



**2014**  
**ICSC**  
**Whistler**  
**Conference**



## Then & Now: ICSC Celebrates 25 Years in Whistler



## Directory

January 26 – 28, 2014  
Fairmont Chateau Whistler Resort  
Whistler, British Columbia





*ICSC would like to thank the Generous Sponsors of the 2014 Whistler Conference*

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# 2014 ICSC Whistler Conference



Shuttle bus provided between the Fairmont Chateau Whistler and Four Seasons Hotel from 7:30 am to 4:00 pm on Monday, and from 7:30 am to 3:30 pm.

## Sunday, January 26

1:00 – 5:00 pm

### REGISTRATION

*Fairmont Chateau Whistler*

4:30 – 6:00 pm

### 25<sup>th</sup> ANNIVERSARY SILVER

#### MEMBER-HOSTED RECEPTION

*Woodlands Rooftop Terrace (follow directional signs),*

*Fairmont Chateau Whistler*

Admittance by ICSC Photo Name Badge only.

*We wish to thank the following hosts of this evening's reception:*

#### Global Partner:

Cushman & Wakefield Ltd.

#### Silver 25<sup>th</sup> Anniversary Sponsors:

Colliers International

Ivanhoé Cambridge, Inc.

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#### Conference Sponsors:

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The Cadillac Fairview Corporation Limited

Cameron Development Corp. (South Ed. Common)

Chandler Associates Architecture Inc.

Cushman & Wakefield Ltd.

First Capital Realty Inc.

Genco Development Corp.

GoodLife Fitness

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Kasian Architecture Interior Design and Planning Ltd.

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Morguard

Northwest Atlantic (Canada) Inc.

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Omicron Canada Inc.

Onni Group of Companies

Oxford Properties Group

Primaris Management Inc.

Property Development Group

Qualico Developments West Ltd.

Shindico Realty Inc.

Sitings Realty Ltd.

Solo Liquor Stores

Triovest

The Vancouver Sun

Wensley Architecture Ltd.

## Monday, January 27

7:30 am - 5:00 pm

### REGISTRATION

*Fairmont Chateau Whistler*

8:00 – 8:45 am

### BUFFET BREAKFAST

*Harmony Ballroom Foyer, Four Seasons Hotel*

(No breakfast service after 8:45 am)

8:00 – 9:00 am

### BOX BREAKFAST

*Frontenac Ballroom Foyer, Fairmont Chateau Whistler*

8:00 am – 5:00 pm

### NETWORKING LOUNGE

*ICSC Mallard Lounge, Fairmont Chateau Whistler*

Take advantage of this informal environment to discuss your deals with colleagues. Unassigned tables are available on a first-come, first-served basis. ICSC Photo Name Badges are required for entry. Screens will also be placed throughout the lounge with Twitter and social media updates. Be sure to use our hashtag #WHISCONF and join the Whistler Conference discussion!

#### WiFi access is available using the Fairmont network login details below:

Group Code: ICSCWhistler

Password: Whistler

To access WiFi: select the "Fairmont" Wireless network, after which the Fairmont Splash Page will open. Select the Group Access option and enter the code and password above. Group code and password are case sensitive.

8:00 am – 5:00 pm

### CITIES OF CANADA PAVILION

*Frontenac Ballroom Foyer, Fairmont Chateau Whistler*

Town of Conception Bay South

City of Dauphin (Economic Development)

City of Fort Saskatchewan

City of Grande Prairie

Leduc-Nisku Economic Development Association

Initiatives Prince George

Strathcona County, Economic Development & Tourism

City of Weyburn - Sereda

8:30 – 8:45 am

### WELCOME / OPENING REMARKS

*Harmony Ballroom, Four Seasons Hotel*



JAMES SMERDON

ICSC 2014 Whistler Conference Program Planning

Committee Co-Chair

Colliers International

Vancouver, BC



GEORGE SAWATZKY

ICSC 2014 Whistler Conference Program Planning

Committee Co-Chair

Omicron Canada Inc.

9:00 am – 5:00 pm

## MEET THE RETAILERS

Frontenac Ballroom Foyer, Fairmont Chateau Whistler

Experience a series of informal one-on-one sessions with leading retailers and take away valuable information and contacts.

9:00 – 11:00 am	7-ELEVEN
11:00 am – 1:00 pm	STICKY'S CANDY
1:00 – 3:00 pm	SMASHBURGER
3:00 – 5:00 pm	RAMMP HOSPITALITY BRANDS

8:45 am – 9:15 am

## INDUSTRY UPDATE

Harmony Ballroom, Four Seasons Hotel



**MICHAEL P. KERCHEVAL**  
President and CEO  
International Council of Shopping Centers, Inc.  
New York, NY

9:15 – 10:45 am

## OPENING GENERAL SESSION

Harmony Ballroom, Four Seasons Hotel

### Silver Anniversary Industry Icon Symposium

It's the Whistler Conference's Silver Anniversary... a look back, a look at the present, and a crystal ball gaze into the future. Learn why the industry has changed so much. Learn the new lexicon – Placemaking; Public Realm; The Third Place; Re-Mall-De-Mall-Moth Ball; Hybrid; New Urbanism; Online etc. Learn what's in store.

#### Moderator:



**IAN THOMAS**  
Former ICSC Trustee  
Founder of Whistler Winter Conference  
Chairman  
Thomas Consultants, Inc.  
Vancouver, BC

#### Panelists:



**JOHN MORRISON, CDP**  
ICSC Trustee  
CEO  
Choice Properties REIT  
Toronto, ON



**LORNE BRAITHWAITE**  
Former ICSC Chairman  
Former CEO  
Cambridge Shopping Centres  
Toronto, ON



**JOHN EVANS**  
CEO  
Trilogy  
Vancouver, BC



**KENNETH WONG**  
Former ICSC Trustee  
Former President of Westfield America  
Former President, Walt Disney Imagineering  
Chief Operating Officer and Director of  
International Development, Related Companies  
New York, NY

9:30 am – 5:00 pm

## DEAL MAKING EXHIBIT

MacDonald and Frontenac Ballrooms and Foyers

Fairmont Chateau Whistler

**(Doors open to exhibitors at 8:30 am)**

11:00 am – 12:00 noon

## CONCURRENT EDUCATIONAL WORKSHOPS

Four Seasons Resort Whistler

Check out these intimate and interactive educational sessions with leading experts in the industry.

### A. Omni-Channel and the Integrated Consumer

Crescendo, Four Seasons Hotel

With the exponential rise of e-commerce, mobile technology and social selling, what role do traditional brick and mortar retailers have in the new economy? Mike Agerbo will explore the trends shaping these new forces and how retailers can take advantage of social and mobile tools. How can social networks like Facebook and Twitter strengthen customer relationships, and how can they be used to bring customers into their stores? And does it really matter where they purchase?

#### Workshop Leader



**MIKE AGERBO**  
Host/Exec Producer  
GetConnected TV and Radio Show  
Vancouver, BC

### B. Talent Engagement in the Digital Field

Symphony, Four Seasons Hotel

An overview will be provided of today's trends in talent engagement in both the recruitment process and while working for an organization. The key engagement drivers and attractors in today's workplace and the importance of adapting to a changing employment landscape will be discussed.

#### Workshop Leader



**CAMERON LAKER**  
CEO & Co-Founder  
MindField Group  
Vancouver, BC

### C. Managing Your Company's Reputation in a New Media World

Singing Pass, Four Seasons Hotel

One of the world's most famous investors has been quoted as saying, "It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently...." Yet, many organizations only pay lip service or only passing interest to this idea. Umpteen recent examples abound of companies that have suffered deep reputational impacts that has directly affected their business. Come and learn some pragmatic and practical takeaways that can help ensure your organization is prepared to deal with a crisis and come away with a framework and a roadmap for navigating your company through the unthinkable.

#### Workshop Leader



**SHAFIQ JAMAL**  
Senior Vice President  
Edelman Vancouver  
Vancouver, BC

12:00 noon – 12:30 pm

## LUNCH SERVED

Harmony Ballroom, Four Seasons Hotel  
(No lunch service after 12:30pm)

12:00 noon – 12:30 pm

## BOX LUNCH

Frontenac Ballroom Foyer, Fairmont Chateau Whistler

12:30 – 1:45 pm

## RETAILER'S PODIUM

Harmony Ballroom, Four Seasons Hotel

Hear hot retailers talk about their future plans. Learn about corporate goals, expansion plans, space requirements and branding strategies in this fast-paced multi-media session.

### Moderator



JILL KROP  
Global BC  
Vancouver, BC

### Participating Retailers:

Cabela's: the world's foremost outfitter  
Liquor Stores N.A. Ltd. (Wine & Beyond, Liquor Depot and Liquor Barn)  
MTY Group (Jugo Juice, Mucho Burrito, Extreme Pita)

1:45 – 2:45 pm

## LUNCHEON KEYNOTE ADDRESS

Harmony Ballroom, Four Seasons Hotel

Chip Wilson is one of Canada's most successful entrepreneurs. Join this session to hear Chip Wilson in conversation with Jill Krop, Global BC. Chip will tell stories about growing a retail brand from Canada into one of the strongest performing retailers in the world. What are his motivations? How is the business world changing?



CHIP WILSON  
Co-Founder of Whil Concepts Inc.  
Vancouver, BC

2:45 – 3:00 pm

## NETWORKING BREAK

Harmony Ballroom Foyer, Four Seasons Resort Whistler

3:00 – 4:00 pm

## CONCURRENT EDUCATIONAL WORKSHOPS

Four Seasons Resort Whistler

Check out these intimate and interactive educational sessions with leading experts in the industry.

## D. What's in Store for Recycling and Waste Management in Retail

Crescendo, Four Seasons Hotel

Are retailers and those who manage, plan and build retail spaces, prepared for the changes expected in the province's waste and recycling system over the next five years? Get a strategic overview from Recycling Council of British Columbia CEO Brock Macdonald on emerging trends and regulatory issues that could have a broad effect on facilities, operations, sales and services within the retail sector throughout British Columbia.

### Workshop Leader



BROCK MACDONALD  
CEO  
Recycling Council of British Columbia  
Vancouver, BC

## E. A Retail Perspective on Emergency Planning and Recovery

Symphony, Four Seasons Hotel

An open invitation to the public puts commercial properties and retailers on the front line of emergency preparedness and business continuity planning. It is vital to have a plan, protect people and assets, and recover quickly. The 2011 hockey riot in Vancouver was a devastating event for the public and for businesses in downtown Vancouver. On the night of the riot, a flagship London Drugs store was attacked by looters while staff was still taking shelter inside. Nearly a million dollars in loss was experienced in just a few terrifying minutes. The General Manager of Loss Prevention for London Drugs, will provide lessons learned and a behind-the-scenes look at how his organization planned for the unexpected and ensured all of their staff were kept safe.

### Workshop Leader



TONY HUNT  
General Manager of Loss Prevention  
London Drugs Limited  
Richmond, BC

4:00 – 5:00 pm

## RETAILERS SPECIAL INDUSTRY GROUP

Singing Pass, Four Seasons Hotel

This session is reserved for retailers only.

Brokers representing retailers are not permitted.



SICS | SPECIAL INDUSTRY GROUPS



NEENA ARORA  
ICSC British Columbia Provincial Retail Chair  
Starbucks  
Vancouver, BC

DAN HOWE  
Vice President, Marketing  
Overwaitea Food Group  
Vancouver, BC

# Tuesday, January 28

8:00 am – 2:00 pm

## REGISTRATION

*Fairmont Chateau Whistler*

8:00 am – 2:00 pm

## NETWORKING LOUNGE

*ICSC Mallard Lounge, Fairmont Chateau Whistler*

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8:00 am – 2:00 pm

## CITIES OF CANADA PAVILION

*Frontenac Ballroom Foyer, Fairmont Chateau Whistler*

Town of Conception Bay South

City of Dauphin (Economic Development)

City of Fort Saskatchewan

City of Grande Prairie

Leduc-Nisku Economic Development Association

Initiatives Prince George

Strathcona County, Economic Development & Tourism

City of Weyburn - Sereda

8:00 – 9:30 am

## NEXT GENERATION PROGRAM AND BREAKFAST

*The Mallard Lounge, Fairmont Chateau Whistler*



### Guest Speaker



DAVID BOWDEN

Chief Executive Officer, Canada

Colliers International

Toronto, ON

8:30 – 9:30 am

## BOX BREAKFAST

*Frontenac Ballroom Foyer, Fairmont Chateau Whistler*

(No breakfast service after 9:30 am)

9:00 am – 3:00 pm

## DEAL MAKING EXHIBITS

*MacDonald and Frontenac Ballrooms and Foyers*

*Fairmont Chateau Whistler*

(Doors open to exhibitors at 8:00 am)

9:00 am – 1:00 pm

## MEET THE RETAILERS

*Frontenac Ballroom Foyer, Fairmont Chateau Whistler*

9:00 – 11:00 am

THE VANCOUVER SUN

11:00am – 1:00 pm

ORANGE THEORY FITNESS

11:45 am – 12:30 pm

## BOX LUNCH

*Frontenac Ballroom Foyer, Fairmont Chateau Whistler*

(No lunch service after 12:30 pm)

3:00 pm

## CONFERENCE ADJOURNS



**2014**  
**ICSC**  
**Whistler**  
**Conference**



# Program Committee

## CO-CHAIRS

### **JAMES SMERDON**

ICSC 2014 Whistler Conference  
Program Planning Committee Co-Chair  
Colliers International

### **GEORGE SAWATZKY**

ICSC 2014 Whistler Conference  
Program Planning Committee Co-Chair  
Omicron Canada Inc.

## COMMITTEE

### **TARA BROCKELMANN**

Bentall Kennedy LP

### **SHELBY CAMMER**

Starbucks Coffee Canada

### **DAN CLARK**

Sitings Realty Ltd.

### **MEGAN GRAYSTON**

Concord Pacific Developments Inc.

### **BRODIE HENRICHSEN**

Northwest Atlantic (BC) Broker Inc.

### **KIERON HUNT**

Cushing Terrell Design Inc.

### **SHAFIQ JAMAL**

Edelman

### **JANA KALYNYCH**

GWL Realty Advisors Inc.

### **KIARA LeBLANC**

Saje Natural Wellness

### **JOHN McGRANDLE**

B.U.K. Investments Ltd

### **ALISON MILES-CORK**

Grosvenor Americas

### **EVI MUSTEL**

Mustel Group

### **DAWN PAGEL**

SmartCentres

### **AJAY SHAH**

Omicron Canada Inc.

### **GAIL SPURGEON**

Colliers International



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# Cities of Canada Pavilion Directory

## **Town of Conception Bay South**

106 Conception Bay Highway  
Conception Bay South, NL A1W 3A6  
**Contact:** Jennifer Lake  
Tel: 709.834.6518  
E-mail: [Jlake@conceptionbaysouth.ca](mailto:Jlake@conceptionbaysouth.ca)  
Website: [www.conceptionbaysouth.c](http://www.conceptionbaysouth.c)

## **City of Dauphin (Economic Development)**

100 Main Street South  
Dauphin, MB R7N 1K3  
**Contact:** Carissa Caruk-Ganczar  
Tel: 204.622.3229

## **City of Fort Saskatchewan**

10005 – 102 Street  
Fort Saskatchewan, AB T8L 2C5  
**Contact:** Terry Stacey  
Tel: 780.992.6231

## **City of Grande Prairie**

10205 98 Street  
Grand Prairie, AB T8V 6V3  
**Contact:** Brian Glavin  
Tel: 780.538.0475

## **Leduc-Nisku Economic Development Association**

5911 - 50 Street  
Leduc, AB T9E 6S7  
**Contact:** Barbara Engelbart  
Tel: 780.986.9538

## **Initiatives Prince George**

201 – 1300 First Ave  
Prince George, BC V2L 2Y3  
**Contact:** Melissa Barcellos  
Tel: 250.564.0282

## **Strathcona County, Economic Development & Tourism**

2001 Sherwood Drive  
Sherwood Park, AB T8A 3W7  
**Contact:** Randy Richards, Manager,  
Commercial Development  
Tel: 780.464.8259  
E-mail: [randy.richards@strathcona.ca](mailto:randy.richards@strathcona.ca)

## **City of Weyburn-Sereda**

**SE Regional Economic Development Authority**  
11 Third Street  
Weyburn, SK S4H W51  
**Contact:** Jeff Richards  
Tel: (306) 842-8001





# Deal Making Directory

January 26 – 28, 2014 | Fairmont Chateau Whistler Resort | Whistler, British Columbia

## **20 VIC Management Inc.**

1 Queen Street East, Suite 300  
Toronto, ON M5C 2W5  
Tel: 416.955.0595  
Fax: 416.955.0569  
Contact: Normie Burn  
**Booth:** 302,304

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

300 - 171 W. Esplanade  
North Vancouver, BC V7M 3K9  
Tel: 604.988.2141  
Fax: 604.988.5531  
Contact: Edgar Hahn  
**Booth:** 1204

## **ABBARCH Architecture Inc.**

505 Burrard Street, Suite 1830,  
Bentall One  
Vancouver, BC V7X 1M6  
Tel: 604.669.4041  
Fax: 604.683.5338  
Contact: Letitia Silk, Director of  
Marketing & Business  
Development;  
Jeremy Woolf, Managing  
Principal  
**Booth:** 709

## **Altus Group Limited**

1040 W. Georgia Street, Suite 630  
Vancouver, BC V6E 4H1  
Tel: 604.683.5591  
Fax: 604.683.5594  
Contact: Jonathan Bloomfield  
**Booth:** 207

## **Anthem Properties**

300 - 550 Burrard Street  
Vancouver, BC V6C 2B5  
Tel: 604.689.3040  
Fax: 604.689.5642  
Contact: Karoline Monkvik  
**Booth:** 403, 405

## **Arcturus Realty Corp.**

425 Bloor Street East, Suite 400  
Toronto, ON M4W 3R4  
Tel: 416.232-3020  
Fax: 416.232-3021  
Contact: Michelle Rowe  
**Booth:** 609, 611

## **Avison Young Real Estate Alberta Inc.**

Suite 2800, Bell Tower, 10104-  
103 Avenue NW  
Edmonton, AB T5J 0H8  
Tel: 780-702-5828  
Fax: 780.424.5815  
Contact: Leanne Gouweleeuw  
**Booth:** 608, 610

## **Barclay Street Real Estate**

200, 407 8 Avenue, S.W.  
Calgary, AB  
Tel: 403-290-0178  
Fax: 403-262-1314  
Contact: Sarah Lisson  
**Booth:** 1316

## **Bentall Kennedy LP**

Suite 1800 - 1055 Dunsmuir  
Street  
Vancouver, BC V7X 1B1  
Tel: 604.661.5000  
Fax: 604.661.5055  
Contact: Bonney Rempel  
**Booth:** 909, 911

## **BKDI Architects**

300 - 640 8 Avenue SW  
Calgary, AB T2P 1G7  
Tel: 403.233.2525  
Fax: 403.262.2055  
Contact: Stephen Bugbee  
**Booth:** 512

## **Blackstone Commercial**

#1, 6204 6A Street SE  
Calgary, AB T2H 2B7  
Tel: 403.313.5305  
Fax: 403.214.0244  
Contact: Shane Olin  
**Booth:** 1011

## **Blackwood Partners**

2153 Central City - 10153 King  
George Boulevard  
Surrey, BC V3T 2W1  
Tel: 604-588-5127  
Fax: 604.588.8124  
Contact: Michelle Mackay  
**Booth:** 708, 710



# Deal Making Directory

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## **The Cadillac Fairview Corporation Ltd.**

20 Queen Street West, 5th Floor  
Toronto, ON M5H 3R3  
Tel: 416-598-8500  
Fax: 416-598-8500  
Contact: Jennifer Jutare  
**Booth:** 803, 805

## **Cameron Development Corporation**

10180 - 111 Street  
Edmonton, AB T5K 1K6  
Tel: 780.424.8008  
Fax: 780.424.2288  
Contact: Tony Rota  
**Booth:** 810, 812

## **Camgill Enterprises Ltd.**

201 - 9894 42 Avenue  
Edmonton, AB T6E 5V5  
Tel: 780.430.0529  
Fax: 780.433.3449  
Contact: Ivan Topolnitsky  
**Booth:** 912

## **CarbonLeo**

9160 boul. Leduc #510  
Brossard, QC J4Y 0E3  
Tel: 450.550.8080  
Fax: 450.550.8081  
Contact: Nadine Rose  
**Booth:** 108, 110

## **CBRE Limited**

#600 - 1111 West Georgia Street  
Vancouver, BC V6E 4M3  
Tel: 604-662-3000  
Fax: 604.684.9368  
Contact: Mark Renzoni  
**Booth:** 1003, 1005

## **Cobalt Properties**

55 Union Street, Suite 700  
Saint John, NB E2L 5B7  
Tel: 506-202-2217  
Fax: 506.202.1111  
Contact: Troy Nesbitt  
**Booth:** 504

## **Colliers International**

19th Floor 200 Granville Street  
Vancouver, BC V6C 2R6  
Tel: 604.681.4111  
Fax: 604.661.0849  
Contact: Mary Lou Francis  
**Booth:** 402, 404

## **CREIT Management LP**

Suite 1040 - 1185 W. Georgia Street  
Vancouver, BC V6E 4E6  
Tel: 604.683.1185  
Fax: 604.683.1183  
Contact: Robert O'Brien  
**Booth:** 1104

## **Crombie REIT**

5935 Airport Road, #810  
Mississauga, ON L4V 1W5  
Tel: 905-671-6043  
Fax: 905-612-8206  
Contact: Gary Finkelstein  
**Booth:** 406

## **Cushman & Wakefield**

700 - 700 W. Georgia Street  
Vancouver, BC V7Y 1A1  
Tel: 604.640.5811  
Fax: 604.683.0432  
Contact: Cathy Furnival  
**Booth:** 1010, 1012

## **Daoust Vukovich LLP**

20 Queen Street West, Suite 3000  
Toronto, ON M5H 3R3  
Tel: 416.597.6888  
Fax: 416.597.8897  
Contact: Jamie Paquin  
**Booth:** 807

## **Delcon Development Group Ltd.**

400, 10508 - 82 Avenue  
Edmonton, AB T6E 2A4  
Tel: 780.497.3250  
Fax: 780.429.4778  
Contact: Bill Winter  
**Booth:** 910

## **Devimco**

6000 Boul de Rome, Ste. #410,  
Brossard, QC  
Tel: 450-645-2525 X 221  
Fax: 450-645-2470  
Contact: Sonia Gauvin  
**Booth:** 1314

## **Dollar Tree Canada**

#206 - 3185 Willingdon Green  
Burnaby, BC V5G 4P3  
Tel: 757.321.5388  
Fax: 757.321.5220  
Contact: Rick Caynor  
**Booth:** 1305

## **Downtown Kelowna**

200 - 287 Bernard Ave.  
Kelowna, BC, V1Y 6N2  
Tel: 250.862.3515  
Fax: 250.862.5204  
Contact: Peggy Athans  
**Booth:** 1110



# Deal Making Directory

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## **Downtown Surrey Business Improvement Association**

330 10362 King George Blvd.  
Surrey, BC V3T 2W5  
Tel: 604.580.2321  
Fax: 604.580.6321  
Contact: Elizabeth Model  
**Booth: 1106**

## **DTZ, a UGL Company**

401 Bay Street, Ste #2500  
Toronto, ON, M5H 2Y4  
Tel: 416.865.5078  
Fax: 416 863 9855  
Contact: Ingrid Letkeman  
**Booth: 707**

## **Econo-Malls Management Corporation & RDH Property Group Inc.**

1 Westmount Square, Suite 1900  
Westmount, QC H3Z 2P9  
Tel: 514.938.2266  
Fax: 514.938.2200  
Contact: Vanessa Sotos  
**Booth: 1004**

## **City of Edmonton Sustainable Development**

10250 - 101 Street  
Edmonton, AB T5J 3P4  
Tel: 780-496-1984  
Contact: Paul Ross  
**Booth: 1107**

## **Fieldgate Commercial Properties**

5400 Yonge Street, Suite 501  
Toronto, ON M2N 5R5  
Tel: 416.227.9005  
Fax: 416.227.9007  
Contact: Eleanor Lazaga-David  
**Booth: 1103, 1105**

## **First Capital Realty**

#240 - 3671 Westminster  
Highway  
Richmond, BC V7C 5V2  
Tel: 604.242.9046  
Fax: 604.278.3364  
Contact: Renee St. Germaine  
**Booth: 306, 308**

## **Form Retail Advisors Inc.**

1280 - 333 Seymour Street  
Vancouver, BC V6B 5A6  
Tel: 604.638.2121  
Fax: (604) 638-2122  
Contact: Luan Tolosa  
**Booth: 401**

## **Gottardo**

277 Pennsylvania Ave., Concord,  
ON, L4K 5R9  
Tel: 905-761-7707  
Fax: 905-761-6588  
Contact: Stephanie Settembri /  
Anett Blumenthal  
**Booth: 1312**

## **Graham Construction & Engineering**

10840 - 27 Street SE  
Calgary, AB T2Z 3R6  
Tel: 403.570.5000  
Fax: 403-570-5030  
Contact: Kees Cusveller  
**Booth: 1206**

## **Grosvenor Americas**

2000 - 1040 West Georgia Street  
Vancouver, BC V6E 4H1  
Tel: 604.683.1141  
Fax: 604.684.5041  
Contact: Alison Miles Cork  
**Booth: 309**

## **Habitat Systems Inc.**

3762 Napier Street  
Burnaby, BC V5C 3E5  
Tel: 604.294.4224  
Fax: 604.294.4002  
Contact: Kristina Lavern  
**Booth: 1111**

## **Harvard Developments / Currents of Windemere Inc.**

#202, 200 Barclay Parade S. W.  
Calgary, AB T2P 4R5  
Tel: 403.268.6640  
Fax: 403.264.9851  
Contact: Cameron J. Costley  
**Booth: 906, 908**



# Deal Making Directory

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## ICR Commercial Real Estate

#100, 261 - 1st Avenue  
Saskatoon, SK S7K 1X2  
Tel: 306.664.6116  
Fax: 306.664.1940  
Contact: Phill Elenko  
**Booth: 711**

## Institutional Mortgage Capital

TD Centre, North Tower, 77 King  
Street West Ste. #4120, Toronto,  
ON, M5K 1G8  
Tel: 416-814-2491  
Contact: Paul Scholz  
**Booth: 1318**

## Ivanhoé Cambridge

95 Wellington Street West,  
Suite 300  
Toronto, ON M5J 2R2  
Tel: 416.369.1388  
Fax: 416.369.1328  
Contact: Suzanne Mair  
**Booth: 600, 602**

## Lease Eagle

15 New England Executive Park  
Burlington, MA 01803 USA  
Tel: 408.414.7464  
Fax: 781.685.4601  
Contact: Lee Trevena  
**Booth: 1307**

## MacDonald Commercial Real Estate Services Ltd.

1827 West 5th Avenue  
Vancouver BC V6J 1P5  
Tel: 604.714.4769  
Fax: 604.736.7976  
Contact: Romana Vana  
**Booth: 1009**

## Maintain My Place

24 East 4<sup>th</sup> Ave  
Vancouver, BC V5T 1E8  
Tel: 604.628.0327  
Fax: 604.628.8799  
Contact: Maarten Koorn  
**Booth: 1109**

## McArthurGlen Group

103 Wigmore Street  
London W1U 1WH, UK  
41 Madison Avenue, 25th Floor  
New York, NY 10010-2202  
Tel: UK: +44 207 535 2300  
US: (646) 202-2685  
Fax: +44 207 535 2466  
Contact: Andrew Schulman  
**Booth: 607**

## Minden Gross LLP

145 King Street West, Suite 2200  
Toronto, ON M5H 4G2  
Tel: 416.362.3711  
Fax: 416.864.9223  
Contact: Stephen Messinger  
**Booth: 904**

## Morguard

400 - 333 Seymour Street  
Vancouver, BC V6B 5A6  
Tel: 604-602-6429 (direct)  
604-649-8211 (cell)  
Fax: 604.685.0161  
Contact: Gene Fisher  
**Booth: 703, 705**

## MXD Development Strategists

Suite 200 - 11120 Horseshoe Way  
Richmond, BC V7A 5H7  
Tel: 604.272.6937  
Fax: 604-272-6934  
Contact: Chris LeTourneur  
**Booth: 107**

## NAI Commercial

100 - 535 Thurlow Street  
Vancouver, BC V6E 3L2  
Tel: 604.691.6643  
Fax: 604.691.6688  
Contact: Greg McPhie  
**Booth: 1309**

## North American - Centrecorp

2851 John Street, Suite 1  
Markham, ON L3R 5R7  
Tel: 905.968.3103  
Fax: 905.968.3168  
Contact: Nancy Quattromini and  
Kyle Andrews (905-968-3133)  
**Booth: 804, 806**



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## Northern Vision Realty Advisors Inc.

257 – West 28th Street  
North Vancouver, BC V7N 2H9  
Tel: 604.374.1171  
Fax: 604.924.1699  
Contact: Michael Anderson  
**Booth: 105**

## Northrup Group / East Point Shopping

479 Rothesay Avenue  
Saint John, NB E2J 2C6  
Tel: 506.634.3401  
Fax: 506.634.2236  
Contact: Heather MacNeil  
**Booth: 208**

## Northwest Atlantic Canada Inc.

650-1090 West Georgia  
Vancouver, BC V6E 3V7  
Tel: 604-602-8985  
Fax: 604.602.8984  
Contact: Tiffany Hodgson  
**Booth: 104, 106**

## Northwest Properties

406 - 4190 Lougheed Hwy  
Burnaby, BC V5C 6A8  
Tel: 604.220.3517  
Fax: 604.922.5517  
Contact: Kelly Richter  
**Booth: 1112**

## Okanagan Valley Economic Development Society (InvestOkanagan.com)

1450 K.L.O Road  
Kelowna, BC V1W 3Z4  
Tel: 778-797-2215  
Contact: John Perrott  
**Booth: 1108**

## OMICRON

Fifth Floor, 595 Burrard Street  
Vancouver, BC V7X 1L4  
Tel: 604.632.1166  
Fax: 604.632.3351  
Contact: Tammy Stephen  
**Booth: 100**

## Onni Group

300 - 550 Robson Street  
Vancouver, BC V6B 2B7  
Tel: 604.602.7711  
Fax: 604.688.7907  
Contact: Helen Liu  
**Booth: 409**

## Orange Group

7400 Birchmount Road,  
P.O. Box 4800  
Markham, ON L3R 4E6  
Tel: 905.943.4218  
Fax: 905.470.4580  
Contact: Lenora Gates  
**Booth: 303, 305**

## Oxford Properties Group

200 Bay Street, Suite 900,  
Royal Bank Plaza  
Toronto, ON M5J 2J2  
Tel: 416-865-8300  
Fax: 416.868.3681  
Contact: John Giddings  
**Booth: 202, 204**

## Park Royal Shopping Centre

2002 Park Royal South  
West Vancouver, BC V7T 2W4  
Tel: 604.922.3211  
Fax: 604.922.3217  
Contact: Maria Holly  
**Booth: 704, 706**

## Parlee McLaws LLP

3400, 150 - 6th Avenue SW  
Calgary, AB T2P 3Y7  
Tel: 403.294.7000  
Fax: 403.265.8263  
Contact: Richard Mask  
**Booth: 811**

## PCL Construction Management Inc.

2882 - 11th Street NE  
Calgary, AB T2E 7S7  
Tel: 403.250.4800  
Fax: 403.250.2332  
Contact: David Passingham  
**Booth: 907**



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## PenEquity

10 Dundas Street East, Suite 1002  
Toronto, ON M5B 2G9  
Tel: 416.408.3080  
Fax: 416.408.1625  
Contact: Leger Xavier  
**Booth: 206**

## The Plaza Group

90 Morgan Road, Suite 200  
Baie D'Urfe, QC H9X 3A8  
Tel: 514.457.7007  
Fax: 514.457.0220  
Contact: Shama Jouve  
**Booth: 808**

## Powell River Town Centre

#200 - 1687 West Broadway  
Vancouver, BC V6J 1X2  
Tel: 604.738.1111  
Fax: 604.738.8116  
Contact: Jack Barr  
**Booth: 103**

## Primaris Management Inc.

1 Adelaide Street East, Suite 900  
Toronto, ON M5C 2V9  
Tel: 416.642.7800  
Fax: 416.640.7697  
Contact: Karen Thomas  
**Booth: 203, 205**

## Property Development Group

428 - 755 Burrard Street  
Vancouver, BC V6Z 1X6  
Tel: 604-699-3598  
Fax: 604.696.5157  
Contact: David Coon  
**Booth: 109**

## Qualico Developments West Ltd.

100, 5716 - 1st Street S. E.  
Calgary, AB T2H 1H8  
Tel: 403.212.6333  
Fax: 403.212.5209  
Contact: Brent MacKay  
**Booth: 1006, 1008**

## Rice Commercial Group

15 Gormley Industrial Avenue,  
Box 215  
Gormley, ON L0H 1G0  
Tel: 905.888.1277 x226  
Fax: 905.888.1440  
Contact: Jackie Richardson  
**Booth: 712**

## Riddell Kurczaba

2530 Hochwald Ave. S.W.,  
Calgary, AB, T3E 7H5  
Tel: 403.685.8629  
Contact: Erwin Staniszewski  
**Booth: 1306**

## RioCan

2300 Yonge Street Ste #500,  
Toronto, ON, M4P 1E4  
Tel: 416-642-3564  
Contact: Nancy Medlock  
**Booth: 506, 508**

## Rocket Retail Advisory

2227 St. Johns Street  
Port Moody (Vancouver), BC  
V3H 2A6  
Tel: 604.880.2400  
Contact: Matt Dunn  
**Booth: 407**

## Shape Properties Corp.

2020 - 505 Burrard Street  
Vancouver, BC V7X 1M6  
Tel: 604.694.7459  
Fax: 604.681.2378  
Contact: Kristin Hilts  
**Booth: 307**

## Sitings Realty Ltd.

1595 - 650 West Georgia Street  
Vancouver, BC V6B 4N8  
Tel: 604.684.6767  
Fax: 604.684.6765  
Contact: Stephen Knight  
**Booth: 604, 606**

## SmartCentres

700 Applewood Cres., Suite 100  
Vaughan, ON L4K 5X3  
Tel: 905.760.6200  
Fax: 905.760.6220  
Contact: Sandra Kaiser  
**Booth: 603, 605**

## Starbucks Coffee Canada

#110 - 2930 Virtual Way  
Vancouver, BC V5M 0A5  
Tel: 604.708.9233  
Fax: 604.708.2216  
Contact: Anna Kivikoski  
**Booth: 1202**

## Strathallen

1001 - 2 Bloor Street West  
Toronto, ON M4W 3E2  
Tel: (416) 922-5553  
Fax: 416.922.6667  
Contact: Lyia Aywaz  
**Booth: 209**



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## Tommy Gun's Original Barbershop (Chatters)

271 Burnt Park Drive  
Red Deer County, AB T4S 0K7  
Tel: 403.342.5055  
Fax: 403.347.7759  
Contact: Jason Volk  
**Booth:** 1301, 1303

## Trilogy Group of Companies

1011 West Cordova Street,  
Suite 3902  
Fairmont Pacific Rim  
Vancouver, BC V6C 0B2  
Tel: 604-889-8949  
Fax: 04-684-5859  
Contact: John deC. Evans  
**Booth:** 510

## Trinity Development Group Inc.

3250 Bloor Street West,  
Suite 1000  
Toronto, ON M8X 2X9  
Tel: 416-255-8800  
Fax: 416-255-8355  
Contact: John Ruddy  
**Booth:** 809

## Triovest

Suite 1200, 40 University Avenue  
Toronto, ON M5J 1T1  
Tel: 416.362.0045  
Fax: 416.362.9646  
Contact: Mike Pelyk  
**Booth:** 903, 905

## Warrington PCI Management

1700 - 1030 West Georgia Street  
Vancouver, BC V6E 2Y3  
Tel: 604.331.5209  
Fax: 604.688.2328  
Contact: John Chasmar  
**Booth:** 102

## Wesgroup Properties

2000 - 1055 Dunsmuir Street  
Vancouver, BC V7X 1L5  
Tel: 604 648 1817  
Fax: 604.632.1737  
Contact: Paula Wright  
**Booth:** 500, 502

## West Edmonton Mall Property Inc.

#3000, 8882 - 170 Street  
Edmonton, AB T6M 2E5  
Tel: 780.444.8126  
Fax: 780.444.8130  
Contact: Dean Shaben  
**Booth:** 1007

## City of Wetaskiwin

Box 6210  
Wetaskiwin, AB T9A 2E9  
Tel: 780.361.4404  
Fax: 780.361.4402  
Contact: Ronald Holland  
**Booth:** 408

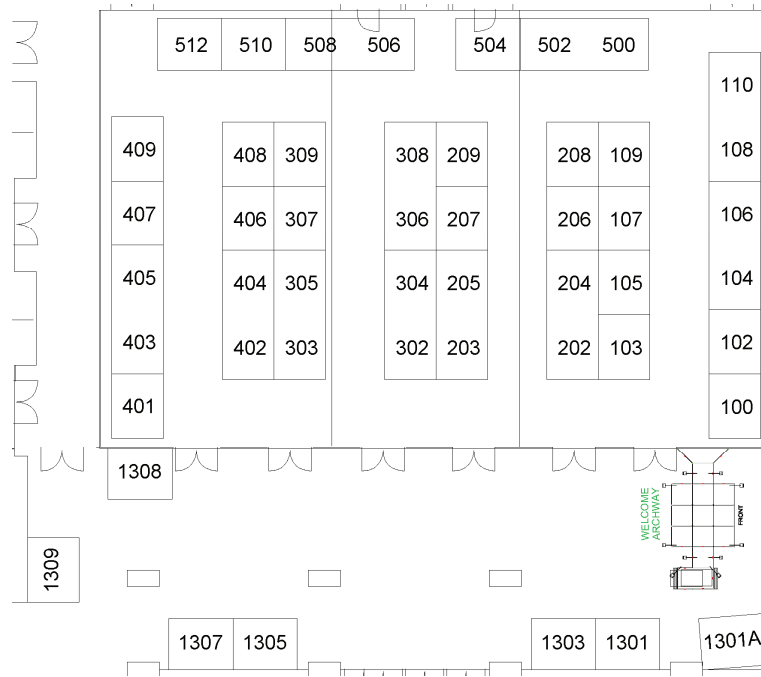
## Wyndham Hotel Group

#22 Sylvan Way, Parsippany, NJ,  
07054  
Tel: 973 753 8710  
Fax: 973-753-8724  
Contact: Pamela Ordino  
**Booth:** 1308



# Deal Making Floor Plans

## FRONTENAC BALLROOM



## MACDONALD BALLROOM

