



Directory

Canada's Trends Conference

Fairmont Banff Springs | Banff, AB
April 29 – May 1, 2019 | #ICSC



www.icsc.org/2019CBF

Canada's Trends Conference

COMPLIMENTARY WI-FI

Network: Fairmont Meeting

Password: icsc2019

MONDAY, APRIL 29

Registration

4:30 – 6:30 pm | Riverview Lounge

Member-Hosted Reception

5:00 – 6:30 pm | Ivor Petrak Room

TUESDAY, APRIL 30

Registration

7:00 am – 5:00 pm | Riverview Lounge

Breakfast

7:30 – 8:00 am | Riverview Lounge

No breakfast service after 8:00 am.

Welcome & Introduction to the Program

8:00 – 8:15 am | Alberta Room



Brendan K. Neeson

Canada's Trends Conference
Program Planning Committee Chair
ICSC Alberta/Manitoba/Saskatchewan
Provincial Director
Senior Director, Property Tax Services
Colliers International

Roundtables

8:15 – 9:00 am | Alberta Room

Defining Retail Real Estate Industry Trends

An open and collaborative roundtable discussion that will identify the most relevant trends that are altering the constantly evolving retail real estate and shopping environment.

FACILITATOR



Brendan K. Neeson

Canada's Trends Conference
Program Planning Committee Chair
ICSC Alberta/Manitoba/Saskatchewan
Provincial Director
Senior Director, Property Tax Services
Colliers International

General Session

9:00 – 10:00 am | Alberta Room

Canada Market Update

Canada's Economy 2019: ONE thing that matters a little, and FIVE things that matter a lot. What factors will weigh on Alberta this year? Which critical elements will shape the country's economy in the long-term? And how will Canada adapt to the rapidly changing global and national economy? Join ATB Financial's Chief Economist Todd Hirsch as he demystifies the economy and answers these important questions.



Todd Hirsch

Vice President & Chief Economist
ATB Financial

Refreshment Break

10:00 – 10:15 am | Riverview Lounge

Retailer Panel

10:15 – 11:45 am | Alberta Room

An all-star panel of retail experts will explore the changing retail landscape in the North American market. A wide range of topics will include:

- Are pop-ups in the mall the new normal?
- Digitally native brands and bricks-and-mortar
- Canada as a stepping stone to European expansion in North America
- Experiential retail
- Non-fashion is the new fashion
- The continued relevance of food in the mix
- Entertainment – is it more than movies and bowling?
- Shorter retail life cycles, has outlet shopping peaked?
- How landlords and retail space providers are embracing alternate users of shopping centre spaces.

MODERATOR



Darryl Schmidt, CRX, CLS

Vice President, National Leasing
The Cadillac Fairview Corporation Limited

PANELISTS



Nick Iozzo

Senior Director, Retail Innovation &
Lead Generation
Oxford Properties Group



Philip Rosenzweig
Global Senior Vice President of Retail
and Wholesale
Casper Sleep Inc.



Emily Salsbury-Deveaux
Founder & President
EMMYDEVEAUX

Lunch

11:45 am – 12:30 pm | Riverview Lounge

No lunch service after 12:30 pm.

Keynote Presentation

12:30 – 2:00 pm | Alberta Room

The Future of Retail

Join author and internationally renowned consumer futurist, Doug Stephens, for an amazing tour of the future, where every aspect of the retail experience, as we know it, is being radically transformed. Drawing on research from his international bestselling book, *Reengineering Retail: The Future of Selling in a Post-Digital World*, Doug will share what creative and courageous brands, retailers and centre developers are doing today, to secure their place in the hearts and minds of tomorrow's consumer.



Doug Stephens
Founder of Retail Prophet

General Session

2:00 – 3:00 pm | Alberta Room

When Ground Zero Meets Centre Court at Your Canadian Mall

A wake-up call for retail real estate professionals in charge of security, public safety, management and the ownership of Canadian shopping centres!

MODERATOR



Ray L. McPhee, CC, CL, CPOI, CPO
Security & Risk Management
Life Safety/Personal Defense
Consultant
McPhee Security Consulting Inc.

PANELISTS



Terry Chowanec
Vice President National Security
Operations
The Cadillac Fairview Corporation Limited



Sgt. François Courtemanche
Royal Canadian Mounted Police
Federal Serious & Organized Crime

Refreshment Break

3:00 – 3:15 pm | Riverview Lounge

General Session

3:15 – 4:15 pm | Alberta Room

Shopping Centre Design Excellence – How Do We Get There in Canada?

This panel of experts in urban and retail design and development will explore the changing landscape of shopping centres and how market forces and municipal design shape large format/box retail development. The discussion will also focus on retail design trends and how urban design contributes to a “sense of place,” placemaking, pedestrian oriented development, while repurposing older shopping centres and vacant anchor stores through the lens of the ICSC VIVA worldwide retail design awards and how Canada can achieve retail design excellence.

MODERATOR



Michael L. Kehoe
Broker
Fairfield Commercial Real Estate Inc.

PANELISTS



Darren Kwiatkowski
Executive Vice President
Acquisitions & Development
Shape Properties



Sonny Tomic
Senior Urban Designer
City of Calgary



Lothar Wiwjorra
Senior Urban Designer
City of Calgary

General Session

4:15 – 5:00 pm | Alberta Room

Cannabis Panel

A panel of experts from the booming cannabis retail industry and commercial real estate will explore the emerging Canadian cannabis sector, seven months after legalization. Topics include how growers and retailers across the country struggle to meet customer demand, how the industry can beat the black market, how cannabis retailers can forge their brand identities amid government restrictions, navigating the myriad of government rules and regulations that seem to be stifling the Canadian retail cannabis sector, and how landlords and retail space providers are embracing this dynamic new retail sector.

MODERATOR



Jay De Nance

Senior Leasing Manager
RioCan Real Estate Investment Trust

PANELISTS



Mack Andrews

Vice-Chair
Alberta Cannabis Collective



Darren Bondar

President & CEO
Spirit Leaf



Jeff Bradshaw

President & CEO
The Cannabis Learning Series &
V Strategies Inc.

WEDNESDAY, MAY 1

Registration

7:00 am – 12:00 pm | Riverview Lounge

Breakfast

7:45 – 8:30 am | Riverview Lounge

No breakfast service after 8:30 am.

General Session

8:30 – 9:30 am | Alberta Room

Intelligent Design: Developing next generation mixed-use communities with data and analytics

The way people shop and live is changing, and this is prompting a shift toward mixed-use developments that feature both retail and residential components, to satisfy a wider range of social needs. To ensure their investments hit the mark on profitability, many mixed-use developers are segmenting the consumer market around their properties to identify priority audiences to guide retail and residential development. They're also leveraging big data to drive market strategy, and studying demographic trends to help "future-proof" today's planning decisions. This presentation will include an overview of key trends shaping the shift to mixed-use, and a case study on how developers are leveraging segmentation and big data analytics for strategic guidance in a rapidly changing market.



Emily Anderson

Director, Business Development
Environics Analytics



Andie Daggett

Market & Rental Data Analyst (Alberta)
Urban Analytics

General Session

9:30 – 10:30 am | Alberta Room

The Smarter Way to Manage Waste and Recycling

McArthurGlen Designer Outlet currently has an impressive diversion rate of 83 percent; however, an innovative approach is required to attain its even loftier diversion target of 90 percent. RecycleSmart Solutions will present this case study as an example of the innovative technology and strategies employed to achieve enhanced diversion in a retail setting.



Sarah Miller

Manager, Accounts & Customer
Relations
RecycleSmart Solutions

Refreshment Break

10:30 – 10:45 am | Riverview Lounge

Closing Session

10:45 – 11:45 am | Alberta Room

How online platforms can be used effectively within the retail environment today and the importance of online authenticity for businesses.



Kelly Doody
Founder
The Social School

Closing Remarks

11:45 am – 12:00 pm | Alberta Room



Brendan Neeson
Canada's Trends Conference
Program Planning Committee Chair
ICSC Alberta/Manitoba/Saskatchewan
Provincial Director
Senior Director, Property Tax Services
Colliers International

Boxed Lunch

12:00 pm | Riverview Lounge

Conference Adjourns

12:00 pm

Program information current as of April 22, 2019.

Plan to Attend!

2019 Canadian Events

Québec Conférence

Palais des congrés de Montréal | Montréal, QC

June 19 – 20, 2019

Canadian Conference & Deal Making

Metro Toronto Convention Center | Toronto, ON

September 23 – 25, 2019

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Gerald Gabinet, ICSC Canadian Division P3 Private Chair, Strathcona County

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

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

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Michael Stronger, ICSC Alberta/Manitoba/Saskatchewan Retail Chair, Shindico

Jacqui Reader, ICSC Alberta/Manitoba/Saskatchewan Next Generation Chair, youRhere Inc.

PROGRAM PLANNING COMMITTEE

Brendan K. Neeson, Canada's Trends Conference Program Planning Committee Chair, Colliers International

John Crombie, Crombie Real Estate Consulting

Clint Elenko, Western Canada Canadian Tire Real Estate Limited

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Neha Khare, Ivanhoé Cambridge Inc.

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