



SUMMIT

DIRECTORY

**The Roosevelt
New Orleans, LA**

Wednesday, February 27 - Friday, March 1, 2013

Platinum



Gold





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*Complete Summit Speaker List is available on-line at www.icsc.org/2013oa under the Quick Link “Speaker List”

**Complete Attendee List is available on-line at 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, SCSM, 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.



The Roosevelt New Orleans
New Orleans, Louisiana
February 27-March 1, 2013 

The text is in a blue, sans-serif font. To the right of the text is the ICSC logo, which consists of a stylized red and white graphic of a person or a flame, with the letters "ICSC" in red below it.

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 ever 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



The Roosevelt New Orleans
New Orleans, Louisiana
February 27-March 1, 2013 

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

Brian Smith

President & Chief Operating Officer
Regency Centers
Jacksonville, FL

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

Napoleon Room

Christopher M. Conlon

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

Steve Rouman

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

Damon J. Hemmerdinger, SCDP

Co-President
ATCO
New York, NY

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

John M. Crossman

President
Crossman & Company
Orlando, FL

Robert J. Otten, Jr.

President
Lat Purser & Associates, Inc.
Charlotte, NC

Chairman & CEO

Trademark Property Company
Fort Worth, TX

Andrew T. Stein, CLS

Principal
Clark Street Development
Chicago, IL

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

Reza Etedali

CEO & Founder
REZA Investment Group
Irvine, CA

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



Evergreen Devco, Inc.
Glendale, CA

Managing Director
Prudential Real Estate Investors
Madison, NJ

Steven G. Vittorio
ICSC Trustee

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

Conti Room

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

Jeff Fink
Senior Vice President Real Estate
Jo-Ann Stores, Inc.
Hudson, OH

5. Changing Trends in the Grocery Store Business: What's New?

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

Bienville Room

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. Changing Trends in the Grocery Store Business: What's New?

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



The Roosevelt New Orleans
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*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

Crescent City Ballroom

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

Chief Executive Officer
Rexall Drugstore
Toronto, Ontario, Canada

Kevin Mailender

Principal
Oak Hill Capital
New York, NY

Tyler J. Wolfram
Partner Oak Hill
Capital Partners
New York, NY

Frank Scorpiniti

11:15 – 11:30 am

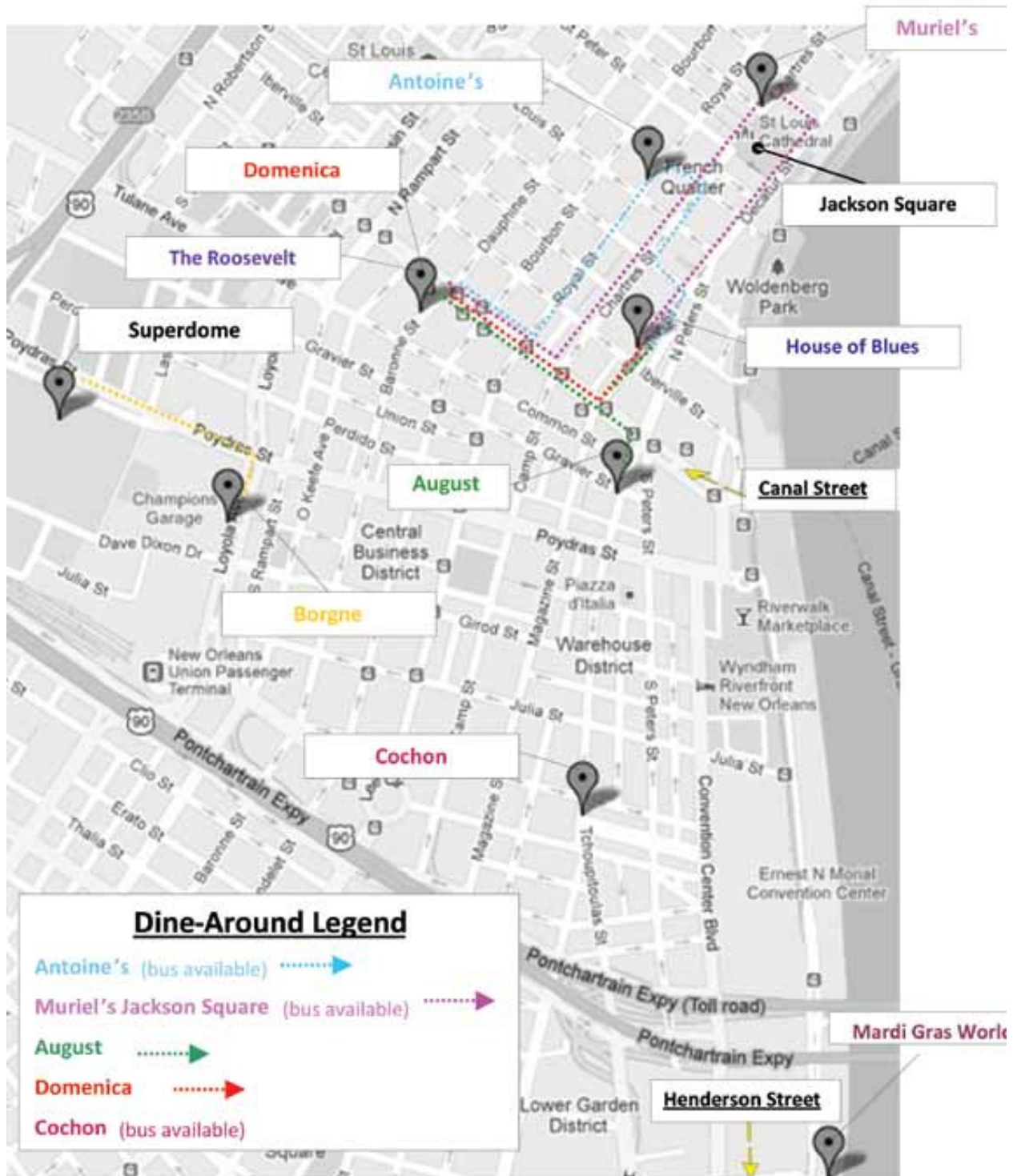
Crescent City Ballroom

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 Rodriques, 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 Ingersoll 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, *SCMD, ICSC Past Chairman, RM Resources, LLC*

Robert J. Otten, Jr., *Lat Purser and Associates, Inc.*

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 its 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.

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.

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, the company's blog at blog.kimcorealty.com, or follow Kimco on Twitter at 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.



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The text provides the event name, location, and dates. To the right of the text is the ICSC logo, which consists of a stylized red and white graphic of a flame or a similar shape, followed by the letters "ICSC" in a bold, red, sans-serif font.