ICSC

ICSC Whistler CONFERENCE

January 24 – 26, 2016
Fairmont Chateau Whistler Resort
Whistler, BC

#WHISCONF

Thinking Outside the "Big" Box

Program

ICSC 2016 Whistler Conference Schedule at a Glance

Sunday, January 24			
Fairmont Chateau Whistler			
	1:00 – 6:30 pm	Registration	Lobby
	5:00 – 6:30 pm	Member-Hosted Reception	Woodlands Rooftop Terrace
Four Seasons Hotel			
	1:00 – 6:30 pm	Registration	
Monday, January 25			
Fairmont Chateau Whistler			
	7:30 am – 5:00 pm	Registration	Lobby
	8:00 am – 9:00 am	Box Breakfast	Frontenac Foyer
	8:00 am – 5:00 pm	Networking Lounge	Mallard Lounge
	9:30 am – 5:00 pm	Meet the Cities	Frontenac Foyer
	9:30 am – 5:00 pm	Cities of Canada Alliance Pavilion	Frontenac Foyer
	9:30 am – 5:00 pm	Deal Making	Frontenac & MacDonald Ballroom & Foyers
	12:00 – 12:30 pm	Box Lunch	Frontenac Foyer
Four Seasons Hotel			
	7:30 am – 5:00 pm	Registration	TBA
	8:00 – 8:45 am	Buffet Breakfast	Harmony Ballroom Foyer
	8:30 – 8:45 am	Welcome/Opening Remarks	Harmony Ballroom
	8:45 – 9:00 am	Industry Update	Harmony Ballroom
	9:15 – 10:45 am	Opening Session: Moving Forward with Today's Retail Industry Leaders	Harmony Ballroom
	10:45 – 11:00 am	Networking Break	Harmony Ballroom Foyer
	11:00 am – 12:00 pm	Educational Roundtable Sessions	Harmony Ballroom
	12:00 – 12:30 pm	Buffet Lunch	Harmony Ballroom Foyer
	12:30 – 1:45pm	Retailer's Podium	Harmony Ballroom
	1:45 – 2:45 pm	Keynote Speaker: Steve Nash	Harmony Ballroom
	3:00 – 4:00 pm	Next Generation with Steve Nash	
	3:00 – 4:00 pm	Retailers Special Industry Group	
Tuesday, January 26			
Fairmont Chateau Whistler			
	8:00 am – 3:00 pm	Registration	Lobby
	8:00 am – 3:00 pm	Networking Lounge	Mallard Lounge
	8:30 am – 9:30 am	Box Breakfast	Frontenac Foyer
	9:00 am – 3:00 pm	Meet the Cities	Frontenac Foyer
	9:00 am – 3:00 pm	Cities of Canada Alliance Pavilion	Frontenac Foyer
	9:00 am – 3:00 pm	Deal Making	Frontenac & MacDonald Ballroom & Foyers
	11:45 am – 12:30 pm	Box Lunch	Frontenac Foyer
	3:00 pm	Conference Adjourns	

Sunday, January 24

Registration
1:00 – 6:30 pm
Fairmont Chateau Whistler
Four Seasons Hotel

Member-Hosted Reception
5:00 – 6:30 pm
Fairmont Chateau Whistler
Woodlands Rooftop Terrace

Admittance by ICSC photo name badge only.

Sponsorship Opportunities are available!
Please refer to the enclosed Sponsorship Form.

Monday, January 25

Admission to all ICSC-designated areas within the Fairmont and the Four Seasons hotels by ICSC Photo Name Badge Only.

Registration
7:30 am – 5:00 pm
Fairmont Chateau Whistler
Four Seasons Hotel

Buffet Breakfast
8:00 – 8:45 am
Four Seasons Hotel
(No breakfast service after 8:45 am)

Box Breakfast
8:00 – 9:00 am
Fairmont Chateau Whistler
(No breakfast service after 9:00 am)

Networking Lounge
8:00 am – 5:00 pm

The Networking Lounge provides a comfortable place to network and do business and will be open during registration hours to all registered attendees with ICSC photo name badges. Unassigned tables are available on a first-come, first-served basis. Screens will be placed throughtout the lounge with social media updates. Be sure to use our hashtag #WHISCONF and join the Whistler Conference discussion!

Welcome/Opening Remarks
8:30 – 8:45 am
Harmony Ballroom, Four Seasons Hotel

Alison Miles Cork
ICSC 2016 Whistler Conference
Program Planning Committee Co-Chair
Vice President, Investment
Grosvenor Americas
Vancouver, BC

Jana Huot
ICSC 2016 Whistler Conference
Program Committee Co-Chair
Senior Manager, Leasing
GWL Realty Advisors Inc.
Vancouver, BC

Industry Update
8:45 – 9:00 am
Harmony Ballroom, Four Seasons Hotel

John Morrison
ICSC Canadian Division Vice President
President & CEO
Choice Properties REIT
Toronto, ON

Opening Session
9:15 – 10:45 am

Topic: Moving Forward with Today's Retail Industry Leaders

MODERATOR
Michael Penalosa
Managing Principal
Thomas Consultants Inc.
Vancouver, BC

PANELISTS
Eric Carlson
President
Anthem Capital Corp.
Vancouver, BC

TBA
Kit & Ace
Vancouver, BC

Darryl Schmidt
Vice President National Leasing
The Cadillac Fairview Company Limited
Calgary, AB

Vikram Vij
Chef and Owner
Vij's Restaurant
Vancouver, BC

Meet the Cities
9:30 am – 5:00 pm
Fairmont Chateau Whistler

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

Cities of Canada Alliance Pavilion
9:30 am – 5:00 pm

Deal Making
9:30 am – 5:00 pm
Fairmont Chateau Whistler

Networking Break
10:45 – 11:00 am
Four Seasons Hotel

Educational Roundtable Sessions
11:00 am – 12:00 pm
Four Season Hotel

A. Increasing ROI Through Enhancing Customer Experience

How to leverage technology and understand customer experience and needs, to differentiate yourself and ultimately lead to increased loyalty and sales.

B. What's Next in Social Media?

- In the midst of increasing concerns about privacy there continues to be a litany of social media tools launched each year.
- What will be the most valuable tools for retailers and malls?

Jeff Lucas
Partner & General Manager
Traction Creative Communications
Vancouver, BC

C. Deal Making in the 21st Century

Lex Perry
Director – Marketing and Market Intelligence Canada
Colliers International
Vancouver, BC

Buffet Lunch
12:00 – 12:30 pm
Four Seasons Hotel
(No lunch service after 12:30 pm)

Box Lunch
12:00 – 12:30 pm
Fairmont Chateau Whistler
(No box lunch service after 12:30 pm)

Retailer's Podium
12:30 – 1:45 pm
Four Seasons Hotel

Please join us for the 2016 Retailers Podium hosted by Jill Krop from Global BC. This session provides a platform for interesting and dynamic retailers to share their story of who they are and where their business is heading. Each retailer will provide a brief overview of their business, including insight into their future real estate expansion plans and requirements. Following the presentations, Jill will conduct a Q & A session with each presenter and with audience participation.

Keynote Presentation
1:45 – 2:45 pm
Four Seasons Hotel

Steve Nash
Steve Nash Enterprises & Steve Nash Foundation
Manhattan Beach, CA

Next Generation Reception with Steve Nash
3:00 – 4:00 pm
Four Seasons Hotel

Retailers Special Industry Group
3:00 – 4:00 pm
Four Seasons Hotel

Tuesday, January 26

Registration
8:00 am – 3:00 pm
Fairmont Chateau Whistler

Box Breakfast
8:30 – 9:30 am
Fairmont Chateau Whistler
(No breakfast service after 9:30 am)

Networking Lounge
8:00 am – 3:00 pm

The Networking Lounge provides a comfortable place to network and do business and will be open during registration hours to all registered attendees with ICSC photo name badges. Unassigned tables are available on a first-come, first-served basis. Screens will be placed throughtout the lounge with social media updates. Be sure to use our hashtag #WHISCONF and join the Whistler Conference discussion!

Meet the Cities
9:00 am – 3:00 pm
Fairmont Chateau Whistler

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

Cities of Canada Alliance Pavilion
9:00 am – 3:00 pm

Deal Making
9:00 am – 3:00 pm
Fairmont Chateau Whistler

Box Lunch
11:45 am – 12:30 pm
Fairmont Chateau Whistler
(No box lunch service after 12:30 pm)

Conference Adjourns
3:00 pm

Program information current as of December 2, 2015.

Program Planning Committee

Co-Chairs

ALISON MILES CORK
ICSC 2016 Whistler Conference
Program Planning Committee Co-Chair
Grosvenor Americas

JANA HUOT
ICSC 2016 Whistler Conference
Program Planning Committee Co-Chair
GWL Realty Advisors Inc.

Committee

John Allan
Platform Properties Ltd.

Michael Burak
Grosvenor Americas

Dan Clark
Sitings Realty Ltd.

Kaitlyn Cook
Omicron Canada Inc.

Janet Derbawka
McMillan LLP

Gordon Easton
Colliers International

Megan Grayston
Concord Pacific Developments Inc.

Brodie Henrichsen
Northwest Atlantic (Canada) Inc.

Kieron Hunt
Cushing Terrell Design Inc.

Evi Mustel
Mustel Group

Dawn Pagel
SmartCentres

Michael Penalosa
Thomas Consultants Inc.

Stirling Richmond
CB Richard Ellis

Ajay Shah
Kubik Developments Corp.

Thank You to Our Partner & Sponsors

Global Partner

CUSHMAN & WAKEFIELD

Black Diamond Sponsors

AVISON YOUNG
Intelligent Real Estate Solutions

CF Cadillac Fairview

Colliers INTERNATIONAL

Ivanhoé Cambridge

Primaris
A DIVISION OF H&R REIT

SMARTREIT®