Alliance PROGRAM
Retail Development through Public/Private Partnerships

INTERNATIONAL COUNCIL OF SHOPPING CENTERS
IN PARTNERSHIP WITH

Attirer | Attract
Croître | Develop
Prospérer | Prosper

TUESDAY OCTOBER 28, 2014
Ramada Plaza Crystal Palace
Republic Ballroom
499 rue Paul Street
Dieppe, NB E1A 6S5

PRESENTS THE

ATLANTIC PROVINCES ALLIANCE PROGRAM

The Economic Benefits of Retail Development to the Community

Program Agenda

9:15 – 10:00 am	**REGISTRATION & CONTINENTAL BREAKFAST**
10:00 – 10:15 am	**WELCOME AND OPENING REMARKS** YVON LAPIERRE, Mayor of Dieppe
10:15 – 10:30 am	**REGIONAL OVERVIEW OF RETAIL LANDSCAPE** ADAM CONTER, CBRE Limited
10:30 – 11:30 am	**GENERAL SESSION:** *"The Role of Retail Development in Growing the Economy for the Community"* ROWAN FALUDI, UrbanMetrics Inc.
11:30 – 11:45 am	**NETWORKING BREAK**
11:45 AM – 12:30 pm	**RETAIL PANEL DISCUSSION** **"***Market and Site Selection Criteria"* MODERATOR: PETER MACKENZIE, Associate Vice President, CBRE Limited PANELISTS: GLEN BOONE, Starbucks CHRIS DOULOS, Cineplex Entertainment DUNCAN THOMSON, Thomson Realty Limited
12:30 – 1:15 pm	**BUFFET LUNCH & NETWORKING**
1:15 – 2:00 pm	**DEVELOPERS PANEL DISCUSSION:** *"Enhancing the Vision and the Mandate to Grow the Community and Its Economy"* MODERATOR: JOHN JOHNSTON, Director of Development, Cordova Realty PANELISTS: MARC GOSSELIN, Director Sales, Leasing and Business Development for Cobalt Properties Inc. GLENN MUNRO, North American Development Group JAMES PETRIE, Executive Vice-President and General Counsel, Plaza Retail REIT
2:00 – 3:00 pm	**CASE STUDY: 3+ CORPORATION** *"Attracting Retail to your Community"* BEN CHAMPOUX, Chief Executive Officer, 3+ Corporation FREDERIC GIONET, Senior Research Officer, 3+ Corporation
3:00 – 3:15 pm	**CLOSING REMARKS**
3:15 – 4:30 pm	**NETWORKING RECEPTION**

Who should attend?

Provincial Government and Municipal representatives, Economic Development Agency representatives, Landlords, Developers, Retailers, City Planning & Engineering representatives, Entrepreneurs & Investors

How will you benefit by attending?

- ✓ Increase your awareness of the role of retail development and its contribution to the regional economy
- ✓ Understand the distinct advantages of fostering a strong private/public sector working relationship in growing the regional economy through retail development
- ✓ Identify specific ways in which the public and private sector can work together to achieve the goal of economic growth and regional development
- ✓ Positive relationship building is paramount for successful development – attend to network, share ideas, discuss industry issues and explore retail development opportunities.

Program Planning Committee

JOHN JOHNSTON, Program Planning Committee Chair, Cordova Realty; **COLIN WHITCOMB**, ICSC Atlantic Provinces Director, The Hardman Group; **JAMES PETRIE**, Plaza Retail REIT; **BEN CHAMPOUX**, 3+ Corporation; **ADAM CONTER**, ICSC Atlantic Provinces Government Relations Chair, CBRE Ltd.; **FREDERIC GIONET**, 3+ Corporation; **PETER MACKENZIE**, CBRE Ltd.

Alliance PROGRAM

Retail Development through Public/Private Partnerships

INTERNATIONAL COUNCIL OF SHOPPING CENTERS

IN PARTNERSHIP WITH

Attirer Croître Prospérer | Attract Develop Prosper

TUESDAY OCTOBER 28, 2014
Ramada Plaza Crystal Palace
Republic Ballroom
499 rue Paul Street
Dieppe, NB E1A 6S5

ATLANTIC PROVINCES ALLIANCE PROGRAM

The Economic Benefits of Retail Development to the Community

Thank You to our Generous Sponsors

Cadillac Fairview

CBRE

Cordova REALTY

PLAZA RETAIL REIT

How to Register

Register online by visiting our Program Web Page at www.icsc.org/2014A12 or complete the bottom portion of this form and return to us via Fax, or Mail at the contact information below. Duplicate this form for additional registrations. For cheque payments, please ensure that your payment and registration form is sent to us no later than October 17, 2014.

REGISTER ONLINE: www.icsc.org/2014A12 (Credit card registrations only)
REGISTER BY FAX: +1 (732) 694 1800 (Credit card registrations only)
REGISTER BY MAIL: ICSC, 120 Eglinton Avenue East, Suite 500, Toronto, ON M4P 1E2

To qualify for the Member rate, each individual attendee must be an ICSC Member or ICSC Public Sector Member. If you are not yet an ICSC Member or would like to have more information about membership, please visit us at www.icsc.org/membership.

For questions about this program or registration, please contact: Brenda Carter, bcarter@icsc.org or Tel: 416.486.4511 x2127

Register now at www.icsc.org

ICSC Member & ICSC Public Sector Member Advance Fee:
$45 + 13% HST = $50.85 CAD
Non-Member Advance Fee:
$60+ 13% HST = $67.80 CAD
ICSC Student Member Fee:
$35 +13% HST = $39.55 CAD

ICSC Member & ICSC Public Sector Member Onsite Fee:
$60+ 13% HST = $67.80 CAD
Non-Member Onsite Fee:
$75 + 13% HST = $84.75 CAD

International Council of Shopping Centers

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Your membership I.D. # _____ E-mail _____

METHOD OF PAYMENT

☐ Check or money order made payable to ICSC for $ _____ ☐ MasterCard ☐ VISA ☐ Amex ☐ Discover

Name (as it appears on credit card) _____ Signature _____

Credit Card Number (include all digits) _____ Expiration Date (month/year) _____

For registration instructions, see reverse. Duplicate form for additional registrations.