

Challenges in Today's Retail Leasing Market

- **Bernie Bayer**
 - **President – Taurus Property Group**
- **Richard Glubish**
 - **Director of Retail Leasing - Hopewell Development Corporation**
- **Darryl Schmidt**
 - **VP National Leasing - Cadillac Fairview**
- **Murray Tait**
 - **Executive Vice President – T&T Properties**

Challenges in Today's Retail Leasing Market

**State of the economy - Impact on retailers
and retail leasing**

What issues are arising or increasing?

Challenges in Today's Retail Leasing Market

Do we expect any retailers to fail in 2011?

Challenges in Today's Retail Leasing Market

What impact is consolidation having on retail leasing for landlords and tenants?

Challenges in Today's Retail Leasing Market

Why are there so many exclusive rights clause issues?

Challenges in Today's Retail Leasing Market

What impact to clauses in a master lease have on subleasing?

What are the rights of head-tenant vs. sub-tenants?

Challenges in Today's Retail Leasing Market

**What impact are US retailers having on
Calgary's landscape?**

Open Forum