retailers Only. Participation is *strictly* limited to attendees who are from the particular industry segment. Participation is strictly limited to retailers: organized by retailers for retailers. This open discussion is guaranteed to be interactive and insightful with the people who know what it is like to “walk in these shoes.”

Facilitator:

**Seth D. Geldzahler**
ICSC Trustee
Vice President, Real Estate
Bed Bath & Beyond Inc.
Union, NJ

3:15 – 4:150 pm Conference Begins

“A Colorful Beginning”

How many meetings have you attended where you made your most important new connections just when it was time to go home? Well, not this time! Back by popular demand from the 2012 Summit, this session provides a great way to get to know some of your fellow Summit attendees.

The colored sticker on your badge is your ticket to a specific, small group discussion where you will meet your fellow attendees, express your views or put your questions on the table. Those questions will be shared with the general session and board room moderators to help ensure that the Summit addresses all of your questions.
Facilitator_______                                          RED Pontalba Room
Patricia M. Blasi, SCSM
ICSC Open-Air Centers Committee Co-Chair
President
Borghese Investments, LLC
Aventura, FL

Facilitator_______                                    GREEN Napoleon Room
Norris R. Eber, SCSM, SCLS
ICSC Past Trustee
President
Chicago, IL

Facilitator_______                                           BLUE Lafitte Room
Daniel M. Taub
Chief Operating Officer
DLC Management Corporation
Tarrytown, NY

Facilitator_______                                       ORANGE Bienville Room
Bernard J. Haddigan
Principal
Haddigan Capital
Atlanta, GA

Facilitator_______                                       YELLOW Conti Room
Damon J. Hemmerdinger, SCDP
Co-President
ATCO
New York, NY
4:30 – 4:45 pm                                         Madri Gras World (OFFSITE)
Welcome Remarks

Paul W. Freddo
ICSC 2013 Open Air Summit Conference Chair
ICSC Trustee
Senior Executive Vice President, Leasing & Development
DDR Corp.
Beachwood, OH

Trish M. Blasi, SCSM
ICSC Open-Air Centers Committee Co-Chair
President
Borghese Investments, LLC
Aventura, FL

Kenneth F. Bernstein
ICSC Open-Air Centers Committee Co-Chair
ICSC Trustee
President & Chief Executive Officer
Acadia Realty Trust
White Plains, NY

5:30 – 6:00 pm                                            Madri Gras World (OFFSITE)
Opening Speaker

The Honorable Mitchell J. Landrieu
Mayor of New Orleans
New Orleans, LA
(invited guest speaker)

6:00 – 9:00 pm                                             Madri Gras World (OFFSITE)
Welcome Reception & Dinner

Madri Gras World is the most unique attraction in America’s most uniquely attractive city. It’s a world of wonders, created for you by the people who bring Madri Gras to life every year—the artists of Blaine Kern Studios. The colors, the lights, the music, the joie de vivre they’re all here in one magical place where you can peek behind the curtain and see Mardi Gras in the making. You haven’t truly experienced Carnival until you’ve explored Mardi Gras World.

*Business Casual Attire

Buses returning to The Roosevelt every 30-minutes from 7:30 – 9:30 pm
THURSDAY, FEBRUARY 28

7:30 – 5:00 pm  Crescent City Ballroom Foyer
Summit Registration

7:30 – 8:30 am  Waldorf Astoria Ballroom
Continental Breakfast

8:30 – 10:00 am  Waldorf Astoria Ballroom
Three Roundtable Sessions

Roundtables are consistently among the most highly rated, valuable sessions of the Summit. Please view the list of topics and speakers on page 15 and come prepared for great conversation.

10:15 – 10:30 am  Crescent City Ballroom Foyer
Networking Break

10:30 – 11:45 am  Crescent City Ballroom
General Session

Capital Markets

What are the latest trends and trades in the transactional market? Who’s buying, selling, lending and investing — and why? Hear from a broad-based group of active market participants in a lively discussion of recent transactions, and the state of the debt and equity markets.

Moderator:

Kenneth F. Bernstein
ICSC Open-Air Centers Committee Co-Chair
ICSC Trustee
President & Chief Executive Officer
Acadia Realty Trust
White Plains, NY

Panelists:

Stephen H. Bittel
Chairman
Terranova Corporation
Miami, FL

Terry S. Brown
ICSC Past Trustee
Chief Executive Officer

EDENS
Columbia, SC

Daniel B. Hurwitz
ICSC Trustee
Central Division Vice President
Chief Executive Officer
DDR Corp.
Beachwood, OH
Sheridan Schechner  
Managing Director  
Barclays Capital  
New York, NY  

11:45 am – 12:30 pm  
Waldorf Astoria Ballroom  
Lunch (No lunch service after 12:15 pm)

12:30 – 1:30 pm  
Waldorf Astoria Ballroom  
Keynote Address

James Carville Looks at Politics – Today and Tomorrow

The legendary, provocative and always timely James Carville presents his captivating views on American and international politics, spiced with his own unique brand of optimism and humor. This political mastermind and a fixture in U.S. politics shares his thoughts on current events, the divided Congress, the administration of Barack Obama, the 2012 elections, and the challenges facing the major political parties and players. Carville discusses how, beginning in 2006, American political power started shifting between the two parties at a glacial pace with neither party holding onto the reigns of leadership for long.

James Carville  
Political Consultant  
New Orleans, LA

1:30 – 2:00 pm  
Crescent City Ballroom Foyer  
Networking Break

2:00 – 3:00 pm  
Crescent City Ballroom  
General Session

Retailer Downsizings—Fact or Fiction?

Share the pain and the gain as retailers and developers grapple with still another evolution in how they negotiate their differences in this new omni-channel world. Stores need expansion opportunities; developers need to fill space. How can both accomplish “right-size” and still be profitable?

Moderator:  
Thomas A. Caputo  
President  
Equity One, Inc.  
New York, NY

Panelists:  
Sean B. Hanley  
Vice President of Real Estate  
PetSmart, Inc.  
Milford, MA  
Bernie Schachter  
Senior Vice President Real Estate  
Staples, Inc.
Framingham, MA

Alex J. Lelli, Jr.
ICSC Past Trustee
Senior Vice President, Growth & Development
ULTA Beauty
Romeoville, IL

Michael V. Pappagallo
Chief Operating Officer
Kimco Realty Corporation
New Hyde Park, NY

3:15 – 4:00 pm
Boardroom Discussions

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights.

1. Urban Open-Air Shopping—Exploring Street Retail

Many of today’s best retailers transact in multiple settings. We will hear from retailers about the ways in which their street-front stores differ from their enclosed mall or neighborhood/community/power center stores. We will explore differences in merchandising, store design, shopping patterns, and—most important for this audience—real estate transactions. Our focus will be on street retail in the gateway markets, but we will also discuss trends in U.S. secondary markets.

Facilitators
Christopher M. Conlon
Executive Vice President & Chief Operating Officer
Acadia Realty Trust
White Plains, NY

Damon J. Hemmerding, SCDP
Co-President
ATCO
New York, NY

Steve Rouman
Gap Inc.
Vice President, Real Estate
San Francisco, CA

Richard F. Wagman
Managing Partner
Madison Capital
New York, NY

2. Not a Business for the Faint of Wallet! Private Developers Best Practices

The majority of open-air centers across the country are developed and owned by private developers. Sit in on a discussion as four private developers, with four unique perspectives, discuss the hot-button issues of the day:
competition for development opportunities: the ever-changing future of retail development and redevelopment; changing demographics; sourcing of equity and debt; building an effective development and leasing team; and managing assets, once developed. This promises to be a candid conversation of the best practices which have carried private developers through the downturn and positioned them for the future.

**Facilitators**

**Pontalba Room**

**Paul S. Brandes**  
Principal/Co-Founder  
Charter Realty & Development Corp.  
Rye Brook, NY  
Chairman & CEO  
Trademark Property Company  
Fort Worth, TX  
Andrew T. Stein, CLS  
Principal  
Clark Street Development  
Chicago, IL

**John M. Crossman**  
President  
Crossman & Company  
Orlando, FL  

**Robert J. Otten, Jr.**  
President  
Lat Purser & Associates, Inc.  
Charlotte, NC

**Terry R. Montesi**

3. Key Trends for Core and Value-Add Investments

A thought-provoking discussion on the latest trends in retail investment strategies and projections for the state of the investment market in 2013. In addition, the group will assess the impacts of near-term loan maturities, potential tax increases, and changing retail dynamics affecting core and value-added retail investments.

**Facilitators**

**Lafitte Room**

**Dean R. Bernstein**  
Executive Vice President, Acquisitions and Dispositions  
Brixmor Property Group  
New York, NY  
Shane E. Garrison  
Executive Vice President, Chief Operating Officer & Chief Information Officer  
Retail Properties of Americas, Inc.  
Oak Brook, IL  
Bruce D. Pomeroy, CDP  
ICSC Trustee  
President

**Reza Etedali**  
CEO & Founder  
REZA Investment Group  
Irvine, CA
4. Point/Counterpoint: What Are The Key Lease Issues Facing Retailers and Landlords?

You’ve reached agreement on economics and still can’t finalize the lease? Sit in on a lively discussion between key representatives of the retail and landlord community regarding significant lease provisions that could become obstacles in a deal. We will explore creative solutions to help keep your transaction on track.

Facilitators: Gerald Divaris, Chairman/Chief Executive Officer, Divaris Real Estate, Inc., Virginia Beach, VA; Valerie Richardson, SCLS, ICSC Past Trustee, Senior Vice President, Real Estate, The Container Store, Coppell, TX


The Grocery business? Today it is anybody that sells food! Our experts will discuss the “go to market” strategies from niche to big-box to conventional food markets. We examine what various companies are doing to grow and differentiate themselves from everybody else in this hyper-competitive sector.

Facilitator: Donald P. Wright, Senior Vice President, Real Estate & Engineering, Safeway, Inc., Pleasanton, CA

4:15 –5:00 pm
Boardroom Discussions

Hear it from the experts! Small-sized sessions give you the chance to get questions answered and share insights.

1. Urban Open-Air Shopping — Exploring Street Retail
2. Not a Business for the Faint of Wallet! Private Developers Best Practices
3. Key Trends for Core and Value-Add Investments
4. Point/Counterpoint: What Are The Key Lease Issues Facing Retailers and Landlords?

5:00 – 5:45 pm  Crescent City Ballroom

**General Session**

Technology for Senior Executives: From the Back Office to the Front Lines — Today’s Technology and its Place in Retail Real Estate

Moderator:
Daniel M. Taub  
Chief Operating Officer  
DLC Management Corporation  
Tarrytown, NY

Panelists:
Dale Johnson  
Vice President, Chief Information Officer  
Regency Center  
Jacksonville, FL

Gregg Katz  
Director of Innovation & Technology  
Shopping Center Group  
Atlanta, GA

Whitney Kantor  
Vice President, Marketing & Market Research  
Regency Center  
Jacksonville, FL

6:00 – 7:00 pm  Waldorf Astoria Ballroom

**Cocktail Reception**

Another day winds down, now’s the time and here’s the place to establish new or solidify those old relationships with your peers.

7:00 – 9:00 pm  (OFFSITE)

**Optional Dine-Arounds (Pre-Registration Required)**

A repeat of another Summit favorite! The perfect time for not only the greatest food New Orleans has to offer, but also for great conversation—one more opportunity to share ideas and network.

Mi Cocina Restaurant  
Antoine’s (713 Rue Saint Louis) Bus Transportation Available

August Restaurant  
(301 Tchoupitoulas Street)

Cochon  
(930 Tchoupitoulas Street) Bus Transportation Available

Domenica  
(123 Baronne Street)

Muriel’s Jackson Square  
(801 Chartres Street) Bus Transportation Available
*Business Casual Attire
Refer to transportation map for directions to dine-arounds. Pickup location: Baronne Street Entrance for Cochon, Muriel’s and Antoine’s.

9:00 pm (OFFSITE)
After-Dinner Mingle* (Open to all Summit attendees)

House of Blues® Parish Room

What a way to end the second Open Air Summit day…catch up with friends and learn more about the new people you met today. Join us at The House of Blues® New Orleans where food and music feed the soul! House of Blues® New Orleans is a premier restaurant and entertainment venue located in the historic French Quarter with the ambiance of an old Southern Delta Juke Joint. Entertainment provided by New Orleans’ own jazz trumpeter, Kermit Ruffins.

*Business Casual Attire
Refer to transportation map for directions.

FRIDAY, MARCH 1

8:30 – 11:00 am Crescent City Ballroom Foyer
Summit Registration

8:30 – 9:30 am Waldorf Astoria Ballroom
Networking Breakfast

8:30 – 9:30 am Waldorf Astoria Ballroom
“What’s on Your Mind”

ICSC Chairman Address

What else is on your mind? Do you have a point of view that hasn’t been covered at this Summit? One more chance! Speak up and get an instant reaction or an answer from ICSC Chairman or another Summit attendee.

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

9:30 – 10:00 am Crescent City Ballroom Foyer
Networking Break
10:00 – 11:15 am

**General Session**

Retail Reinvention: Bringing the Excitement Back

How did New York City’s pharma-retailer Duane Reade become a $1 billion acquisition for Walgreen’s? Ask Joe Jackman. Joe Jackman is on a mission! “We’re suffering from a shocking lack of real innovation in retail. Today there are more concepts dying than being created,” says Joe Jackman. And yet there are more possibilities for breakthroughs than at any time since the birth of the baby boom. It’s time to reinvent retail and bring the excitement back!”

Join this amazing retail strategist as he brings music to our ears, sharing game-changing retail transformations that spark customer interest and enhance the retail bottom line. Joe provides a “Reinventionist’s” view of shopping centers in a “speed of customers” era.

Moderator:

**Joe Jackman**
Chief Executive Officer
Jackman Reinvention, Inc.
Toronto, Ontario, Canada

Panelists:

**Steven M. King**
Chief Executive Officer
Dave and Busters, Inc.
Dallas, TX

**Kevin Mailender**
Principal
Oak Hill Capital
New York, NY

**Frank Scorpiniti**

11:15 – 11:30 am

Closing Remarks and Conference Adjourns
ICSC 2013 Open Air Summit Roundtables

**Table # • RT Leader • company • Topic**

1. Elise Jaffe • Dress Barn • Cannibalization and Competition—How Close can you go?
2. Valerie Richardson, SCLS • Container Store • Do’s and Don’ts of Presenting a Site to a Retailer
3. Peter Russell • Bed Bath & Beyond Inc. • Co-Tenancy and Restive Clauses from a Tenant Perspective
4. Kirsten Early • SRSA Commercial Real Estate, Inc. • Presentation, Trends and Best Practices
5. Doug Munson • MTN Retail Advisors • The Science of Real Estate Strategy from a Supermarket Perspective
6. Gary Rappaport, SCMD, SCSM, SCLS, SCDP • The Rappaport Company • Investing in Retail Partnerships and Structuring Partnerships
7. John May and Chris LaBounty • May Center Advisors • The “New Normal” for the Shopping Center Investment Climate
8. Bryan Zabell • DDR Corp. • Retail Downsizing from a Landlord’s Perspective
9. Beth Azor • Azor Advisory Services, Inc. • Seven Tips to Increase Production of Your Leasing Agents by 300%
10. Michael Rodrigues, SCDP • Simon Property Group • Redevelopment and the Customer
11. Tom Owens • Cinemark Corp. • How and Where Will Theaters Grow?
12. David Birdsall • Phillips Edison & Company • How Do Co-Tenancy and Exclusives Affect Pricing and Value?
13. Gar Herring, SCDP • The MGHerring Group • Developing in Today’s Environment
14. Tony Fuller • Walmart • Practical Sustainability
15. Yaromir Steiner • Steiner+Associates • Retail Trends and what they Mean to Your Shopping Center
16. Chris Weilminster • Federal Realty Investment Trust • Leasing Outlet Space in Close Proximity to the CBD
17. Bernie Schachter • Staples, Inc. • Negotiating Lease Renewals from a Tenant’s Perspective
18. Jeff Fink • Jo-Ann Stores, Inc. • A Sneak Peek Inside a Retailer’s Real Estate Committee Process
19. Todd M. Caruso • CBRE • Grocery Wars Among Pure Food Retailers and Other Categories
20. David Robinov • The Ackman-Ziff Real Estate Group • Debt and Lending in 2013 and Beyond
21. Gary Andrews • GE Asset Management • The Role of Asset Management in Today’s CRE Cycle, from A to Z
22. David Birnbrey • The Shopping Center Group • Retailers and their Exclusive Brokers—An Inside Look
23. Tenel (“T”) Tayar • AmREIT • Investment Alternatives in a Competitive Landscape
24. Cathy Clark • Ramco-Gershenson • Successful Acquisitions—How to do it!
25. Oscar R. Rivera, Esq • Siegfried, Rivera, Lerner, De la Torre & Sobel, P.A. • Eight Lease Clauses that Are Always Ignored
26. Richard N. Schermer • Buchanan Fingersoll Rooney PC • Legal and Business issues surrounding use clauses, executives and other operating covenants
Committee on Open-Air Centers

2013 Summit Program Planning Committee Chairman
Paul W. Freddo, ICSC Trustee, DDR Corp.

2013 Summit Program Planning Committee Co-Chairs
Scott Carr, SCLS, SCSM, Inland Real Estate Corporation
Thomas J. Connolly, CDP, SCLS, ICSC Trustee, Walgreen Co.

Roundtable Committee Co-Chairs
Norris R. Eber, SCSM, SCLS, ICSC Past Trustee, Abbell Associates LLC
James Lampassi, Petco, Inc.
Daniel M. Taub, DLC Management Corp.

Webinar Committee Co-Chairs
Bernard J. Haddigan, Haddigan Capital
Daniel M. Taub, DLC Management Corp.

Speaker’s Bureau Chair
Martin Mayer, ICSC Trustee, Stirling Properties Ex Officio

Ex Officio
Brad M. Hutensky, ICSC Chairman, Hutensky Capital Partners

Emeritus Members
Elise Jaffe, ICSC Trustee, Dress Barn
Richard H. Tucker, Tucker Development Corporation
Alan Smith, CLS, Bourn Partners, LLC
Larry K. Wheeler, Grubb & Ellis | Wilson Kibler
Steve Weingarten, Weingarten Realty
Committee on Open-Air Centers

Committee Members
Thomas A. Caputo, *Equity One, Inc.*
Michael Carroll, *Brixmor*
Lawrence Casey, *Donahue Schriber Realty Group Inc.*
George Demuth, *Hutensky Capital Partners*
Reza Etedali, *REZA Investment Group*
Terry Evans, *Kroger Co.*
Anthony Fuller, *Wal-Mart Realty Co.*
Seth D. Geldzahler, *ICSC Trustee, Bed Bath & Beyond Inc.*
Damon J. Hemmerdinger, *SCDP, ATCO*
Rebecca Maccardini, *ICSC Past Chairman, RM Resources, LLC*
Michael Pappagallo, *Kimco Realty Corporation*
Gary D. Rappaport, *SCMD, SCSM, SCLS, SCDP, ICSC Past Chairman, The Rappaport Companies*
Valerie Richardson, *SCLS, The Container Store*
Schecky Schechner, *Barclays Capital*
Simon Ziff, *The Ackman-Ziff Real Estate Group LLC*
Donald Wright, *SAFEWAY INC.*
ICSC 2013 Open Air Summit Sponsors

Platinum

**Acadia Realty Trust** (NYSE: AKR) is a fully integrated, self-managed and self-administered equity REIT focused primarily on the ownership, acquisition, redevelopment and management of retail properties, including neighborhood/community shopping centers and mixed-use properties with retail components. We currently operate 75 properties, which we own or have an ownership interest in. These assets are located primarily in the Northeast, Mid-Atlantic and Midwestern regions of the United States and in total, comprise approximately 10 million square feet. Acadia is well-positioned to take advantage of profitable opportunities for growth. Its strengths include an experienced management team with a proven track record, a portfolio of high-quality retail properties, and the financial stability and resources to enhance existing assets while selectively making new investments.

**CBRE Capital Markets** is the leading global provider of capital solutions and investment sales for the real estate investment community. Capital Markets leverages the strengths of CBRE, the world’s leading real estate services firm, with offices in 300 markets in 50 countries. CBRE Capital Markets comprises two seamlessly integrated groups, Debt & Equity Finance and Investment Properties. The combined power of CBRE Capital Markets provides investors with a single, fully integrated global investment service offering.

**Cushman & Wakefield** is a privately held commercial real estate services firm. Founded in 1917, it has 243 offices in 60 countries and more than 14,000 employees. The firm represents a diverse customer base ranging from small businesses to Fortune 500 companies.

**DDR** is an owner and manager of 459 value-oriented shopping centers representing 116 million square feet in 39 states, Puerto Rico and Brazil. The Company’s assets are concentrated in high barrier-to-entry markets with stable populations and high growth potential and its portfolio is actively managed to create long-term shareholder value. DDR is a self-administered and self-managed REIT operating as a fully integrated real estate company, and is publicly traded on the New York Stock Exchange under the ticker symbol DDR.

**DLC Management** is one of the nation’s preeminent private retail real estate companies, with expertise in acquisitions, new developments, redevelopments, leasing, and management. Headquartered in New York with regional offices in Atlanta, Baltimore, and Chicago, DLC leases a portfolio of 118 open-air shopping centers, totaling over 16,800,000 square feet of retail space in 31 states. For additional information about DLC Management and its portfolio, please visit www.dlcmgmt.com.

**Donahue Schriber** is a private real estate investment trust (REIT) with a portfolio of high quality shopping centers in the Western United States. We specialize in necessity-based retail which includes the neighborhood, community, lifestyle and power center formats. As a fully integrated retail property company, we have a skilled team of experts in the field of development, acquisitions, leasing, construction, asset management, and marketing. In our 42 history, Donahue Schriber has been involved in over 32 million square feet of retail. The company owns and manages 81 shopping centers located throughout California, Arizona, Nevada and Oregon. WE KNOW RETAIL ®
The Inland Real Estate Group of Companies, Inc. is comprised of independent legal entities, some of which may be affiliates, share some common ownership or have been sponsored and managed by subsidiaries of Inland Real Estate Investment Corporation. Inland companies cumulatively own and manage over 87.4 million square feet of diversified commercial real estate nationwide and assets in excess of $20.2 billion.

Walgreens is many things to many people. We’re a neighborhood retailers that believes in providing excellent patient and customer service to those that we serve. We’re a trusted wellness provider that supplies customers, patients and payors with everything from acute prescriptions and calculations to specialty pharmaceuticals and wellness services.

Gold

With roots dating to 1926, The Ackman-Ziff Real Estate Group is the industry’s pre-eminent boutique real estate capital advisory firm specializing in debt financing, mezzanine financing, preferred equity, joint venture equity, sponsor equity and investment sales. The firm is highly regarded within the industry for its integrity, creativity, and advocacy on behalf of its clients. Ackman-Ziff’s unparalleled commitment to aligning itself with their client base through a totally collaborative model for its professionals differentiates itself from other firms who arrange real estate financings and sales.

Brixmor Property Group ("Brixmor") is the second largest owner of community and neighborhood shopping centers in the U.S. and has been a leader in redevelopment over the last decade. Brixmor was selected as one of Chain Store Age’s Top Redevelopers for work completed during 2011/2012. The Company actively manages a national portfolio of more than 620 properties, aggregating 96.0 million square feet, which are strategically located across 39 states and primarily anchored by grocers or leading discounters. Brixmor is the largest landlord (by gross leasable area) to The TJX Companies, The Kroger Company, Ahold USA, Dollar Tree, Inc. and Staples, Inc. The Company is headquartered in New York, New York with multi-disciplinary, full service regional and local offices across the country. Further information is available at [www.brixmor.com](http://www.brixmor.com).

Equity One is a leading shopping center developer and owner focused on urban communities. Since 2009 the company has acquired or developed nearly $2.0 billion in retail assets, concentrated in New York, San Francisco, Los Angeles and South Florida. Our current portfolio of 155 shopping centers has a market value of approximately $3.5 billion.

Holliday Fenoglio Fowler, LP (“HFF”) and HFF Securities LP (“HFFS”) are owned by HFF, Inc. (NYSE: HF). HFF operates out of 21 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry. HFF together with its affiliate HFFS offer clients a fully integrated national capital markets platform including debt placement, investment sales, advisory services, equity placement, loan sales, and commercial loan servicing. [www.hfflp.com](http://www.hfflp.com).

Kane Russell Coleman & Logan PC ("KRCL") is a Texas-based law firm founded in 1992 whose full-service practice is international in scope. From its offices in Dallas and Houston, the Firm handles sophisticated real estate, transactional, litigation and insolvency matters throughout the country and abroad. Our combination of large-firm experience and sophistication with smaller-firm agility and efficiency distinguishes KRCL from its competitors. KRCL caters to clients who demand consistent
high-level performance – whether during critical stages of project development, the stresses of litigation, or the volatility of insolvency. Our devotion to creative legal solutions has attracted a client base ranging from national and international Fortune 500 companies to medium-sized public and private companies to entrepreneurs.

**Kimco Realty Corp.** (NYSE: KIM) is a real estate investment trust (REIT) headquartered in New Hyde Park, N.Y., that owns and operates North America's largest portfolio of neighborhood and community shopping centers. As of Sept. 30, 2012, the company owned interests in 922 shopping centers comprising 135 million square feet of leasable space across 44 states, Puerto Rico, Canada, Mexico and South America. Publicly traded on the NYSE since 1991, and included in the S&P 500 Index, the company has specialized in shopping center acquisitions, development and management for more than 50 years. For further information, please visit [www.kimcorealty.com](http://www.kimcorealty.com), the company's blog at [blog.kimcorealty.com](http://blog.kimcorealty.com), or follow Kimco on Twitter at [www.twitter.com/kimcorealty](http://www.twitter.com/kimcorealty).

The Shopping Center Group is the country’s largest privately held “retail only” real estate services company. Simply put, you can’t fake local market knowledge. We know that. We’re where you need us, when you need us. Since 1984, The Shopping Center Group (TSCG), with over 200 experienced professionals in 22 offices, has provided a full assortment of retail real estate advisory services to landlords, developers, investors, financial institutions and retailers throughout the Eastern United States. With 22 offices in the Eastern United States, TSCG has an unparalleled commitment to local market presence. An extensive research and GIS department, state of the art technology and always doing what’s right for the client, as opposed to what’s “expected” in the industry, further differentiates TSCG. Our business model is unlike a typical “services operation”.

Talismark helps clients eclipse the routine by holding waste service providers accountable. We serve companies throughout North America in numerous industries that need to control vendors, government, and overhead expense. We’re a growing market force returning power to businesses that buy or manage waste and recycling services. The recognized national leader in outsourced waste services and sustainability.

**Trade Area Systems’** product suite, TAS Unity, does for retail real estate decision-making what CRM does for the sales process by connecting users throughout the enterprise to market data, information, and knowledge via desktop, online, and mobile technology. TAS Unity is transforming some of the largest retailers in the world and is the leading enterprise market knowledge systems (EMKS) for retail real estate. TAS Unity goes far beyond mapping and demographics, giving users two-way interaction with the data, information, and knowledge. Users can edit data, edit point locations, add photos and comments which are then immediately available to everyone in the company allowing the company to build a proprietary knowledge-base of their markets. A range of functionality is available from full-power GIS to intuitive, easy-to-use systems for non-experts. In addition, it features full role-based and geographic security, giving users access only to the information they need to do their job.

**Tucker Development Corporation** is a leading Real Estate Developer and Fund Manager of a multi-million square foot portfolio comprised of shopping centers and mixed-use properties in key Midwest and East Coast markets. The company pursues mixed-use and retail-related real estate investments that provide an opportunity to enhance value through development, redevelopment, repositioning and recapitalization.
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The Mansfield Economic Development Corporation (MEDC) represents the City of Mansfield, Texas. Mansfield is strategically located between Dallas and Fort Worth approximately 25 miles south of DFW Airport. Mansfield is one of the fastest growing cities in Tarrant County and offers above average household incomes, award winning schools, state of the art healthcare facilities and a superior quality of life. MEDC is responsible for attracting desirable commercial and retail development to Mansfield and offers a wide range of resources to assist you in making the right location decision for your company. To find out more about why Mansfield is the right choice for you, please visit our website at www.mansfield-texas.com or call us at 1-888-453-1006.

SRS Real Estate Partners (SRS) is the largest national real estate company in the country exclusively dedicated to retail services. Headquartered in Dallas with multiple offices nationwide, SRS’ strong presence across the country provides the company with unparalleled local knowledge on a national platform. As a result, clients of SRS have a competitive edge through a full range of offerings including brokerage services, corporate services, development services, investment services and managed services. Since its inception in 1986, SRS has built a strong foundation in the retail real estate world and grown into one of the industry’s most influential and respected leaders. For more information, please visit http://www.srsre.com.

The Real Estate Council is a dynamic organization of more than 1,300 commercial real estate professionals and 500 member companies representing 95% of the top commercial real estate businesses in North Texas. We are developers, builders, brokers, attorneys, architects, investment bankers, accountants, finance and title professionals and more. Our purpose includes networking, advocacy and good works. We provide a first-class venue for networking with peers in the commercial real estate industry and are committed to the professional development of our young members. We open doors by connecting and educating members about key issues through relevant, high-level programming. These efforts include both educational programs and industry events such as our legendary FightNight and Giving Gala.