

ICSC SPRING 2007

May 20 – 23, 2007 Las Vegas Convention Center Las Vegas, Nevada

FINAL PROGRAM

REACHING
BEYOND
the
Gold

50 YEARS
ICSC

2007 ICSC SPRING CONVENTION

May 20–23, 2007 Las Vegas Convention Center Las Vegas, Nevada

Make Las Vegas your **destination** this May. Join over 50,000 of your colleagues from all corners of the world for **networking**, deal making and education at the ICSC Spring Convention. Meet the **leaders** in the **retail real estate** industry and do a year's worth of business in four days. Check out the Trade Exposition to shop for the **latest products** and **services** available in the industry. Visit the Leasing Mall where developers, retailers and lenders come together to network and **conduct business**. Attend Educational Sessions and Workshops to learn about the **issues** and **trends** affecting the industry. Be **inspired** by world-renowned keynote speakers.



This year, ICSC is celebrating its 50th year of serving the global retail real estate industry. ICSC is the largest retail real estate trade and professional association in the world with over **65,000 members** in over 100 countries. ICSC hosts 250 meetings annually with a combined attendance that exceeds 120,000 business professionals.



REACHING BEYOND the Gold



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CONVENTION HIGHLIGHTS

EDUCATIONAL SESSIONS AND WORKSHOPS

Sunday, May 20 12:00 noon – 2:00 pm

Monday, May 21 10:00 am – 4:00 pm

Tuesday, May 22 8:00 am – 4:00 pm

Wednesday, May 23 10:00 am – 12:00 noon

LEASING MALL

Monday, May 21 8:00 am – 6:00 pm

Tuesday, May 22 8:00 am – 6:00 pm

Wednesday, May 23 8:00 am – 5:00 pm

TRADE EXPOSITION

Sunday, May 20 2:00 – 6:00 pm

Monday, May 21 8:00 am – 6:00 pm

Tuesday, May 22 8:00 am – 6:00 pm

GENERAL INFORMATION



LEASING MALL ANNIVERSARY

The 2007 Leasing Mall will celebrate the 25th anniversary of this unique business/exposition forum. To mark this milestone, ICSC has acquired the upper and lower levels of the South Hall of the L.V.C.C. adding nearly 800,000 gross square feet of exhibit space for U.S. and overseas developers, brokers and municipalities. Additionally, the South Hall will now be the permanent home for all ICSC retail exhibitors.

ICSC GOES GREEN

A first for ICSC! The 2007 Spring Convention will host two green exhibits:

GREEN PAVILION located in the Las Vegas Convention Center (located between the North Hall and Central Hall) is where you'll learn about the new trends in sustainable building design relating to environmentally-friendly stores and shopping centers.

GREEN ZONE located in the lower level of the South Hall consists of 40,000 square feet of exhibit space that showcases the latest products and services to help you go green.

REGISTRATION AND TRANSPORTATION INFORMATION

CONVENTION REGISTRATION

Convention badges will be sent out in advance for all those that register by March 30th. Full Convention badges will be mailed at the end of April with instructions. All badges must be validated upon arrival in Las Vegas. Satellite Badge Validation Stations will be located at the Las Vegas Hilton and Convention Center (Central Hall 2).

In addition, there will also be three Satellite Badge Validation Stations at McCarran International Airport, located in the baggage claim areas. Look for ICSC signage.

TRANSPORTATION

During the Convention, take advantage of the convenient and frequent shuttle bus service between all Official Convention Hotels and the Las Vegas Convention Center. A complete bus schedule will be included in the Convention kit you receive on-site.

REGISTRATION HOURS

Saturday, May 19, 2007

10:00 am – 5:00 pm (L.V.C.C.)*

10:00 am – 10:00 pm (Satellite Validation Locations)

Sunday, May 20, 2007

9:00 am – 7:00 pm (L.V.C.C.)*

8:00 am – 11:00 pm (Satellite Validation Locations)

Monday, May 21, 2007

6:30 am – 6:00 pm (L.V.C.C.)*

6:30 am – 2:30 pm (Satellite Validation Locations)

Tuesday, May 22, 2007

7:00 am – 6:00 pm (L.V.C.C.)*

Wednesday, May 23, 2007

8:00 am – 5:00 pm (L.V.C.C.)*

*L.V.C.C. – Las Vegas Convention Center

REGISTRATION INFORMATION

May 20–23, 2007 Las Vegas Convention Center Las Vegas, Nevada

REGISTRATION FEES

	ADVANCE	ON-SITE
ICSC Member*	\$345	\$495
Non-Member	\$740	\$940
Spouse Program	\$345	\$495
Student Member**	\$ 50	\$ 50

*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.

Convention Registration Fee Includes:

Access to the Full Convention Program, Two Breakfasts and Lunches, Admission to the Leasing Mall and Trade Exposition.

Spouse Program Registration Fee

Includes:

Admission to all Spouse Program Activities, Access to the Full Convention Program, Two Breakfasts and Lunches, Admission to the Leasing Mall and Trade Exposition.

Dress Code:

Business or business casual attire is appropriate.

REGISTRATION DEADLINES

Register and submit a photo by March 30, 2007 to receive your 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 30 to retain that rate and receive a badge in the mail. All Convention and Spouse Program badges will be mailed at the end of April with instructions. Upon arriving in Las Vegas just stop by the Registration Center at the Las Vegas Convention Center or at one of the remote satellite hotel and airport locations to validate your badge and pick up your badge holder and program information.

March 30, 2007

Register and submit a photo by deadline to receive your Convention badge in the mail and to be listed in the Advance Registrants Directory.

April 30, 2007

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

May 19, 2007

Registrations will be accepted on-site in Las Vegas.

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

PHOTO ID BADGES REQUIRED

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

CANCELLATIONS

If you are unable to attend the Convention, you may cancel up to March 30, 2007 and receive a refund. All cancellations will be subject to a \$25 cancellation fee and requests for refunds must be received by ICSC in writing. No refunds will be issued after March 30. Once your registration is cancelled, remember to contact DePrez Travel to cancel your room reservations in writing by fax to +1 585 442 8934 or email to icsctravel@depreztravel.com.

HOW TO REGISTER

For complete registration, exhibitor, travel and hotel information and forms, visit www.icsc.org.

There are three ways to register:

ONLINE: www.icsc.org

FAX: +1 732 694 1800

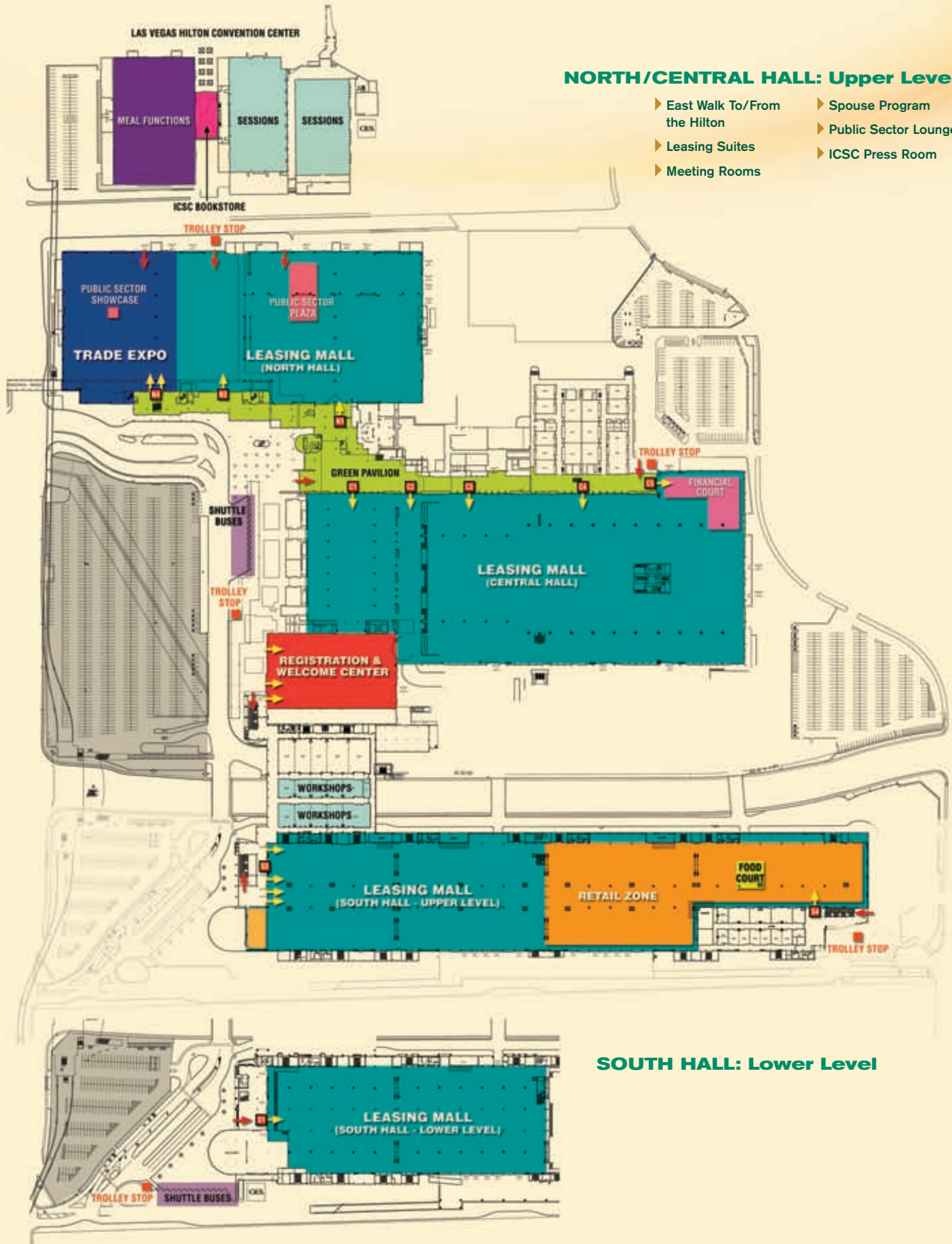
MAIL: International Council of Shopping Centers
P.O. Box 26958
New York, NY 10087-6958

HOTEL AND TRAVEL INFORMATION

To book your Spring Convention hotel at the special **discounted** ICSC rates, please go to www.icsc.org, click on the Spring Convention, and then the link for Hotel and Travel. Here you will find complete hotel listings and descriptions, ICSC discounted rates, monorail information, suite booking instructions and general booking information. Also on the site, ICSC's official travel agency, DePrez Travel Bureau, Inc., offers online discounted airline tickets and car rentals. One-stop shopping!

I authorize ICSC to contact me via mail, fax, e-mail, phone or otherwise about ICSC programs and services that may be of interest to me or my colleagues.

For complete registration, exhibitor, travel and hotel information and forms, visit www.icsc.org



FOCUS ON GLOBAL RETAIL DEVELOPMENT

For retailers, developers and investors interested in opportunities available in countries and regions where retail development is “hot”, select any of the sessions in this global track to receive an overview of the latest information in each of

these geographic areas. Executives with first-hand experience will tell you which retailers are expanding in the region, what types of shopping centers are being built, how to deal with local customs and procedures, who is investing or

at least exploring opportunities, and the underlying fundamentals that are driving the growth of retail development. Select from this track to learn quickly about the areas that interest you most.

SCHEDULE

MONDAY, MAY 21

11:30 am – 12:30 pm

Focus on Russia/Ukraine



CHAIRMAN

Konstantin Sakharov

Associate Executive Director of
Retail Services
Cushman & Wakefield Stiles
& Riabokobylko

2:30 – 3:30 pm

Focus on Western Europe



CO-CHAIRMAN

Jaap C. Gillis

Chief Operating Officer
Redevco Europe



CO-CHAIRMAN

Álvaro Portela

Chief Executive Officer
Sonae Sierra

3:30 – 4:30 pm

Focus on Central/ Eastern Europe



CHAIRMAN

Brian Jenkins

Managing Director
AIG/Lincoln Retail Development
Europe

4:30 – 5:30 pm

Focus on Turkey



CHAIRMAN

Nusin Oral

Member of the Board
Turkish Council of
Shopping Centers

TUESDAY, MAY 22

8:00 – 9:00 am

Focus on Middle East



CHAIRMAN

Philip J. McArthur, CSM

Managing Director
Dubai Festival City

9:00 – 10:00 am

Focus on India

10:00 – 11:00 am

Focus on Japan

3:00 – 4:00 pm

Focus on China

CHAIRMAN

Henry Cheng

Chief Executive Officer
Chongbang Group

4:00 – 5:00 pm

Focus on Southeast Asia

CHAIRMAN

Pua Seck Guan

Chief Executive Officer
CapitaMall Trust Management Ltd.

5:00 – 6:00 pm

Focus on Mexico/ Central America



CHAIRMAN

Eduardo Bross

Chairman
Constructora Planigrupo, S.A.
de C.V.

WEDNESDAY, MAY 23

8:00 – 9:00 am

Focus on South America



CO-CHAIRMAN

Marcelo Baptista Carvalho, CMD, CSM

President
Ancar S.A.



CO-CHAIRMAN

Carlos A. Lecueder, CMD, CSM

President
Estudio Luis E. Lecueder

9:00 – 10:00 am

Focus on Australia

10:00 – 11:00 am

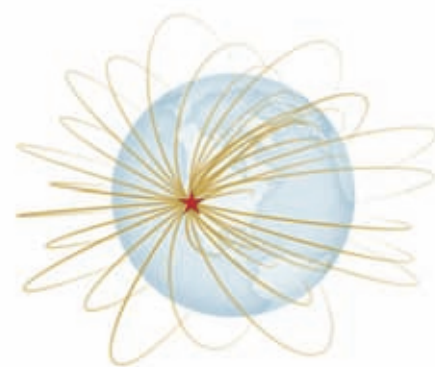
Focus on S. Africa/Africa



CHAIRMAN

Ian Watt

Executive Director
Old Mutual Property Group



2007 PROGRAM-AT-A-GLANCE

	Sunday, May 20	
	morning	afternoon/evening
TRACK 1 Leasing Property Management Professional Development	9:00 – 11:00 am CDP & CLS Test Review Courses 9:00 am – 1:00 pm CSM & CMD Test Review Courses 10:00 – 11:00 am First Timers' Orientation	1:00 – 2:00 pm Opening Session 6:30 – 9:30 pm Benefit Dinner for ICSC Educational Foundation (<i>Tickets are Required</i>) 10:00 pm – 12:00 midnight Next Generation Reception (<i>Separate Pre-registration Required</i>)
TRACK 2 Finance Capital Markets Investments	9:00 – 11:00 am CDP & CLS Test Review Courses 9:00 am – 1:00 pm CSM & CMD Test Review Courses 10:00 – 11:00 am First Timers' Orientation	1:00 – 2:00 pm Opening Session 6:30 – 9:30 pm Benefit Dinner for ICSC Educational Foundation (<i>Tickets are Required</i>) 10:00 pm – 12:00 midnight Next Generation Reception (<i>Separate Pre-registration Required</i>)
TRACK 3 Retail Consumer and Real Estate Trends	9:00 – 11:00 am CDP & CLS Test Review Courses 9:00 am – 1:00 pm CSM & CMD Test Review Courses 10:00 – 11:00 am First Timers' Orientation	1:00 – 2:00 pm Opening Session 6:30 – 9:30 pm Benefit Dinner for ICSC Educational Foundation (<i>Tickets are Required</i>) 10:00 pm – 12:00 midnight Next Generation Reception (<i>Separate Pre-registration Required</i>)
TRACK 4 Research and Development Mixed-Use Public/Private Partnerships	9:00 – 11:00 am CDP & CLS Test Review Courses 9:00 am – 1:00 pm CSM & CMD Test Review Courses 10:00 – 11:00 am First Timers' Orientation	1:00 – 2:00 pm Opening Session 6:30 – 9:30 pm Benefit Dinner for ICSC Educational Foundation (<i>Tickets are Required</i>) 10:00 pm – 12:00 midnight Next Generation Reception (<i>Separate Pre-registration Required</i>)
TRACK 5 Global Retail Development	9:00 – 11:00 am CDP & CLS Test Review Courses 9:00 am – 1:00 pm CSM & CMD Test Review Courses 10:00 – 11:00 am First Timers' Orientation	1:00 – 2:00 pm Opening Session 6:30 – 9:30 pm Benefit Dinner for ICSC Educational Foundation (<i>Tickets are Required</i>)
TRACK 6 Deal Making (Las Vegas Convention Center)		2:00 – 6:00 pm Trade Exposition and Public Sector Showcase 4:00 – 6:00 pm Open House Reception in the Trade Exposition

Monday, May 21**morning****8:00 – 9:30 am**

Women in Real Estate Breakfast

9:30 – 11:00 amMixed-Use – Transforming
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

afternoon**12:30 – 1:00 pm**

Luncheon

1:00 – 2:15 pm

The View from Washington

2:30 – 4:00 pm

The Deal Stallers

4:15 – 4:45 pm

Annual Meeting of Members

8:00 – 9:30 am

Women in Real Estate Breakfast

9:30 – 11:00 amMixed-Use – Transforming
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

12:30 – 1:00 pm

Luncheon

1:00 – 2:15 pm

The View from Washington

2:30 – 4:00 pmCapital Markets Update 2007: Just
How Good Can it Get?**4:15 – 4:45 pm**

Annual Meeting of Members

8:00 – 9:30 am

Women in Real Estate Breakfast

9:30 – 11:00 amMixed-Use – Transforming
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

12:30 – 1:00 pm

Luncheon

1:00 – 2:15 pm

The View from Washington

2:30 – 4:00 pmOpen-Air Centers – The Retailers'
Perspective**4:15 – 4:45 pm**

Annual Meeting of Members

8:00 – 9:30 am

Women in Real Estate Breakfast

9:30 – 11:00 amMixed-Use – Transforming
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

12:30 – 1:00 pm

Luncheon

1:00 – 2:15 pm

The View from Washington

2:30 – 4:00 pmFrom Planes to Cranes: The Evolution
of Mixed-Use for the Next Generation;
Westfield San Francisco Centre**4:15 – 4:45 pm**

Annual Meeting of Members

8:00 – 9:30 am

Women in Real Estate Breakfast

9:30 – 11:00 amMixed-Use – Transforming
America's Cities**11:30 am – 12:15 pm**

Underserved Urban Markets

12:30 – 1:00 pm

Luncheon

1:00 – 2:15 pm

The View from Washington

2:30 – 3:30 pm

Focus on Western Europe

3:30 – 4:30 pm

Focus on Central/Eastern Europe

4:30 – 5:30 pm

Focus on Turkey

8:00 am – 6:00 pmLeasing Mall, Trade Exposition,
Public Sector Showcase**8:00 am – 6:00 pm**Leasing Mall, Trade Exposition,
Public Sector Showcase**Tuesday, May 22****morning****9:15 – 10:30 am**The Changing Face of
Commercial Real Estate**11:00 am – 12:15 pm**General Session – 5th Annual
Hot Retailers Awards**9:15 – 10:30 am**The Changing Face of
Commercial Real Estate**11:00 am – 12:15 pm**General Session – 5th Annual
Hot Retailers Awards**9:15 – 10:30 am**The Box and the City: Re-Imaging
the Urban Department Store –
Future Trends**11:00 am – 12:15 pm**General Session – 5th Annual
Hot Retailers Awards**9:15 – 10:30 am**Survivors of Mixed-Use Projects –
Lessons Learned**11:00 am – 12:15 pm**General Session – 5th Annual
Hot Retailers Awards**8:00 – 9:00 am**

Focus on Middle East

9:00 – 10:00 am

Focus on India

10:00 – 11:00 am

Focus on Japan

11:00 am – 12:15 pmGeneral Session – 5th Annual
Hot Retailers Awards**8:00 am – 6:00 pm**Leasing Mall, Trade Exposition,
Public Sector Showcase

afternoon		Wednesday, May 23	
afternoon		morning	
1:00 – 2:15 pm Keynote Presentation – Terry J. Lundgren, CEO Federated Department Stores, Inc.		9:30 – 11:00 am Project Reviews at the “Genius Bar”... Compliments of CenterBuild; Maximize Your Business Relationships Through Effective Verbal Communications; Deal or No Deal? Ground Lease Negotiation Live!; Re-assessing the Effect of Fixed Operating Costs	
3:00 – 4:30 pm Navigating Key Property Management Challenges Impacting Retail and Mixed- Use Properties			
1:00 – 2:15 pm Keynote Presentation – Terry J. Lundgren, CEO Federated Department Stores, Inc.		9:30 – 11:00 am Re-assessing the Effect of Fixed Operating Costs	
3:00 – 4:30 pm How to Finance Your Brownfield Deal			
1:00 – 2:15 pm Keynote Presentation – Terry J. Lundgren, CEO Federated Department Stores, Inc.		9:30 – 11:00 am LEED Certification; Tools to Unlock the Urban Promise	
3:00 – 4:30 pm The World of Outlet Retailing; The Gold at the End of the Rainbow – Retail Success in Urban Markets			
1:00 – 2:15 pm Keynote Presentation – Terry J. Lundgren, CEO Federated Department Stores, Inc.		9:30 – 11:00 am Extreme Makeover – Retail Estate Undone and Re-Done; Comparative GIS Methodology; Tools to Unlock the Urban Promise: Building a Project from the Ground Up	
3:00 – 4:30 pm A Global Perspective on Consumer Trends – What Shopping Center Executives Need to Know			
1:00 – 2:15 pm Keynote Presentation – Terry J. Lundgren, CEO Federated Department Stores, Inc.		8:00 – 9:00 am Focus on South America	
3:00 – 4:00 pm Focus on China		9:00 – 10:00 am Focus on Australia	
4:00 – 5:00 pm Focus on Southeast Asia		10:00 – 11:00 am Focus on South Africa/Africa	
5:00 – 6:00 pm Focus on Mexico/Central America			
8:00 am – 6:00 pm Leasing Mall, Trade Exposition, Public Sector Showcase		8:00 am – 5:00 pm Leasing Mall	

2007 PROGRAM

SATURDAY, MAY 19, 2007

10:00 am – 5:00 pm

**Registration and Badge Validation
at L.V.C.C.**

10:00 am – 5:00 pm

**Welcome Center and Design
Trends Open**

10:00 am – 5:00 pm

Spouse Hospitality Lounge

10:00 am – 5:00 pm

Public Sector Lounge

10:00 am – 10:00 pm

**Badge Validation at Satellite
Locations**

SUNDAY, MAY 20, 2007

8:00 am – 11:00 pm

**Badge Validation at Satellite
Locations**

9:00 am – 7:00 pm

**Registration and Badge Validation
at L.V.C.C.**

9:00 am – 7:00 pm

**Welcome Center and Design
Trends Open**

9:00 am – 5:00 pm

Spouse Hospitality Lounge

9:00 am – 7:00 pm

Public Sector Lounge

9:00 – 11:00 am

**CDP (Certified Development, Design
and Construction Professional) Test
Review Course**

9:00 – 11:00 am

**CLS (Certified Leasing Specialist)
Test Review Course**

9:00 am – 1:00 pm

**CSM (Certified Shopping Center
Manager) and CMD (Certified
Marketing Director) Test Review
Courses**

CDP, CLS and CSM/CMD Test Review Courses

The test review courses are for candidates seeking to achieve the designation of Certified Shopping Center Manager (CSM), Certified Marketing Director (CMD), Certified Development, Design and Construction Professional (CDP) or Certified Leasing Specialist (CLS). These courses are designed to familiarize the candidate with test taking techniques, as well as provide a review of test specifications. A practice test will be administered under simulated test conditions and scoring for the examination will be reviewed.

Registration Fees: ICSC Members: \$ 75

Non-Members: \$100

For more information and to register for these review courses visit the ICSC website at www.icsc.org.

10:00 – 11:00 am

**Welcome to Las Vegas: First
Timers' Orientation**

10:00 – 10:05 am

Welcome and Convention Overview

SPEAKER



GORDON "SKIP" GREEBY

President
The Greeby Companies
Chicago, IL

10:05 – 10:15 am

The Next Generation Perspective

SPEAKERS



MARYL HAIRE

Los Angeles Next Generation
Program Co-Chair
Retail Leasing Agent,
Specializing in Landlord
Services
Epstein & Associates
Los Angeles, CA



STEPHEN C. SJURSET

New York State Next
Generation Chair
Senior Associate
CB Richard Ellis
New York, NY

10:15 – 10:25 am

The Public Sector Perspective

SPEAKER



SUE AKINS SIENS

Southern Division Alliance
Co-Chairman
City Liaison
City of Lebanon
Lebanon, TN

10:25 – 11:55 am

Maximizing Your Convention Experience

SPEAKER



RALPH SPENCER, CCIM, SIOR

President
Innovative Learning, LLC
Longwood, FL

1:00 – 2:00 pm

Opening Session with Guest Speaker

2:00 – 6:00 pm

Trade Exposition and Public Sector Showcase Open

4:00 – 6:00 pm

Open House Reception in Trade Exposition

6:30 – 9:30 pm

Benefit Dinner for the ICSC Educational Foundation

Bellagio Hotel and Casino

ICSC 50th Anniversary Celebration

As ICSC celebrates its 50th anniversary, we can't help but indulge in a bit of nostalgia. In the past decades we've grown from a seven-person organization to the world's largest retail real estate association, with 65,000 members in more than 100 countries. Along the way we've established many milestones, made many friends and created lots of fond memories. Come celebrate 50 years of shopping center professionalism. Proceeds to benefit the ICSC Educational Foundation. Established in 1988, the Educational Foundation promotes the study of and scholarly research involving retail real estate and retail related disciplines. ICSC's Educational Foundation is one of the most important single sources of financial support for programs, institutions, centers and scholars in a wide range of academic pursuits that advance the understanding of shopping centers and their role in the economic, cultural and social life of today's world. **Tickets are required for this event and seating is limited. Tables and sponsorship are also available. For more information visit the ICSC website at www.icsc.org/2007sc.**

FEATURED ENTERTAINER



RAYMOND ROMANO

Comedian
Los Angeles, CA

10:00 pm – 12:00 midnight

Next Generation Reception

The Palms Hotel & Casino



Faces of the future, ideas of today, reflections on our past

Don't miss out on this ultimate networking event! Please join us for the 5th Annual Spring Convention Next Generation Reception, which will be held on Sunday, May 20th, 10:00 pm – 12:00 midnight at The Palms Hotel & Casino. We invite you to exchange ideas with fellow Next Generation attendees, mentors and senior level members who wish to give back to the industry. Spaces are strictly limited and NO on-site registrations will be accepted. To register for, or to sponsor this signature Next Generation Reception, please visit our website at www.icsc.org/2007N09. Tickets will be provided to all those who pre-register for the event.

Also, on Monday, May 21st and Wednesday, May 23rd we have two special educational sessions exclusively designed for the Next Generation. See the program for details.

MONDAY, MAY 21, 2007

6:30 am – 6:00 pm

Registration and Badge Validation at L.V.C.C.

6:30 am – 2:30 pm

Badge Validation at Satellite Locations

6:30 am – 6:00 pm

Welcome Center and Design Trends Open

6:30 am – 6:00 pm

Public Sector Lounge

7:00 am – 6:00 pm

Spouse Hospitality Lounge

8:00 am – 6:00 pm

VIP Lounge for International Delegates

8:00 am – 6:00 pm

Leasing Mall, Trade Exposition and Public Sector Showcase Open

8:00 – 9:00 am

Continental Breakfast Served in Trade Exposition

8:00 – 9:30 am

Women in Real Estate Breakfast

Held in collaboration with CREW Network

GUEST SPEAKER



SARA BLAKELY

Creator and Founder
Spanx
Atlanta, GA



Sara Blakely, founder of Spanx, is an innovator. Sara took \$5,000 in savings and began her adventure in the \$2 billion male-dominated hosiery industry. Two years later, Blakely cold-called and landed the top retail stores across the country. Spanx continues to show increasing profits, celebrating \$85 million in retail sales in 2005. Spanx is sold in America's finest upscale stores and boutiques in the U.S., including Nordstrom, Neiman Marcus, Saks Fifth Avenue, Bloomingdales and Parisian, as well as upscale boutiques and retailers in Canada and the U.K.

Blakely's story and Spanx products have been featured on everything from *The Oprah Winfrey Show*, CNN, *Forbes*, E!, and *Glamour* to *Vogue*, *People*, *InStyle*, *New York Times*, *Vanity Fair*, *WWD* and *USA Today*. Blakely has been named Ernst & Young's "Southeast Regional Entrepreneur of the Year" and Georgia's "Woman of the Year". Blakely is a native of Clearwater, Florida and a graduate of Florida State University.

9:30 – 10:45 am

Opening Session

Mixed-Use – Transforming America's Cities

MODERATOR



LEE WAGMAN

ICSC Past Trustee
CEO
The Martin Group
Santa Monica, CA



11:30 am – 12:15 pm

General Session

Underserved Urban Markets

America's cities are experiencing a boom in population growth, new business development, job opportunities and livability. In this session, mayors and industry experts will share with you the keys to understanding the hidden opportunities in underserved urban markets. The panel will explore insights, the challenges of urban retail development, strategies for successful public/private partnerships and navigating the development process. Joining ICSC in bringing you this panel are the U.S. Conference of Mayors, Initiative for a Competitive Inner City, Social Compact and the Urban Markets Initiative at the Brookings Institution.

MODERATOR



MICHAEL E. PORTER (Invited)

Bishop William Lawrence
University Professor
Harvard Business School
Cambridge, MA

12:30 – 1:00 pm

Luncheon Served

1:00 – 2:15 pm

The View From Washington

Sam Donaldson looks at Washington's biggest stories and provides audiences insight on the political headlines of the day – whether the topic involves the Middle East, terrorism threats, the latest headlines from the Bush administration or anything in between. During his presentation, Donaldson turns the tables on himself, giving his audience the opportunity to participate in a "press conference" by inviting them to ask the tough questions in a lively and candid Q & A session.

GUEST SPEAKER



SAM DONALDSON

Veteran Washington Correspondent
ABC News
Washington, DC

2:30 – 4:00 pm

Concurrent Sessions

1. Capital Markets Update 2007: Just How Good Can it Get?

You will hear from major Wall Street players, as well as specialty finance companies and equity investors, as they address the hottest issues in capital markets today. Are the financing markets still in love with retail? Will slower retail sales growth affect leverage? You will also learn about alternative ways to finance new construction.

MODERATOR



JOHN LEVY

Principal
John B. Levy & Company
Richmond, VA

2. From Planes to Cranes: The Evolution of Mixed-Use for the Next Generation

In 1998, Forest City Enterprises was chosen to be the master developer of the former Stapleton Airport in Denver, one of the largest urban redevelopments in the nation. Now home to distinctive shopping areas, Stapleton hosts Northfield, a super-regional lifestyle center anchored by Macy's, Bass Pro Shops, Harkins Theatres, the "Power Town" opened in 2006 and Quebec Square, a regional power center anchored by Wal-Mart, Sam's Club and Home Depot opened in 2003. Stapleton integrates the best features of the ideal city life: diverse homes, offices, schools and parks with regional and neighborhood retail centers. The panel will provide valuable insight on this super-regional, mixed-use development.

MODERATOR



AMANDA MROZEK

Florida State Next Generation Co-Chair
Director of Leasing
Core Communities
Port St. Lucie, FL

3. Open-Air Centers – The Retailer's Perspective

Understanding the retailer's point of view, retailing has experienced dynamic change over the past 50 years as simple, family-owned ventures have developed into multi-store chains with sophisticated systems. This session will seek to understand how retailers approach the challenges and opportunities

of today's open-air center. Representatives of some of the country's most admired retailers will provide their views on such topics as: co-tenancy and exclusives and why they matter to retailers; the proper role of third party brokers; how site selection really works; attracting the best team members; hot new concepts; and opportunities and strategies for growth.

MODERATOR



BRAD M. HUTENSKY

ICSC Trustee
President
The Hutensky Group, LLC
Hartford, CT

4. The Deal Stallers

This panel of nationally recognized industry experts will explore the various problems frequently encountered by business men and women and their counsel in negotiating deals to fruition. Over the years, it seems deals are often delayed by "tried and true" problems, as well as problems that develop as trends in merchandising and development change. This group of distinguished panelists will discuss and analyze the "deal stallers" from a perspective of avoiding them in the first instance, and resolving them when avoidance cannot be prevented.

MODERATOR



JEFFREY H. NEWMAN, Esq.

Chairman/R.E. Dept.
Sills Cummis Epstein and Gross P.C.
Newark, NJ

5. Westfield San Francisco Centre: The Renovation of the Emporium and Resurrection of a Historic Urban Landmark

Join members of the project team representing Forest City Development California, Westfield Corporation, Inc. and Federated Department Stores as they present the transformation of a historic landmark, which includes a flagship Nordstrom, into this unprecedented mixed-use development. Sparked by the vision for a flagship Bloomingdale's, the team was able to create a 2.2 million square foot urban center as the link between San Francisco's cultural heart, The Yerba Buena Gardens and Union Square.

They will discuss how the history of the 1896 building and the impact of the 1906 earthquake influenced the project evolution as a public/private partnership incorporating a new Bloomingdale's, an additional 170 specialty stores, a nine-screen theater and 245,000 square feet of office space.

With development and construction spanning more than ten years, this exciting project will provide a fascinating case study with key lessons learned of the largest vertical retail/mixed-use project to be built west of the Mississippi.

MODERATOR



JAMES B. HELLER

President
ka architecture
Cleveland, OH

4:15 – 4:45 pm

Annual Meeting of Members

5:30 – 6:30 pm

Alliance Reception

By Invitation Only



6:00 – 7:00 pm

Canadian Reception

By Invitation Only

TUESDAY, MAY 22, 2007

7:00 am – 6:00 pm

Registration and Badge Validation at L.V.C.C.

7:00 am – 6:00 pm

Spouse Hospitality Lounge

7:30 – 9:00 am

Breakfast for International Delegates

A Celebration of the Global Diversity of Our Industry

By Invitation Only

8:00 am – 6:00 pm

VIP Lounge for International Delegates

8:00 am – 6:00 pm

Leasing Mall, Trade Exposition and Public Sector Showcase Open

8:00 – 9:00 am

Continental Breakfast Served in Trade Exposition

9:15 – 10:30 am

Concurrent Sessions

1. The Box and the City: Re-Imaging the Urban Department Store – Future Trends

Shopping is intimately tied to the shifting desires of the market and survival is premised on riding the waves of customer demand and cultural adaptation. Retail in general, and department stores particularly, are always facing obsolescence and the next “new thing” is always just around the corner. Shopping, rather than being a stable urban building block, is best described in terms of cycles, and measured in terms of life spans. Given the large footprint consumed by urban department stores within a city, the impact of those cycles to a downtown can be devastating when they change or die. This session will focus on creative ways that these large spaces are being re-used to strengthen cities’ retail core and rebuild the urban fabric.

MODERATOR



EDWARD SHRIVER

Principal
Strada
Pittsburgh, PA

2. Survivors of Mixed-Use Projects – Lessons Learned

What are the drivers of your desire to launch a mixed-use project: Is it zoning, permits, parking, transit, the market or a combination of all these? Hear developers who are experienced in mixed-use projects address lessons learned from their projects. Panelists will discuss the “back story” of mixed-use, how to select the best tenant/user mix, the synergistic role of retail and partnering strategies. This session is a must if your project includes retail, commercial, residential and other tenants.

MODERATOR



DOUGLAS HOWE

President
Touchstone Corporation
Seattle, WA



3. The Changing Face of Commercial Real Estate

CREW



NETWORK

This session will address the results of “Women in Commercial Real Estate: 2005” follow-up survey, which polled female professionals on why there is disparity in the industry, why women gravitate towards certain disciplines over others and what is corporate America doing to attract and retain professional women.

Panelists will also discuss best practices for women in the workplace to guide them towards top leadership positions. This session will provide industry perspective regarding diversity issues and inform attendees on how their companies will achieve their own goals better and faster if they understand diversity in the workplace.

MODERATORS



MARIANNE AJEMIAN

Partner
Nutter, McClennen &
Fish, LLP
Boston, MA



BETH LAMBERT-SAUL

CREW Network Immediate
Past-President
Vice President
Archon Group
Dallas, TX

11:00 am – 12:15 pm

General Session

5th Annual Hot Retailers Awards

Join us for the 5th Annual Hot Retailers Awards as we unveil the trendsetters of the retail world. These winners have been selected through a survey of nearly 3,000 North American shopping center management professionals. This session will feature the latest up-and-coming retailers...the trendsetters...companies to watch.

12:30 – 1:00 pm

Luncheon Served

1:00 – 2:15 pm

Keynote Presentation

GUEST SPEAKER



TERRY J. LUNDGREN

Chairman, President and Chief Executive Officer
Federated Department Stores, Inc.
New York, NY

3:00 – 4:30 pm

Concurrent Sessions

1. How to Finance Your Brownfield Deal

Finding the money needed to clean up your contaminated property can be a complex process, filled with risk and pitfalls. Whether you are seeking to rebuild your community or revive a troubled commercial retail development project, bring your questions to the experts. A panel consisting of Terra Vita Development, National Brownfield Association, Cherokee Investment Partners (a private equity firm specializing in financing brownfields) and CERF (a private firm specializing in providing debt financing and bridge loans for brownfield sites) will explain how to finance brownfield deals, tap into grants and loans, structure non-traditional financing deals and avoid common financial risk. If you have ever considered redeveloping contaminated property, don't miss this session.

MODERATOR



ROBERT V. COLANGELO

CEO
National Brownfield Association
Chicago, IL

2. A Global Perspective on Consumer Trends – What Shopping Center Executives Need to Know

Shopping center industry researchers will discuss consumer and demographic trends facing the industry around the globe. How should shopping centers position themselves for the next five to ten years? What are the developing trends? What are some of the lessons learned from different parts of the world that can be applied across the globe? How will technology shape the consumer shopping experience at shopping centers?

MODERATOR



MORGAN PARKER

President
Taubman Asia
Hong Kong

3. The Gold at the End of the Rainbow – Retail Success in Urban Markets

Despite strong purchasing power and population growth of urban and multi-ethnic markets, large segments continue to be overlooked and underserved. On this panel, mainstream retailers who have found success will tell you what made them buy into this non-traditional market. This panel builds on the findings of the upcoming book *Retailers Operating at a Profit: Urban Market Success*, co-published by the Urban Markets Initiative at the Brookings Institution and ICSC.

SESSION INTRODUCTION



BEVERLY MAYO DIETZ

REAP Board Chair
Partner
The Winfield Group, Inc.
McLean, VA

MODERATOR



G. LAMONT BLACKSTONE

Principal
DLC Urban Core LLC
Tarrytown, NY

4. Navigating Key Property Management Challenges Impacting Retail and Mixed-Use Properties

This panel of seasoned property management executives with experience in retail and mixed-used sectors will address an array of challenging topics that today's managers encounter, including:

- Designing properties to positively impact NOI

(continued on next page)

- ▶ Determining how many properties a manager can manage effectively from near and afar
- ▶ Advantages and disadvantages to fixed CAM
- ▶ Management challenges unique to mixed-use developments
- ▶ Other current trends and issues

MODERATOR



MEZ R. BIRDIE, CPM, SCSM, CCLM
Director, Retail Services
NAI Realvest
Maitland, FL

5. The World of Outlet Retailing

With nearly 400 factory outlet projects operating or planned in almost every part of the world, from North America to Europe and from the Middle East to Asia-Pacific, the concept is holding its own in virtually every market. Veterans who have broken ground in countries that have never experienced factory outlet retailing share their experiences and offer advice on succeeding in this constantly emerging global enterprise.

MODERATOR



DAVID OBER
President
PA Outlet Management
Lancaster, PA

5:30 – 8:00 pm Diversity Reception

Join us at the Diversity Reception to celebrate diversity and to promote relationship building in the retail and shopping center industries. Network at this dynamic cocktail reception and connect with other real estate decision-makers and business people. Space is limited. Visit www.nixonpeabody.com for details.

Sponsored by Nixon Peabody LLP, ICSC, General Growth Properties, Forest City Enterprises, Urban America, Concordis Real Estate, Simon Properties, Limited Brands, Gap, Inc., Target Corporation, Wal-Mart, Johnson Development Corporation and Starbucks Coffee Company (UCO).

WEDNESDAY, MAY 23, 2007

7:30 – 9:30 am

Alliance Co-Chairs Breakfast and Annual Meeting

By Invitation Only



8:00 am – 5:00 pm

Registration and Badge Validation at L.V.C.C.

8:00 am – 5:00 pm

Welcome Center and Design Trends Open

8:00 am – 5:00 pm

Leasing Mall Open

8:30 am – 3:00 pm

Spouse Hospitality Lounge

9:30 – 11:00 am

Workshops

These workshops are small group discussions that provide you with the opportunity to meet with leaders in the shopping center industry and share your thoughts with the group on key topics of interest to you.

1. Project Reviews at the "Genius Bar"... Compliments of CenterBuild
2. Maximize Your Business Relationships Through Effective Verbal Communications: Making Every Connection Count
3. Extreme Makeover – Retail Real Estate Undone and Re-Done
4. Deal or No Deal? Ground Lease Negotiation Live!
5. LEED Certification
6. Re-assessing the Effect of Fixed Operating Costs
7. Comparative GIS Methodology
8. Tools to Unlock the Urban Promise – What You Need to Sell Retailers, Banks and Your Company on Investing in Underserved Markets
9. Building a Project from the Ground Up



2007 SPOUSE PROGRAM

The Spouse Program is intended for spouses and companions of ICSC Convention attendees. Registered spouses and companions are welcome to attend sessions, meal functions, the Leasing Mall and Trade Exposition, as well as the Spouse Program events. This year's program offers a variety of activities, including contemporary exercise, fashion, cooking and mixology. Transportation to all Spouse Program events will depart from and return to the Las Vegas Convention Center. The Spouse Program hospitality lounge will be located at the Las Vegas Convention Center and will be open during the following hours:

Saturday, May 19

10:00 am – 5:00 pm

Sunday, May 20

9:00 am – 5:00 pm

Monday, May 21

7:00 am – 6:00 pm

Tuesday, May 22

7:00 am – 6:00 pm

Wednesday, May 23

8:30 am – 3:00 pm

NOTE: Badges for the Spouse Program will be mailed in advance if you register by March 30, 2007. Badges can be validated in Las Vegas at the Satellite Badge Validation Centers or at the Las Vegas Convention Center.

Pre-registration is required for all Spouse Program events. You will be sent an events participation form upon receipt of your registration.

SATURDAY, MAY 19

10:00 am – 5:00 pm
Registration and Hospitality Lounge

SUNDAY, MAY 20

9:00 am – 5:00 pm
Registration and Hospitality Lounge

MONDAY, MAY 21

7:00 am – 6:00 pm
Registration and Hospitality Lounge

10:00 am – 12:00 noon
Fashion Show and Brunch

Get an up close look at the newest styles and the hottest trends at the annual ICSC Spouse Program Fashion Show and Brunch. From wardrobe basics to the latest fashion accessories, this show features all the things you'll need to polish your look for spring.

TUESDAY, MAY 22

7:00 am – 6:00 pm
Registration and Hospitality Lounge

9:00 – 10:00 am
Pilates

Pilates focuses on building a healthy, injury-free body by encouraging controlled and concentrated movement. It centers the body with breathing awareness, while maintaining dynamic spiral stabilization. Pilates is a full-body conditioning program comprised of a series of designed movements performed on a mat and specific apparatus. Pilates improves strength, flexibility, balance, control and muscular symmetry.

11:00 am – 1:00 pm
Tapas & Paella Cooking Class
Café Ba Ba Reeba

Located directly on the Las Vegas Strip inside the Fashion Show Mall, Café Ba Ba Reeba captures the atmosphere of Spain with hardwood floors and dark murals of Spanish culture.

Now you too can learn to cook the perfect paella with Chef Angel Gandarilla. This entertaining class will teach you step by step how to make this popular Spanish dish. You will also learn how to make delicious sangria. During this class, you will create a five-course paella lunch that you will be able to enjoy!

3:00 – 4:00 pm

The Joy of Mixology

The Classic Cocktails are making a modern comeback. This class will teach you how to prepare the most classic cocktails, while also examining the new trends in mixology and exploring the Latin influence that is so popular today with such cocktails as the Caipirinha and the Pisco Sour. You will also learn the culinary approach to mixology which utilizes fresh ingredients and the balance of flavor. With this knowledge, your next party is sure to be a hit!

SPEAKER

ARMANDO ROSARIO

Beverage Specialist and Spirits Educator
Southern Wine and Spirits
Las Vegas, NV

WEDNESDAY, MAY 23

8:30 am – 3:00 pm
Registration and Hospitality Lounge

TRANSPORTATION

Shuttle bus service will be available throughout the Convention between all participating Convention hotels and the Las Vegas Convention Center. Bus schedules will be included in your Convention kit.

MAKEOVERS

We are happy to offer makeovers in the hospitality lounge. Makeovers will be available during the following hours:

Saturday, May 19
10:00 am – 4:00 pm

Sunday, May 20
10:00 am – 4:00 pm

Monday, May 21
10:00 am – 6:00 pm

Tuesday, May 22
10:00 am – 6:00 pm

Wednesday, May 23
10:00 am – 12:00 noon

Pre-registration for makeovers is required. You will be sent an activities participation form upon receipt of your registration.

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