



# CALGARY REAL ESTATE LEASING CONFERENCE

**THE FACE OF NEW RETAIL :  
A DISCUSSION ABOUT THE CHALLENGES IN  
TODAY'S RETAIL LEASING MARKET**

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## Our Panel

**Ryan Darragh** - Director of Leasing and Development  
Ronmor Developers Inc.

**Terry Evans** – Vice President of Leasing, Western Canada  
First Capital Asset Management Corporation

**Paul McCloy** – Vice President of Leasing,  
Taurus Property Group



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**WHY IS CALGARY SUCH AN ATTRACTIVE  
MARKET FOR NATIONAL AND  
INTERNATIONAL RETAILERS ?**

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## Population

2012 : 1,120,225

Projected Growth: 25,000 per year



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## Projected GDP Growth

Calgary 3.0%

Canada 2.1%

## Projected Unemployment

Calgary 4.7%

Canada 7.3%

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## **AVERAGE HOUSEHOLD INCOME:**

Calgary - \$137,094

Canada - \$83,697

## **AVERAGE DISPOSABLE INCOME PER CAPITA:**

Calgary - \$46,000

Canada- \$31,000

48 % above average

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## Attractive Features

### Global Nature of Calgary

10 % of Calgary's population are American

44% of all Oil & Gas Corporate Headquarters

#1 in Canada for “Livability”, #5 in the World

“Look at all those Cranes”

A nighttime photograph of a city skyline, likely Calgary, with illuminated buildings and a dark sky. The image serves as a background for the top portion of the slide.

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## **CALGARY' S RETAIL MARKET**



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Current Retail Inventory - 33,000,000 sq ft

Retail Under Construction 2013 - 600,000 sq ft

Proposed Projects 2013-2016 - 10,000,000 sq ft

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## Shopping Centre Category Vacancy by District

**Calgary Vacancy - 2.2%**

<b>Sector</b>	<b>%</b>
North East	3.51%
North West	2.05%
Downtown/Beltline	6.49%
Macleod Trail	1.76%
South East	1.26%
South West	1.38%

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## Sample of Global Retailers on the Horizon

Target

Nordstrom's

Ann-Taylor

JC Penney

Marshall's

Express

J. Crew

Microsoft

Tory Burch

Zumiez

Costa Vida

Orange Theory Fitness

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## **Factors affecting Leasing Opportunities**

Vacancy Rates

Ownership: Few (Shopping Centres) or Many (Streetfront)

Municipal Bylaws

Parking

Sales Productivity

National vs Local Tenant



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## OVERALL

**World Recognized Progressive Strong Economy**

**Excellent Demographics**

**Retail Is Tight**

A nighttime photograph of the Calgary skyline, featuring several illuminated skyscrapers and buildings against a dark blue sky. The lights from the buildings create a warm glow, contrasting with the cool tones of the night.

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## **QUESTIONS FOR THE PANEL**

A nighttime photograph of a city skyline, likely Calgary, with illuminated skyscrapers and buildings against a dark blue sky. The image serves as a background for the top section of the slide.

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**ARE THE MIXED-USE AND MULTI-STOREY  
RETAIL PROJECTS THE NATURAL NEW FACE  
OF RETAIL?**

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**WILL THE CITY OF CALGARY'S IMPENDING  
COMMERCIAL DESIGN GUIDELINES RESULT IN  
MORE EXPENSIVE RETAIL RATES?  
IF SO, ARE THEY SUSTAINABLE?**





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**WHAT AREAS OF CALGARY ARE MORE LIKELY  
TO DEVELOP NEW RETAIL ?  
AND WHY?**



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**WHAT OTHER FACTORS ARE CONTRIBUTING TO  
THE EVOLUTION OF TODAY'S RETAIL AND  
WHAT DOES THIS MEAN FOR THE LEASING  
MARKET?**

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## **QUESTIONS FROM THE AUDIENCE**

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