

 **ICSC  
2013**

# New York National Conference & Deal Making

December 9 – 10, 2013

The Hilton New York and Sheraton New York Hotel & Towers



**Preliminary Program**

### Monday, December 9

#### Registration – Sheraton Hotel Only

7:30 am – 7:00 pm

#### Coffee Service

7:30 – 9:00 am

#### Deal Making

9:00 am – 5:00 pm

#### General Session

9:30 – 10:15 am

#### Retail Runway

10:30 – 11:45 am

*As of July 31, 2013*

Bed Bath & Beyond  
Corner Bakery Cafe  
Dick's Sporting Goods  
Earl's Restaurant  
Flywheel  
Shop Rite/Price Rite  
South Mood Under  
sweetgreen  
UFC Gym Franchise Company  
Zoup

#### Lunch Served

12:00 noon – 12:30 pm

*(No lunch service after 12:30 pm)*

#### Industry Update

12:45 – 1:15 pm



**MICHAEL P. KERCHEVAL**  
President and Chief Executive Officer  
International Council of Shopping Centers  
New York, NY

#### Outlook for Retail Real Estate

1:15 – 1:30 pm



**DAVID LARUE**  
ICSC Chairman  
President and Chief Executive Officer  
Forest City Enterprises, Inc.  
Cleveland, OH

#### Member-Hosted Reception

5:30 – 7:00 pm

Corporate sponsorship is \$750 per company. If you are interested in being a sponsor, log onto [www.icsc.org](http://www.icsc.org) and click on Events/Programs to get a copy of the Sponsorship Form or please contact Rita Malek at +1 646 728 3539 or [rmalek@icsc.org](mailto:rmalek@icsc.org).

### Tuesday, December 10

#### Registration – Sheraton Hotel Only

8:00 am – 4:00 pm

#### General Session

*Retail 2014 – The Outlook for the Upcoming Year*

8:00 – 9:30 am

#### Deal Making

8:30 am – 4:00 pm

#### Coffee Service

8:30 – 10:00 am

#### Box Lunch Served – Sheraton Hotel Only

12:00 noon – 12:45 pm

*(No lunch service after 12:45 pm)*

#### Conference Adjourns

4:00 pm

## Thank You To Our Sponsors

### North American Partner

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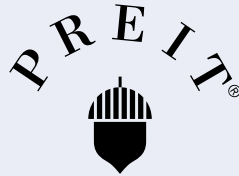
### Gold

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### Silver

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### Tech Lounge

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## Program Planning Committee Co-Chairs

**James M. Aries**, Urstadt Biddle Properties Inc.

**Franklin S. Zuckerbrot**, Sholom & Zuckerbrot Realty, LLC

## Founders Committee

**Kenneth A. Mandelbaum**, KAM Management, LLC

**Harold Nafash**, Federal Realty Investment Trust

**David J. Schwartz**, Olympic Realty & Development Corp.

**Alan E. Smith, scls**, Bourn Partners/AES Associates

## Program Planning Committee

**Adam W. Ifshin**, Eastern Division Vice President, DLC Management Corporation

**Jordan Claffey, cls**, Eastern Division Next Generation Chair, Thor Equities LLC

**Jason Richter, scls**, New York/Northern New Jersey State Director, Perfumania, Holdings Inc.

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**Adam J. Epstein**, Site Analytics Co.

**Andrew Fechter**, Haves, Pine & Seligman

**Paul Fetscher, G. W., scls, ccim**, Great American Brokerage

**David I. Firestein**, The Shopping Center Group

**Barry Fishbach**, RKF

**Aaron J. Fleishaker**, Fairway Market

**Benjamin Fox**, Massey Knakal Realty Services

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**Ann O'Neal**, TKO/Real Estate Advisory Group, Inc.

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**Eric Rubenstein**, Ruskin Moscou Faltischek, P.C.

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**Robert Shasha**, The Cotswold Group

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**Patrick A. Smith**, SRS Real Estate Partners

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**Dovid Spector**, National Realty & Development Corp.

**Andrew Stewart**, David Cronheim Mortgage Corp.

**Harold Tolchinsky**, Cole, Schotz, Meisel, Forman & Leonard

**Christopher Weilminster**, Federal Realty Investment Trust

**Simon Ziff**, Ackman-Ziff Real Estate Group

## Registration Form

### How to Register

Fax: +1 732 694 1800 *(credit card registrations only)*

Online: [www.icsc.org](http://www.icsc.org) *(credit card registrations only)*

Mail: ICSC  
P.O. Box 26958  
New York, NY 10087-6958

### Registration Fees

	Early Bird (through Sept 9, 2013)	Advance (through Nov 29, 2013)	On-Site (after Nov 29, 2013)
Member*:	\$ 495	\$ 545	\$ 595
Non-Member:	\$ 695	\$ 745	\$ 795
Student Member**:	\$ 50	\$ 50	\$ 50

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

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

### Deadlines

To qualify for the advance registration fee, your registration must be received by **November 25, 2013**.

### Cancellations

All cancellations will be subject to a \$25 cancellation fee. No refunds will be given for cancellations received after **November 8, 2013**. All requests for refunds must be received by ICSC in writing.

### Hotel Reservations

To make your hotel reservation, we invite you to visit [www.icsc.org/2013EDM](http://www.icsc.org/2013EDM) and click on Book Hotel under Additional Links on the middle of the page. There you can find the description of the hotel and the electronic form, which features live inventory within the group block. Additionally, you will receive an immediate e-mail confirmation of the reservation to the e-mail address you provide on your form. Although we do require our reservations in writing, we would be happy to answer any of your questions during our office hours of Monday through Friday 8:00 am to 5:30 pm ET at +1 888 ICSC TVL (427 2885) ext. 2, or internationally at +1 585 442 8900 ext. 4.

### Airfare Savings

The ICSC Travel Desk has secured special airline and car discounts for attendees. For current prices and availability, please contact us at +1 888 ICSC TVL (427 2885) or +1 585 442 8856 from 8:00 am to 5:30 pm ET, Monday through Friday.

### Continuing Education Credits

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



### Special Needs

Anyone desiring an auxiliary aid for this meeting should notify Meghan Donovan at +1 646 728 3683 no later than **November 25, 2013**.

I authorize ICSC and its members to send me announcements via mail, fax and phone about ICSC's and ICSC members' programs and services that may be of interest to me or my colleagues. I also consent to receipt of notices from ICSC in electronic form. In addition, I hereby consent to having the Hotel provide, and authorize ICSC and/or its representative(s) to receive, any reservation information I provide to the Hotel.

### METHOD OF PAYMENT

Check enclosed made payable to ICSC

Mail to:  
International Council of Shopping Centers  
P.O. Box 26958  
New York, NY 10087-6958  
Fax: +1 732 694 1800

Credit Card:  MasterCard  VISA  AMEX  Discover

Name (as it appears on credit card)

Account Number (include all digits)

Expiration Date (mo/yr)

Signature

(2013EDM-A)

Name

Company Name

Address

City State/Province Zip/Postal Code

Telephone Fax

E-mail

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

## Sponsorship Form

Sponsorships serve as an advertising or PR opportunity to get your company name out in front of a select audience of industry professionals. Be sure to take advantage of this opportunity!

### GOLD SPONSOR \$5,000

- Company logo recognition on all event-related communications:
- Online (on event page and on Member e-mails) with hyperlink
- Pre-event printed materials\*
- On Site signage at Event
- Company logo to loop during select event functions
- Full page 4-color ad in Directory
- 4 weekly SCT Brief Insertions
- Recognition on Exhibitor Tent sign (if applicable)
- Opportunity to distribute one 8" x 11" page of literature in hotel room drop
- Company name on Thank You page in Directory
- Gold Sponsor ribbon

### SILVER SPONSOR \$3,000

- Company logo recognition on all event-related communications:
- Online (on event page and on Member e-mails) with hyperlink
- Pre-event printed materials\*
- On Site signage at Event
- Company logo to loop during select event functions
- Half page 4-color ad in Directory
- Recognition on Exhibitor Tent sign (if applicable)
- Company name on Thank You page in Directory
- Silver Sponsor ribbon

### BRONZE SPONSOR \$1,500

- Company logo recognition on all event-related communications:
- Pre-event printed materials\*
- On Site signage at Event
- Recognition on Exhibitor Tent sign (if applicable)
- Company name on Thank You page in Directory
- Bronze Sponsor ribbon

### MEMBER-HOSTED RECEPTION \$750

- On Site signage at Member-Hosted Reception only
- Company logo on Member-Hosted Reception loop
- Company name on Thank You page in Directory
- Reception Sponsor ribbon

\*Pending production deadline dates

### When

Monday, December 9, 2013  
5:30 – 7:00 pm

### Where

The Hilton New York

### Deadline

Sponsorship must be received by **October 31, 2013**, to be recognized at the conference.

### ICSC Contacts

Rita Malek  
Tel: +1 646 728 3539  
E-mail: [rmalek@icsc.org](mailto:rmalek@icsc.org)

### Meaghan Donovan

Tel: +1 646 728 3683  
E-mail: [mdonovan@icsc.org](mailto:mdonovan@icsc.org)

### Sponsorship Contact/Return

Completed form to:

2013 EDM New York Deal Making

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800 (*credit card payments only*)

Sign up now by returning this completed form along with:

- payment by credit card, check or money order made payable to ICSC. Payment must accompany the Sponsorship Form.
- Your company logo (.jpeg or .gif format) to [mdonovan@icsc.org](mailto:mdonovan@icsc.org)

Gold Sponsor  Silver Sponsor  Bronze Sponsor  Reception Sponsor

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

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

E-mail \_\_\_\_\_

### METHOD OF PAYMENT

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

Master Card  VISA  AMEX  Discover \$ \_\_\_\_\_

Mail to:

International Council of Shopping Centers

P.O. Box 26958

New York, NY 10087-6958

Fax: +1 732 694 1800

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

Account Number (include all digits) \_\_\_\_\_ Expiration Date (mo/yr) \_\_\_\_\_

Signature \_\_\_\_\_ (2013EDMS)



**International Council of Shopping Centers**

1221 Avenue of the Americas

41st Floor

New York, NY 10020



Scan here for  
more information.

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