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CELESTIAL BODIES

Los Angeles designer Tadashi Shoji looked to the stars for his Spring/Summer 2019 collection, seen on the runway during New York Fashion Week. For more looks from the show, see page 6.

New Los Angeles Retail District to Be Unveiled Near the Ocean

By Andrew Asch *Retail Editor*

When **Caruso**, a well-known Los Angeles developer, unveils **Palisades Village** in a week, it will answer the question about whether the high-flying company behind the game-changing **The Grove** shopping mecca still has its magic touch.

Palisades Village, nestled in Los Angeles' exclusive Pacific Palisades neighborhood, where a large tribe of celebrities live, has been in the making since it was approved two years ago by the Los Angeles City Council and will be debuting Sept. 22.

It will be the first major retail development that Caruso has introduced in a decade. The company's last big retail project was **The Americana at Brand** in Glendale, Calif., which opened in 2008 with a gala event that included an appearance by then-California Gov. Arnold Schwarzenegger.

With construction currently wrapping up, Palisades Vil-

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Tariff Threat Pushes Importers to Bring In Cargo Early

By Deborah Belgum *Executive Editor*

There is nothing like the prospect of tariffs on Chinese goods to nudge importers to bring in their merchandise a little early to avoid a hefty increase in prices.

Cargo-container imports this summer at the nation's ports are setting all-time highs with retailers and importers concerned that the Trump administration could impose tariffs ranging from 10 percent to 25 percent on \$267 billion in goods at any time.

In early July, the Trump administration imposed 25 percent tariffs on \$34 billion of Chinese products, and the review period for more tariffs on \$16 billion of Chinese products ended July 1.

"The current boom in shipping can primarily be explained by importers' response to the U.S. trade war with China," said Ben Hackett of **Hackett Associates**, who prepares the monthly Global Port Tracker report for the **National Retail**

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American Giant Enters the Made-in-America Denim Segment

Since its 2011 inception, **American Giant** has made a big impression on fans of premium basics. The San Francisco-based, primarily e-commerce apparel company founded by Bayard Winthrop has become known for its high-quality hoodies made in Los Angeles.

Expanding on its made-in-America message, it also offers T-shirts, work shirts, button-up styles, crew sweaters, vests and jackets. Now American Giant has launched a men's denim line that was introduced in its Fall 2018 campaign.

While American Giant has previously released sweatpants, leggings and moved closer to dungarees with the March 2018 launch of its Roughneck Pant line, this is the company's first venture into blue jeans.

Entering a denim market that has countless players in place might seem odd for a company that has found its niche in making quality basics. But for American Giant, it was the perfect opportunity to create a new formula for blue jeans. Using its approach to basics, the company developed the jeans over a course of three years and was able to reinvent its denim by focusing on a simple formula rather than adding unnecessary features.

"We saw an oversaturated denim market," a company spokesperson said. "With the men's blue jeans, our aim is to streamline this classic product category with a single cut and wash."

To test its initial venture into the denim space, the company experimented with the



Roughneck Pant—a five-pocket, straight-leg cut in canvas—which allowed American Giant to measure customer response.

Currently retailing for \$128, the design of the Roughneck Pant is similar to a pair of jeans but functions as a pair of work pants that performs to the company's standards for making resilient, quality products.

Not only did the brand want to manufacture a product made in the United States, but it sought a textile partner who could provide a quality fabric. American Giant found its match when it partnered with **Mount Vernon Mills**, located in Trion, Ga.

The textile company has been in the fabric



business since 1845. As it sought to expand its offerings, the company has dabbled in the premium-denim segment since the height of the high-end blue-jeans resurgence of the early 2000s. Within the last five years, the textile mill has increased its premium-denim offerings, now averaging

600,000 to 700,000 yards a week.

"It's extremely pleasing to know that we can revive the denim-jean business in the United States," said Dale McCollum, vice president of merchandising for denim.

Mount Vernon Mills has been developing the American Giant denim since the beginning of the apparel company's venture into blue jeans three years ago. The natural partnership came from a mutual respect between the 173-year-old textile company and the 7-year-old clothing brand.

"They are a great organization as proven

by the success of their hoodie," McCollum said. "It was a natural fit to move into the denim jean."

For its expansion into denim, American Giant released its 218 Straight, a five-pocket, straight-leg, relaxed design similar to its Roughneck Pant. Through its partnership with Mount Vernon Mills, American Giant was able to develop a custom denim specifically for this collection in a deep indigo hue that the clothing brand refers to as "Maritime," with a right-hand twill.

The zip-fly, hand-sanded-finish jean is made from a fabric blend that is primarily a cotton-poly and, with 2 percent spandex, it has a bit of stretch.

For its manufacturing partner, American Giant is working with **New Fashion Products** in Los Angeles—which opened in 1974—building its blue-jeans line through the legacy of the city's denim heritage.

While American Giant also sells women's apparel, the denim venture is limited to men's for the Fall 2018 collection. The company hasn't revealed a release date but has said that a women's denim line will be made available by winter 2018. It will also have a different fabric construction than the men's line.

"The fabric has already been made and shipped," McCollum said. "The fabric will be very well received in the women's market. It's a very comfortable, soft denim jean."

With no retail partners, American Giant sells its men's blue jeans for \$138 through its website and its only bricks-and-mortar location—a flagship based out of its downtown San Francisco headquarters.

—Dorothy Crouch

PEACHES EN REGALIA

womens mens

FOR SALE: Furniture, Fixtures from the Closing of Our High-End Mens & Womens Retail Stores in San Diego

Large Display Table – Lt. Wood Frame w/Tinted Glass Top
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RETAIL

Macerich and Simon Join Forces to Develop an LA Outlet Mall

Two major shopping-center developers are getting together to construct a big outlet mall that will be located south of Los Angeles and not far from the new **Los Angeles Rams** and **Los Angeles Chargers** football stadium.

Macerich, the owner of the **Santa Monica Place** shopping center in Santa Monica, Calif., as well as other malls, announced on Sept. 11 that it had formed a 50/50 joint venture with mall and outlet developer **Simon Property Group Inc.**, headquartered in Indianapolis, to construct the **Los Angeles Premium Outlets**. It is scheduled to open in the fall of 2021 in Carson, Calif., said Macerich President Ed Coppola.

"We are very pleased to partner in the development of this one-of-a-kind outlet project on great, well-positioned real estate to serve one of the nation's most attractive markets," Coppola said in a jointly prepared statement with David Simon, Simon's chief executive officer and chairman. "We look forward to creating the ultimate outlet destination of choice for both local residents and international visitors to Los Angeles."

Los Angeles Premium Outlets will be constructed in two phases. The first phase will encompass 400,000 square feet, and the second phase will add 166,000 square feet to the project.

The site, which sits right next to the San Diego Freeway, is a former landfill on which developers had proposed building a football stadium for the **San Diego Chargers** and the **Oakland Raiders**. But Inglewood won out in getting a new football stadium.

The land has been vacant for some 50 years, ever since the landfill closed. Before there was a football-stadium proposal, the city of Carson had been looking at some kind of shopping center to fill the space, which cannot be used for residential purposes.

Macerich currently runs two outlet centers—**Fashion Outlets of Chicago** in Rosemont, Ill., and **Fashion Outlets of Niagara Falls** in Niagara Falls, N.Y. It also is developing an outlet center called **Fashion District Philadelphia** with the **Pennsylvania Real Estate Trust**, which also is headquartered in Philadelphia.

Simon has developed and currently manages 12 prominent outlet-mall centers in California, which include **Desert Hills Premium Outlets** in Cabazon, **Camarillo Premium Outlets** in Camarillo, **Carlsbad Premium Outlets** in Carlsbad and **The Outlets at Orange** in Orange.

One of the last new outlet centers to be developed in coastal Southern California was **The Outlets at San Clemente** in 2015, located in the seaside town of San Clemente. It was developed by the **Craig Realty Group**, which also runs the **Citadel Outlets** in Commerce, Calif.

Earlier this year, Macerich embarked on a novel plan to transform its **Westside Pavilion** mall in Los Angeles into creative office space after Westside Pavilion's anchors, **Nordstrom** and **Macy's**, moved to the newly renovated **Westfield Century City**, located a short drive away.

—Andrew Asch

Surf Expo Avoids the Perfect Storm This Year

By Hope Winsborough *Contributing Writer*

ORLANDO, FLA.—A year after officials closed the **Surf Expo** show as Hurricane Irma fast approached, the show welcomed eager retailers from throughout the Southeast and the Caribbean—many of whom have weathered more than just storms since then.

Buyers on both coasts of South Florida, for example, have had to deal with everything from rainy holiday weekends to toxic algae blooms.

“A Red Tide on Florida’s Gulf Coast Has Been a Huge Hit to Tourism,” read the *New York Times* headline on the second day of Surf Expo at the **Orange County Convention Center**.

The red algae bloom, which technically began in October, extends from Tampa Bay down the southwestern side of the state to Naples, covering about 120 miles of coastline. The weekend before the show, officials in one county collected more than 17 tons of dead fish.

So, perhaps not surprisingly, Surf Expo attendance for the Sept. 6–8 event appeared to be down from years past. But buyers who were in attendance were ordering with growth in mind.

“I’m sticking with appointments but building in time to see new stuff,” said Wilda Camacho, executive buyer for **Surf Style Retail Management**, a 24-store chain based in Hollywood, Florida. “I’m doing more scouting this year.”

She said sales in coastal locations including Alabama, Mississippi and Florida’s Gulf Coast were stronger this year. “Tourism might be up over last year,” she explained.

The ability to juggle stock as seasonal traffic shifts helps. “I’m looking [for delivery in] October/November in stores like Clearwater [Florida], but for Alabama and Mississippi, we’ll look for January delivery.”

Surf Expo’s vast offerings—with categories tailored not just to the surf and swimwear industry but also to gift, footwear, resort and sports fishing—meant buyers in every niche could track down resources that were both stylish and functional.

Many of the busiest booths featured collections where technical fabrications dovetail with stylish details and sophisticated silhouettes.

“We’re on the bandwagon with sustainable swimwear,” said **Holahan Swimwear**’s Jamie Holahan, whose 3-year-old, high-end Sarasota, Fla.-based line picked up several new accounts.

The high-end line manufactured in the U.S. is made of sustainable polyamide fashioned from recycled fishing nets by Italian textile house **Carvico**. “We pay an exorbitant amount



COURTESY OF SURF EXPO



per yard for the fabric and the lining, but we take less of a markup. We’d rather take less per suit and have great swimwear and be true to our clients,” Holahan said.

Although he manufactures small lots in Sarasota, larger orders are produced in Philadelphia.

South Florida-based swimwear lines with production in Colombia were busy, such as first-time exhibitor **Awamare Waterwear**, which featured long-sleeved, reversible tanks, and **Phax Swimwear**, with embellished separates and one-pieces.

One-pieces were a singular, notable trend at a show known for the skimpiest of bikinis from exhibitors with their fingers on the pulse of global beach style. One-pieces are stronger than ever in juniors.

“It’s just a trend we’re seeing,” said Jennifer Randall, executive vice president at Miami-based swimwear line **InGear Fashions Inc.** “There are just more one-pieces in the juniors market, whereas before they wouldn’t be caught dead in one-pieces.”

Randall credits the trend to attention-getting details, including grommets, mesh and silhouettes that are sexy yet provide coverage and flexibility.

Buyers also are sticking with trends that have been popular for the last two years, she explained, like whipstitch detailing, tassels and fringe. Destination-specific “name-drop” bathing suits remain strong. “They’re always popular in resort areas,” Randall noted.

Across the show floor, trends existed to suit every niche. Unconventional silhouettes featured conservative fabrications like stripes, plaids and gingham while more-conventional styles emphasized embellishments and less-traditional treatments including mesh, pom-poms, tassels, whipstitch, embroidery, keyhole and lace-up detailing.

Caribbean buyers, many of whom are still recovering from last year’s storms, were a strong presence. “This show is more of an island Caribbean customer,” said InGear’s Randall. “We’re seeing a lot of new accounts, too—mostly beach shops.”

Daneanne Minto with the **Bamboo Beach Club** in Ocho Rios, Jamaica, made time to track down new and existing resources, she said.

Katrina Herman with Moab, Utah-based **Lost River Clothing** saw “lots of Caribbean accounts in recovery mode now” that were stocking up with her line’s knits and cover-ups.

Even as rolling racks made their way toward the exit before noon on the show’s last day, buyers took advantage of the opportunity to track down new, customer-friendly brands. Maddy Guenther, owner of **Bo-Tiki** in Gulfport, Fla., filmed and posted a video of herself at the **Dona Bela Shreds** booth.

“I’m here looking for lines for my new store,” she explained. After 10 years in business, she’s opening a men’s store next door—to be called **Bro-Tiki**—looking to capitalize on the growing millennial population in her Tampa Bay market. “I can’t believe I’ve been in business this long,” she said with a laugh. Just an hour and a half away from her store, she said, Surf Expo’s like a mini-vacation. “I get to get out of town and look for that next great thing.” ●

FREIGHT & LOGISTICS

Freight *Continued from page 1*

Federation about cargo traffic at the nation’s top retail ports.

The most recent report, released on Sept. 10, showed that cargo imports in July were up 5.6 percent to 1.9 million 20-foot containers from the same month last year.

While August figures are not completely tallied, they are expected to be up 4.8 percent year-over-year to 1.92 million containers.

August will be the third month in a row for container imports setting a new monthly record.

Part of the reason for increased imports is that consumers are back shopping again now that the U.S. unemployment rate is at a low 3.9 percent, wages are going up slightly, the economy is predicted to expand 2 percent to 3 percent this year and a recently passed income tax cut is putting more money in shoppers’ pockets.

But tariffs could dampen that consumer spending. “More tariffs could come any day, and retailers have been bringing in record amounts of merchandise ahead of that in order to mitigate the impact on their customers,” said NRF Vice President for Supply Chain and Customs Policy Jonathan Gold. “Retail sales are growing stronger than expected this year thanks to tax cuts and job creation, but tariffs are the wild card, which threaten to throw away a significant portion of those benefits.”

The apparel industry has taken a stand against tariffs. Most recently, the **U.S. Fashion Industry Association** in Washington, D.C., joined forces with more than 80 organizations to voice its concern about the damaging effects of tariffs.

“The fashion industry is pleased to join with a wide range of industries and organizations across the country to fight the proposed tariffs, which will amount to an additional tax on consumers and limit consumer choices,” said USFIA President Julie Hughes. “The proposed 25 percent duties on consumer products will not achieve the stated goal of eliminating China’s troublesome intellectual property and technology transfer practices. Furthermore, the tariffs will harm American consumers at all income levels—from the single parent struggling to make ends meet as they purchase back-to-school necessities for their kids to the consumer of high-end fashion manufactured in the United States and every American family in between—by imposing a substantial regressive tax on basic household purchases of clothing, footwear, back-to-school items and home goods.”

While importers are pushing to bring in goods, this flurry of increased cargo traffic has not hit the **Port of Los Angeles**, one of the largest in the United States. For the first eight months, cargo imports were nearly flat with last year, totaling 3.15 million containers versus 3.17 million containers last year.

When calculating imports, exports and empty containers,

cargo-container traffic for the eight months is down 2.6 percent. Still, cargo volumes have been extremely robust this year.

“We are off a couple of percentage points this year compared to 2017, but that is after record-breaking years in 2016 and 2017,” said Phillip Sanfield, director of media relations at the Port of Los Angeles. “We were seeing cargo owners pushing their orders in June and July.”

At the neighboring **Port of Long Beach**, cargo-container import volumes for the first eight months this year were up 7.6 percent over last year, totaling 2.68 million containers. When calculating inbound, outbound and empty cargo containers, port volume was up 9.4 percent.

With the threat of a tariff-trade war, importers are getting nervous. “I am seeing very high demand for space from Asia to the United States, on the ocean and in the air,” said Robert Krieger, president of **Krieger Worldwide**, a customs brokerage and freight forwarder in Los Angeles.

He said an apparel company bringing in basic fashions should import as much as it can afford at this time. To defer duty payments, he recommends putting merchandise in a bonded warehouse or a foreign-trade zone in the Los Angeles area. “That’s what people use to do many years ago when there were quotas,” he said. “When you think tariffs are going to go up soon, bring your goods in right away and lock out your competition.” ●

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NEWS

Informa Exhibitions Appoints Mark Temple-Smith as Managing Director of Fashion Exhibitions Business

Informa Exhibitions has appointed Mark Temple-Smith to the role of managing director of its fashion exhibitions business, a segment that includes **WWD**MAGIC, **Coterie**, **Project** and **Project Womens**. The news follows the acquisition of **UBM** by business-to-business information services provider **Informa PLC**.

Included in Temple-Smith's 20-year career are roles such as chief executive officer, Asia, for the **Tarsus Group** and managing director, Asia, for the **ITE Group plc**, where he expanded the company's Asian business from a startup to some 50 exhibitions and more than 400 employees. Prior to his new appointment, Temple-Smith served as Informa Exhibitions' commercial director, where he managed new growth initiatives for Europe, the Middle East, Africa and the Americas businesses.

"We are pleased to have Mark take on this essential role as we focus on rolling out such an initiative so important to the fashion marketplace and dedicating the right resources—management, technology and branding—to supporting our customers' success," Informa Exhibitions Chief Executive Officer Charlie McCurdy said in a statement. "We believe the combination of Informa's global approach to B2B [business-to-business] events marketing and our customer-first focus—with UBM's history and strength in fashion, particularly in the U.S. and Asia—is a powerful engine for growth in the fashion-events market."

As managing director of Informa Exhibitions' fashion-exhibitions business, Temple-Smith will lead the company through its previously announced three-year plan for

new investments and show experience. The initiative includes plans to enhance marketing, content, digital and customer service to facilitate exhibitor and attendee connections, leads, opportunities to showcase products, growth and business success through experiences in person and online.

"Fashion is a highly international, increasingly digital and fast-changing market," Temple-Smith said. "I'm looking

forward to enhancing our brands and platforms and working closely with our customers to understand and find solutions to their business needs and support their year-round marketing priorities."

While discussing his new position, Temple-Smith expressed the potential for the company's growth within the fashion-events segment.

"In taking on this role, I will be working with a strong team that has extensive knowledge and experi-

ence in the areas of branding and marketing in the fashion-events space," he said. "Our fashion group serves the needs of the \$1 trillion global fashion industry through 21 show brands across seven marketplaces that cover all major fashion categories, and we will continue to focus on strengthening our relationships with the industry's global community of brands and retailers."

Regarding the departure of former managing director Mike Alic, the company released a statement saying, "Mike Alic has decided to step down from his position as managing director to pursue new interests after 14 successful years of contributions to the leadership and growth of **Advanstar** and **UBM Fashion**. Ultimately, we agree and support his decision."—*Dorothy Crouch*



Mark Temple-Smith

Calendar

Sept. 15

FAME Moda Coterie
Stitch @ Coterie
Sole Commerce
Sourcing @ Coterie
Javits Center
Through Sept. 17

Sept. 16

Midwest Apparel Trade Show
Embassy Suites
Deerfield, Ill.
Through Sept. 17

Sept. 17

Texworld Paris
Apparel Sourcing Paris
Le Bourget
Paris
Through Sept. 20

Sept. 19

Première Vision
Paris Nord Villepinte
Paris
Through Sept. 21

Sept. 24

International Lingerie Show
Westgate Las Vegas
Las Vegas
Through Sept. 26

Sept. 25

Lineapelle
Fieramilano
Milan, Italy
Through Sept. 27

Las Vegas Souvenir & Resort Gift Show
Las Vegas Convention Center
Las Vegas
Through Sept. 28

Sept. 27

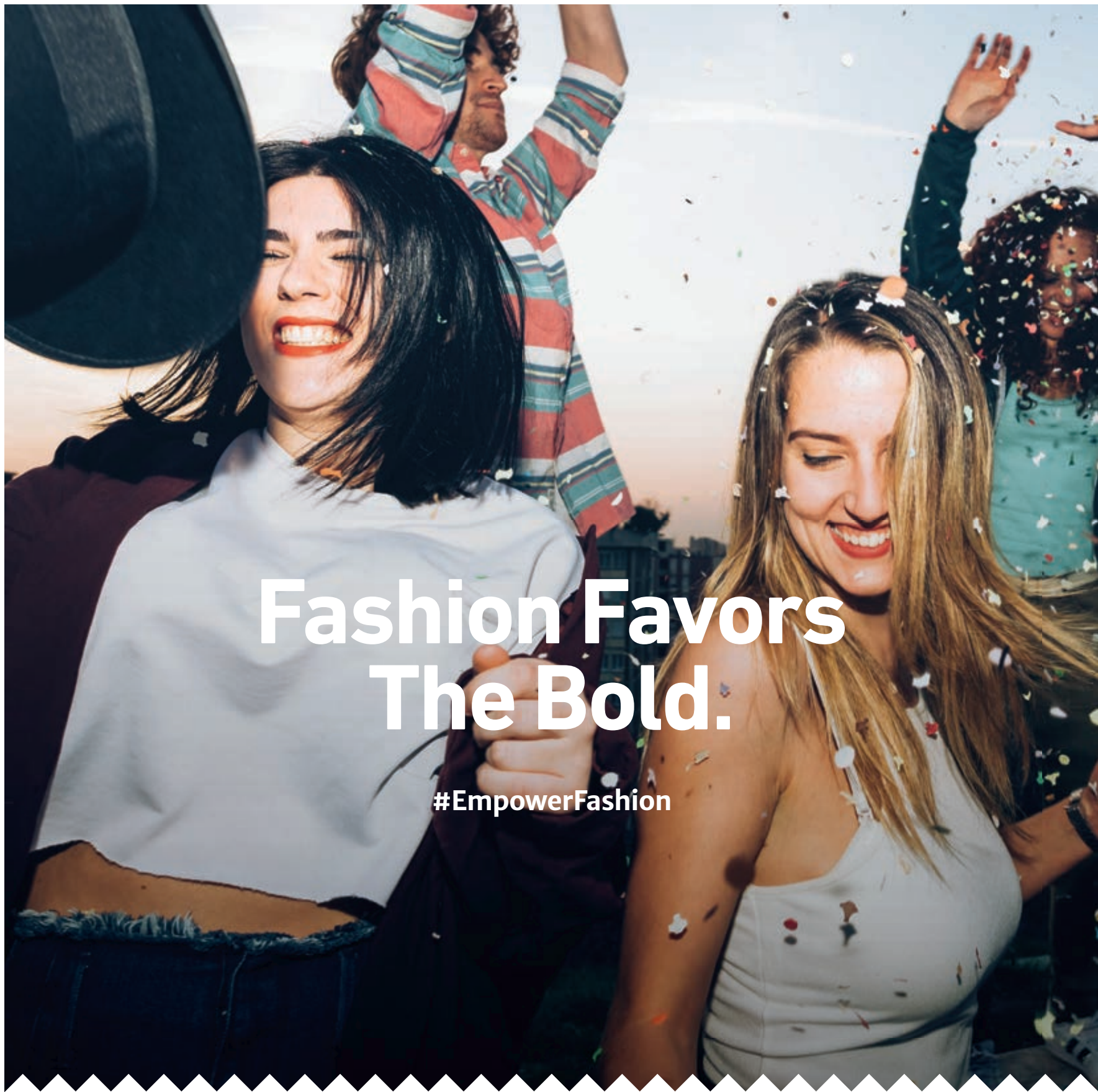
California Fashion Association's luncheon benefiting the California Fashion Foundation
California Market Center
Fashion Theater
Los Angeles

There's more
on ApparelNews.net.

For calendar details and contact information, visit ApparelNews.net/calendar.

Submissions to the calendar should be faxed to the Calendar Editor at (213) 623-5707. Please include the event's name, date, time, location, admission price and contact information. The deadline for calendar submissions is the Tuesday prior to Friday publication. Inclusion in the calendar is subject to available space and the judgment of the editorial staff.

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FASHION

Tadashi Shoji Shoots for the Moon at NYFW

The stars and the heavens above were the inspiration for Tadashi Shoji's Spring/Summer 2019 collection, seen on the runway on Sept. 6 during **New York Fashion Week**.

The mysterious and captivating world of the galaxies underscored the collection at Gallery 1 at the **Spring Studios**.

His elegant dresses and evening gowns with flowing fabric were embedded with celestial symbols in the form of crescent moons and stars.

The Los Angeles designer, who studied at **Los Angeles Trade-Tech College**, said he looked to the sky for his inspiration because the star-populated heavens have something waiting to be discovered and offer hope for



FRAZER HARRISON/GETTY IMAGES



the future.

The collection's color scheme emulated the various hues seen at dawn and dusk—with bright blues and greens or oranges and reds. Shimmering dark blue and black dresses created a sense of twilight.

Shoji said he used a lot of embroidery and lace with star and moon motifs designed by him and his team.

The dresses and gowns had blouson waists, Watteau trains and cosmos-printed chiffons.—*Deborah Belgium*



Los Angeles Designers on the Runway at Style Fashion Week in New York

Los Angeles designers were front and center during **New York Fashion Week** when they showed at **Style Fashion Week**, a fashion and art-oriented event founded by Veronica Welch-Kerzner, whose first runway shows were held in downtown Los Angeles.

Style Fashion Week has expanded around the world with events in Dubai, Miami, Los Angeles and Palm Desert, Calif.

With three days of runway shows held Sept. 6–8, Style Fashion Week took place at **The Manhattan Center**. Designers from around the world were showing their collections. Here are some looks from the Southern California designers who were on the runway.—*Deborah Belgum*



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RETAIL

Palisades Village *Continued from page 1*

lage spreads out over 125,000 square feet down Pacific Palisades' once sleepy main commercial district.

For the project, Caruso knocked down a couple blocks of buildings around the intersection of Sunset Boulevard and Swarthmore Avenue, erecting one- and two-story structures of various architectural styles designed by architecture firm **Gensler**.

Rick Caruso, the founder of Caruso, said the new buildings were intended to seamlessly mix with the "coastal-village look" of the neighborhood and create a small-town vibe, which includes a 5,600-square-foot park, a specialty grocery store, a five-screen movie theater, a community center and a three-story underground parking structure with 560 spaces.

The retail center will be anchored by the **Bay Theatre**, a revamped version of the original 1940s-era theater, which has been closed for decades. It will be operated by **Cinépolis Luxury Cinemas**.

On the retail side, one high-marquee tenant will be **Towne by Elysewalker**, a new concept store with casual styles for women. It is being developed by prominent boutique retailer Elyse Walker, who for more than 16 years has operated the influential **Elyse Walker** boutique across the street from the upcoming retail district.

Famous fashion stylist and designer Rachel Zoe will set up a six-month-long pop-up store where she will sell her collection.

project's development.

He gave Caruso and his company high marks for their accessibility, but he conceded there's a range of opinions on the project. "For some, it will be the mall that destroyed the quiet, small-town charm of Pacific Palisades. To others, it will be the greatest thing that ever happened," he said. "My personal hope is that it can bring up the other parts

of the business district to allow them to succeed."

He also hoped that the entire neighborhood's business district would be able to embrace change and grow while retaining the small-town qualities and character that many consider key to the Palisades experience.

One particular concern of Palisades resi-

dents was traffic. Kamer said that many were worried about traffic becoming as congested as it is in the nearby Brentwood district, where Caruso resides. In that tony neighborhood, there are two popular retail complexes—the **Brentwood Country Mart** and **Brentwood Gardens**.

Caruso was one of the first in the nation to offer open-air, lifestyle malls presented as an alternative to the once-dominant enclosed regional malls. The developer mixed a parklike ambiance and unique architecture reminiscent of **Disneyland's** Main Street, harkening back to the 1950s, when life was more halcyon.

Due to the success of The Grove and The Americana at Brand, Caruso became a star in developer circles and known for making

brash statements about shopping malls.

At the **National Retail Federation's Big Show** convention in 2014, he said that malls had to change or go out of business. "I've come to the conclusion that within 10 to 15 years, the typical U.S. mall, unless completely reinvented, will be seen as a historical anachronism that no longer meets the needs of the public, retailers or communities," he said.

In 2015, the NRF honored the billionaire developer with a Disruptor Award, given to people shaking up the retail industry.

Palisades Village will be unveiled at a time when few malls are opening in California. One new project is the **City Center**

Bishop Ranch, designed by star Italian architect Renzo Piano. It is scheduled to open this fall in the Northern California town of San Ramon.

Despite the shuttering of many stores and talk of a "retail apocalypse," retail gurus Deborah Weinswig, the chief executive officer and founder of **Coresight Research**, and Michael J. Brown, a partner at **A.T. Kearney**, wrote that malls will continue to thrive.

In a May research note called "The Mall Is Not Dead," Weinswig said that big changes are on the horizon for malls, led by a shift that Caruso helped pioneer. There will be more park spaces, perhaps more play areas for children and a different retail mix.

Malls will increasingly become destination centers, Brown said. "Malls will transform to being consumer-engagement spaces or broad spaces where consumers can engage with others and with brands while they do their shopping," he said.

Caruso's lifestyle mall is a variation of this destination mall, which is continuing to reshape U.S. shopping centers, Brown noted. ●



Palisades Village site on Sept. 9



Renderings of Palisades Village

Other shops include **A.L.C.**, **Anine Bing**, **Paige**, **Cynthia Rowley**, **Vince**, **Zimmerman** and activewear brand **Carbon 38**.

For a modern touch to olden days, the village will feature an **Amazon Books** bookstore.

The debut of Palisades Village has received a range of opinions from enthusiastic to guarded.

Denise Mangimelli, co-owner of the **Boca** clothing boutique, anticipates the project will be a great boost to the neighborhood. Mangimelli had a Boca store in the Palisades for 24 years but moved a few miles away two years ago to Santa Monica, Calif.

This year, Mangimelli moved her store back to the Pacific Palisades, believing the project will revive the neighborhood. "It will bring more people and restaurants to the area," she said, adding that she may have to hire more salespeople.

But Lou Kamer, a Pacific Palisades resident, was a little more wary. He campaigned for and won a seat on the Pacific Palisades Community Council to have a voice in the



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Clarion UX Brings Aboard Susan Milano to Manage WWIN Key-Buyer Initiatives

As it expands its key-buyer program with new initiatives for its **Womenswear In Nevada** (WWIN) trade show, **Clarion UX** has hired Susan Milano to manage its key accounts.

Reporting to Clarion UX Vice President of Fashion Events Desiree Hanson, Milano will cultivate relationships with WWIN's target key-buyer audience. This group includes catalogs, boutiques, specialty chains and department stores, but as the show expands, Milano will also look to reach out to new potential attendees such as top retail accounts and buying groups.

One of Milano's largest responsibilities will be to manage the expansion of WWIN's Key-Buyers Concierge Club—a VIP experience offered to pre-screened key-account members, which was introduced in August 2018—and Match!, which customizes meetings matching exhibitors and buyers according to interest and arranges appointments between the parties.

"We are thrilled to have Susan join our team," Hanson said in a statement. "We are investing in new platforms to help bring the right buyers together with the right exhibitors, and Susan has the skills, industry insights and enthusiastic attitude needed to ensure our success."



Susan Milano

The Key-Buyers Concierge Club will also include expedited registration, complimentary lunch service, reserved seating in the event's dining salons and during fashion shows, and an appointment system that eases the process of meeting with exhibitors.

"[Susan's] extensive fashion-industry experience—spanning wholesale, retail and publishing segments—gives her a unique, 360-degree viewpoint that promises to help us take the WWIN buyer/exhibitor customer experience to the next level," Hanson explained.

Prior to joining Clarion UX, Milano served as the senior sales representative for **Cachet Industries Inc.**'s eveningwear division. Before working with Cachet Industries Inc., she was the senior sales representative for **Faviana International** and director of sales for the **Alex Apparel Group**, where she oversaw annual sales of more than \$53 million for its women's evening-apparel label, **Alex Evenings**.

Milano's 30-year career has also included management roles with the **Jump Apparel Group**, **Lane Bryant** and **Lord & Taylor** as well as experience in publishing as the advertising director at **LFP Inc.**

—Dorothy Crouch

Founder of Downtown Center Business Improvement District Is Retiring

After 20 years of leadership as the founder of the **Downtown Center Business Improvement District** (DCBID), Carol Schatz will retire on Sept. 30.

In addition to serving as a force behind legislation permitting the formation of property-based business improvement districts, Schatz also founded the DCBID—a coalition of neighborhood property owners—in 1998. She also was the president and chief executive officer of the **Central City Association**, a downtown business-advocacy group, from 1995 until her retirement from that organization in 2016.

"It's been a great privilege to have played a central role in planning and leading Downtown LA's renaissance," Schatz said. "The DCBID was a key factor in the downtown renaissance and in bringing in more than \$30 billion in new investment to DTLA."

Through a decision made by the DCBID's executive officers, Execu-

tive Vice President and Chief Operating Officer Suzanne Holley, who joined the DCBID in 2013, will succeed Schatz as the organization's president and chief executive officer.

"Having worked very closely with Carol in my time here, I am intimately familiar with her vision for the district," Holley said, explaining she will grow the organization's use of technology and influencer marketing. "They [stakeholders] are in good hands. I am here for the stakeholders, and my team will be doing more one-on-one outreach to make sure that we are fulfilling their needs."

The team that will support Holley includes DCBID Senior Vice President and Director of Economic Development Nick Griffin, who was also promoted and will serve as the organization's executive director.

To ease the transition, Schatz will serve as president emeritus and be a goodwill ambassador for downtown Los Angeles.—D.C.



Carol Schatz



Suzanne Holley

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(213) 627-3737

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