



Directory

# Whistler Conference

Fairmont Chateau Whistler Resort | Whistler, BC

January 27 – 29, 2019

#ICSC



# Whistler Conference

## SUNDAY, JANUARY 27

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### Registration

1:00 – 6:30 pm

» Fairmont Chateau Whistler Resort –  
Frontenac Foyer

### Member-Hosted Reception

5:00 – 6:30 pm

**NEW!** Squamish Lil'wat  
Cultural Centre  
4584 Blackcomb Way, Whistler

## MONDAY, JANUARY 28

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### Registration

7:30 am – 5:00 pm

» Fairmont Chateau Whistler Resort –  
Frontenac Foyer

### Buffet Breakfast

7:45 – 8:30 am

No breakfast service after 8:30 am.

» Four Seasons Resort Whistler –  
Harmony Ballroom Foyer

### Boxed Breakfast

8:30 – 9:30 am

No breakfast service after 9:30 am.

» Fairmont Chateau Whistler Resort –  
Frontenac Foyer

### Welcome and Introduction to the Program

8:30 – 8:45 am

» Four Seasons Resort Whistler –  
Harmony Ballroom



**Gordon Easton**  
ICSC 2019 Whistler Conference  
Program Planning Committee Chair  
Managing Director  
Colliers International  
Vancouver, BC



**Kieron Hunt**  
ICSC 2019 Whistler Conference  
Program Planning Committee  
Co-Chair  
President  
Key Planning Strategies  
Langley, BC

### CEO Report

8:45 – 9:15 am

» Four Seasons Resort Whistler –  
Harmony Ballroom



**Tom McGee**  
President and CEO  
ICSC  
New York, NY

### Opening Session:

#### Wellness Trends in Retail Development

9:15 – 10:30 am

» Four Seasons Resort Whistler –  
Harmony Ballroom

#### MODERATOR



**Michael Penalosa**  
Director  
Deloitte LLP  
Vancouver, BC

#### PANELISTS



**James Cook**  
Americas Director of Research,  
Retail  
JLL  
Danville, IN



**Don Ghermezian**  
President  
Triple Five Group of Companies  
East Rutherford, NJ

### Deal Making

9:30 am – 5:00 pm

» Fairmont Chateau Whistler Resort –  
Frontenac & Macdonald Ballrooms &  
Foyers

### Networking Lounge

9:30 am – 5:00 pm

» Fairmont Chateau Whistler Resort –  
Mallard Lounge

### Networking Break

10:30 – 10:45 am

» Four Seasons Resort Whistler

### Education/Industry Sessions

10:45 – 11:45 am

» Four Seasons Resort Whistler –  
Harmony Ballroom

### The Changing Design and Integration of Wellness in our Retail Environments



**David Sheldon**

Practice Leader, Corporate +  
Commercial  
Perkins + Will  
Los Angeles, CA

### Millennials Now and Then

It's time to set the millennial theory straight. Do we really spend more and how much do we really love avocado toast? It's time to dig deep on millennial spending, consumer debt and what's next in retail with two avocado-loving 30-year olds.



**Brad Westerop**

E-Commerce Manager  
Fox Factory Brand  
Vancouver, BC



**Russell Whitehead**

Retail Consultant and Urban  
Planner  
Colliers International  
Calgary, AB

### Boxed Lunch

12:00 – 12:45 pm

No lunch service after 12:45 pm.

» Fairmont Chateau Whistler Resort –  
Frontenac & Macdonald Foyers

### Buffet Lunch

11:45 am – 12:30 pm

No lunch service after 12:30 pm.

» Four Seasons Resort Whistler –  
Harmony Ballroom Foyer

### Presentation

12:15 – 1:00 pm

» Four Seasons Resort Whistler –  
Harmony Ballroom



The Debaters Live is coming to Whistler for a hilarious debate where comics go toe to toe in a battle of laughs and logic and where you - the audience - picks the winner! This special live event, created especially for ICSC, features host Steve Patterson and two of his favourite comics.

### Retailers' Runway

1:00 – 2:00 pm

» Four Seasons Resort Whistler –  
Harmony Ballroom

### MODERATOR



**Dan Clark**

Partner  
Sitings Realty Ltd.  
Vancouver, BC

### PANELISTS



**Megan Cheesbrough**

Vice President Retail  
Arc'teryx  
Vancouver, BC



**David Patchell-Evans**

CEO  
Goodlife Fitness Club  
London, ON



**Kevin Satterfield**

Direct Retail Operations, Cannabis  
Operations, Cannabis - Store  
Operations  
BC Liquor Distribution Branch  
Vancouver, BC



**George Weetman**

Vice President Brand and Digital  
Commerce  
Arc'teryx  
Vancouver, BC

# Whistler Conference

## Keynote Presentation

2:00 – 3:00 pm

» **Four Seasons Resort Whistler** –  
Harmony Ballroom

Jon Montgomery captured the hearts of Canadians—and the attention of everyone—during the 2010 Vancouver Winter Games. After years of hard work, training and perseverance, Montgomery won a gold medal in the skeleton, securing his place in history as one of the best. His celebratory walk through Whistler showcased his passion, spirit and sense of humour—traits that he brings to every platform. Since 2013, Montgomery has acted as the host of the hit television program, *The Amazing Race Canada*, which sees teams of contestants competing with one other as they race to travel the country.



**Jon Montgomery**  
Gold Medal Olympian  
Host, *The Amazing Race Canada*

## Retail Trends Roundtable

3:00 – 4:00 pm

» **Four Seasons Resort Whistler** –  
Symphony

All attendees welcome! Please join in to discuss current trends in our industry and new trends ahead. From the shopper experience, new technologies and our changing customer this hour will be packed with insights.



**Neena Arora**  
ICSC Canadian Division Innovation  
Chair  
Senior National Account Executive  
Licensed Store Business  
Development  
Starbucks Coffee Canada  
Vancouver, BC



**Shannon Leisz**  
Director of Field Sales – Branded  
Solutions Canada  
Starbucks Coffee Canada  
Vancouver, BC



**James Smerdon**  
Vice President and Director of  
Retail Consulting  
Colliers International  
Vancouver, BC

## TUESDAY, JANUARY 29

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### Registration

8:00 am – 3:00 pm

» **Fairmont Chateau Whistler Resort** –  
Frontenac Foyer

### Boxed Breakfast

8:30 – 9:30 am

No breakfast service after 9:30 am.

» **Fairmont Chateau Whistler Resort** –  
Frontenac Foyer

### Deal Making

9:00 am – 3:00 pm

» **Fairmont Chateau Whistler Resort** –  
Frontenac & Macdonald Ballrooms &  
Foyers

### Networking Lounge

9:00 am – 3:00 pm

» **Fairmont Chateau Whistler Resort** –  
Mallard Lounge

### Boxed Lunch

12:00 – 12:45 pm

No lunch service after 12:45 pm.

» **Fairmont Chateau Whistler Resort** –  
Frontenac & Macdonald Foyers

### Conference Adjourns

3:00 pm

*Program information current as  
of January 8, 2019.*

## DIVISIONAL VOLUNTEER LEADERSHIP

**Claude Sirois**, ICSC Trustee and Canadian Division Vice President, Ivanhoé Cambridge Inc.

**Patti Parente**, ICSC Canadian Division Government Relations Chair, A&W Food Services of Canada Inc.

**Prakash David**, ICSC Canadian Division P3 Private Chair, Triovest Realty Advisors Inc.

**Gerald Gabinet**, ICSC Canadian Division P3 Public Chair, Strathcona County

**Chris Tarrant**, ICSC Canadian Division Retail Chair, Starbucks Coffee Company

**Casdin Parr**, ICSC Canadian Division Next Generation Chair, Oxford Properties Group

**Neena Arora**, ICSC Canadian Division Innovation Chair, Starbucks Coffee Company

## PROVINCIAL VOLUNTEER LEADERSHIP

**John Allan**, ICSC Provincial Director, Platform Properties Ltd.

**William D. Holder, Esq.**, ICSC Provincial Government Relations Committee Chair, Clark Wilson LLP

**Lorraine Manson**, ICSC Provincial Operations Chair, Martello Property Services Inc.

**Kaitlyn Cook**, ICSC Provincial Next Generation Chair, Wensley Architecture Ltd.

## PROGRAM PLANNING COMMITTEE

**Gordon Easton**, ICSC 2019 Whistler Conference Program Planning Committee Chair, Colliers International

**Kieron Hunt**, ICSC 2019 Whistler Conference Program Planning Committee Co-Chair, Key Planning Strategies

**Dan Clark**, Sitings Realty Ltd.

**Kaitlyn Cook**, Wensley Architecture Ltd.

**Megan Grayston**, Concord Pacific Developments Inc.

**Jana Huot**, GWL Realty Advisors Inc.

**Dawn Pagel**, Smart REIT Management Inc.

**Michael Penalosa**, Deloitte LLP.

**Ajay Shah**, Kubik Developments Corp.

**Jasmine Shum**, Grosvenor Americas

**Trevor Thomas**, JLL

**Bianca Wong**, GWL Realty Advisors Inc.

# Exhibitors

## THANK YOU TO OUR SPONSORS

### Global



### North American



### Black Diamond

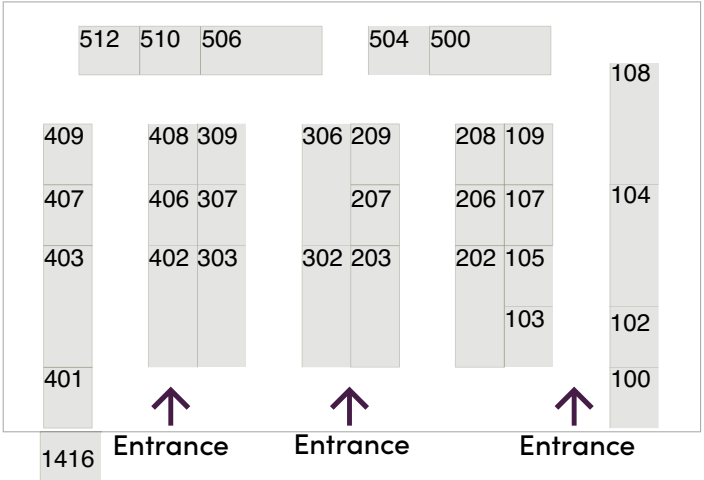


### Conference

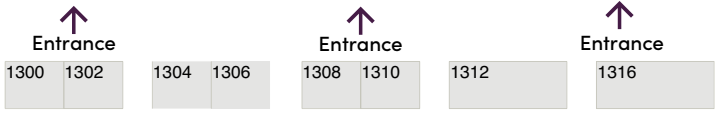
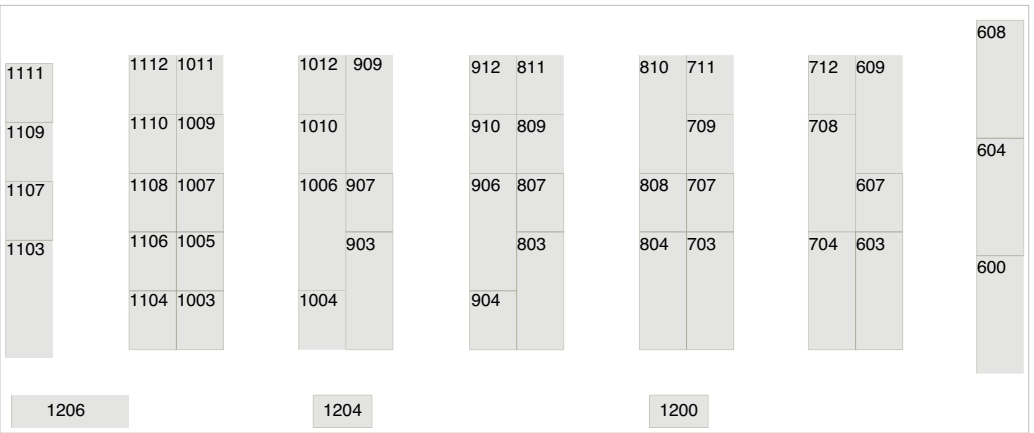


# Exhibitors

## Frontenac Ballroom and Foyer



## Macdonald Ballroom & Foyer



## Exhibitors

### **A and W Food Services of Canada Inc.**

**Booth: 1204**

Contact: Kevin Molyneaux  
Phone: +1 604 988 2141  
www.aw.ca

### **Altus Group Limited**

**Booth: 207**

Contact: Jaime Douglas-Blake  
Phone: +1 604 683 5591  
www.altusgroup.com

### **Anthem Properties**

**Booth: 403**

Contact: Lisa Doherty  
Phone: +1 604 689 3040  
www.anthemproperties.com

### **Avison Young Canada Inc.**

**Booth: 608**

Contact: Shella Scheller  
Phone: +1 416 955 0000  
www.avisonyoung.com

### **Bentall Kennedy (Canada) LP**

**Booth: 909**

Contact: May Elford  
Phone: +1 604 661 5000  
www.bentallkennedy.com

### **Blackstone Commercial Calgary Ltd.**

**Booth: 1011**

Contact: Marion Fisher  
Phone: +1 403 214 2344  
www.blackstonecommercial.com

### **Blackwood Partners Management Corporation**

**Booth: 708**

Contact: Elaine Brooks  
Phone: +1 604 588 5271  
www.blackwoodpartners.com

### **The Cadillac Fairview Corporation Limited**

**Booth: 803**

Contact: Caleigh Silmsler  
Phone: +1 416 598 8652  
www.cadillacfairview.com

### **Cameron Development Corporation**

**Booth: 810**

Contact: Sara Ter Steege  
Phone: +1 780 424 8008  
www.cameron-corporation.com

### **Canned Heat - Amantii**

**Booth: 1009**

Contact: Anna Cheng  
Phone: +1 604 992 4182  
www.amantii.com

### **Capital Crossing Advisors**

**Booth: 1206**

Contact: Gord Scrapper  
Phone: +1 306 570 6777  
www.capitalcrossing.ca

### **CarbonLeo**

**Booth: 108**

Contact: Kate Urhammer  
Phone: +1 450 550 8080  
www.carbonleo.com

### **CBRE**

**Booth: 202**

Contact: Kimberly Yetman  
Phone: +1 416 815 2328

### **Central Alberta Economic Partnership**

**Booth: 1308**

Contact: Jennifer Hartigh  
Phone: +1 403 885 6246  
www.caepalberta.com

### **Choice Properties REIT**

**Booth: 609**

Contact: Kathy-Ann Grizzle  
Phone: +1 855 322 2122  
www.choicereit.ca

### **City of Edmonton**

**Booth: 1107**

Contact: Daniel Leckie  
Phone: +1 780 442 1516  
www.edmonton.ca

### **City of Fort Saskatchewan**

**Booth: 808**

Contact: Mike Erickson  
Phone: +1 780 992 6278  
www.fortsask.ca

### **City of Grande Prairie**

**Booth: 1418**

Contact: Rebecca Leigh  
Phone: +1 780 357 4969  
www.investgrandeprairie.com

### **City of West Kelowna**

**Booth: 1108**

Contact: John Perrott  
Phone: +1 778 797 2215  
www.westkelownacity.ca/933/  
Economic-Development

### **City of Wetaskiwin**

**Booth: 408**

Contact: Jennifer Fossen  
Phone: +1 780 361 4417  
www.wetaskiwin.ca

### **Colliers International**

**Booth: 402**

Contact: Kayla-Rae Russiani  
Phone: +1 604 661 0812  
www.collierscanada.com

### **CoStar Group Inc.**

**Booth: 1012**

Contact: Eileen Hartunian  
Phone: +1 416 945 7158  
www.costar.com

### **Crombie REIT**

**Booth: 109**

Contact: Lori-Anna Jenkins  
Phone: +1 902 755 8100  
www.crombie.ca

### **Cushman & Wakefield Ltd.**

**Booth: 302**

Contact: Cathy Furnival  
Phone: +1 604 683 3111  
www.cushmanwakefield.com

### **Dairy Queen Canada Inc.**

**Booth: 1110**

Contact: Tammie Verna  
Phone: +1 905 637 4741  
www.dq.ca

### **Daoust Yukovich LLP**

**Booth: 807**

Contact: Ami Johnson  
Phone: +1 416 597 0949

### **Devimco Immobilier**

**Booth: 1316**

Contact: Jennifer Lajoie  
Phone: +1 450 465 2525  
www.devimco.com

### **Dollar Tree Canada**

**Booth: 1402**

Contact: Samantha Colgin  
Phone: +1 757 321 5388  
www.dollartree.com

### **Downtown Kelowna Association**

**Booth: 811**

Contact: Layla Miller  
Phone: +1 250 862 3515  
www.downtownkelowna.com



## Exhibitors

**Downtown Surrey BIA**  
**Booth: 1106**  
Contact: Elizabeth Model  
Phone: +1 604 580 2321  
www.surreycitycentre.ca

**Econo-Malls**  
**Booth: 1004**  
Contact: Vanessa Sotos  
Phone: +1 514 938 2266 ext. 118  
www.econo-malls.com

**Environics Analytics**  
**Booth: 407**  
Contact: Erin Cayne  
Phone: +1 888 339 3304

**EPC Capital**  
**Booth: 1404**  
Contact: Alexandria Wiemer  
Phone: +1 780 341 2016  
www.epccapital.ca

**Fieldgate Commercial Properties Limited**  
**Booth: 1103**  
Contact: Wina Whyte  
Phone: +1 416 568 0507  
www.fieldgatecommercial.com

**Fillmore Construction Management Inc.**  
**Booth: 1306**  
Contact: Janet Becker  
Phone: +1 780 638 1004  
www.fillmoreconstruction.com

**First Capital Realty Inc.**  
**Booth: 306**  
Contact: Sandeep Talwar  
Phone: +1 416 504 4114  
www.fcr.ca

**Form Real Estate Advisors**  
**Booth: 401**  
Contact: Alyssa Dickinson  
Phone: +1 604 638 2121  
www.form.ca

**Forster Harvard Development Corp.**  
**Booth: 906**  
Contact: Alicia Forster  
Phone: +1 306 757 7501  
www.ForsterHarvard.ca

**Forum Properties Inc.**  
**Booth: 1408**  
Contact: Toby Singlehurst  
Phone: +1 514 354 5920  
www.forumproperties.com

**Genesis Development**  
**Booth: 1003**  
Contact: Brian Whitwell  
Phone: +1 403 265 8079  
www.genesisland.com

**Great Clips Inc.**  
**Booth: 607**  
Contact: Jim Reynolds  
Phone: +1 800 999 5959  
www.greatclips.com

**Greater Edmonton Economic Development Team (GEEDT)**  
**Booth: 1400**  
Contact: Shane Olson  
Phone: +1 780 464 8259  
www.edmontonglobal.ca

**Grosvenor Americas**  
**Booth: 309**  
Contact: Alison Miles Cork  
Phone: +1 604 683 1141  
www.grosvenor.com

**GWL Realty Advisors Inc.**  
**Booth: 709**  
Contact: Bianca Wong  
Phone: +1 604 713 6450  
www.gwlrealtyadvisors.com

**Habitat Systems Inc.**  
**Booth: 1111**  
Contact: Lauren Mooney  
Phone: +1 866 422 4828  
www.habitat-systems.com

**Hopewell Development**  
**Booth: 1304**  
Contact: Vanessa Bouma  
Phone: +1 403 476 1289  
www.hopewelldevelopment.com

**ICR Commercial Real Estate**  
**Booth: 711**  
Contact: Alvaro Campos  
Phone: +1 306 664 6116  
www.icrcommercial.com

**Ivanhoé Cambridge Inc.**  
**Booth: 600**  
Contact: Suzanne Mair  
Phone: +1 514 841 7636  
www.ivanhoecambridge.com

**JLL**  
**Booth: 104**  
United States  
Contact: Cheri Evans  
Phone: +1 404 995 2100  
www.jllretail.com

**Klein Group, Royal LePage Commercial**  
**Booth: 1005**  
Contact: Eugen Klein  
Phone: +1 604 818 5888  
www.kleingroup.com

**Knight Signs**  
**Booth: 1109**  
Contact: Scott Ellerbeck  
Phone: +1 604 940 2211  
www.knightsigns.ca

**Lee & Associates Commercial Real Estate Services**  
**Booth: 707**  
Contact: Maria Fayloga  
Phone: +1 604 684 7117  
www.lee-associates.com

**Macdonald Commercial Real Estate Services Ltd.**  
**Booth: 406**  
Contact: Romana Vana  
Phone: +1 604 736 5611  
www.macdonaldcommercial.com

**Marcus & Millichap**  
**Booth: 208**  
Contact: Jennifer Marvin  
Phone: +1 604 675 5200  
www.marcusmillichap.com

**McElhanney Associates Land Surveying Ltd.**  
**Booth: 1302**  
Contact: Yvon Gosselin  
Phone: +1 604 528 0411  
www.mcelhanney.com

**Minden Gross LLP**  
**Booth: 904**  
Contact: Alissa Malina  
Phone: +1 416 362 3711  
www.mindengross.com

**Morguard Investments Limited**  
**Booth: 703**  
Contact: Emily Higgins  
Phone: +1 905 281 3800  
www.morguard.com

## Exhibitors

### **MXD Development Strategists Ltd.**

**Booth: 107**

Contact: Chris LeTourneur  
Phone: +1 604 272 6937  
www.mxddevelopment.com

### **North American/Centrecorp**

**Booth: 804**

Contact: Nancy Quattromini  
Phone: +1 905 477 9200  
www.nadg.com  
www.centrecorp.com

### **Northern Vision Realty Advisors Inc.**

**Booth: 105**

Contact: Michael Anderson  
Phone: +1 604 374 1171  
www.northernvisionrealty.com

### **Northwest Properties**

**Booth: 1112**

Contact: Kelly Richter  
Phone: +1 604 299 7517  
www.nwproperties.ca

### **Omicron Canada Inc.**

**Booth: 100**

Contact: Karena Selnar  
Phone: +1 604 632 3350  
www.omicronaec.com

### **ONE Properties**

**Booth: 1104**

Contact: Lindsay Robinson  
Phone: +1 780 423 5525  
www.oneproperties.com

### **Onni Group of Companies**

**Booth: 409**

Contact: Madison Talling  
Phone: +1 604 602 7711  
www.onni.com

### **Orange Group**

**Booth: 303**

Contact: Lenora Gates  
Phone: +1 778 379 4494  
www.orangegroup.ca

### **Park Royal Shopping Centre**

**Booth: 704**

Contact: Shanon Thornley  
Phone: +1 604 923 4713  
www.shopparkroyal.com

### **PenEquity Realty Corporation**

**Booth: 206**

Contact: Leger Xavier  
Phone: +1 416 408 3080  
www.penequity.com

### **Planet Fitness**

**Booth: 504**

United States  
Contact: Christie Routhier  
Phone: +1 603 319 6723  
www.PlanetFitness.com

### **Plaza Retail REIT**

**Booth: 1312**

Contact: Chelsey St-Pierre  
Phone: +1 514 457 7007 ext. 2241  
www.plaza.ca

### **Powell River Town Centre Ltd.**

**Booth: 103**

Contact: Jack Barr  
Phone: +1 604 738 1111  
www.prtowncentre.com

### **Primaris Management Inc., a Division of H&R REIT**

**Booth: 203**

Contact: Mairi Fraser  
Phone: +1 403 984 1928  
www.primarisreit.com

### **Quadreal Property Group**

**Booth: 910**

Contact: Bonney Rempel  
Phone: +1 604 842 8555

### **Qualico**

**Booth: 1006**

Contact: Brent Mackay  
Phone: +1 403 212 6333  
www.qualicocommercial.com

### **Quality Credit Reporting**

**Booth: 510**

Contact: Courtney Ouimet  
Phone: +1 905 470 4200  
www.qualitycreditreporting.com

### **RE/MAX Commercial**

**Booth: 1010**

Contact: Derek Thorvaldson  
Phone: +1 250 860 3628  
www.remaxcommercial.ca

### **Rice Commercial Group**

**Booth: 712**

Contact: Jackie Richardson  
Phone: +1 905 888 1277  
www.ricegroup.ca

### **RioCan Real Estate Investment Trust**

**Booth: 506**

Contact: Tiffany Piccolo  
Phone: +1 416 866 3033  
www.riocan.com

### **Shape Properties Corp.**

**Booth: 307**

Contact: Charmaine Liang  
Phone: +1 604 681 2358  
www.shapeproperties.com

### **Sitings Realty Ltd.**

**Booth: 604**

Contact: Irene Horvath  
Phone: +1 604 684 6767  
www.sittings.ca

### **SmartCentres**

**Booth: 603**

Contact: Joan Mann  
Phone: +1 905 760 6200  
www.smartcentres.com

### **Starbucks Coffee Company**

**Booth: 1200**

Contact: Andrew Isogai  
Phone: +1 206 318 7656  
www.starbucks.com

### **Strathallen Capital Corp.**

**Booth: 209**

Contact: Mira Kopanarov  
Phone: +1 416 646 7363  
www.strathallen.com

### **Tommy Gun's Original Barbershop**

**Booth: 1406**

Contact: Hayley Harrison  
Phone: +1 250 869 1639  
www.tommyguns.com

### **Treasure Hill Commercial**

**Booth: 912**

Contact: Dominic Spedalieri  
Phone: +1 416 987 5500 ext. 115  
www.THCommercial.com

### **Trinity Development Group Inc.**

**Booth: 809**

Contact: Camille Singh  
Phone: +1 416 255 8800  
www.trinity-group.com

### **Triovest Realty Advisors Inc.**

**Booth: 903**

Contact: Amy Angelozzi  
Phone: +1 416 362 0045  
www.triovest.com

### **Warrington PCI Management**

**Booth: 102**

Contact: John Chasmar  
Phone: +1 604 602 1887  
www.warringtonpci.com

## Exhibitors

---

**Wesgroup Properties**

**Booth: 500**

Contact: Lora Stone

Phone: +1 604 633 2899

[www.wesgroup.ca](http://www.wesgroup.ca)

**West Campus Development Trust**

**Booth: 907**

Contact: Maeve McHugh

Phone: +1 587 747 3300

[www.wcdt.ca](http://www.wcdt.ca)

**West Edmonton Mall**

**Property Inc.**

**Booth: 1007**

Contact: Dean Shaben

Phone: +1 780 444 8124

[www.westedmontonmall.com](http://www.westedmontonmall.com)

**Wyndham Hotel & Resorts**

**Booth: 1416**

Contact: Pamela Ordino

Phone: +1 973 753 8710

[www.wyndhamdevelopment.com](http://www.wyndhamdevelopment.com)

**Yardi Canada Ltd.**

**Booth: 1310**

Contact: Sam Jaishankar

Phone: +1 888 569 2734

[www.yardi.com](http://www.yardi.com)

**Zeidler Architecture**

**Booth: 512**

Contact: Carolyn Moland

Phone: +1 403 233 2525

[www.zeidler.bkdi.com](http://www.zeidler.bkdi.com)