

Speaker Biographies

ADAM CONTER is a newly minted Senior Sales Associate with CBRE Limited. Responsible for the growth of the company across New Brunswick, Adam focuses his efforts on business development across all sectors. The catch however is a mild addiction to Retail deals. The passion, the personalities and the complexity of Retail transactions are some of the most interesting activities in our market place and the chance to study them in depth is a matter worth pursuing. Adam was delighted to be selected as the 2014/2015 Fiala Fellow where he has been working diligently on a road map to success for small market downtowns in their pursuit of retail growth and the building of relationships between the city, the landlord and the retail tenant. Don't underestimate New Brunswick as part of your Retail expansion plans, Adam is available for a conversation anytime.

DAVID COON has extensive experience in the management, leasing and re-merchandising of shopping centre and mixed-use commercial properties. In his current role as Partner at PDG Investments (PDG), David oversees leasing, marketing and property operations for Tsawwassen Commons. David formed the Warrington Property Group in 1992, based in Vancouver, BC, and with his partner Dave Spear built the company into one of the largest privately-owned shopping centre, office, industrial and residential property management and leasing firms in BC. David merged Warrington Property Group with PCI in 2005 to form Warrington/PCI Management.

STUART CRAIG is Riocan Management Inc.'s Vice-President of Planning and Development. RioCan is Canada's largest real estate investment trust with a total capitalization of approximately \$14.9 billion as at June 30, 2014. It owns and manages Canada's largest portfolio of shopping centres with ownership interests in a portfolio of 340 retail and mixed use properties containing an aggregate of 81.0 million square feet, including 47 grocery anchored and new format retail centres containing 13 million square feet in the United States as at June 30, 2014. Stuart has been with Riocan for 13 years and has overseen the redevelopment of over 70 new development and redevelopment projects in Ontario and Western Canada during his tenure with the company. He is currently managing 12 major development and redevelopment projects for Riocan. In October and November of 2014, RioCan with their US partner, Tanger Outlets, opened new Outlet facilities in Ottawa and North Toronto. Stuart managed the development of both facilities. Stuart has been a planner and development specialist for over 25 years. He spent 2 years with First Professional

Management (Smart Centres) and then 3 years in the residential development sector with Cougs Investments prior to joining Riocan. He began his career, after completing his Planning Degree at the University of Waterloo, in the government sector where he spent a year at the Town of Whitby and 9 years with the Town of Ajax.

JANET DERBAWKA is a partner in McMillan LLP's Vancouver office and is a member of the firm's Real Estate Group. Janet has over 20 years' experience as a commercial lawyer with a focus on leasing, real estate acquisitions and dispositions and real estate financing. She has also acted as counsel in numerous complex business transactions involving multi-jurisdictional acquisitions, mergers and joint ventures. Janet has considerable experience representing clients in the hospitality, gaming, designer outlet and large format retail industries. She has acted for a wide range of international developers, real estate investment trusts, international franchises and publicly traded companies.

KAREN FLAVELLE has many different experiences that have provided the tool box for her to successfully lead Purdys, the largest Chocolatier in Canada.....a B.Comm from Queen's, living in Japan and Asia for 2 years, speaking fluent French, being trained in classic packaged goods marketing at General Mills, developing innovative new products at Product Development Partnership in the UK, and growing a popular chain of 140 restaurants: Swiss Chalet. Sport, particularly endurance sports like running, road biking, roller blading and skiing, give Karen the high energy she is known for. Karen's personal mission is to help people connect, to strengthen existing relationships and build new ones.

CHRIS HADFIELD, writing on Twitter, woke up the world every day with "Good morning, Earth!" while living for 5 months aboard the International Space Station. Through his 21-years as an astronaut and 3 spaceflights, Colonel Hadfield has become a worldwide sensation, harnessing the power of social media to make outer space accessible to millions and infusing a sense of wonder into our collective consciousness not felt since humanity first walked on the Moon. Called "the most famous astronaut since Neil Armstrong," Chris Hadfield continues to bring the marvels of science and space travel to everyone he encounters. --- Colonel Hadfield is a pioneer of many historic "firsts". In 1992 he was selected by the Canadian Space Agency as a NASA Mission Specialist – Canada's first fully-qualified Space Shuttle crew member. Three years later, aboard Shuttle Atlantis, he was the first Canadian to operate the Canadarm in space, and the first Canadian to board a Russian spacecraft as he helped build

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space station “Mir.” In 2001, aboard Shuttle Endeavour, Colonel Hadfield performed two spacewalks – the first Canadian to do so – and in 2013 he was Commander of the International Space Station – the first and only Canadian to ever command a spaceship – so far. During his multi-faceted career Hadfield has intercepted Soviet bombers in Canadian airspace, lived on the ocean floor, been NASA’s Director of Operations in Russia, and recorded science and music videos seen by hundreds of millions. --- A heavily decorated astronaut, engineer, and pilot, Colonel Hadfield’s many awards include receiving the Order of Ontario, the Order of Canada, the Meritorious Service Cross, and the NASA Exceptional Service Medal. He was named the Top Test Pilot in both the US Air Force and the US Navy, and has been inducted into Canada’s Aviation Hall of Fame. He is the author of the internationally bestselling book *An Astronaut’s Guide to Life on Earth*, and has been commemorated on Canadian postage stamps, Royal Canadian Mint silver and gold coins, and on Canada’s newest five dollar bill (along with fellow astronauts Steve MacLean and Dave Williams).

DAVID HARDY is a Partner at Orangetheory Fitness and the President of Franvest Capital Partners Inc., a private investment firm that acquires companies as a hands-on, value added investor. In the past 15 years, Franvest has made investments in the retail, food services, manufacturing, real estate and IT industries. In 1999, Franvest acquired the CLUBFIT chain of fitness clubs in receivership, and in 2008 sold the chain to a private equity firm as part of an industry consolidation. At that time, CLUBFIT had five clubs with 25,000 members and was the leading club chain in Edmonton. As part of the sale, Franvest reinvested in the new company (International Fitness Holdings) that also acquired World Health Club and Spa Lady (25 clubs in Alberta). David continues to consult and serve on the new company’s board of directors. David is the President of the Fitness Industry Council of Canada (FIC), the trade association that represents the 5,000 fitness clubs in Canada. FIC works to promote and protect the commercial fitness industry in Canada, and has launched a number of initiatives including the Adult Fitness Tax Credit, which was promised by the Conservative Government once the budget is balanced in 2015, and was a 2012 election promise by the PC party of Alberta. From 2008 to 2012, David was a member of the board of directors of the International Health Racquet & Sports Club Association (IHRSA), the trade association that represents the fitness industry globally (over 11,000 members in 69 countries). IHRSA operates the leading trade-show and publication, and promotes numerous health promotion and advocacy efforts.

CHRIS HARTMAN joined TFN Economic Development Corporation as Chief Executive Officer in May 2009. The Corporation is responsible for developing business relationships that will create long term wealth for Tsawwassen First Nation and its Members. For his efforts over the last 5 years, Chris recently received the Individual Economic Developer of the Year Award from the Council for the Advancement of Native Development Officers (CANDO).

JOAN JOVE oversees the development programme in North America and Spain of McArthurGlen Group; Europe's leading owner, developer and manager of designer outlets. In particular, Joan is currently focused on developments in Vancouver and Malaga. Joan joined McArthurGlen’s development team, which has developed nearly 6.5 million sq ft across eight countries, in 2008. Prior to this, Joan worked as a management consultant for The Boston Consulting Group and Accenture. Joan received a Master in Business Administration from Harvard Business School and a Master in Industrial Engineering from the Polytechnic University of Catalonia.

JILL KROP, as a veteran Canadian journalist, has a wealth of experience to draw on as the host of *Unfiltered*, Global BC’s evening talk show on BC1. Over the course of her 27 year career, Jill has covered major breaking events, including anchoring the live evening coverage of 9/11 and the 2011 Stanley Cup riot. She has interviewed politicians, actors, athletes, rock stars and "everyday" people. After being interviewed by Jill in his Saltspring Island home, renowned Canadian artist Robert Bateman said, “That didn’t feel like an interview – it felt like a conversation.”

STEPHEN J. MESSINGER is a partner in the Commercial Leasing Group where he focuses on leasing and commercial development. Stephen acts for many of Canada's largest and most well-known developers, property and asset managers, retail chains, banks, trust companies and pension funds. He has appeared before provincial court judges to discuss lease trends and has appeared in court on several occasions as an expert witness on commercial leasing matters. Stephen was one of the forefathers of commercial leasing in the 1960’s and in 1973 joined the International Council of Shopping Centers (ICSC) where he is a member of the Canadian Executive Committee. He is a regular lecturer in Canada and the United States. He is currently a member of the Georgetown University Law Center Advanced Commercial Leasing Institute Advisory Board. One of Stephen’s more celebrated presentations is on Rodney Dangerfield Clauses - those clauses that get no respect.

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JOHN NEATE JR (JJ) started his coffee career in 1979 when he joined his father in the family business – Neates Coffee, a coffee wholesaler started by his grandfather in 1945. Neates Coffee was sold to Nestle in 1990 but his passion for providing a great coffee experience to the masses inspired him to start JJ Bean Coffee Roasters in 1996, as both a retailer and wholesaler. From its humble beginning of a 200 square-foot retail outlet on Granville Island, it has grown to sixteen prime locations and a considerable national wholesale business. JJ Bean has been voted by the Georgia Straight reader poll as the best coffee chain every year in Vancouver since 2008. In 2013, John was inducted into the BC Restaurant Association Hall of Fame in the Coffee category. Also in 2013, JJ Bean received a BOMA award for the design of their Marine building location. John is an avid tennis player, enjoys travelling with his wife of 32 years and really likes butter tarts.

AJAY SHAH has over 24 years' experience working on private and public sector design projects in India, US and Canada. He is responsible for the development of retail expertise within Omicron and the enhancement of the firm's position as retail experts in the Canadian marketplace. In addition to managing accounts and developing a strong client base within the firm, he manages the due diligence component and jurisdictional coordination on key projects. Ajay has a strong background in working with First Nations Groups in Canada and Native Bands in the US, and has designed and managed projects in the retail/commercial, industrial, educational, infrastructure, health care and ecclesiastical sectors.

ANDREW SHARPE is the Founder and Chief Executive Storyteller of BRANDSPANK Retailer Marketing. Brandspank is an agency that specializes in user-experience & consumer engagement for bricks & mortar retailers. A self-described retail marketing insight-er, Andrew is also a highly regarded blogger and presenter. For over 20 years (including working client-side as interim Director of Marketing with a national franchised company), Andrew has been instrumental at developing brands and creating compelling stories for dozens of regional, national and international retail organizations.

JAMES SMERDON is a retail consultant and market analyst with Colliers International Consulting in Vancouver. James joined Colliers in 2007 and has been a consultant since 1997. James has worked on projects throughout North America, for a wide variety of public and private sector clients.

HUW THOMAS was appointed President & Chief Executive Officer of Calloway REIT on July 29, 2013 after serving as the Interim President and CEO from March 21, 2013 to July 29, 2013. Previously, Mr. Thomas served in various senior financial roles at Canadian Tire Corporation, Limited, including nine years as Chief Financial Officer from 2000 to 2009, and from November 2009 until December 2010, as Executive Vice-President, Financial Strategy and Performance. In addition to being President & CEO of Calloway, and a Trustee of Calloway since April 2011, Mr. Thomas is a member of the Board of Directors, Audit Committee, and the Nominating and Governance Committee of Dollarama Inc. (since March 2011). He is also a member of the Board of Trustees and a member of the Audit Committee of Chartwell Retirement Residences (since March 2012). Mr. Thomas holds a Bachelor of Science degree in Economics from the University of London (U.K.), and is a fellow of the Ontario Institute of Chartered Accountants.

SEAN WALTERS is responsible for all of Ivanhoé Cambridge's leasing activities for its shopping centre portfolio of in Central and Western Canada, including its Mills and Outlet Collection banners. The combined properties in his portfolio exceed 15 M square feet of gross leasable area. Mr. Walters is an accomplished real estate executive with over 12 years of industry experience in leasing, operations and development. Through leadership and innovation, he oversees the implementation of the strategic directions for the national leasing team, a group of dedicated professionals that is focused on exceeding the expectations of tenants and on fostering long-term partnerships and relationships. After having served within the property management team at Summit REIT, Sean joined Ivanhoé Cambridge in 2004 as Leasing Manager. He was quickly promoted to Senior Manager and to Director, Leasing. During that time, Sean was instrumental in the successful redevelopment projects of several large properties such as Mapleview Shopping Centre in Burlington, Ontario, Conestoga Mall, in Waterloo, Ontario and the expansion of Vaughan Mills, in Vaughan, Ontario. Sean is an active contributor to the shopping centre industry and has been a member of the International Council of Shopping Centres for more than 10 years. He holds a Bachelors of Commerce with Honours from the University of Guelph, Ontario.