

40th Annual

U.S. Shopping Center Law Conference

Program

November 3 – 6, 2010
Westin Diplomat Resort & Spa
Hollywood, FL



REGISTER NOW for the 2010 ICSC U.S. Shopping Center Law Conference to be held November 3 - 6, 2010 at the Westin Diplomat Resort in Hollywood, Florida where more than 1,000 legal professionals in the retail real estate industry are expected to be in attendance. The four-day program will have over 60 sessions that will enable attendees to gain specific industry knowledge and insight from some of the country's leading authorities on subjects such as:

- The Landscape of Loan Workouts
- Negotiating New Leases in the Current Economic Climate
- Unwrapping the Big Box: What to Do (or Not) with the Old Big Box
- Co-Tenancy Clauses after Retail Armageddon: Lessons Learned from the Great Recession
- Balancing Expectations of Buyers and Sellers in Challenging Economic Times

In addition, Professor Joseph Gyourko, the Martin Bucksbaum Professor of Real Estate, Finance and Business & Public Policy at the Wharton School, will deliver the keynote address on the Economic Risks and Opportunities for Real Estate Following the Great Recession.

Benefits on attending this annual Conference include:

- Enhancing your knowledge by providing an in-depth, real time look at today's issues
- Obtaining CLE credits for both general requirements and ethics
- Networking with industry peers from around the country.

This is the 40th Anniversary of the first ICSC Law Conference. It will be a first-class program with engaging and expert speakers making the 2010 Law Conference a must-attend event.

Hope to see you there,



Jay Epstein

Chair, 2010 U.S. Shopping Center
Law Conference
DLA Piper LLP



David Pollack

Co-Chair, 2010 U.S. Shopping Center
Law Conference
Ballard Spahr LLP

Program

Wednesday, November 3, 2010

12:00 noon – 7:30 pm

Registration

2:00 – 3:15 pm

Seminars

Seminar 1: Art of Negotiation



This seminar will address a variety of techniques in order to improve negotiation skills, as well as avoid the pitfalls of negotiating self-sabotage. It will also address seemingly unconventional negotiating techniques particularly appropriate for lawyers. The negotiating skills and strategy will focus on, among other things, shopping center leases and other agreements encountered in retail real estate transactions.

SPEAKER

JEFFREY NEWMAN

Sills Cummis & Gross, P.C.
Newark, NJ



Seminar 2: Title Insurance and Surveys: From Point A to Point Z

The presentation will discuss the Covered Risks and Exclusions of the current ALTA Owners and Loan Title Policies, along with endorsements that are generally required on shopping center transactions. The speakers will also discuss survey issues, such as easements, rights of way, and building encroachments and how they can impact title insurance coverage

SPEAKERS

JANICE E. CARPI

Fidelity National Title Group
Richmond, VA

JULIE A.S. WILLIAMSON

Akerman Senterfitt
Miami, FL

2:00 – 3:15 pm

Workshops

Workshop 1: Site Plan Tensions: It's My Center and I Will Do Whatever I Want

A practical discussion of balancing the interests of landlord and tenant during both the initial construction and redevelopment of a center. The analysis will also address the rights and remedies available to both landlord and tenant relative to site plan violations.

FACILITATORS

MARK E. FLORAK

Hartman, Simons & Wood, LLP
Atlanta, GA

MELISSA G. HARVEY

J.C. Penney Corporation, Inc.
Plano, TX

Workshop 2: Advanced: Exclusive Covenants and Radius Clauses: From Letter of Intent to Lease

The workshop will focus on the evolution of exclusive clauses and radius restrictions during the course of the negotiation from the letter of intent to the lease. The discussion will include the hot button issues which landlords and tenants frequently negotiate, such as scope of restrictions and remedies.

FACILITATORS

MINDY W. SHERMAN

Perkins Coie LLP
Chicago, IL

MARC WASSER

Goldfarb & Fleece
New York, NY

Workshop 3: Cold? Lukewarm? Getting Warmer? Hot Leasing Topics for an Intemperate Market

This workshop will provide a forum to discuss topics that landlords and tenants need to address today, whether based on “lessons learned” from the recent market turmoil or based on forecasts for where the next turn in the road will take us. These topics include changes (whether voluntary or otherwise) in the identity of the parties to a lease, unforeseen changes in use, the simultaneous management of increasing costs and decreasing revenues, covenants in aging (and potentially obsolete) REAs, co-tenancy conditions and remedies, and the enforcement (or unenforceability) of SNDA's and subordination agreements.

FACILITATORS

RENEE J. MAGNANT

J.C. Penney Corporation, Inc.
Plano, TX

RAYMOND G. TRUITT

Ballard Spahr LLP
Baltimore, MD

3:15 – 3:30 pm

Networking Break

3:30 – 4:45 pm

General Session

Minefields, Sheer Cliffs and Rough Roads: The Landscape of Loan Workouts in 2010

Four leading practitioners will provide an overview of the landscape of commercial loan workouts today. Topics will include: loan workout strategies, techniques and the latest restructure models, both inside and outside of bankruptcy; the potential tax implications of loan restructuring for lenders and borrowers; the enforcement of remedies; and lender liability.

MODERATOR

RICHARD FRIES

Bingham McCutchen
New York, NY

PANELISTS

ROBERT GOTTLIEBVenable LLP
Washington, DC**DEBRA GRASSGREEN**Pachulski Stang Ziehl & Jones
San Francisco, CA**JAMIE SPRAYRAGEN**Kirkland & Ellis LLP
Chicago, IL

3:30 – 4:45 pm

Seminars**Seminar 1: Anatomy of a Lease (Leasing 101)**

This seminar will explore the basic concepts and provisions of a standard retail lease, including the granting clauses, rent, term, construction, operating, assignment and default clauses. The speakers will utilize actual provisions from the ICSC Shopping Center Study Lease and will offer a practical guide to the structure of a traditional retail lease from both the landlord's and the retail tenant's point of view.



SPEAKERS

ELIZABETH H. BELKINBelkin Law Offices
Chicago, IL**GEORGE J. WALSH, III**Thompson Hine LLP
New York, NY**Seminar 2: It's a Concrete Jungle Out There: Greening the Jungle to Attract Green Dollars**

As the pendulum swings toward urbanism and dense development, retailers will need to adjust their mindset to find opportunities in an ever-changing landscape. Retailers must stay ahead of these new trends or lose valuable market position. This seminar will cover several issues affecting retail development in the age of sustainability, including smart growth; urbanism; green building; renewable energy; transportation, including transit credits; and tax incentives. Attendees will learn how urbanism, coupled with green building and renewable energy developments will affect how and where they do business.

SPEAKERS

GLENN J. AMSTERLane Powell
Seattle, WA**DUSTY ELIAS KIRK**Reed Smith
Pittsburgh, PA

3:30 – 4:45 pm

Workshops**Workshop 1: Lease Guaranties and Other Techniques to Secure Performance of Lease Obligations**

In this difficult retail market, both landlords and tenants want assurances that the other party will be able to perform its financial and other obligations under the lease. The panel will review various options available to the landlord to secure the tenant's payment of rent and tenant buildout obligations, including lease guaranties, letters of credit, security deposits and construction bonds. The panel will discuss tenant options to insure performance of landlord's obligations to build out tenant's premises and to pay the tenant improvement allowance, including letters of credit, payment guarantees, escrow accounts for construction funds and allowances, and tenant self help and offset rights to perform landlord's construction obligations. The panel will also discuss the role of landlord's lender and the importance of the SNDA.

FACILITATORS

SARA HANSEN WILSONDrinker Biddle & Reath LLP
San Francisco, CA**THEANI C. LOUSKOS**Bartko Zankel Tarrant Miller
San Francisco, CA**Workshop 2: New Kids on the Block: Non-Traditional Tenants in Traditional Retail Environments**

As major retailers have pulled out of the market, reduced the square footage of their existing locations, or have cut back on expansion, landlords are looking outside the usual places to fill vacancies. This workshop will examine the new uses in retail environments and explore the difficulties and challenges in leasing to non-traditional retailers, such as government offices, school annexes, libraries, etc. Most shopping center documentation (OEA's, Declarations, Restrictive Covenants) prohibit such uses. How will the landlord reconcile its need to fill these vacancies, satisfy co-tenancies and bring traffic to its centers with the customary prohibitions against these non-traditional uses?

FACILITATORS

LORI KILBERGHartman, Simons & Wood, LLP
Atlanta, GA**JEFFREY WILD**Benesch, Friedlander, Coplan & Aronoff LLP
Cleveland, OH

Workshop 3: SNDAs, Recognition Agreements and Estoppels: The Devil Is in the Details

This workshop will include an analysis of the role of subordination, non-disturbance, and attornment agreements (SNDAs) and estoppel certificates as supplementary documents to a lease transaction, with brief attention to fee owner recognition of subleases. The workshop will discuss the ramifications and operation of these documents during and prior to a foreclosure of the landowner's underlying fee interest. It will further present the landowner, tenant and lender perspectives on negotiating these documents and provide practical insights through the use of sample fact patterns that will encourage interactive discussions.

FACILITATORS

DAN GILLEN

The Stop & Shop Supermarket Company
Quincy, MA

CONNIE SIMMONS TAYLOR

Baker Botts
Houston, TX

5:00 – 5:45 pm

First Timers Orientation

5:45 – 6:30 pm

First Timers Reception

6:30 – 8:00 pm

Welcome Reception

Thursday, November 4, 2010

7:00 am – 1:00 pm

Registration

7:30 – 8:45 am

Breakfast and Opening Session with Keynote Speaker

Economic Risks and Opportunities for Real Estate Following the Great Recession

JOSEPH GYOURKO

Martin Bucksbaum Professor of Real Estate & Finance
The Wharton School, University of Pennsylvania

9:00 – 10:15 am

General Session

Commercial Real Estate Finance In the Capital Markets: Beginning to Emerge from the Rubble or Still Buried in the Debris

This panel of experts will address the most topical issues in commercial real estate finance, including whether the CMBS deals done to date represent the new CMBS 2.0 or a false start; is there life in the "revived" CMBS conduits; overcoming the burden of properties overleveraged with complex capital

stacks; the risk of extend and pretend on the future of the commercial real estate markets; and the ability of banks, insurance companies and, pension and other funds to fill the future financing shortfall gap without CMBS.

MODERATOR

JOSEPH PHILLIP FORTE

Alston & Bird
New York, NY

PANELISTS

GREGORY CROSS

Venable LLP
Baltimore, MD

LYNN DEMARCO

Holliday Fenoglio Fowler
New York, NY

DANIEL RUBOCK

Moody's Investor Services
New York, NY

9:00 – 10:15 am

Seminars

Seminar 1: Basics of Insurance



Fundamentals of insurance will be the focus of this seminar including (i) types of insurance in shopping centers, (ii) meaning of insurance terms; (iii) allocating risk in a shopping center (who insures and indemnifies what and why); and (iv) harmonizing insurance, casualty and other provisions in a lease and mortgage.

SPEAKERS

PROFESSOR TANYA MARSH

Wake Forest School of Law
Winston-Salem, NC

JO-ANN MARZULLO

Posternak Blankstein & Lund LLP
Boston, MA

Seminar 2: Good Leases for Bad Times: Negotiating New Leases in the Current Economic Climate

The current economic times have changed the dynamic of the lease negotiation process. While the key economic lease terms such as CAM, Taxes and Insurance continue to be hotly negotiated, there are other key lease issues, including co-tenancy, early termination based on sales performance, security for rent, allowances, subordination and non-disturbance provisions, impact of bankruptcy on remedies and the like, that are becoming even more critical in today's environment. This workshop will examine the affect of our current economic environment on these issues and others.

SPEAKERS

FRANK J. CERZA

Pepper Hamilton LLP
New York, NY

ROBERT M. McANDREW

Ross Stores, Inc.
Pleasanton, CA

RORY A. PACKER

Westfield Corporation, Inc.
Los Angeles, CA

Seminar 3: Real Estate Joint Ventures—Structuring, Restructuring and Documenting

This seminar will discuss what shopping center lawyers need to know for structuring and restructuring real estate joint ventures to clean up the mess from the economic decline and to be ready for the future. Topics covered will include: management and control rights including major decisions; takeover rights; capital calls and dilution; exit provisions and deadlock provisions; special considerations applicable to tax-exempt investors or REITs; the effect of loan modifications and potential debt forgiveness; and selected tax issues.

SPEAKERS

JOSEPH FINKELSTEIN

Blank Rome
Philadelphia, PA

TARA SCANLON

Holland & Knight
Washington, DC

STEPHEN R. SCHNEIDER

Goulston & Storrs
Washington, DC

Seminar 4: Projects in Trouble—Strategies for Surviving the Distressed Construction Project

The current economy has caused financial difficulties for tenants, developers and contractors. Various factors—financing issues, tenant bankruptcies, cost over-runs and contractor defaults, to name just a few—can delay or derail a project under construction. This session will explore strategies for dealing with these problems before and after they arise.

SPEAKERS

MARK S. DEPILLIS

Ballard Spahr LLP
Philadelphia, PA

DENNIS J. POWERS

DLA Piper LLP
Chicago, IL

9:00 – 10:15 am

Workshops**Workshop 1: Exit Strategies: Keeping Your Options Open**

A lease should not be a sentence for life, it must contain a road map for escape or at least an occasional furlough. What makes sense in the post-recession retail universe we now reside in, and how can we all

be smarter now? The session will examine options that should be considered by both tenants and landlords that will allow for prosperity in the revised retail landscape.

FACILITATORS

NINA KAMPLER

Hilco Real Estate LLC
Teaneck, NJ

STEVE SPECTOR

The Macerich Company
Santa Monica, CA

Workshop 2: How to Make Projects Financeable Using Public Incentives—and How to Live with the “Aftermath”

This workshop will be divided into two parts. Tax credits and incentives can raise equity and help developers meet loan to value ratios required for private debt financing. Part One of the workshop will review possible tax credit sources that may be available for retail and mixed-use projects, including federal and state new markets tax credits and brownfield tax credits. Discussion of other sources of public subsidy for the challenging development will include HUD 108 loans, brownfield economic development (BEDI) grants and tax increment financing (TIFs).

Public Incentive programs vary widely—but most programs have short-term and long-term implications for retail developments that are critical for future tenants, owners, operators and even customers. Part Two of the workshop will explore some of these critical areas of concern—including long-term ownership and maintenance of infrastructure and parking areas, property governance, construction (and reconstruction) practices, employment obligations, ongoing reporting duties, special sales charges, and atypical obligations and limitations with respect to real property taxes and special assessments.

FACILITATORS

DANIELLE M. CASSEL

Vedder Price PC
Chicago, IL

DENISE J. LEWIS

Honigman Miller Schwartz and Cohn LLP
Detroit, MI

Workshop 3: Advanced-Title Insurance Issues in These Troubled Times

This workshop will provide lawyers with a practical guide to title insurance issues presented by the ongoing, unprecedented economic downturn. For advanced practitioners, topics will include mortgage modifications, bankruptcy sales and financings, workouts, foreclosures, and deeds-in-lieu. Specialized title insurance policy coverages and endorsements, underwriting challenges and transaction structuring will also be discussed.

FACILITATORS

MATTHEW S. BLIWISEChicago Title Insurance Company
New York, NY**JENNIFER VAN NESS**Sutherland Asbill and Brennan LLP
Atlanta, GA**Workshop 4: It's a Whole New Retail World:
Foreign Investments and Adventures**

This workshop will discuss inbound investment in US retail properties and retail concepts as tenants, landlords and lenders, as well as the growth and implications of US retail expansion in overseas markets. The session will include a candid analysis of the issues involved in these efforts and how the current economy impacts both inbound and outbound business, and will feature the perspective of European counsel. The workshop leaders encourage attendees to bring experiences, questions and curiosity.

FACILITATORS

CLAUDIO COCUZZACocuzza & Associati
Milan, Italy**ABE SCHEAR**Amall Golden Gregory
Amall Golden Gregory, LLP
Atlanta, GA

10:15 – 10:30 am

Networking Break

10:30 – 11:45 am

General Session**Lease Restructurings: Lessons Learned**

The past two years saw many tenants approach landlords to request rent reductions and various other monetary concessions and, in some cases, lease terminations. Although the rate of this phenomenon has recently slowed and economic signs have become somewhat more promising, lease restructurings will continue to feature prominently in any economic downturn. This session will provide an overview of the basic principles involved in lease restructurings from the landlord's, retailer's and lender's perspectives, and will discuss the lessons learned during the past two years that will enable lawyers from all sides of the table to better position their respective clients to operate in the "new normal" as well as during future economic challenges.

MODERATOR

DAVID J. RABINOWITZGoulston & Storrs
New York NY

PANELISTS

NACHAEL BRIGHTAlston & Bird
Charlotte, NC**JERRY M. CYNYNATUS**Developers Diversified Realty Corporation
Beachwood, OH**ANDY GRAIZER**DJM Realty
Melville, NY

10:30 – 11:45 am

Seminars**Seminar 1: Bankruptcy Basics and Beyond, or
How to Succeed in Retail Bankruptcy Today**

This seminar will focus on nuts and bolts issues confronting landlords in retail bankruptcies today, pre-filing through post-confirmation, and how to navigate the bankruptcy process to best achieve your client's business goals. The panel will discuss how the Bankruptcy Code is supposed to work, will invite audience participation on how the Code is working based on current experiences, and will solicit suggestions on how to bridge the gap between the Code and practice to maximize client outcomes.

SPEAKERS

J. DAVID FORSYTHSessions, Fishman, Nathan and Israel, L.P.
New Orleans, LA**BRIAN D. HUBEN**Katten Muchin Rosenman LLP
Los Angeles, CA**JOYCE A. KUHNS**Saul Ewing LLP
Baltimore, MD**Seminar 2: Workouts: Heavy Lifting, Keeping Pace and
Crossing the Finish Line—It's Not a Simple Exercise**

This seminar will discuss what you need to know to structure, document and close a successful loan workout and restructuring. Topics covered will include pre-negotiation agreements, standstill and forbearance agreements, appropriate waivers and releases, what lenders will expect in the organizational documents in the wake of GGP, tranching of notes into performing and "hope" notes (the new A/B), how to right-size the debt, will new "capital" come in as preferred equity or mezzanine debt, and other topics necessary or helpful to know in order to get the deal done. The discussion will address issues and concerns from both a lender's and borrower's perspective.

SPEAKERS

ANDREA ASCHERProskauer Rose, LLP
New York, NY**CAROLYN SULLIVAN**Haynes and Boone, LLP
New York, NY

Seminar 3: Taking It to the Street: Issues and Trends in Street Leasing

This seminar will focus on issues that arise in negotiating leases for street locations from the perspectives of both landlords and tenants. The speakers will thoroughly analyze different types of street locations and the unique aspects of these types of leases such as: third party restrictions on use, alterations and signage; allocation of expenses, particularly in mixed-use buildings; use of common areas; assignment and subletting; installation of scaffolding; and building services and operating standards. Each of these concepts will be examined to discuss: (i) the issues/concerns of landlords and tenants; (ii) the parameters of express lease provisions; and (iii) potential compromises. The speakers will encourage audience members to share their views and experiences on these issues.

SPEAKERS

SMITA BUTALA

Polo Ralph Lauren

KATHLEEN A. CROCCO

SL Green Realty Corp.

10:30 – 11:45 am

Workshops

Workshop 1: From Old Main to the Main Terminal—Leasing in Colleges and Concourses

This interactive workshop will focus on the unique aspects of retail and food and beverage leases on college campuses and in airports from both a landlord and tenant perspective. Topics will include discussion on such items as the RFP process, disadvantaged business enterprise requirements including joint venture relationships and federal guidelines, the economics of the deal, labor harmony, OFAC certification, enplanements, differences in pre-security checkpoint and post-security checkpoint locations, retail display allowances, security background checks and badging and other non-traditional retail venue lease issues. Participants will be encouraged to discuss their own experiences and how the issues were resolved.

FACILITATORS

ARNIE MAYERSOHN

Westfield Corporation, Inc
Wheaton, MD

JOSEPH McCOY

Perkins Coie LLP
Chicago, IL

Workshop 2: Unwrapping the Big Box: What to Do (or Not) with the Old Big Box

This will be an interactive discussion exploring the legal, economic and practical difficulties encountered when the big box becomes vacant. Workshop participants will discuss creative uses to which some retailers, developers and community groups have put their empty space. Attend this workshop and start thinking “outside of the (big) box.”

FACILITATORS

DAVID LEVY

Levy Consulting
St. Louis, MO

MARGARET SITKO

Sitko Rodella & Bruno
Pittsburgh, PA

Workshop 3: Advanced Insurance Issues: The Musical Chairs of Risk—Where Is Your Chair When the Music Stops?

This session will address the provisions in leases and construction contracts that are intended to implement the risk goals of the parties and will provide practical advice on drafting insurance, indemnity, and waiver of subrogation provisions consistent with these goals. Not all risk can be shifted, and the discussions will focus on the types of risk that each party should cover with its own insurance, regardless of the other party's indemnity and waiver agreements. State laws and insurance commissioners have made certificates of insurance unreliable, and the workshop will cover the current status of insurance certificates and propose alternatives.

FACILITATORS

MARIE A. MOORE

Sher Garner
New Orleans, LA

SCOTT OSBORNE

K&L Gates LLP
Seattle, WA

Workshop 4: Issues in Outlet Centers—Looking for Fairness or Just Riding the Pendulum?

As the shopping center industry is turning the corner from the recent economic downturn, the outlet center industry has been gaining much exposure and momentum in this changing world. Not only are the original “manufacturers’ outlet” tenants continuing to keep a strong presence in this type of center; but, a larger number of typical “enclosed mall” tenants are expanding into this area as well. This workshop will explore some of the similarities and differences in issues which may or may not be unique to outlet centers.

FACILITATORS

LEIGH ANN FIGG

Tanger Outlet Centers
Greensboro, NC

BUDDY FLATEMAN

Law Offices of Bernard Flateman
New York, NY

11:45 am – 12:00 noon

Networking Break

12:00 noon – 1:15 pm

Seminars**Seminar 1: Co-tenancy Clauses after Retail Armageddon: Lessons We Should Learn from the Great Recession**

This session will examine how economic events of the last two years have re-shaped the concept of co-tenancy protection from both the landlord's perspective and the tenant's perspective. The panel will discuss various types of co-tenancy clauses, making use of real life examples and commonly encountered issues. The discussion will include nuts and bolts suggestions for drafting clauses ranging from the simplest to the most complex.

SPEAKERS

JANIS CHEEZEMAkerman Senterfitt
Miami, FL**EMILY A. MINNS**Emily A. Minns, PLC
Birmingham, MI**HOWARD SIGAL**General Growth Properties
Chicago, IL**Seminar 2: Continued Challenges in the Secured Debt Market: Where Have We Been and Where Are We Going?**

The panel will discuss the revived CMBS markets, including requirements and structuring challenges found in loan documents and loan underwriting; implications and obstacles faced as a result of the capital markets downturn (including lessons learned from the GGP and Extended-Stay Hotel bankruptcies); and focus on issues to consider from the perspective of borrower, lender, and investor. Additionally, the panel will examine loan restructures and work-outs in 2010, the appetite of the special servicer, the roles and interplay between the various players in the capital debt stack, as well as the issues/pitfalls to consider in the Pooling & Servicing Agreement and Trust & Servicing Agreement.

SPEAKERS

ELLEN M. GOODWINAlston & Bird
New York, NY**ERIN HEWITT**Developers Diversified Realty Corporation
Beachwood, OH**JAMES HISIGER**Latham & Watkins LLP
New York, NY**Seminar 3: Gatekeeper Initiative and Client Due Diligence: The New Reality**

The legal profession is under considerable pressure from both domestic and international sources to implement effective risk-based measures to prevent money laundering and terrorist financing. In October 2008, the world's leading standard-setter for anti-money laundering and counter-terrorist financing policies, the Financial Action Task Force, adopted risk-based guidance for the legal profession. The American Bar Association, in consultation with numerous ABA Sections and specialty bar associations, has developed voluntary good practices guidance to implement the 2008 risk-based guidance. At the same time, Congress is considering legislation that may impose mandatory, or a "rules-based," approach on the legal profession. This program will trace the development of the 2008 guidance and the good practices guidance, update outreach efforts with Congress and the Obama Administration and other key stakeholders, and distill the new reality of implementing a voluntary risk-based client due diligence regime within your law firm in light of these developments.

SPEAKER

KEVIN L. SHEPHERDVenable LLP
Baltimore, MD

12:00 noon – 1:15 pm

Workshops**Workshop 1: Advanced Workshop on Debt Restructuring and Negotiations: Separating Fantasy from Reality to Drive the Process**

As adversaries square-off in a loan workout negotiation, often heard from both sides about the other is, they just don't get it or they need a dose of reality. This advanced workshop will focus on strategies used to quickly identify the most pivotal items that separate fantasy from reality.

FACILITATORS

RON LUBINHilco Real Estate LLC
Boston, MA**STEVEN WEINSTEIN**Rierner & Braunstein
Boston, MA**Workshop 2: Leasing to Franchisees (and Franchisors): Important Distinctions for the Landlord and Tenant**

When dealing with a branded chain, a landlord will encounter new issues, but also new opportunities. The lease negotiations will include the franchisor, to a lesser or greater degree. This workshop will focus on the different structures for franchise transactions, the typical requirements posed by franchisors, and how the interests of all three parties can be reconciled.

FACILITATORS

NEIL SPRAGUEApplebee's International
Lenexa, KS**SHANNA L. STOWBRIDGE**Krass Monroe
Minneapolis, MN**Workshop 3: Mixed-Use in Mixed Times:
Lease Issues with Mixed-Use Properties in the
Current Economy**

This workshop will provide an advanced discussion of leasing issues involved in mixed-use projects during the current economic climate. The focus will include (a) repositioning mixed-use projects that have significant vacancies or other challenges, and (b) converting existing commercial properties to mixed-use projects, such as office buildings located in downtown areas and older shopping centers and malls. The discussion will include consideration of both landlord concerns and tenant concerns, focusing on issues including REAs and other governance documents, permitted and prohibited uses, exclusive uses, parking, CAM, co-tenancy, and operating covenants.

FACILITATORS

JOAN M. BUDDBaker, Donelson, Bearman, Caldwell & Berkowitz, PC
Birmingham, AL**NEIL B. OBERFELD**Isaacson Rosenbaum, P.C.
Denver, CO**Workshop 4: Negotiating Build-Out and Improvement
Allowances in Light of Financial Uncertainty**

This workshop will focus primarily on topics such as: scope and performance of work in the work letter; base building vs. tenant improvements; landlord delay vs. tenant delay; negotiating the structure of the construction allowance; how the work letter affects key lease provisions such as the opening/rent commencement date; and remedies available to each party. Plan for an interactive discussion on these issues, as well as, on what landlords, tenants and lenders are doing to protect themselves in this time of financial uncertainty.

FACILITATORS

STEPHEN M. REAMSStites & Harbison, PLLC
Atlanta, GA**DANIEL P. KELLIHER**Kelliher & Salzer, LLC
Columbia, MD

November 3 – 6

Westin Diplomat Resort & Spa
Hollywood, FL**Workshop 5: It's Enough to Drive You Crazy:
Balancing the Expectations of Buyers and Sellers in
Troubled Economic Times**

There is an inherent tension in the relationship of buyers and sellers of real estate. Challenging economic times have deepened the rift between buyers and sellers and intensified the already existing psychosis associated with a deal—making it more difficult than ever to bridge the gap necessary to arrive at a mutually acceptable agreement. Sellers may exhibit symptoms of schizophrenic behavior, while at the same time, buyers can suffer from paranoid delusions. This workshop will explore some of the more contentious issues that can lead to mental instability on the part of buyers and sellers. Such psychological unrest can greatly interfere with a meeting of “sound” minds. Topics will include: 1) the seller who suffers from attachment disorder and cannot let go, 2) the buyer whose unending paranoia leads to demands that seem to change by the hour, 3) representations, warranties and related anxieties, and 4) the delusions of indemnification. Forms of documents used in actual transactions will be analyzed and compared.

FACILITATORS

ASHANTI TRENT HUNTTroutman Sanders LLP
Atlanta, GA**SEARLE MITNICK**Gordon, Feinblatt, Rothman, Hoffberger & Hillander, LLC
Baltimore, MD

Friday, November 5, 2010

7:00 am – 12:30 pm

Registration

7:30 – 8:45 am

Breakfast Roundtables

8:45 – 9:30 am

General Session**Doing Deals: What the Heck Difference Do Rules
of Ethics and Professionalism Make Anyway?**

The ethical rules that govern real estate deals are fixed and known, correct? The answers are always clear and simple, right? And, even if there are minor state-to-state variations, that shouldn't cause any problems for ICSC members doing multi-state deals? Wait! Are you really sure that all of these statements are accurate? Mike Rubin is back by popular demand to take us on a fast-paced romp through a number of hypotheticals.

SPEAKER

MICHAEL RUBINMcGlinchey Stafford
Baton Rouge, LA

9:45 – 11:00 am

Seminars**Seminar 1: Recent Developments in Real Estate Law**

This seminar provides a survey of current trends and case law developments in the areas of Landlord and Tenant; Eminent Domain; Vendor and Purchaser; Zoning; Easements; Brokers and Agents; and Financing. This is the longest-running continuous session at the Law Conference having been first presented at the First Law Conference in 1970.

SPEAKERS

ANN PELDO CARGILE

Bradley Arant Boult Cummings, LLP
Nashville, TN

RICHARD R. GOLDBERG

Ballard Spahr LLP
Philadelphia, PA

LAWRENCE D. McLAUGHLIN

Honigman Miller Schwartz & Cohn LLP
Detroit, MI

Seminar 2: Who Really Is in Charge: Dealing with Distressed Landlords and Lenders-in-Possession

This session will examine how landlords and lenders-in-possession operate their properties both in and outside of bankruptcy and what tenants need to be aware of in dealing with this situation. Also to be covered is what tenants, lenders and third parties can do to protect their interests and perhaps take advantage of the situation. Finally, the session will address what happens to a property when a lender attempts to take control of a property and either fails or succeeds in doing so.

SPEAKERS

GARY E. AXELROD

Kirkland & Ellis LLP
Chicago, IL

GREGORY E. SPITZER

Paul, Hastings, Janofsky & Walker LLP
Chicago, IL

**Seminar 3: Not Quite Twins Separated at Birth: Lease Assignment Agreements and Sublease Agreements**

When a tenant is desperate for cash to cover its costs of empty space, landlords, tenants and prospective transferees are forced to decide whether to use lease assignment agreements or sublease agreements. Superficially, they may seem routinely similar, almost identical twins; but on closer examination they are more like twins photographed by Diane Arbus, very much unlike. This seminar will compare and contrast different outcomes related to issues of privity of estate, privity of contract, buffered duties, primary and secondary

liability for transferors, the effects of bankruptcy by the landlord or transferor or transferee, managing notice and cure rights, distinguishing each party's personality ownership and duties and drafting in and around the initial lease provisions.

SPEAKERS

GREGORY G. GOSFIELD

Klehr, Harrison, Harvey, Branzburg & Ellers
Philadelphia, PA

CAROL A. WILLIAMS

General Growth Properties
Chicago, IL

Seminar 4: Ever Greener: Sustainability Regulations, Trends and Issues

Whether by choice or by mandate, many retailers and property owners are trying to "go green" in their real estate and business practices. Successfully going green requires careful attention to issues often not fully contemplated by traditional retail leases, OEAs and operating practices. This course will examine new (and anticipated) sustainability regulations and ordinances affecting retailers and retail properties, the green practices retailers and property owners are already implementing—and the impact of these sustainability initiatives on real estate agreements and practices. Topics will include green building, LEED certification, new California Green building standards, governmental mandates and incentives, new storm water regulations, insurance and liability issues, green washing, renewable energy, utility costs, and the allocation of green benefits and burdens.

SPEAKERS

GREGG ANKENMAN

Wendel Rosen Black & Dean LLP
Oakland, CA

JOHN R. WHEATON

Faegre & Benson
Minneapolis, MN

9:45 – 11:00 am

Workshops**Workshop 1: The Incomplete or Abandoned Construction Project: What Do I Need to Know?**

This workshop will examine the various issues, risks and liabilities arising out of an incomplete or abandoned retail construction project, many of which have dotted the landscape since the recent recession took hold. The panel will discuss various risk issues, including damage to, and defects in the unfinished buildings; ongoing construction liability of the owner (new or old); rights and remedies against project participants; lien rights and exposure; surety bond issues; and strategies for completing the project in the most effective and risk adverse manner. This session will be useful for original owners of incomplete and abandoned projects, as well as purchasers of such projects.

November 3 – 6, 2010
Westin Diplomat Resort & Spa
Hollywood, FL

November 3 – 6
Westin Diplomat Resort & Spa
Hollywood, FL



FACILITATORS
ROBERT L. CREWDSON
DLA Piper LLP
Atlanta, GA

HOMER LEE WALKER
Morris, Manning & Martin, LLP
Atlanta, GA

Workshop 2: Structuring Real Estate Joint Ventures: Looking Back and Looking Forward

An advanced discussion of issues and trends in the structuring and restructuring of joint ventures and real estate funds. The workshop will focus on and encourage participants to look back at issues that arose during the economic downturn and consider how those issues should be addressed as we look forward to the structuring of new real estate joint ventures. Plan on an interactive discussion that takes advantage of the recent experiences of the facilitators and of the participants in the workshop.

FACILITATORS
SCOTT A. FISHER
Arnall Golden Gregory LLP
Atlanta, GA

RONALD W. GARRITY
Greene Radovsky Maloney Share & Hennigh LLP
San Francisco, CA

Workshop 3: Reinventing REAs

In this advanced workshop, the discussion will focus on how recent dramatic changes in the retail world demand a re-evaluation of the assumptions underlying many traditional REA provisions. These changes include: (1) the troubled economy, (2) the trend toward mixed-use projects, (3) the inclusion of anchors other than traditional department stores as REA parties, (4) the consolidation of both department store and development entities, and (5) the conveyance of department stores to others for non-department store uses. The panelist will cover approaches to operating covenants, issues related to substantial repositioning of mature projects, and considerations for expiring REAs (to extend or not to extend).

FACILITATORS
KATE FURLONG
Macy's Inc.
Cincinnati, OH

SHELDON HALPERN
Pircher, Nichols & Meeks
Los Angeles, CA

Workshop 4: Let's Develop Some Entertainment

This workshop will cover key issues in leasing and developing "entertainment" areas of shopping centers from both the tenant/user perspective and the developer/owner perspective. Such key issues will include site plan issues (especially parking and competing use clauses), construction, flexibility for evolution of the

shopping center and the various premises in the shopping center, SNDAs and financing issues.

FACILITATORS
MIKE DEAN
Wendel, Rosen, Black & Dean LLP
Oakland, CA

PAUL LEDBETTER
Cinemark
Plano, TX

11:00 – 11:15 am
Networking Break

11:15 am – 12:30 pm
General Session

Unraveling the Mysteries of a Complex Development

This session will combine a behind the scenes look at the steps undertaken by Forest City Enterprises to develop The Village at Gulfstream Park; a successful one million square foot mixed-use retail/office/residential/racetrack complex at the Gulfstream Racetrack in Hallandale Beach, Florida. Learn from representatives from Forest City, the City Mayor and Magna Entertainment Corp. (the landowner) what it took to put the deal together and what negotiations, concessions and obstacles they had to conquer to put together this complex deal during a very troubled economy.

MODERATOR
OSCAR R. RIVERA
Siegfried, Rivera, Lerner, De La Torre & Sobel, P.A.
Plantation, FL

PANELISTS
DONALD CAMERON
MI Developments Inc.
Aurora, ON

HONORABLE JOY COOPER
Mayor
City of Hallandale Beach
Hallandale Beach, FL

WILLIAM P. VOEGELE
Forest City Commercial Development
Cleveland, OH

11:15 am – 12:30 pm
Seminars



Seminar 1: Is Everyone in Default? A Practical Guide to Lease Defaults and Remedies in Today's Economy

As the Great Recession heads into its third year, both landlords and tenants are increasingly struggling to survive, much less perform, their lease obligations. This seminar will discuss possible approaches to dealing with a landlord or tenant default, including resolutions which avoid litigation. The seminar will discuss monetary and non-monetary defaults, remedies, and work-outs.

SPEAKERS

STEPHEN K. CASSIDYSedgwick, Detert, Moran & Arnold LLP
San Francisco, CA**EDWARD R. KRASNOVE**Griffin Fletcher & Herndon LLP
Carlsbad, CA**Seminar 2: Dancing with the Distressed Debt Tax Devil—The (Too) Slow Waltz and the (Taxing) Tango: Tax Implications of Workouts, Foreclosures and Deeds in Lieu**

The legal and practical tax consequences of both workouts and transfers of property to a lender in satisfaction of a debt are surprising and counterintuitive. During this session, the panel will discuss the real world tax implications involved in workouts, including the ultimate workout—a deed in lieu of foreclosure. The tax considerations of these transactions for both the borrower and the lender will be considered, with specific emphasis given to frequently encountered challenges in the shopping center context.

SPEAKERS

MICHAEL D. HAMILTONDLA Piper LLP
Los Angeles, CA**WENDI L. KOTZEN**Ballard Spahr LLP
Philadelphia, PA**Seminar 3: Reinventing the Wheel: Reengineering Existing Shopping Center Projects**

This seminar will focus on the different perspectives of the various actors—owner, lender, existing occupants and new occupants—involved in redeveloping an existing shopping center. The seminar will address a variety of issues involved in redevelopment transactions such as relocation of tenants, lease terminations, operations during redevelopment, anchor tenant issues, financing and environmental issues, phasing and the like. The discussion will address these issues from the perspective of all parties in a manner so as to efficiently and expeditiously negotiate and draft the documents that typically arise in the redevelopment transactions. Finally, the seminar will address the effect of current depressed economic conditions on existing centers and the upgrades and redevelopment that will likely occur as the economy improves.

SPEAKERS

JOHN I. CADWALLADERFrost Brown Todd LLC
Columbus, OH**JAMES B. JORDAN**Sutherland Asbill & Brennan LLP
Atlanta, GA

11:15 am – 12:30 pm

Workshops**Workshop 1: In-House Counsel Ethics: Trying to Do the Right Thing While Staying Employed**

In-house counsel face a number of unique challenges in balancing their roles as counselor, business person, gate-keeper and attorney for the entities they represent. It can be challenging to balance practicality, limited internal resources and budgets with the demands of the legal profession, including regulatory requirements, conflicting expectations of internal business clients, members of the board of directors and the officers who sign their paychecks. Bring your in-house experience and questions to this interactive discussion of issues including multiple client interests, confidentiality, privilege, internal investigations, reporting to the board of directors and compliance.

FACILITATORS

DAVID G. JOHANSENNordstrom, Inc.
Seattle, WA**LINDA K. SCHEAR**Gregory Greenfield & Associates, Ltd.
Atlanta, GA**Workshop 2: Beyond the Basics: Advanced Bankruptcy Strategies for Changing Times**

This interactive workshop is not for shy attendees or beginners. The session will explore advanced bankruptcy issues such as landlord and retailer perspectives on out of court restructuring versus Chapter 11; lease renegotiations (i.e., the new landlord financing); landlords' role in the sale of distressed retail companies; and the mechanics of approval of new deals (e.g., subject to confirmation, pro/cons of keeping your deal secret, etc.). Come ready to share your questions, strategies and visions for the future.

FACILITATORS

IVAN M. GOLDAllen Matkins Leck Gamble Mallory & Natsis, LLP
San Francisco, CA**CATHY HERSHCOPF**Cooley LLP
New York, NY**Workshop 3: From Fundamentals to Fine Print: Insurance Issues Impacting Retail Owners and Tenants**

This session will focus on specific insurance deal points that must be addressed when negotiating construction, leasing and financing contracts. The perspective of the owner, tenant, lender and contractor will be addressed with emphasis placed on how to craft language that is fair, reasonable and enforceable for all parties.

FACILITATORS

CHARLES E. COMISKEYBrady Chapman Holland & Associates
Houston, TX**ALEXANDRA GLICKMAN**Arthur J. Gallagher & Co.
Glendale, CA**Workshop 4: Comings and Goings: Temporary Tenants—Their Issues and Their Unique Position in the Retail Landscape**

The struggling economy, the need for landlords to develop new income streams for their retail properties, and the need to develop varied components to retail facilities have all played roles in bringing the concept of temporary tenant occupancies at a retail facility from an occasional occurrence to a “must have” for retail facilities. Virtually every major landlord across the country has a department devoted to temporary tenant leasing (although the titles and names given to these departments may vary from landlord to landlord). This session will explore the unique attributes of temporary tenant occupancies, including negotiation of the documents that create the temporary tenancies, operational concerns, relocation and termination rights, and other common issues and disputes. It will be very interactive, so bring your war stories, specific questions and entertaining anecdotes.

FACILITATORS

GLENN A. BROWNEBraun, Browne & Associates, P.C.
Riverwoods, IL**MICHAEL C. DART**Simon Property Group
Indianapolis, IN

7:00 – 10:00 pm

Reception & Buffet Dinner

(One complimentary ticket is provided to each registrant for this event. See registration form to purchase additional tickets.)

November 3 – 6

Westin Diplomat Resort & Spa
Hollywood, FL

Saturday, November 6, 2010

8:00 – 9:15 am

Breakfast Roundtables

9:30 – 10:45 am

Seminars**Seminar 1: The Rodney Dangerfield Clauses: Ten Lease Provisions That Get No Respect**

Many standard lease provisions are often overshadowed by the weightier provisions that address business and financial terms or substantive legal issues such as defaults and remedies. These standard provisions are deemed to be “boilerplate” and are typically sprinkled throughout the lease and included within the more important provisions, or are lumped into miscellaneous sections that are unceremoniously relegated to the end of the lease. While such provisions can have real financial and legal impact on the parties, they are often ignored or omitted in favor of the sexier issues. This session will discuss the important points to address in these frequently overlooked and disrespected provisions.

SPEAKERS

JERALD M. GOODMANDrinker Biddle and Reath LLP
Philadelphia, PA**STEPHEN J. MESSINGER**Minden Gross LLP
Toronto, ON**Seminar 2: Common Bonds—Landlords’ and Tenants’ Concerns about What Goes on in the Common Areas of Shopping Centers**

This seminar will address issues occurring in shopping center management and operation that concern both landlords and tenants including current updates on commercial expressive activity, codes of conduct/rules and regulations, weapons in the common area and other security issues stemming from gang activity and allegations of discrimination/racial profiling. The panelists will also discuss handling of events, promotions, and activities that deal with (i) sweepstakes rules, (ii) entertainment and music licenses (ASCAP, BMI, SESAC), (iii) counterfeit and knock-off merchandise problems, and (iv) hawking in the common area. Bring your questions; you can ask the experts.

SPEAKERS

MICHAEL HUNTER FREESESimon Property Group
Indianapolis, IN**STACY D. MCKEE KNIGHT**Katten Muchin Rosenman LLP
Los Angeles, CA

9:30 – 10:45 am

Workshops**Workshop 1: The Inside Scoop on the Outside Counsel/In-House Counsel Relationship**

This workshop will examine issues that arise in the relationship between in-house counsel and outside counsel, as well as the differing approaches each takes in the relationship with the ultimate client. The participants will break into small groups to discuss hypothetical scenarios addressing these issues.

FACILITATORS

ROSIE REES

Pircher, Nichols & Meeks
Chicago, IL

TERRI K. SIMARD

Target
Minneapolis, MN

**Workshop 2: Securing the Deal: Letters of Credit & Other Forms of Security**

When negotiating a lease with a tenant or landlord that has creditworthiness issues, each party needs to increase their respective chances of collecting a judgment for the full amount of their damages in the event of a default. This panel will discuss various strategies to maximize the amount of damages that can be recovered, and will explore letters of credit, security deposits, guarantees and bonds to secure performance of lease obligations.

FACILITATORS

JONATHAN HUNT

McKenna Long & Aldridge LLP
Atlanta, GA

KRISTEN WACHTMAN

Limited Brands, Inc.
Columbus, OH

Workshop 3: Making a Deal Without Reservations: Key Issues in Restaurant Development

Restaurant development presents many unique challenges for practitioners representing restaurant operators or real estate developers. This workshop will review the key issues to be addressed in leasing or acquiring restaurant sites from both the landlord and tenant perspective. Attendees will be encouraged to participate with questions and discussion of best practices based on their own experiences.

FACILITATORS

BRIAN A. AUGER

CBL & Associates Properties, Inc.
Chattanooga, TN

BARRY BARTH

Panera Bread Company
Needham, MA

**Workshop 4: CAM Costs, Caps, Audits and New Ideas: The View from Both Sides of the Table**

This workshop will address the negotiation and drafting of provisions relating to CAM clauses, including what should and should not be included, from both the tenant's and the landlord's perspective. Protections relating to CAM, including various forms of caps and tenant audit rights will also be addressed. Additionally, new trends in these areas will be discussed.

FACILITATORS

MARGARET M. JORDAN

Kane Russell Coleman & Logan PX
Dallas, TX

R. ROBINSON PLOWDEN

Sutherland Asbill & Brennan LLP
Atlanta, GA

Workshop 5: The Art of Subleasing: A Roadmap from Contemplation to Recognition

An effective and common means to accomplish a non-bankruptcy store closing or downsizing is a sublease. While a common type of transaction, subleasing can be complex and frustrating. This workshop will identify provisions in the primary lease that can enhance or hinder the tenant's ability to sublease, and, on the other side of the coin, those that will preserve a landlord's control over its real estate. The discussions will also examine different forms of subleases as well as the use of and negotiation of subtenant non-disturbance (a/k/a recognition) agreements.

FACILITATORS:

ROBERT R. DIVITA

Sills Cummis & Gross, P.C.
Newark, NJ

STEVEN J. ROBERTS

The Stop & Shop Supermarket Company LLC
Quincy, MA

10:45 am

Conference Adjourns

SESSION DESCRIPTIONS

I. GENERAL SESSIONS: General Sessions are intended to provide a broad, general perspective of the topic. Sessions are held in large rooms and led by a panel of three or four speakers. There is limited interaction with the audience as a result of the size and scope of the presentation.

II. SEMINARS: Seminars are intended to be a more in depth discussion of the topic. They are led by two or three practitioners with substantial prior experience on the topic. Interaction with the audience is encouraged but the session speakers are expected to control and limit discussion as well as cover all of the subject matter described in the outline of the session. Depending on the description of the session, seminars may be at an advanced level.*

III. WORKSHOPS: The most interactive of the sessions offered, workshops typically are led by two practitioners with a substantial level of experience in the topic area. Interaction between the workshop leaders and the audience is encouraged and expected, with the freedom to stray from the outline and address audience concerns in a more specific and detailed fashion. Depending on the description of the session, workshops may be at an advanced level. *

IV. BREAKFAST ROUNDTABLES: The roundtables are organized as informal discussions among industry professionals regarding specified topics. The roundtable leader is not expected to have prepared any written materials. The leader is there to guide the discussion and ask questions of the roundtable participants for discussion among themselves. Roundtable leaders are chosen for their prior experience with the topic.

V. NEXT GENERATION: Next Generation is ICSC's educational, networking and mentoring program for retail real estate professionals seeking to develop their careers and build relationships within the shopping center industry. A limited number of Seminars and Workshops have been identified in the program as appropriate for "Next Gen" attendees. In most cases, these sessions are focused on basic shopping center legal concepts that every practitioner should know and understand. Attendance at these sessions is not limited to Next Gen attendees.



*Advanced Level Sessions assume that session attendees have a basic to intermediate level of knowledge of the topic.

2010 PROGRAM PLANNING COMMITTEE

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Jay Epstien, DLA Piper LLP

Conference Co-Chair:

David L. Pollack, Ballard Spahr LLP

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Raymond G. Truitt, Vice-Chair, Ballard Spahr LLP
Richard S. Friedman, Hughes Hubbard & Reed LLP
David G. Johansen, Nordstrom, Inc.
Lawrence D. McLaughlin, Honigman Miller Schwartz & Cohn LLP
Oscar R. Rivera, Siegfried, Rivera, Lerner, De La Torre & Sobel, P.A.

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Neil S. Kessler, Vice-Chair, Troutman Sanders LLP
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Roundtables Subcommittee:

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Charles J. Benvenuto, Charles J. Benvenuto, P.C.

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Jack A. Marino, Jr., Chicago Title Insurance Co.
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Wade Whilden, Baker Botts LLP
C. David Zoba, Gap, Inc.



Registration Form

40th Annual U.S. Shopping Center Law Conference November 3 – 6, 2010

Registration Fee:

	ICSC Members*	Nonmembers
Advance	\$735	\$995
On-Site Registration	\$915	\$1,240
Additional Dinner Tickets**	\$100	\$100
Student Member:	\$50	\$50

ICSC Member Nonmember Dinner Ticket(s)**

*To qualify for the member fee, each registrant must be an ICSC member. A company membership does not mean that every employee of that company automatically becomes an ICSC member. An affiliate membership is required for each employee.

** Each person registered for the Conference will receive a ticket to the Friday night dinner. Additional tickets can be purchased in advance for \$100.00 each or on-site for \$125.00 each.

FOR FASTER REGISTRATION:

Visit www.icsc.org/2010LC or FAX this form to +1 732 694 1800 24 hours a day, 7 days a week. (Credit card orders only.) Please register one person per form; photocopy for additional registrants. Payment must accompany this registration. All registrations must be received by **October 14, 2010**.

In order to be listed in the meeting attendee list, all registrations must be received by **October 14, 2010**.

FEE

Includes all sessions, Wednesday evening cocktail reception, Friday night dinner, three breakfasts, the conference resource workbook and the session materials in CD-ROM format.

CANCELLATIONS

Cancellations received before **October 20, 2010** will be subject to a \$25.00 fee. No refunds will be given for cancellations received after October 20, 2010. All requests must be received by ICSC in writing.

HOTEL RESERVATIONS

To make your hotel reservation, please visit www.icsc.org/2010LC. You will see the banner “Book Hotel Now” on the right hand side of the screen. There you will find the descriptions of the hotels, the current rates and availability, along with the electronic form to reserve your room. Additionally, you will receive an immediate e-mail confirmation of the reservation to the e-mail address you provide on your form. Please Note: the e-mail will show both “To” and “From” your e-mail address so if you do not receive it, make sure to check your spam or junk mail folder. Although we do require our reservations in writing, we are happy to answer your questions during our office hours of Monday to Friday 8:00 am – 5:30 pm EST toll free at +1 888 ICSC TVL (427 2885).

CLE CREDITS

If you attend the ICSC U.S. Shopping Center Law Conference, you may be eligible for Continuing Legal Education Credits in your state. We have applied for credits for this Conference in the following states: Alabama, Arizona, Arkansas, California, Colorado, Delaware, Florida, Georgia, Idaho, Indiana, Illinois, Iowa, Kansas, Kentucky, Louisiana, Maine, Minnesota, Mississippi, Missouri, Nevada, New Hampshire, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, West Virginia and Wisconsin. The approval of this event for credit is currently pending the decisions of the regulatory agencies in each of these states.

Membership Number _____

Name _____

Company _____

Address _____

City _____

State _____

Zip _____

Phone _____

Fax _____

E-mail _____

Guest Name (if purchasing additional Friday Dinner ticket) _____

Method of payment

Check/Money Order (payable to ICSC in U.S. Funds) MasterCard Visa Amex

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40th Annual U.S. Shopping Center Law Conference November 3 – 6, 2010

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