



## Press release- for immediate release

Monday, February 1st 2010,

### **Downtown Moncton to hold a series of roundtables in spring 2010**

Moncton – DMCI will hold a series of roundtables in the spring on the following topics: ***Retail Downtown; Recruiting & Retaining Tenants Downtown and Living Downtown.***

DMCI is well aware of these challenges in our core and is taking proactive measures to deal with this situation. These series of these roundtables will provide an opportunity for property owners, business owners and stakeholders to voice their ideas, concerns and opinions. We need to ask ourselves how we can work better together and discuss ways that economic agencies - Enterprise Greater Moncton, The Greater Moncton Chamber of Commerce and the City of Moncton Economic Department can help our stakeholders.

#### **Retail Roundtable – Monday February 22nd**

The retail sector in our downtown is evolving and also facing challenges. DMCI is ready to tackle this issue and is dedicated to increasing the amount of retail space in our core. We plan to act swiftly and find creative ideas to best help retailers doing business in our core and to attract new businesses downtown.

The **Retail Roundtable** will focus on the development of a plan that will address the problems or challenges that our retailers experience in Downtown Moncton and discuss ways that economic development agencies can help retailers.

The Retail Roundtable will be moderated by Pierre Michaud of Medes Spa and Bob Cameron of Crombie Properties. We will have a guest speaker, Éric Pelletier; Manager, Investment Attraction & Community Relations of Enterprise Greater Moncton who will give a presentation on “Retail trends in Canada and the importance of this sector in Greater Moncton”.

DMCI President Lawrence Forbes explains the main goals of the retail roundtable as follows *«We wish to provide an opportunity for retailers to voice their concerns, work on a framework for the development of a strong retail component in downtown Moncton, strengthen the existing retail base and add complementary new development and develop a strategy to reinvent the downtown retail experience».*

## **Recruiting & Retaining Tenants in Downtown (retail and office space) Roundtable – Tuesday March 9th**

The **Recruiting & Retaining Tenants in Downtown Roundtable** will focus on developing ideas that will help property owners fill vacant office space and designate and prioritize prime store-front (retail) space to be identified and leased as such. This vision would take into account the need to serve commercial and professional tenants in the Downtown core, while creating a consumer destination for residents and tourists alike.

We have invited Stephanie Turner, Commercial Sales & Leasing - Cushman Wakefield Atlantic to discuss “Investments trends in Atlantic Canada”.

DMCI President Lawrence Forbes explains the goal of this workshop « *We want to reinforce downtown Moncton as the largest and most dynamic economic centre in New Brunswick. We also want to strengthen our strategic location in the Maritimes*» adds Forbes.

The Recruiting & Retaining Tenants Downtown Roundtable will be moderated by André Pelletier; Director of real Estate, Subsidiaries and Mortgage Loans at Assumption Life.

## **Living Downtown Roundtable – April 2010**

The **Living Downtown Roundtable** will focus on the development of a plan that will have the objective to determine how we can attract housing builders to develop high-density housing in downtown Moncton.

Housing density affects the vitality of downtowns, in that the denser the area, the more attractive they are for both business and housing investments. Downtown Moncton is currently underdeveloped with respect to high-density housing.

Moreover, high-density housing has not been a part of the region’s growth, and as a result, business development and primarily retail has moved away from the downtown core to be closer to expanding subdivisions.

Forecasts show that the Moncton area will continue to grow faster than other regions within the province. High-density housing in the city’s core will provide increase opportunities for business development and expansion and provide an environmental alternative to urban sprawl.

More details regarding this roundtable will be given shortly.

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### **For more information:**

Daniel Allain  
DMCI Executive Director  
857-2991

## **General Inquiries**

All roundtables will be from 12:00 pm to 3:30 pm at the City Grill restaurant upstairs boardroom, 130 Westmorland Street, lunch will be provided.

## **Roundtable Format**

|                   |               |
|-------------------|---------------|
| 12:00pm to 12:45  | Lunch         |
| 12:45pm to 1:15pm | Guest Speaker |
| 1:30pm to 3:30pm  | Roundtable    |

Free for DMCI members and \$15 for non-members. Roundtables are open to the general public and we will have 20 seats saved & paid for students. Please register at [pwynberg@downtownmoncton.com](mailto:pwynberg@downtownmoncton.com) or by phone at 857-2991.

## **Information on our Speakers and Partners**

### **Éric Pelletier**



In August 2005 Eric started with Enterprise Greater Moncton where he has served as Labour Force Development Officer, Business Development Officer and in 2006 assumed the responsibility of Manager of Investment attraction and community relations. As part of his role Eric has been part of the process of attracting many companies to the region as well as local expansion projects.

He is a founding member of the Greater Moncton Immigration Board as well as a member of the Retail Counsel of Canada, the Internal Counsel of Shopping Centers as well as a member of the Canadian Franchise association where he sits on the Franchise Services Committee.

### **Stephanie Turner**



**STEPHANIE  
TURNER  
COMMERCIAL  
SALES &  
LEASING  
CUSHMAN &  
WAKEFIELD  
ATLANTIC**

PHONE | 506-693-  
6876  
CELL | 506-333-  
3442  
FAX | 506-693-0435  
[sturner@cweast.com](mailto:sturner@cweast.com)  
71 Paradise Row  
Saint John, NB E2K  
3H6

Stephanie has over 20 years of sales and marketing experience in the Oil & Gas and Telecommunications sectors. Prior to moving to Saint John she held the role of Manager of Investment Attraction with Enterprise Greater Moncton where, for 5 years, she worked to attract new businesses to the greater Moncton area.

Stephanie joined Cushman & Wakefield Atlantic in Saint John in 2006. Stephanie specializes in office leasing, representing both Landlords and Tenants. She has also carved out a niche representing developers selling oceanfront lots in resort areas as far away as Honduras. Stephanie's sales results qualified her for the prestigious Cushman & Wakefield "President's Round Table" in 2009.

Stephanie is a graduate of the University of New Brunswick. Ms. Turner is an active member of the Saint John Board of Trade as well as the founder of the dynamic Saint John xChange leads group.

#### Our Partners



**Valérie Roy**  
Chief Executive Officer  
857-2883



**CEO John Thompson**  
858-9550



**Ben Champoux; Business  
Development Specialist**  
853-3518