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## **ICSC Executive Learning Series: One-day educational seminars**

July 23, 2008 - Retail

ICSC is still offering its new Executive Learning Series with a variety of topics including asset management, leasing, open-air, finance, development and acquisitions. The courses are taught at ICSC's Lifelong Learning Center at ICSC's headquarters, 1221 Avenue of the Americas. Each class is held on certain Fridays and starts at 9 a.m. and ends at 2 p.m. Continental breakfast and lunch is served at each session.

The Executive Learning Series gives each student the chance to learn from the best minds in the shopping center business. The series is the Lifelong Learning Center's flagship event bringing together executive level classes with premier faculty to create a unique industry experience.

Here are the upcoming classes:

July 11: Green Buildings: Sustainability in Design and Construction is taught by Brian Jones and Jon Ratner. Jones is the president and CEO, west coast commercial development at Forest City, Los Angeles, Calif. Ratner is the vice president, sustainability initiatives at Forest City Enterprises, Inc., Cleveland, Ohio.

July 18: Retailing Principles and Practices is taught by John Williams, senior partner at J.C. Williams Group Limited, Toronto.

August 1: Evaluating Lease Deals is taught by Kate Sheehy, RPA, CSM, senior vice president, partner relations and client services at General Growth Properties, Inc., Chicago, Ill.

August 15: Development and Design Principles and Practices is taught by Arthur Pearlman, chairman of Arthur Pearlman Corp., Santa Monica, Calif.

September 5: Understanding the Retailer's Site Selection Criteria is taught by Steven Greenberg, president of The Greenberg Group, Hewlett, N.Y.

September 19: Capital Markets' Role in Financing Real Estate is taught by Michael Pappagallo, CPA and Glenn Cohen, CPA. Pappagallo is the executive vice president and CFO at Kimco Realty Corp., New Hyde Park, N.Y. Cohen is vice president and treasurer at Kimco Realty Corp., New Hyde Park, N.Y.

October 3: Market and Site Feasibility is taught by Gary Ralston, CLS, CCIM, SIOR, SRS, CPM, CRE, president of Florida Retail Development, LLC, Maitland, Fla.

October 17: Acquisitions: From Negotiations to Due Diligence is taught by Joel Bayer and Tad Wefel. Bayer is the chief investment officer and Wefel is the vice president, acquisitions at General Growth Properties, Inc., Chicago, Ill.

October 31: Leasing and Remerchandising Open-Air Centers is taught by Michael Stevens, executive vice president, retail leasing at Forest City Enterprises, Cleveland, Ohio.

November 14: Developing Neighborhood Centers Anchored by Supermarkets and Drug Stores is taught by Norman Kranzdorf, Esq., Patrick Tupa and Donald Wright. Kranzdorf is an ICSC past

trustee and is the senior vice president, retail at Urdang Capital Management, Inc., Plymouth Meeting, Penn. Tupa is the divisional vice president, real estate at the Walgreen Co., Deerfield, Ill. Wright is an ICSC past trustee and is the senior vice president, real estate and engineering, Safeway Inc., Pleasanton, Calif.

To enroll in any of these classes, please visit [www.icsc.org](http://www.icsc.org) to obtain the registration form. Registrants are accepted on a first-come, first-served basis. Space is limited, so please register early. Cost for members is: One class: \$195, if signing up for three or four classes: \$185 each or if signing up for five or more classes member cost is \$170 per class. Cost for non-members: \$325 for only one class, \$300 per class if signing up for three or four classes and \$275 per class if signing up for five or more classes.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540