Monday, September 16

Registration
1:00 – 5:00 pm
Metro Toronto Convention Centre
North Building, Front Street

Special Industry Groups
1:00 – 3:00 pm

Next Generation
Program and Reception
3:30 – 5:00 pm
Real Sports Bar & Grill
15 York Street
Toronto, ON M5J 0A3

Member-Hosted Welcome Reception
5:00 – 6:30 pm
Real Sports Bar & Grill
15 York Street
Toronto, ON M5J 0A3

If you are interested in being a Convention Sponsor, please contact Kyle Tomlin at ktomlin@icsc.org

Admittance to All Convention Activities by ICSC Photo Name Badge Only

Tuesday, September 17

Registration
7:30 am – 5:30 pm
Metro Toronto Convention Centre
North Building, Front Street

Continental Breakfast
8:00 – 9:00 am

Welcome and Opening Remarks
8:30 – 8:45 am

Jane Domenico
ICSC 2013 Canadian Convention Program Planning Committee Co-Chair
Partners REIT LEAGUE Assets Corp.
Toronto, ON

Susan Allen
ICSC 2013 Canadian Convention Program Planning Committee Co-Chair
The Cadillac Fairview Corporation Limited
Toronto, ON

Industry Update
8:45 – 9:15 am

Michael P. Kercheval
President and CEO
International Council of Shopping Centers, Inc.
New York, NY

Economic Panel Discussion
9:15 – 10:30 am

Up, down or sideways! The economic state of the country: LIVE!
This session, produced as a television special, will delve into our current economic health and explore the trends that will shape our future performance.

Our expert panelists led by our esteemed moderator, the host of the Lang & O’Leary Report on CBC television, will discuss the challenges we face in an intriguing interactive television special report.

MODERATOR
Amanda Lang
Senior Business Correspondent
CBC News
Toronto, ON

PANELISTS
Warren Jestin
Senior Vice President and Chief Economist
Scotiabank
Toronto, ON

Dr. Doug Norris
Vice President & Chief Demographer
Environics Analytics
Toronto, ON

Douglas Porter
Chief Economist and Managing Director
BMO Capital Markets
Toronto, ON

Deal Making, Trade Exposition and Food Court
9:30 am – 5:00 pm

To apply for Exhibit Space, see the form included in this brochure.

Buffet Lunch
11:45 am – 12:45 pm
No lunch service after 12:30 pm

Seymore Obront Award Presentation
12:30 – 12:45 pm
Outlook for Retail Real Estate
12:45 – 1:00 pm

David LaRue
ICSC Chairman-elect
President & Chief Executive Officer
Forest City Enterprises
Cleveland, OH

Luncheon Keynote Address
1:00 – 2:00 pm

Karen McKibbin
President of Nordstrom Canada
Nordstrom Inc.

Join Karen McKibbin, President of Nordstrom Canada, one of America’s premier department stores discuss their upcoming Canadian launch. Learn what makes their brand unique, from their customer service focus to the overall retail offering.

Wednesday, September 18

Registration
7:30 am – 4:00 pm
Metro Toronto Convention Centre
North Building, Front Street

Continental Breakfast
8:00 – 9:00 am

Business General Session
9:00 – 10:30 am

C-Suite Real Estate Developer and Investor Forum

Moderator

Howard Green
BNN Headline Anchor
Toronto, ON

Panelists

Paul Gleeson
Executive Vice President, Development
Ivanhoé Cambridge
Montreal, QC

Blake Hutcheson
President and Chief Executive Officer
Oxford Properties Group
Toronto, ON

Patrick Miniutti
CEO
Partners REIT
Toronto, ON

Sharm Powell
Director
CPPIB
Toronto, ON

Dori Segal
President and Chief Executive Officer
First Capital Realty
Toronto, ON

John Sullivan
President and Chief Executive Officer
The Cadillac Fairview Corporation, Ltd.
Toronto, ON

Patrick Sullivan
Chief Operating Officer
Primaris
Calgary, AB

Fred Waks
President and Chief Operating Officer
RioCan REIT
Toronto, ON

Deal Making, Trade Exposition and Food Court
9:30 am – 4:30 pm

Buffet Lunch
12:00 noon – 12:45 pm
No lunch service after 12:30 pm

Luncheon Keynote Address
12:45 – 1:45 pm

Join one of Canada’s premier retailer and real estate leaders, Galen Weston, share his vision for his companies in the ever-changing Canadian and global marketplace.

NEW! Marketing Workshops
2:00 – 3:45 pm

Participants will have the opportunity to take part in our new marketing workshops covering intriguing and relevant marketing topics.

A. How Canadian Shoppers differ from American Shoppers.
Now that some of the big U.S. players have entered Canada, does that change the way Canadian retailers market? How does the American retailer effectively market to the Canadians? It’s going to be really extraordinary to think about what this market is going to look like one year from now.
MODERATOR
Susan McGibbon
Chief Experience Officer
The Retail Lab
Toronto, ON

PANELISTS
Adrienne Connell
Vice President
High Road Communications
Toronto, ON

Aris Gouvis
Marketing Expert
Toronto, ON

Tony Hernandez
Director/Eaton Chair in Retailing
CSCA, Ryerson University
Toronto, ON

B. Big Data
Companies have started collecting more and more data, but the biggest challenge now is what to do with it. It’s easy to collect, but the greatest opportunity is the ability to mine that data. What are you doing with the data you are collecting? Is it changing the way you market?

MODERATOR
Goodwin Gibson
CEO
Conversion Marketing Communication
Toronto, ON

PANELIST
Jonathan Huth
Partner
Conversion Marketing Communication
Toronto, ON

Operations Roundtable Sessions
2:00 – 3:45 pm

The Operations Roundtable discussions are focused around a combination of subjects that speak to Case Study (TEC), Sherway Development, Retail Trends, Common Area Wi-Fi in Centres and Strategic update for mall owners and managers as it relates to Shopping Centre Security and New compost programs that save lift cost.

1) Security Case Study: Critical Incidents lessons learned and social media
Social media Websites play an important role in the way people communicate, share and obtain information during a critical incident. There is a requirement for an effective Emergency Management Program to incorporate social media planning, preparedness and response for critical incidents. This roundtable discussion will provide insight into the June 2, 2012 shooting at the Toronto Eaton Centre and review the reaction on social media from different perspectives.

2) Sherway Gardens Development Plans
- $350 million expansion and renovation
- 250,000 sf expansion
- 45 months to complete
- 50 new stores
- 2 new multi-level parking decks
- 4 new restaurants
- Relocation of food court, seating ratio doubled

ROUNDTABLE LEADER
Roy Manias
Director, Security and Life Safety
The Cadillac Fairview Corporation, Inc.
Toronto, ON

3) Cross-Channel/Multichannel Retail Trends
Clients come to John Williams for a combination of high-level, creative and practical strategic direction—mixed with down-to-earth advice on tactical implementation. John has spent a lifetime in stores, catalogue and on-line retail, as well as keenly observing other consumer-connected industries such as real estate, urban development, manufacturing, and governments.

ROUNDTABLE LEADER
John C. Williams
Founder
J.C. Williams Group
Toronto, ON

4) The Future of Wi-Fi access in Shopping Centres
Mike St. Cyr speaks about the future of Wi-Fi and what applications can be built on to it in your centres.

ROUNDTABLE LEADER
Mike St. Cyr
Rycom TPM
Toronto, ON

5) Shopping Centre Security, Strategic Update for Mall Owners and Managers
Security continues to be a top priority for shopping centre owners and managers as we continue to face an unpredictable economy. In this session, a 24-year mall security professional will share some of the latest insights and innovations on security relevant to Canadian shopping centres, including:

1. Information gleaned from the ICSC Shopping Centre Security Leadership Summit held in Baton Rouge, LA from March 19–21, 2013, including:
   a. Results of the annual ICSC 2013 Mall Security Survey
   b. The impact of social media on shopping centre security and operations
   c. Clackamas Town Center Shooting: Lessons Learned on December 11, 2012
2. The latest security trends and “hot button” issues at Canadian shopping centres, including:
   a. Emergency preparedness and response
   b. Organized retail crime and its impact on the mall
   c. Mall security through the eyes of the U.S. retailer
   d. Canada’s New Citizen’s Arrest Law: Implications for Mall Security

**ROUNDTABLE LEADER**

**David Hyde**
Founder
David Hyde & Associates
Toronto, ON

6) **ORCA SYSTEM – New Methods of Dealing with Compost Waste**

   Totally Green manufactures and markets a technology called ORCA. The ORCA System is simple innovation that significantly improves how kitchens, restaurants, supermarkets and cafeterias collect and recycle their organic waste. The ORCA System uses the same principles as outdoor composting but works much, much faster. Unlike a regular compost pile, the end result is a nutrient-rich water effluent that can be sent safely into the sewer system, and it happens in 24 hours instead of several months. Also, unlike compost, there is no hazardous methane by-product and no carbon-emitting, fuel consuming trucks are required to haul away organic waste to far away compost facilities or landfills. The ORCA System processes all organic waste in-house. The millions of micro-organisms sprayed into the machine daily make their home in ORCA’s Proprietary Bio Chips and eat the food in the machine. By constantly multiplying and eating, they break down the food waste within 24 hours. Food waste isn’t just mulched, it’s degraded to such an infinitesimal level it becomes liquid and can exit the machine through a mesh screen with a 0.44 mm opening. The ORCA’s Proprietary Micro-Organisms are harmless – they’re all-natural and found everywhere in our environment. They eat and digest the food in the ORCA the same way they do in nature. Totally Green just found a way to harvest and utilize them, and gave them the perfect environment to do their job quickly.

**ROUNDTABLE LEADER**

**Sean Larmand**
Director of Sales
Totally Green
Toronto, ON

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**Convention Adjourns**

4:30 pm

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Program Information current as of June 3, 2013.
ICSC 2013 Canadian Convention Program Planning Committee

Co-Chairs

JANE DOMENICO
ICSC 2013 Canadian Convention Program Planning Committee Co-Chair
Partners REIT, LEAGUE Assets Corp., Toronto, ON

SUSAN ALLEN
ICSC 2013 Canadian Convention Program Planning Committee Co-Chair
The Cadillac Fairview Corporation Limited, Toronto, ON

Committee

CODY BEALES, Morguard Investments Limited
MICHAEL CALDERONE, Northwest Atlantic
JOHN CROMBIE, Cushman & Wakefield
ROMAN DROHOMIRECKI, Ivanhoé Cambridge
JIM FRASER, McLean & Kerr, LLP
KEVIN GRAY, The Cadillac Fairview Corporation Limited
KAREN JANES, American Eagle Outfitters
JENNY JOVANOVIC, RioCan Oakville Place
CARL KING, Toronto, ON
BEN LABRECQUE, Oberfeld Snowcap
DIANNE LEMM, Northwest Atlantic
SHERI McEWEN, Ivanhoé Cambridge
STEVE MESSINGER, Minden Gross LLP
LAWRENCE MOSSELSON, S&H Realty Corporation
LISA PEATT, Bentall Kennedy
MIKE PELYK, Triovest Realty Advisors
MARK ROBINSON, 20 Vic Management
SANDEEP TALWAR, First Capital Realty Inc.
EILEEN TARRANT, Oberfeld Snowcap
MEREDITH VLITAS, The Cadillac Fairview Corporation Limited
SEAN WALTERS, Ivanhoé Cambridge
THERESA WARNAAAR, KingSett Capital
SPONSORS

ICSC would like to thank the following Platinum Sponsors of the 2013 Canadian Convention
General Registration Information

**ICSC photo name badge required for admittance to the Convention, Deal Making & Trade Exposition and the Welcome Reception.**

**FULL CONVENTION FEES**

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*To qualify for an ICSC member fee, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC information services at +1 646 728 3800 or visit www.icsc.org.

**To qualify for the advance rate, your registration and payment must be received by ICSC no later than Tuesday, September 3, 2013. Registrations received after this date will be charged the onsite rates. Please head to www.icsc.org/2013CC for details and pricing.

***To qualify for the student rate, you must be an ICSC student member. To become a student member of ICSC, visit www.icsc.org.

**WELCOME RECEPTION**

Monday, September 16
5:00 – 6:30 pm

The Welcome Reception ticket is included if registered for the Full Convention, or as an ICSC retail member. Guest ticket is $50 CDN per person.

**CANADIAN SHOPPING CENTRE AWARDS**

Wednesday, September 18
5:00 – 7:45 pm

Optional Event
$113 CDN per person (Includes HST)
Metro Toronto Convention Centre, North Building
Cocktails and hors d’oeuvres will be served.

Your name badge and program directory may be picked up at the ICSC Advance Registration counter, Metro Toronto Convention Centre, North Building, beginning on Monday, September 16 at 1:00 pm.

**SPECIAL OFFER FOR NON-EXHIBITING RETAILERS**

Non-exhibiting Retail members of ICSC are invited to attend the Welcome Reception, Sessions, and Deal Making and Trade Exposition of the Convention free of charge. Registration must be made in advance using the following form. This special offer is not for exhibiting retailers, retailer brokers, retail or leasing consultants, real estate agents, brokers or their representatives.

**CONTINUING EDUCATION CREDITS**

ICSC Certified professionals earn 1.5 credits (A2) towards senior certification renewal.

**EXHIBIT STAFF**

ICSC will provide two free exhibit staff badges per booth to each exhibiting company for the Deal Making and Trade Exposition of the Canadian Convention on September 17 – 18 and the Welcome Reception on September 16. **Exhibitors are not permitted to participate in educational sessions or meal functions during the conference.**

**HOTEL RESERVATIONS**

A limited number of rooms have been reserved for attendees at the following hotels.

**InterContinental Toronto Centre**
225 Front Street West
Toronto, ON M5V 2X3
Tel: +1 416 597 1400
Rate: $249.00 Single/double Occupancy
Run of the House
Cut-off Date: 11:59 pm ET, August 22, 2013

**The Fairmont Royal York**
100 Front Street West
Toronto, ON M5J 1E3
Tel: +1 416 368 2511
Rate: $236 CDN Fairmont Room Single/double Occupancy
Fairmont Rooms
Cut-off Date: 11:59 pm ET, August 22, 2013

To make your hotel reservation, we invite you to visit www.icsc.org/2013CC. Under “Additional Links” you will see “Book Hotel.” There you will find the description of the hotel and the electronic form, which features live inventory within the group block. Additionally, you will receive an immediate e-mail confirmation of the reservation to the e-mail address you provide on your form. Although we do require our reservations in writing, we’re happy to answer your questions during our office hours of Monday through Friday 8:00 am – 5:30 pm ET toll free at +1 888 ICSC TVL (427 2885) ext. 412. This ICSC room block is managed by Deprez Travel.

**AIRFARE SAVINGS**

The ICSC Travel Desk has secured special airline and car discounts for attendees. For current prices and availability, please contact us at +1 888 ICSC TVL (427 2885) or +1 585 442 8856 from 8:00 am – 5:30 pm ET, Monday through Friday.
Registration Form

HOW TO REGISTER
Fax: +1 732 694 1800 (credit card registrations only)
Online: www.icsc.org/2013CC (credit card registrations only)
Mail: ICSC
1221 Avenue of the Americas, 41st Floor
New York, NY 10020-1099

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OPTIONAL EVENT FEES (CDN $)

- Welcome Reception guest ticket: $50 per guest
- Awards Presentation ticket: $113 per person

HST included in all fees (ICSC GST #R122853757)

DEADLINES
To qualify for the advance registration fee, and to have your name appear in the electronically distributed Attendees List, your registration must be received by September 3, 2013.

CANCELLATIONS
All cancellations will be subject to a $25 cancellation fee. No refunds will be given for cancellations received after September 3, 2013. All requests for refunds must be received by ICSC in writing.

SPECIAL OFFER FOR NON-EXHIBITING RETAILERS
For those non-exhibiting retailers wishing to attend the Welcome Reception on Monday, September 16 and the Sessions and Deal Making on Tuesday, September 17 and Wednesday, September 18, there is no charge. Advanced registration is required. This special offer is not available to exhibiting retailers, retail brokers, retail or leasing consultants, real estate agents, brokers or their representatives.

Special Needs
Anyone desiring an auxiliary aid for this meeting should notify Kyle Tomlin, CMP at +1 416 486 4511 or ktomlin@icsc.org no later than September 3, 2013.

I authorize ICSC to send me announcements, via mail, fax, e-mail, phone or otherwise, about ICSC programs and services that may be of interest to me or my colleagues. In addition, I hereby consent to having the Hotel provide, and authorize ICSC and/or its representative(s) to receive, any reservation information I provide to the Hotel.

Please indicate :
- ICSC Member
- Non-Member
- Public Official
- ICSC Member Non-exhibiting Retailer – NO CHARGE
- ICSC Student Member

Name

Company

Address

City

Province/State

Postal/Zip Code

Telephone

Fax

E-mail

Your Membership I.D.#

☐ Please check here if any of the above information has recently changed.

Registration Fees

Convention Fee – Member $ ___________ Convention Fee – Non-Member $ ___________ Convention Fee – Public Official $ ___________
Non-exhibiting Retailer $ NO CHARGE Welcome Reception Guest Fee $ ___________ Awards Presentation Fee $ ___________
TOTAL $ ______________

Method of payment

☐ Cheque made payable to ICSC enclosed for $ ___________
☐ MasterCard ☐ Visa ☐ AMEX ☐ Discover $ ___________

Name (as it appears on credit card) Signature

Credit Card Number (include all digits) Expiration Date (month/year) 2013CC-B
## Exhibitor List

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