

ICSC 2008

Southeast

conference

October 5-7, 2008

Georgia World
Congress Center
Atlanta, GA

Directory



Photo: Flip Chalfant



ICSC 2008

Southeast conference

Georgia World Congress Center, Atlanta, GA
October 5-7, 2008

For your convenience, we have consolidated the schedule of events on page 5. For more information, see full program details beginning on page 7.

Lost and Found

Any found items may be turned in to the ICSC Registration Desk. Items not claimed by the close of registration each day will be turned in to the Georgia World Congress Center Security.

Luggage Storage

For your convenience, a bag check will be available on Tuesday, October 7 from 7:00 am – 2:30 pm in Room C306. All items must be retrieved no later than 2:30 pm.

Maps

Maps of the Georgia World Congress Center may be found on page 15.

Photo Badges

An ICSC 2008 Southeast Conference photo badge is required for admittance to all conference events.

Shuttle Buses

Shuttles will operate between the Georgia World Congress Center, Northside Drive Entrance, and the following hotels:

- Marriott Atlanta Downtown
- Omni Hotel at CNN Center
- The Westin Peachtree Plaza

Bus Schedule

Sunday, October 5, 2008 from 2:30 – 7:30 pm
(last bus departs GWCC at 7:30 pm)

Note: For the Welcome Reception on Sunday, October 5, 2008, shuttles will run from 4:00 – 7:00 pm between the Omni Hotel at CNN Center, The Westin Peachtree Plaza and the Marriott Atlanta Downtown (last bus departs Omni at 7:30 pm).

Monday, October 6, 2008 from 7:00 am – 8:00 pm
(last bus departs GWCC at 8:00 pm)

Tuesday, October 7, 2008 from 7:00 am – 3:30 pm
(last bus departs GWCC at 3:30 pm)

Sustainability

ICSC is committed to hosting environmentally friendly meetings. Efforts to help support this initiative include:

- Programs are printed on recycled paper
- Discontinued printing of Advanced Registrant List (The list of attendees is available at www.icsc.org)
- Badges are made of biodegradable materials
- Badges are recycled
- Materials are printed doublesided
- Bottles and cans are recycled

Please do what you can to help support these efforts.





ICSC 2008

Southeast conference

Georgia World Congress Center, Atlanta, GA
October 5-7, 2008

Program At-A-Glance

Sunday, October 5, 2008

CDP Test Review

1:00 – 3:00 pm
Room C308

Registration

3:00 – 7:00 pm
Georgia World Congress Center
Building C

Welcome Reception

5:00 – 7:00 pm
International Ballroom, North Tower
Omni at CNN Center

Monday, October 6, 2008

Registration

7:30 am – 7:30 pm
Georgia World Congress Center
Building C

First Timers Orientation

7:30 – 8:00 am
Room C301

Continental Breakfast/Welcome/ Program Overview

8:00 – 8:45 am
Georgia Ballroom 2

Roundtable Discussions

9:15 – 10:30 am
Georgia Ballroom 3

Concurrent Sessions

9:15 – 10:30 am

A. Developer's Showcase –
Not Your Daddy's Strip Mall!
Georgia Ballroom 1

B. We Can Work It Out!
Room C307

C. Humpty Dumpty Has Fallen Off the Wall!
How Do We Put Him Back Together Again?
Room C303

Concurrent Sessions

10:45 am – 12:00 noon

A. Mixed-Use at a Crossroad?
Room C305

B. Retailing, the Economy and Reality:
Major Tenant Perspectives
Room C304

C. Back to Living on Ramen Noodles:
Practical Tips for Surviving in Today's
Economic Environment
Room C306



Lunch and Guest Speaker

12:15 – 2:00 pm
Georgia Ballroom
No lunch served after 1:00 pm

State of the Industry

1:00 – 1:30 pm
Georgia Ballroom

Guest Speaker

1:30 – 2:00 pm
Georgia Ballroom

Concurrent Sessions

2:15 – 3:30 pm

A. Oh My Goodness, What Do We Do Now!?!
A Walk through Security and Safety
in Today's Times
Room C306

B. Going Green Gracefully: Building Profitable
Relationships by Sharing Goals
in Green Initiatives
Room C308



Meet the Retailers

2:15 – 3:30 pm
Registration Concourse

Deal Making

3:30 – 5:30 pm
Exhibit Hall C

Member Sponsored Networking Reception

5:30 – 7:30 pm
Georgia Ballroom

Tuesday, October 7, 2008

Registration

7:30 am – 3:00 pm
Georgia World Congress Center
Building C

Deal Making

8:00 am – 3:00 pm
Exhibit Hall C

Lunch Served

12:30 – 1:30 pm
Exhibit Hall C

Conference Adjourns

3:00 pm



ICSC 2008

Southeast conference

Georgia World Congress Center, Atlanta, GA

October 5-7, 2008

Sunday, October 5, 2008

CDP Test Review Course

3:00 – 7:00 pm
Room C308

Welcome Reception

5:00 – 7:00 pm
International Ballroom, North Tower
Omni at CNN Center
An ICSC 2008 Southeast Conference Photo Badge
is required for admittance.

Monday, October 6, 2008

Registration

7:30 am – 7:30 pm
Georgia World Congress Center
Building C

First Timer's Orientation

7:30 – 8:00 am
Room C301

Get an insider's perspective from program planning committee members and long time volunteers on how to maximize your experience at the Southeast Conference. This orientation is designed to give you an overview of the conference program, help you navigate the Georgia World Congress Center and make the most of your time. If you are new to the Southeast Conference or just want information about what's new this year, this session is a must attend event.

Continental Breakfast/Welcome/ Program Overview

8:00 – 8:45 am
Georgia Ballroom 2

Welcome

Kirk L. Buttle, CCIM
ICSC Georgia State Director
Senior Vice President
CB Richard Ellis
Atlanta, GA

Program Overview

Michele Del Monaco
ICSC 2008 Southeast Conference Program
Planning Committee Chair
Senior Vice President, Leasing
Mimms Enterprises
Atlanta, GA

Roundtable Discussions

9:15 – 10:30 am
Georgia Ballroom 3

Roundtable Discussions are designed to encourage the flow of information and ideas through informal yet in-depth discussions on some of the industry's hottest topics.

Concurrent Sessions

9:15 – 10:30 am

A. Developer's Showcase — Not Your Daddy's Strip Mall!

Georgia Ballroom 1

Seven dominant developers within the Southeast each serve on the panel discussing the challenges of their developments.

Moderator

Tina Howard
Principal
The Site Source
Hartwell, GA

Panelists

Steven Cadranel
Partner & President
Ben Carter Properties
Atlanta, GA

Mike Cohn

Senior Managing Director
Faison Enterprises
Atlanta, GA

W. Neal Freeman

President
Watkins Associated Developers, Inc.
Atlanta, GA

Jeffrey S. Fuqua

President
The Sembler Company
Atlanta, GA

Terry McEwen

ICSC Southern Division Vice President
ICSC Trustee
President
Poag McEwen Lifestyle Centers, LLC
Memphis, TN

William (Bill) A. Misiaveg

Vice President
Carolina Holdings, Inc.
Greenville, SC

Ronald Pfohl

Managing Member
Forum Development Group
Atlanta, GA

B. We Can Work It Out!

Room C307

A panel of Landlords, Retail Tenants and Brokers examine the realities, resolutions, and restructurings of lease workouts. Digging deep into the current business climate, this session will include the ups and downs of the real estate marketplace and how to work through these present issues. Featuring industry veterans, this panel will explore the current challenges while offering insight into the importance of increased cooperation between landlords and tenants.



ICSC 2008

Southeast conference

Georgia World Congress Center, Atlanta, GA

October 5-7, 2008

Moderator

Emilio Amendola

Co-President
DJM Realty
Melville, NY

Panelists

James Avallone

Senior Managing Director
DJM Realty
Melville, NY

Eric Cotton

Associate General Counsel
Developers Diversified Realty
Beachwood, OH

Raymond A. Edwards

Vice President
Kimco Realty Corporation
New Hyde Park, NY

Michael A. Grant

Executive Vice President
Malon D Mimms Company
Roswell, GA

Jonathon Graub

Senior Vice President
Charming Shoppes, Inc.
Bensalem, PA

Carole Thomson Hord

Partner
Schreeder, Wheeler & Flint, LLP
Atlanta, GA

**C. Humpty Dumpty Has Fallen Off
the Wall! How Do We Put Him
Back Together Again?**

Room C303

The current malaise in the capital markets has left everyone scratching their heads trying to figure out how to make retail investment sales work with the relative lack of debt availability. Yes, we are in a mild recession, but we are not overbuilt in retail. So the problem is fixable. The million dollar questions are how, when and by whom?

Moderator

Kris Cooper

Managing Director
Jones Lang LaSalle
Atlanta, GA

Panelists:

John Cutcliff

Senior Vice President
Bank of America
Atlanta, GA

Greg Greenfield

Chief Executive Officer
Gregory Greenfield & Associates
Atlanta, GA

Lauren Holden

Vice President – Portfolio Management
Equity One
New York, NY

Sam Kupersmith

Director
Column/Credit Suisse
Atlanta, GA

Daniel Taub

Chief Operating Officer
DLC Management Corp.
Tarrytown, NY

Concurrent Sessions

10:45 am – 12:00 noon

A. Mixed-Use at a Crossroad?

Room C305

Panelists will draw on their experience in designing, developing and leasing mixed-use projects to discuss issues any developer, owner, lender and tenant must consider when building, buying, selling, leasing and/or financing mixed-use projects. Topics will include the issues currently challenging and encouraging mixed-use development in this period of declining condominium development, high gas prices and tight capital.

Moderator

Scott A. Fisher, Esq.

Partner
Arnall Golden Gregory, LLP
Atlanta, GA

Panelists

Jeanna A. Brannon

Partner
Morris Manning & Martin, LLP
Atlanta, GA

Ted J. Klinck

Managing Director
Morgan Stanley
Atlanta, GA

Michel T. Lentz

Director Retail/Mixed-Use Studio
Wakefield Beasley & Associates
Norcross, GA

Mike Millett

Principal
White Provision Development Company
Atlanta, GA

Leslie C. Mintz

Partner
The Shopping Center Group, SE Region
Atlanta, GA

**B. Retailing, the Economy and Reality:
Major Tenant Perspectives**

Room C304

This panel of senior level major tenant brokers will discuss current economic conditions and the effects on their clients' merchandising strategies, expansion plans and expectations on future growth.



ICSC 2008

Southeast conference

Georgia World Congress Center, Atlanta, GA
October 5-7, 2008

Representing a multitude of major national tenants, this seasoned panel offers its insights on the goal of maximizing store sales and market share in one of the most challenging consumer spending markets in many years. This panel will also detail new store formats and new tenant concepts aimed at capturing the discretionary spending dollars of shoppers in the Southeastern US as well as how internet shopping may be affecting overall trends.

Moderator

Peter Pelt

Senior Vice President of Development, SE Region
Equity One, Inc.
Marietta, GA

Panelists

Ruth Coan

Partner
The Shopping Center Group
Atlanta, GA

Brian Lefkoff

Senior Vice President
Colliers Spectrum Cauble Realty, LLC
Atlanta, GA

Harold Shumacher

President and Managing Broker
The Shumacher Group, Inc
Atlanta, GA

Julie Solomon

Principal
Retail Insight
Atlanta, GA

Ray Uttenhove

Executive VP and Managing Principal, Southeast
Staubach
Atlanta, GA

Van A. Westmoreland

President
Westmoreland Company
Marietta, GA

**C. Living on Ramen Noodles: Practical Tips
for Surviving in Today's Economic Environment**
Room C306



The currently depressed economy has received national attention and is indiscriminately impacting all aspects of the commercial real estate industry, from brokers to developers to servicing professionals. While some of the more senior members of the commercial real estate community have seen, and survived, such economic conditions this environment is new ground for most Next Generation participants. The panel of seasoned professionals will provide practical advice as to how to withstand the current economic downturn and be ahead of the curve when the market once again begins to shift upwards.

Moderator

David Kitchens

Attorney
Kitchens Kelley Gaynes, P.C.
Atlanta, GA

Panelists

Whitney Knoll

Senior Managing Director
Holliday Fenoglio Fowler, LP
Atlanta, GA

Shawl Pryor

Senior Vice President
Infinity Property Management, Corp.
Atlanta, GA

Steve Tart

Partner and Executive Vice President
Ben Carter Properties
Atlanta, GA

Roger Tutterow

Professor of Economics
Mercer University
Atlanta, GA

Lunch and Guest Speaker

12:15 – 2:00 pm
(No lunch served after 1:00 pm)
Georgia Ballroom

State of the Industry

1:00 – 1:30 pm
Georgia Ballroom

Mary Lou Fiala

ICSC Chair
President and COO
Regency Centers
Jacksonville, FL

Guest Speaker

1:30 – 2:00 pm
Georgia Ballroom

Two-time Emmy award winner Deborah Norville marks a decade hosting Inside Edition. The veteran newswoman joined the nation's longest running syndicated newsmagazine in March 1995, with ratings jumping 15% the week she joined the series. Now the nation's top-rated syndicated newsmagazine, Norville has been credited with bringing new strength and respect to the program. Norville is the author of several books. *Back on Track: How To to Straighten Out Your Life When It Throws You a Curve* (Simon & Schuster, 1997), a motivational self-help book which draws upon her experiences at NBC's Today Show and most recently, *Thank You Power: Making the Science of Gratitude Work for You*.

Deborah Norville

Host
Inside Edition

Concurrent Sessions

2:15 – 3:30 pm

A. Oh My Goodness, What Do We Do Now?!! A Walk through Security and Safety in Today's Times

Room C306

Property Managers face growing challenges in dealing with accidents and crime on their properties. A panel of experts will discuss different events and provide steps that you as a Property Manager can take to address these situations.

Moderator

Ann Tillman

Director of Property Management, SE Region
Centro Properties Group
Atlanta, GA

Panelists

Diane Bonenberger

Senior Property Manager
RCG Ventures
Atlanta, GA

Scott Born

Vice President of Corporate Relations
Valor Security Services
Marietta, GA

Michael Diamantides

VP and General Manager, Atlantic Station
Jones Lang LaSalle
Atlanta, GA

Mike Gallagher, CPCU

Regional Property Claim Practice Leader
Wells Fargo Insurance Services
Boston, MA

B. Going Green Gracefully: Building Profitable Relationships by Sharing Goals in Green Initiatives

Room C308



Learn how to make the business case for high efficiency green shopping centers without getting mauled. This moderated session will examine relationship building among municipalities, developers, tenants and customers that leverage their shared goals. Going green has moved from being a "good idea" to a business necessity. Examine profitability approaches for financial and non-financial drivers to building green shopping centers. What are the demand drivers from tenants and investors? What's the trend in government mandates and incentives? Why are insurance companies offering reduced cost commercial insurance products for green buildings? How is green building cost structure changing? What to expect when beginning a development and discover ways to limit (or eliminate) the cost premium of going green. This session will examine opportunities for relationship building (and finding common goals) that encourage development, usage, and ownership of green buildings.

Moderator

Robb Stanley

Attorney at Law
Stanley, Esrey & Buckley, LLP
Atlanta, GA

Panelists

Walter Barineau

Partner
RetailSouth Development
Atlanta, GA

Scott Hangebrauck

Development Manager
Best Buy
Richfield, MN

Jeffrey Melnick

CEO
Pizza Fusion
Atlanta, GA

Dan Schultz

Development Director
City of Chamblee
Chamblee, GA

Michael Ulm

Director of Development
Chipotle Mexican Grill
Denver, CO

Meet the Retailers

2:15 – 3:30 pm

Registration Concourse, Building C

Deal Making

3:30 – 5:30 pm

Exhibit Hall C

Member Sponsored Networking Reception

5:30 – 7:30 pm

Georgia Ballroom
An ICSC 2008 Southeast Conference
Photo Badge Is Required for Admittance



Thanks to Our Reception Sponsors:

- Arnall Golden Gregory LLP
- Barre Management Group, Inc.
- BC Wood Properties
- Ben Carter Properties, LLC
- Carolina Holdings, Inc.
- Coldwell Banker Commercial McLain Real Estate
- Colliers Spectrum Cauble Realty
- Coro Realty Advisors, LLC
- Cousins Properties Incorporated
- CVS/pharmacy
- EMH&T
- Equity One, Inc.
- Faison Enterprises
- Halpern Enterprises
- Harrison Contracting Co., Inc.
- Hartman, Simons, Spielman & Wood, LLP
- Holland + Knight LLP

- KBI - Kuebler Builders, Inc.
- Lavista Associates, Inc.
- Mimms Enterprises
- Paulson Mitchell Engineering
- Ramco-Gershenson, Inc.
- Regency Centers
- Riverwood Properties
- Ronus Properties
- Selig Enterprises, Inc.
- Sofran Group
- Spake Real Estate
- Sutherland
- The Bishop Company LLC
- The Chamber of Commerce representing Johnson City, Jonesborough and Washington County
- Troutman Sanders LLP
- US Properties Group
- Waterstone Capital Advisors
- Weingarten Realty
- Wheeler Interests
- Wheeler/Kolb Management Company
- Wiles & Wiles

Tuesday, October 7, 2008

Registration

7:30 am – 3:00 pm
Georgia World Congress Center, Hall C

Deal Making

8:00 am – 3:00 pm
Exhibit Hall C

Lunch Served

12:30 – 1:30 pm
Exhibit Hall C

Conference Adjourns

3:00 pm

Program Planning Committee

Michele Del Monaco, ICSC 2008 Southeast Conference Program Planning Committee Chair, Mimms Enterprises
Michelle Ryman, ICSC 2008 Southeast Conference Program Planning Committee Co-Chair, Chipotle Mexican Grill
Kirk L. Buttle, CCIM, ICSC Georgia State Director, CB Richard Ellis
Jeffrey Dehner, ICSC Georgia State Government Relations Committee Chair, Hartman, Simons, Spielman & Wood LLP
Eric McDonald, ICSC Georgia State Alliance Co-Chair, Development Authority of Polk County/Chamber of Commerce
Scott Selig, ICSC Georgia State Alliance Co-Chair, Selig Enterprises
Suzanne Bunn, CSM, ICSC Georgia State Operations Chair, Edens & Avant
Kate Peterson, ICSC Georgia State Retail Chair, The Home Depot
Wanda Dunaway, ICSC Georgia State Next Generation Chair, Balfour Beatty Construction

Gina Adkins, BouncePath Marketing
Kris Cooper, Jones Lang LaSalle
Greg Craft, The Trilogy Group
Tim Giambrone, Marcus & Millichap
Jay Goldstein, GreenLight Development Services
Marlene Green, Watkins Retail Group
Lily Heimburger, The Sembler Company
Tina Howard, The Site Source, Inc.
David Kitchens, Kitchens, Kelley, Gaynes, P.C.
Mariah Klein, Ben Carter Properties, LLC

Gordon Miller, Developers Diversified Realty
Bobby Ochs, Aldi
Bryan Russell, LAI
Alan Shaw, The Shopping Center Group
Harold Shumacher, The Shumacher Group, Inc.
Felicia Sireno, Cousins Properties
Amanda Steidtmann, Equity One
Kathy Thirolf, Wheeler/Kolb Management
Krista Wilson, RCG Ventures, LLC
Bob Wordes, The Shopping Center Group