



Directory

Canadian Conference & Deal Making

Metro Toronto Convention Centre

Toronto, ON | September 23 – 25, 2019

#ICSC



Canadian Conference & Deal Making

MONDAY, SEPTEMBER 23

Registration

12:00 – 6:30 pm

» Metro Toronto Convention Centre
North Building, Front Street

Student Workshop

3:00 – 4:00 pm

» Room 202 C-D

Uncover opportunities and build relationships with industry leaders during this panel focused on engaging students with career paths in the industry. HR representatives will be on hand to discuss how to go from student to employed.

MODERATOR



Michael Cowden

Director of Student Engagement
ICSC

Next Generation Program

3:30 – 5:00 pm

» The Rec Room Roundtable – The Hall
255 Bremner Boulevard, Toronto, ON

Join your fellow ICSC Next Gen members for a fun, interactive networking experience. Meet new industry peers and reconnect with the ones you already know.

Member-Hosted Reception in Conjunction with ICSC Foundation Canada

5:00 – 6:30 pm

» The Rec Room Roundtable – The Hall
255 Bremner Boulevard, Toronto, ON

TUESDAY, SEPTEMBER 24

Registration

7:30 am – 5:00 pm

» Metro Toronto Convention Centre
North Building, Front Street

Continental Breakfast

8:00 – 9:00 am

» Constitution Hall, Foyer

No breakfast service after 9:00 am.

Welcome and Opening Remarks

8:30 – 9:00 am

» Constitution Hall, Room 106



Lucia Connor, CMD

Canadian Conference & Deal Making
Program Planning Committee Chair
Marketing Director
Oxford Properties Group



John G. Crombie, ICD.D

Canadian Conference & Deal Making
Program Planning Committee Co-Chair
ICSC Foundation Canada, Board Member
Executive Managing Director, Retail
Services Canada
Cushman & Wakefield ULC



Claude Sirois

ICSC Trustee and Canadian Division
Vice President
President – Retail
Ivanhoé Cambridge, Inc.

Deal Making & Food Hall

9:00 am – 5:00 pm

» Halls A-B-C

Economic Update

9:00 – 9:30 am

» Constitution Hall, Room 106

With the world moving faster every day and the global nature of Canada's economy, hear Benjamin Tal provide insights on the economics of the day.



Benjamin Tal

Managing Director and Deputy Chief
Economist
CIBC

ICSC Leadership Discussion

9:30 – 10:15 am

» **Constitution Hall, Room 106**

Daniel Hurwitz, Tom McGee and John Morrison will discuss industry trends and ICSC's strategic priorities. Consumer preferences for memorable experiences, convenience, and service are the driving forces behind the evolution in retail real estate. The speakers will address how the synergy between online and offline shopping is helping to create a Retail Renaissance and shaping the expansion of new retail formats such as pop-ups, rental services, artisanal markets and more. They will also discuss ICSC's focus given the industry's rapidly changing landscape.



Daniel Hurwitz
ICSC Chairman
Founder & CEO
Raider Hill Advisors



Tom McGee
President & CEO
ICSC



John Morrison, CRX, CDP
ICSC Vice Chairman
Past Vice Chairman and
Former President & CEO
Choice Properties REIT

Retail Redux: Understanding Gen Z and Millennial Customers

10:30 – 11:00 am

» **Show Floor Stage, Networking Lounge**

Hear fresh data and insights from seven international markets that highlight Millennials' and Zs' retail attitudes and preferences. Learn how these master value manipulators approach the retail environment, what grabs their attention (and keeps it), how all brands can embrace winning strategies from direct to consumer companies and what these emerging trends mean for the future of retail.



Melanie Shreffler
Senior Insights Director
Cassandra

Rise of Retail-tainment

11:15 – 11:45 am

» **Show Floor Stage, Networking Lounge**

Find out how successful entertainment brands are attracting new customers, increasing length-of-stay and frequency, and discover who the global winners and brands are on the watch list.



John Plumpton
Principal
Revel-House

Lunch Buffet and Awards

11:45 am – 12:45 pm

» **Constitution Hall, Room 106, Foyer**

No lunch service after 12:45 pm.

Keynote: Mixed-Use Development – An International Perspective

12:45 – 1:30 pm

» **Constitution Hall, Room 106**

MODERATOR



Jeremy McMullin
CEO
Designcorp

PANELISTS



Anthony DeCarli
Development Principal, Toronto
Westbank Projects Corp.



Lisa Gledhill
Independent Development Consultant



Dean Shapiro
Head of Development, US Region
Oxford Properties Group

Canadian Conference & Deal Making

Attracting and Retaining Talent

1:45 – 2:15 pm

» Show Floor Stage, Networking Lounge

Canadian retailers are facing many employment challenges. Learn about unique ways brands are finding and retaining talent.

MODERATOR



Craig Patterson
Editor-in-Chief
Retail Insider

PANELIST



Suzanne Sears
President
Best Retail Centers International Inc.

The Recipe for Success in Opening and Navigating Food Halls

2:30 – 3:00 pm

» Show Floor Stage, Networking Lounge

Hear how Assembly Chef's Hall Managing Partner, Andreas Antoniou, built a successful food hall by bringing top-quality food and restaurants, otherwise unable to afford downtown rents, into one accessible location. According to Antoniou, his model allows artists, (the Assembly Hall Chefs), to focus exactly on what they need to do to deliver great, quality food.



Andreas Antoniou
Managing Partner
Assembly Chef's Hall

The Shops at Wilson Station, Toronto, ON: A P3 Success Story

2:30 – 3:30 pm

» Room 201 A-B

Hear how a P3 partnership turned a commuter parking lot into a thriving retail centre.

MODERATOR



Lawrence Mosselson
ICSC Canadian Eastern
Region P3 Private Chair
Broker
S & H Realty Corporation

PANELISTS



Al Clunas
Senior Director, Urban Real Estate
A&W Food Services



Megan McGowan
Senior Vice-President
S & H Realty Corporation



Salima Rawji
Vice-President, Development
CreateTO

Marketing and Partnership Workshop: Behind the Winning Idea

3:00 – 3:45 pm

» Room 202 C-D

Looking for some marketing and specialty leasing inspiration? Here is your opportunity to take a closer look at 2019's MAXI Gold & Visual Victory winning submissions and speak to the individuals behind the entries during this panel discussion.

MODERATOR



Leanne Campbell
Proprietor
Campbell & Co.

PANELISTS

Gold MAXI Award Winners

Operations Workshop: Smart Building Foundations

3:00 – 3:45 pm

» Room 201 E-F

Industry leaders discuss the value in smart building technologies and efficiencies gained through integrated base building networks. A holistic approach to technology integration, process and planning is presented, with insights on strategic capital planning, cost validation, increasing asset value, and achieving operational excellence with data analytics.

MODERATOR



Jennifer Sicilia
Vice President & General Manager
Rycom

PANELISTS



Joe Brown
Director, Building Technology
KingSett Capital



Claire Santamaria
Vice President, Yorkdale
Oxford Properties Group



Fab Stanghieri
Executive Vice President
Cineplex Inc.

Marketing and Partnership Workshop: Building Partnership Proposals That Sell

3:45 – 4:30 pm

» Room 202 C-D

Sponsorship is key to optimizing revenue and creating enriched customer experiences. Representatives from marketing, specialty leasing and sponsorship agencies explain how together you can build a powerful pitch that gets results.

MODERATOR



Andrea Tushingham
Director, National Retail Marketing
Morguard

PANELISTS



Jihan Ferguson
Manager, Specialty Leasing and
Partnerships, Pickering Town Centre
Cushman & Wakefield Asset Services



Sarah Hunnisett
Specialty Leasing Manager, Northgate
Shopping Centre & New Sudbury Centre
Morguard



Nick Iozzo
Senior Director, Retail Innovation and
Lead Generation
Oxford Properties Group



Kelly McCarten
Senior Vice President
Mosaic North America



Lorna Murphy
Marketing Director, Pickering Town Centre
Cushman & Wakefield Asset Services

Operations Workshop: Back-to-Basics – Operational Efficiencies for Customer Experience

3:45 – 4:30 pm

» Room 201 E-F

Modernizing operational systems with innovative technologies are allowing shopping centres to deliver an optimal customer environment, while conserving resources for new initiatives. Industry

ambassadors discuss best practices through the implementation of energy models to optimize systems programming, and counting analytics to improve flow, parking guidance and traffic logistics.

MODERATOR



Bala Gnanam
Vice President, Energy, Environment
& Advocacy
Building Owners and Managers Association
of Greater Toronto Area (BOMA Toronto)

PANELISTS



Aiden Deveau
Vice President, Principal
Energy Profiles Limited

Roy Manias

Senior Director, Security and Life Safety
The Cadillac Fairview Corporation Limited



Mike Murray
President, Central Canada
GDI Integrated Facility Services



Leigh Rosar
Vice President, Marketing & Business
Development
A1 Counting Solutions

WEDNESDAY, SEPTEMBER 25

Registration

7:30 am – 4:00 pm

» Metro Toronto Convention Centre
North Building, Front Street

Continental Breakfast

8:00 – 8:45 am

» Constitution Hall, Foyer

Keynote: The City of the Future

8:45 – 9:45 am

» Constitution Hall, Room 106



Jennifer Keesmaat, MES, RPP, MCIP
Founder, The Keesmaat Group
Host, Invisible City Podcast
Distinguished Visitor in Residence
University of Toronto

Canadian Conference & Deal Making

Deal Making & Food Hall

9:00 am – 4:00 pm

» Halls A-B-C

The Importance of Diversity in the Real Estate and Development Industry

10:00 – 10:30 am

» Show Floor Stage, Networking Lounge

Matrix360 gathered some of the most influential minds of the Canadian real estate and development industry to together build a Leadership Playbook for best-in-class practices and learning tools that are focused on the advancement of diversity and equity.

MODERATOR



Chandran Fernandez
Managing Partner
Matrix360

PANELISTS



Monique Ashpole
Talent Acquisition Lead
Bentall GreenOak



David Bergeron
Vice President, Sales
Colliers International

Live, Work, Shop and Play Trends in Canada

10:30 – 11:00 am

» Show Floor Stage, Networking Lounge

More Canadians than Americans say they would consider residing in “live, work, shop, play” environments. ICSC survey results on these questions will be shared for the first time, fueling a discussion of how retail real estate properties are already diversifying today or will do tomorrow.

PANELISTS



John Connolly
Research Project Manager
ICSC



Lisa Hutcheson
Managing Partner, Strategic Planning
Operations, Human Resources
J.C. Williams Group



Jean Lambert
Vice President of Research
ICSC

Cannabis One-Year Later

11:15 – 11:45 am

» Show Floor Stage, Networking Lounge

How has Canadian society changed one year after cannabis legalization, if at all? A discussion from four distinct points of view: landlord, retailer, lawyer and security professional.

MODERATOR



Christina Kobi
Partner
Minden Gross LLP

PANELISTS



Whitney Abrams
Lawyer
Minden Gross



Jeff Hannah
Director, Consulting Services
3|Sixty Secure Corp.



Dave Marino
Broker
Marino Locations Limited



Howard Werger
Assistant Vice President of Leasing
RioCan Real Estate Investment Trust

Lunch and Closing Remarks

12:00 – 1:00 pm

» Constitution Hall, Foyer

No lunch service after 1:00 pm.

Conference Adjourns

4:00 pm

Program information current as of September 10, 2019.

DIVISIONAL VOLUNTEER LEADERSHIP

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

Prakash David, ICSC Canadian Division Government Relations Committee Chair, Triovest Realty Advisors, Inc.

Gerry Gabinet, ICSC Canadian Division P3 Public Chair, Strathcona County

Christopher Tarrant, ICSC Canadian Division Retail Chair, Starbucks Coffee Company

Casdin Parr, ICSC Canadian Division Next Generation Chair, JLL

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

REGIONAL VOLUNTEER LEADERSHIP

Louis Godbout, ICSC Canadian Eastern Region P3 Public Chair, Expansion Dieppe

Lawrence Mosselson, ICSC Canadian Eastern Region P3 Private Chair, S&H Realty Corporation

Hetti Huls, ICSC Canadian Western Region P3 Public Chair, County of Grande Prairie

Ryan Picklyk, ICSC Canadian Western Region Retail Chair, A&W Food Services of Canada, Inc.

PROGRAM PLANNING COMMITTEE

Lucia Connor, CMD, Canadian Conference & Deal Making Program Planning Committee Chair, Oxford Properties Group

John G. Crombie, ICD.D, Canadian Conference & Deal Making Program Planning Committee Co-Chair, ICSC Foundation Canada, Board Member, Cushman & Wakefield ULC

Susan Allen, BOMA Toronto

Leanne Campbell, Campbell & Co.

Alex Charlebois, Oxford Properties Group

Daryl Clemance, The Cadillac Fairview Corporation Limited

Jane Domenico, Colliers International

Toran Eggert, Urban Reform Realty, Inc.

Stephen Gascoine, Ivanhoé Cambridge, Inc.

Aubrey Greenberg, Crestpoint Real Estate Investments, Ltd.

Braden Halpin, Oberfeld Snowcap

Jennifer E. Kleinberg, RioCan Real Estate Investment Trust

Christina Kobi, Minden Gross LLP

Jordan Minnaar, Blackjet

Olivia Montagna, PenEquity Realty Corporation

Kelly Pekalski, Morguard

Elena Price, DREAM Office Management Corp.

Daniel Tarrant, Oberfeld Snowcap

Amélie Trudeau, Oberfeld Snowcap

Meredith Vlitras, RioCan Real Estate Investment Trust

Theresa Warnaar, KingSett Capital

Canadian Conference & Deal Making

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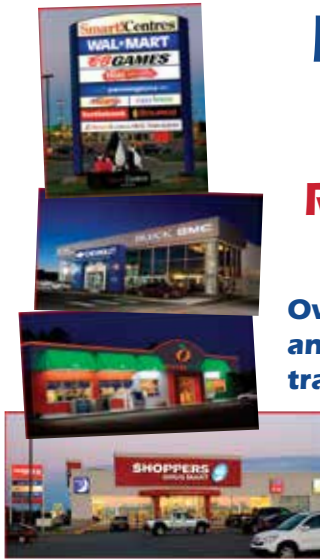


BUYING POWER

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**Over \$1.5 Billion spent
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trade zone**

Booth # 925



WWW.GANDERCANADA.COM

Dave Quinton, Town of Gander **Office:** 709-651-5910 **Email:** dquinton@gandercanada.com



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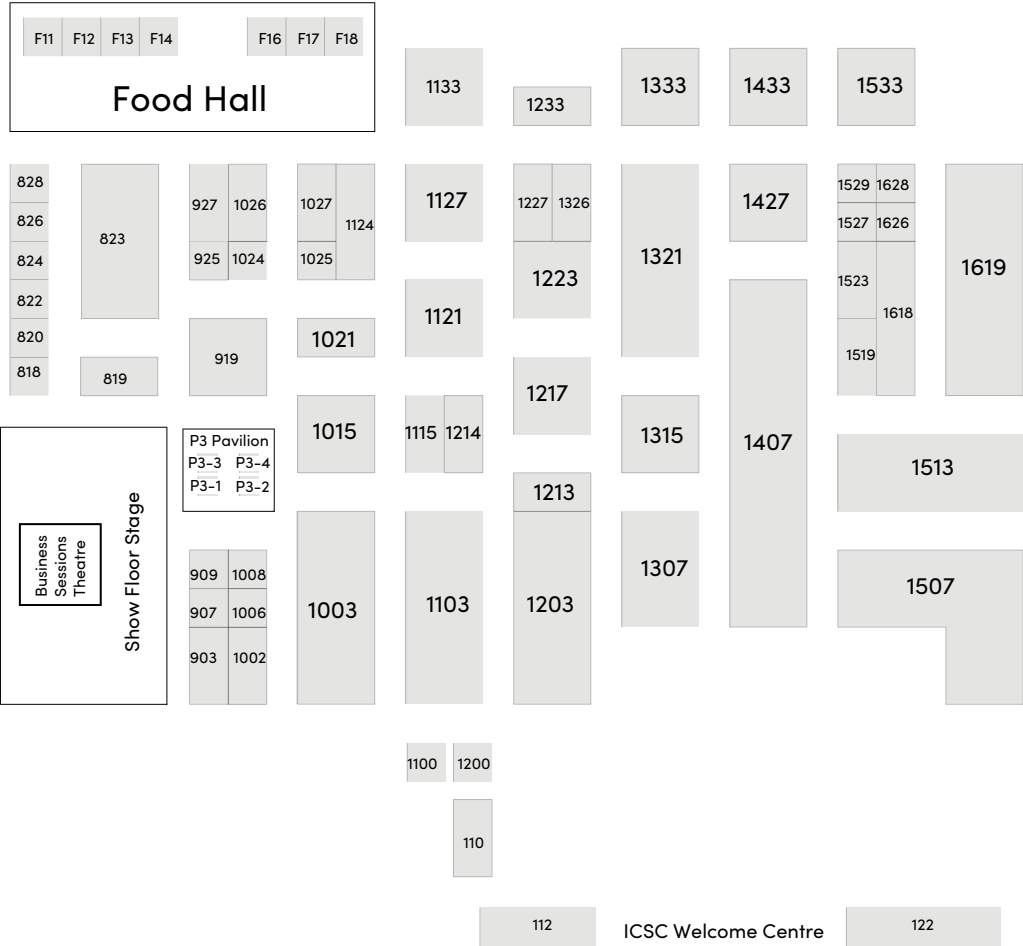
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Javits Center | New York City

www.icsc.com/2019EDM

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Floor Plan



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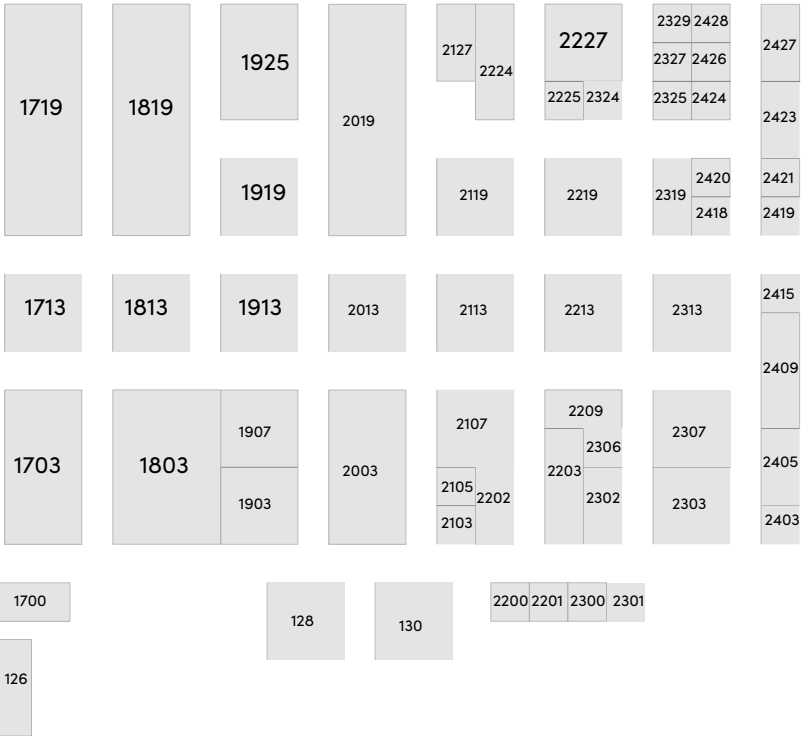
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Food Hall



Exhibitors

A&W Food Services of Canada, Inc.

Booth 1533

Contact: Lise-Ann Laberge
Phone: +1 604 988 2141

AEC a Ryan Company

Booth 2306

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Aurora Realty Consultants

Booth 122

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Avison Young Canada Inc.

Booth 1919

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The Behar Group Realty, Inc., Brokerage

Booth 1333

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BentallGreenOak (Canada) Limited Partnership

Booth 1925

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Blackwood Partners Management Corporation

Booth 2313

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blackwoodpartners.com

Build It By Design

Booth 1527

Contact: George Thomas
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www.builditbydesign.ca

The Cadillac Fairview Corporation Limited

Booth 1507, 1513

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Cameron Development Corporation

Booth 2209

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CarbonLeo

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CBRE

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Chain XY

Booth 2225

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Choice Properties REIT

Booth 1003

Contact: Cecilia Gordillo
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www.choicereit.ca

City of St. Catharines P3 Pavilion

Contact: Samir Husika
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www.stcatharines.ca

Classic Displays

Booth 927

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Cogir Real Estate

Booth 1700

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www.cogir.net

Colliers International

Booth 1315

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www.colliers.com

Core Consultants Realty

Booth 1021

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www.coreconsultantsrealtyinc.com

Cornwall Economic Development

Booth 2301

Contact: Bob Peters
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www.ChooseCornwall.ca

CoStar Realty Information Canada

Booth 130

Contact: Eileen Hartunian
Phone: +1 416 945 7518
www.costar.com

CPD Developments

Booth 1326

Contact: Bridget Dussault
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www.cpd-developments.com

Crofton Moore

Booth 1227

Contact: Jessie Smith
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Crombie REIT

Booth 128

Contact: Lori-Anna Jenkins
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Cushman & Wakefield Asset Services, Inc.

Booth 1307

Contact: Jennifer Jutare
Phone: +1 416 955 0595

Cushman & Wakefield ULC

Booth 2113

Contact: Heather Solomon
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www.cushwake.com

Dairy Queen

Booth 2409

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Daoust Vukovich, LLP

Booth 1200

Contact: Ami Johnson
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Devimco Immobilier

Booth 1015

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www.devimco.com

Doral Holdings, Ltd.

Booth 2203

Contact: S. Michael Belcastro
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www.seawaymall.com

Econo-Malls

Booth 1427

Contact: Vanessa Sotos
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www.econo-malls.com

The Effort Trust Company

Booth 2224

Contact: Gerald Asa
Phone: +1 905 528 8956
www.efforttrust.com

Exhibitors

Elgin Centre Booth 2201

Contact: Jay Bursten
Phone: +1 416 520 6824
www.elgincentre.com

Envionics Analytics Booth 2327

Contact: Erin Cayne
Phone: +1 888 339 3304
www.envionicsanalytics.com

Expansion Dieppe, Inc. P3 Pavilion

Contact: Sonia Vautour
Phone: +1 506 877 7847
www.ExpansionDieppe.ca

Fieldgate Commercial Properties Limited Booth 2119

Contact: Wina Whyte
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www.fieldgatecommercial.com

Fire & Flower Booth 2307

Contact: Kate Hawkrigg
Phone: +1 647 344 1086
www.fireandflower.com

First Capital Realty, Inc. Booth 1103

Contact: Dao Ly
Phone: +1 416 504 4114
www.fcr.ca

First Gulf Corporation Booth 2013

Contact: Stephanie Penev
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Fogler, Rubinoff, LLP Booth 1006

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www.foglers.com

Form Real Estate Advisors Booth 2319

Contact: Alyssa Dickinson
Phone: +1 604 638 2121
www.form.ca

Forum Booth 1121

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www.forumproperties.com

FPI Cominar Booth 823

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www.cominar.com

Genesis Land Development Corporation

Booth 2419
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www.genesisland.com

GH+A design studios Booth 1433

Contact: Melanie McLean
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www.ghadesign.com

Graph Synergie Booth 1024

Contact: Graph Synergie
Phone: +1 866 659 5611
<http://graphsynergie.com/>

Great Canadian Oil Change/Valvoline Booth 819

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Great Clips, Inc. Booth 2415

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Groupe I. Quint, Inc. Booth 1100

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Groupe MACH, Inc. Booth 1127

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HARDEN Booth 126

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www.harden.ca

Hauser Industries, Inc. Booth 2227

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ICR Commercial Real Estate Booth 1626

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Innovative Vending Solutions, LLC

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Inspire Brands Booth 907

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Ivanhoé Cambridge, Inc. Booth 1803

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www.ivanhoecambridge.com

JLL Booth 2019

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www.jllretail.com

KFC Canada Booth 1025

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www.yum.com

Maglin Site Furniture Booth 909

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Marcus & Millichap Booth 2303

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Marino Locations, Ltd. Booth 1523

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McCOR Realties (Ontario) Brokerage Inc.

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McCowan & Associates Booth 1008

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Minden Gross, LLP Booth 1628

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Exhibitors

Morguard Booth 1719

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MPA, Inc. Booth 1529

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www.e-mpa.com

Newmark Knight Frank Booth 1903

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www.ngkf.com

North American Development Group/CentreCorp Booth 1321

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www.nadg.com

Northrup Group Booth 1618

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Oberfeld Snowcap Booth 1407

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ONE Properties Limited Partnership Booth 2219

Contact: Lindsay Robinson
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Onni Group Booth 2427

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www.onni.com

Orange Group Commercial Real Estate Booth 1214

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www.orangegroup.ca

Orangetheory Fitness Booth 2405

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Pacific Sign Group Booth 2300

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Paracom Realty Corporation Booth 2107

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www.Paracom.ca

PenEquity Realty Corporation Booth 1913

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www.penequity.com

Planet Fitness Booth 903

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www.PlanetFitness.com

Plaza Retail REIT Booth 1124

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www.plaza.ca

pmb metal Booth 919

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Phone: +1 514 321 3555
www.pmbmetal.com

POTLOC Booth 2200

Contact: Alec Oghassabian
Phone: +1 514 379 6719
<http://potloc.com/>

Primaris Management, Inc., a Division of H&R REIT Booth 2003

Contact: Cheryl Lee
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www.primarisreit.com

QuadReal Property Group Booth 1907

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www.quadreal.com

Qualico Commercial Booth 1026

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www.qualicocommercial.com

Quality Credit Reporting Booth 2325

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www.qualitycreditreporting.com

Rice Commercial Group Booth 2103

Contact: Jackie Richardson
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www.ricegroup.ca

RioCan Real Estate Investment Trust Booth 1819

Contact: Jennifer K
Phone: +1 416 866 3033
www.riocan.com

Rocket Retail Advisory, Inc. Booth 1002

Contact: Jim Chambers
Phone: +1 902 542 1400
www.rocketretail.ca

Sandalwood Management Canada Booth 110

Contact: Pascale Cloutier
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www.sandalwoodmgt.com

Savills, Inc. Booth 2324

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www.savills.ca

Shape Properties Corp. Booth 1133

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<http://shapeproperties.com/>

The Shapero Group Booth 2403

Contact: Steven Glazer
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www.groupe-shapero.com

Shiatsu Plus, Inc. Booth 2329

Contact: Christopher Wu
Phone: +1 416 892 6884
www.shiatsuplus.com

Sitings Realty, Ltd. Booth 1519

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

SmartCentres Booth 1703

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

Sonny's The Car Wash Factory Booth 2418

Contact: Kevin Collette
Phone: +1 561 718 3981

Exhibitors

Standard Mechanical Systems Limited Booth 2302

Contact: Jim McAughey
Phone: +1 905 625 9505
www.standardmechanical.com

Starbucks Coffee Company Booth 2127

Contact: Ryan Aspell
Phone: +1 206 318 6710
www.starbucks.com

Strathallen Capital Corp. Booth 2202

Contact: Mira Kopanarov
Phone: +1 416 922 6667
www.strathallen.com

Terracap Management, Inc. Booth 1027

Contact: Melissa Germain
Phone: +1 416 222 9345
www.terracap.ca

Tim Hortons Booth 2423

Contact: Bonnie Lamba
Phone: +1 289 400 1715
www.timhortons.ca

Toulon Development Corporation Booth 1213

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Phone: +1 514 931 5811

Town of Bracebridge Booth 2105

Contact: Jill Harris
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www.bracebridge.ca

Town of Conception Bay South P3 Pavilion

Contact: Jennifer Lake
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www.conceptionbaysouth.ca

Town of Gander Booth 925

Contact: Dave Quinton
Phone: +1 709 651 5910
www.gandercanada.com

Treasure Hill Commercial Booth 2421

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

Trinity Development Group, Inc. Booth 1813

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

Triovest Realty Advisors, Inc. Booth 1217

Contact: Amy Angelozzi
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www.triovest.com

Warrington PCI Management Booth 1233

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

West Edmonton Mall Booth 1115

Contact: Dean Shaben
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Westcliff Management, Ltd. Booth 1713

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www.westcliff.ca

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FOOD HALL

A&W Food Services of Canada, Inc. Booth F35

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Booster Juice Booth F48

Contact: Nicole Biletski
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www.boosterjuice.com

Brioche Dorée (BD APD Inc.) Booth F37

Contact: Alexandra Grudkin
Phone: +1 514 528 8877
www.briochedoree.com

Chipperry Canada, Inc. Booth F39

Contact: Ray Woodey
Phone: +1 519 496 0644
www.craftchipperry.com

Dal Moro's Fresh Pasta to go Booth F40

Contact: Santhosh Reddy
Phone: +1 416 294 4337
www.dalmorostoronto.com

MR MIKES SteakhouseCasual Booth F41

Contact: Tamara Radojicic
Phone: +1 604 536 4111

Rolltation Sushi Burrito Booth F50

Contact: Day Wong
Phone: +1 416 901 7655
www.rolltation.com

Starbucks Coffee Company Booth F46

Contact: Ryan Aspell
Phone: +1 206 318 6710
www.starbucks.com

The Fresh Tea Shop Canada Corp. Booth F44

Contact: Janice Jiang
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Twisted Indian Wraps Booth F45

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twistedindianwraps.com

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