

REAL ESTATE WEEKLY

November 24, 2010

RETAIL

ICSC Conference promising information and some surprises

Chuck Lanyard, ICSC 2010 New York National Conference and Deal Making Program Chair, kicks off the two-day International Council of Shopping Centers (ICSC) 2010 New York National Conference on December 6.

The president of Paramus, NJ-based The Goldstein Group, will present details of the two days of Deal Making, one-on-one industry mentoring sessions, professional development opportunities, informative sessions on current industry trends as well as a Retailers Runway.

The conference starts at 9:00 a.m. at the Sheraton New York Hotel & Towers, New York.

This year's guest speaker is Dana Telsey, CEO and chief research officer of the Telsey Advisory. Registration fees for the ICSC 2010 New York National Conference are \$490 in advance and \$555 on-site for members; for nonmembers the fees are \$590 and \$670, respectively. Press registration is complimentary. To register, contact ICSC's Members Services Department at 646-728-3800, or register online at www.icsc.org.

As part of the conference, Prudential Douglas Elliman retail chairman Faith Hope Consolo will discuss the success and expansion of the Special Interest Group program, and introduce Domin-

ick Ponti, senior vice president of store planning of the legendary department store, Lord & Taylor, and David Clements, General Manager of the Fifth Avenue flagship.

The two will discuss the flagship's recently completed renovation, and offer suggestions on how individuals can remake their businesses and their images.

The session, to be held at the Sheraton Hotel and Towers, on Monday, December 6, will begin with a roundtable reception at 4 pm, followed by the presentation from Consolo and Lord & Taylor from 4:30 pm to 5:30 pm.

"We're thrilled and honored that Lord & Taylor is giving us this glimpse behind the scenes of their turnaround story," said Consolo. "I'm looking forward to hearing the story behind some of their decisions – and to our attendees learning how their customer services and products can help make their holiday happier. And look for some surprises!"

Special Interest Groups (SIGs) focus on a specific discipline of the industry and allow professionals in the field to meet and share common ideas, interests and challenges. They also provide opportunities for networking



CHUCK LANYARD

with colleagues and engaging with business associates. The group meetings especially allow for informal, interactive discussions.

The initiative was launched at ICSC's RECON 2010, the global conference held in Las Vegas in

May, and continued at ICSC regional conferences in Boston in July, Kissimmee, FL, in August, San Diego in September, Chicago in October and Atlanta in November.

"Until now, our sessions have consisted of roundtables led by the most accomplished women in our industry," said Consolo. "However, given the size of the New York National Conference, and this rare opportunity to

showcase the best of our city's retail, we've broken format to offer an event



FAITH CONSOLO

we believe will truly be a special way to end the year." Attendance at the Special Interest Group is a \$25 fee. To register for the entire conference, www.icsc.org. To register for the SIG only, email sigs1@icsc.org.