

# ICSC GOVERNMENT RELATIONS CHAIR SPOTLIGHT



## Scott Burdett

Scott Burdett has been an ICSC member since 2005 and has served as the New York Government Relations Chair since 2018.

### What motivated you to get involved in government relations?

Over the years at Flaum Management, I've had the opportunity to participate in political events, which led to my interest in politics. I enjoyed the work I did as part of the Government Relations Committee, and it was a natural progression into the GR Chair role. I look forward to participating in the Federal Fly-In every year. It affords critical opportunities to spend time on Capitol Hill with our representatives and have conversations and discuss the issues that affect our members and industry.

### Which ICSC meeting is your favorite to attend?

The ICSC+OAC is, by far, my favorite event each year. The content and networking opportunities are unrivaled. While it's not a dealmaking conference per se, it focuses more on building connections and providing education. It's a smaller event, capped at 500 people or so, which allows for deeper connections with key players across the industry. I also enjoy the opportunity to travel and explore new markets as the show rotates to different cities each year.

### What's the best piece of advice you've ever received?

While there is no shortage of old adages in the commercial real estate world, two that resonated with me over the years are: "Sometimes the best deals are the ones you don't make" and "You need to buy it right." I've learned you can't be afraid to walk away, and you can't get emotionally attached to deals. That's how you get into trouble. Debt and leverage are not your friend. If you overpay on the initial acquisition, it leaves you very little room for error. You need to buy it right! It's easier to sleep at night.

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