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Dear Professional,

This year signals exciting opportunities at ICSC—with new President and CEO Tom McGee leading the organization and bringing an entirely fresh outlook and approach to accomplishing ICSC’s three strategic priorities: becoming recognized as a pre-eminent voice in the market by redefining the role of public centers in the public mindset, serving as strategic partner to our industry by embracing a client service culture, becoming best in class by responsibly investing in systems, people and processes. As part of ICSC’s commitment to providing the very best programs, products and services to our members, we’ve taken a close look at our professional publications and have great news. In 2016, we are making nearly all of our publications available to you in the most popular digital eBook formats! Whether you prefer to read on your iPad or Kindle, we’ll have the content you desire in a format that works for you—so here’s to progress! Plus, we will continue to offer our bestselling titles in print as well! As always, we welcome your feedback and look forward to providing you with new ideas, strategies and tactics to help you grow!

Best regards,

Patricia Montagni
Director of Publications
ICSC
In this thorough examination, author Gary D. Rappaport, an industry leader and entrepreneur, provides an in-depth look at how his own practice has evolved in recent years and demonstrates the most current methods of running a retail real estate organization built on the foundations of ethics, moral integrity and professionalism.

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By Gary D. Rappaport, CRX, CSM, CMD, CLS, CDP

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- Basic accounting
- Retail leasing strategy
- Financial statements
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Barbara English, CPA
From the chapter: Introduction to Accounting
2015 ICSC North American Compensation Survey

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A total revision of the previous edition that includes nine brand new case studies, this collaboration between ICSC and IEDC (International Economic Development Council) delivers an informative guide for public officials, economic development professionals, public sector developers and retailers looking to forge successful public-private partnerships in invigorating and sustaining retail development.

Discover how municipal officials and retail real estate professionals can work together to find a successful common ground. Determine who the key players are from the public sector, the community and the private for-profit sector. Learn how projects are planned and proposed, how to obtain public and private financing, how to resolve project management and operations challenges and how to be innovative amidst evolving trends.

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