



Rappaport of Rappaport Cos. to lead Executive Learning Series on Jan. 27

January 13, 2012 - Shopping Centers

The ICSC will hold an Executive Learning Series seminar on January 27 from 9 a.m. - 2 p.m. titled Investing in Retail Properties and Structuring Partnerships. The course will be held at the ICSC Lifelong Learning Center,

Gary Rappaport, SCMD, SCSM, SCLS, SCDP, ICSC past chairman/ICSC trustee and president of The Rappaport Companies, McLean, VA will lead the course. This class will teach you how to structure partnership allocation of cash flow, appreciation and fees between you and your investors. Learn the difference between cumulative noncompounded returns and internal rates of return, back-end promotes and what types of fees are considered reasonable. Using "real" numbers, you will see how the development partner structured the deal, the fees, IRR returns and back-end priorities. Review examples of actual documents throughout the process, such as initial pro formas/assumptions, sources and uses of funds, leasing assumptions, Argus projections, etc. See how the projected return to investors is calculated and how the equity can be structured.

Special feature: Students attending this class will receive a free copy of Rappaport's newly released book "Investing in Retail Properties: Structuring Partnerships to Share Capital Appreciation and Cash Flow." The book will serve as an important tool during the class and as a valuable reference for the future.

ICSC's Executive Learning Series (ELS) consists of new one-day courses taught by distinguished ICSC faculty covering some of today's most important subjects in the shopping center industry. Topics covered include: asset management, leasing, specialty leasing, negotiation techniques, outlet retail and advanced development. As an industry professional, this program will give you the chance to sharpen your skills and learn from the best instructors in the retail real estate and shopping center industry, while you network with other students in similar fields of service. Its unique format allows classes to be highly interactive. This encourages all participants to take control of their learning experience by asking questions, while participating in lively and stimulating class discussions. A typical Executive Learning Series class includes lecture time together with case studies to help engage participants with the content being taught. Each class is taught on a Friday from 9 a.m. to 2 p.m. (local time), with continental breakfast served at 8 a.m. and lunch served at noon.

Register today to ensure your enrollment as seating is limited!

Please visit www.icsc.org/2012ex1 for up-to-date class detail information.

Tuition Fees:

* Members: \$250 per class; \$230 per class* (if signing up for three or four classes), \$220 per class* (if signing up for five or more classes).

* Non-members: \$380 per class, \$355 per class*(if signing up for three or four classes), \$345 per

class* (if signing up for five or more classes).

*To qualify for the multiple class discount, you must register for all classes on the same form. Fees are payable in U.S. dollars.

For more information please contact: Mario Chiara, ICSC manager, education at (646) 728-3517 or mchiara@icsc.org.

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