



# RETAIL ESTATE SERVICES







# 01

## WHO WE ARE



Koolspace is retail.

Headquartered in Toronto but with a reach that spans across North America and Internationally, Koolspace specializes in Landlord and Tenant representation, consulting services and investment sales.

Koolspace is independent.

Founded by retail leasing aficionado Steven Alikakos, Koolspace has broken ground with more than 30 years of retail experience working with Landlords such as Allied, Menkes, GWL, Brookfield, RioCan and Dream and Tenants such as INK Entertainment, Lacoste, Asics, Brooks Brothers and Calvin Klein.

Koolspace is exclusive.

A selective team allows the best to be handpicked to devote full attention to our clients.

Koolspace cooperates.

Partnering with Three Sixty Collective has allowed Koolspace to expand its resources, network and capabilities. Through this pairing, we have access to the most up to date market research giving us the upper hand on analytics.

Koolspace delivers.

Koolspace and its team have negotiated leases for hundreds of thousands of square feet across North America.



# 02

## WHERE WE CAME FROM



*Recently founded  
by Steven Alikakos*

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*Koolspace  
has been built on  
over 30 years of  
experience*

1998



2007



2011



2013



2018



2019





# 03

## WHAT WE DO

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### **OWNER REPRESENTATION**

From establishing the ideal tenant profile to building custom marketing packages and signage, we work with Developers and Landlords to merchandise their retail space with the most appropriate operators and brands.

### **TENANT REPRESENTATION**

Whether you're looking for your first bricks and mortar location or expanding across the country we strategize to position your brand for success.

### **RETAIL CONSULTATION**

With almost 30 years of experience in retail leasing we have seen it all. We've worked with ownership and development at all stages of construction, establishing a merchandising plan to create the best retail experience.





# 04

## WHO WE'VE WORKED WITH

120 Modern • 134 Peter Bar & Grill • 7-Eleven • Adidas • Alimento Fine Food Emporium • Allen Edmonds • Allied Properties REIT  
AllSaints • Amal • Amazon Indoor Playground • American Apparel • Andrews • Apple • Aqua-Tots Swim Schools • Aritzia  
Aroma Espresso Bar • Asics • Atelier • Atria Development Corp • Au Lit Fine Linens • Baker Berry's • Bamboo • Ben & Jerry's  
Ben McNally Books • Bibab Express • Bikes on Wheels • Black's • Blackstone Real Estate Advisors • Brant House • Brassaii  
Brookfield Properties • Brooks Brothers • Buca • Bumpkins • Burger King • CAA • Calvin Klein Jeans • Calvin Klein Underwear  
Cafe Landwer • Canada Post • Canadian Blood Services • Caphalon Culinary Centre • Carbon Bar • Casa Cucina • CC Lounge  
CD Capital Partners • Christian Dior • Cinnabon • Citizen House of Cannabis • Clarins Skin Spas • Crown Realty Partners  
Crush Wine Bar • Cumberland Private Wealth Management • DeBoer's • Design Within Reach • Desjardins Credit Union • Distrikt  
Dollarama • Dominion • Downtown Kids Academy • East Side Mario's • Ecoitaly Interiors • Elite Model Management  
Esplanade Bier Markt • Fast Fresh Foods • FedEx Office • Fine Wine Reserves • Fionn MacCool's • Firkin Pubs  
Flock Rotisserie + Greens • Forno Cultura • Four Seasons Fur • GNC • Gucci • Guess • Hakin Optical • Hammam Spa • Hermes  
Hero Certified Burgers • Hip Baby • House of Blues • Howards Storage World • I E Interiors Inc. • Ilori • Indian Motorcycle Dealership  
Indigo Books • Indoors & Out • INK Entertainment • Intermix • International News • Italinteriors • Izakaya • Izzy Camilleri Designs  
Jack Astor's • Jamie Kennedy Wine Bar • Juice Works • Ki Modern Japanese + Bar • KingSett Captial • La Prep  
Listen Up! Canada Hearing Clinics • Lucian • Maro • Maverick Studio for Men • Michael's Baguette • Mini Cooper Dealership  
MoRoCo Chocolat • National Bank • Nickels Restaurant + Bar • Nota Bene • Ontario Lottery & Gaming Corp. • Patagonia • Patria  
Pickle Barrel • Planet Organic • Pravda Vodka Bar • Randstad • Real Sports Bar & Grill • Richard St. John Associates  
Richtree Market Restaurants • RioCan REIT • Rodney's Oyster House • Ruth's Chris Steak House • Sandwich Box • Save the Children  
Scaramouche • Second Cup • Serenite • Shoppers Drug Mart • Sirius Satellite Radio • Slate Properties • Sobeys • Solaris Jewellers  
SOMA Chocolatemaker • Splendido • Spring Rolls • Stacaro • Starbucks • SubZera & Wolf Showroom • Swarovski • SweetLuLu  
Swiss Chalet • Szechuan 88 • Tall Girl • Taylor's Outdoor Gear • The Acton Leather Company • The Boathouse • The Carlu  
The Goldman Group • The Market by Longo's • The Running Room • The Sultan's Tent & Café Moroc • The Templar Hotel  
The UPS Store • Tim Hortons • Timothy's Coffee • Totum Life Science • Vibe Cannabis • Weslodge • Westmont Hospitality Group  
Westbank • Winners • Wford • WVRST • Zwilling JA Henckels • To name a few...



NICHOLAS METIVIER GALLERY

190



# 05

## HOW WE DO IT

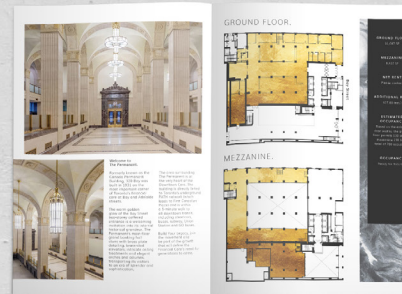
Koolspace knows the market and how to present listings to target the right tenants. Our knowledgeable team will work to develop a strategy for marketing the property to ensure the campaign is optimized and effective. After assessing the property and its surrounding market and fully grasping the wishes of the direction the Owner wants to take this project, we will prepare a merchandising plan that will lay out our path.

We use a variety of platforms as appropriate in order to reach the largest audience. These platforms include but are not limited to:

- Personal Contact
- Direct Mail Marketing
- Retail Specific Publications
- Email Campaigns
- Social Media
- Commercial Marketplace Databases

Our team has the experience to create a focused campaign that will highlight the building's location and features that we believe will attract the right Tenants.

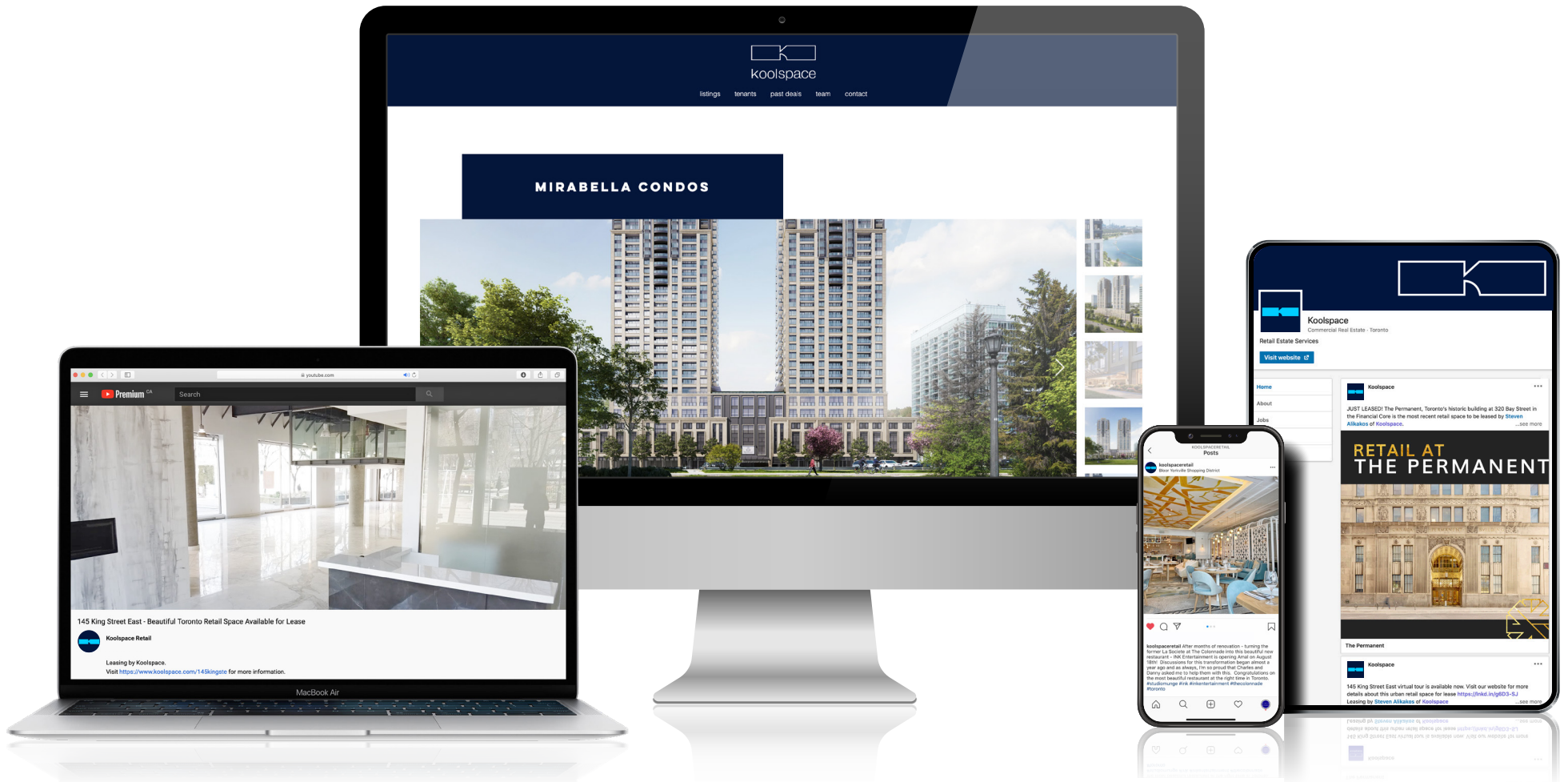
# CUSTOM BROCHURES





06

WHAT PEOPLE SEE



WEB &amp; SOCIAL

# SIGNAGE







## MEET THE TEAM



### **STEVEN ALIKAKOS**

President & Broker of Record

Steven has more than 30 years of retail real estate experience and brings in-depth knowledge of leasing and investment sales. He has an exceptional track record and is recognized as one of the premier retail real estate professionals in Canada.

Prior to launching Koolspace, he led the expansion of RKF into Canada and prior to that was Senior Vice President & Country Manager at DTZ Barnicke where he managed DTZ's retail department across Canada.

Steven has worked on several high-profile redevelopment projects in Toronto. Most recently, Steven's team oversaw the merchandising and planning of all the key aspects of the retail for The Well, RioCan and Allied REIT's new 3,000,000 SF development. Other assignments have included the remerchandising of GWL Realty Advisors' College Park, North York City Centre, Commerce Court and Southcore Financial Centre; Allied REIT's REX Award winning 'King West Central', comprised of the Ground and Lower Floors of the restored Brick and Beam warehouses on King Street West, and their 'Downtown East' portfolio surrounding the historic St. Lawrence Market; CD Capital Partner's retail at Yonge and Eglinton; Westmont Hospitality Group's Fairmont Hotels across Canada, the redevelopment and leasing of Brookfield Properties' Brookfield

Place, Hudson's Bay Centre, First Canadian Place, Queen's Quay Terminal and The Atrium on Bay; Slate Properties' Bay Street portfolio; and KingSett Capital's Bloor Street portfolio.

Steven's retail clients have included but are not limited to Zwilling J.A. Henckels, Asics, Brooks Brothers, Andrews, Lacoste and Clarins Skin Spas.

Professional Associations  
Real Estate Council of Ontario  
International Council of Shopping Centres  
Previously sat on the St. Lawrence Market  
Precinct Advisory Committee





## **TARA GRUMMETT**

Marketing & Production

Tara manages the Koolspace team as their Marketing Specialist, bringing with her 10 years of experience in commercial advertising followed by 5 years in retail specific real estate marketing.

After studying Photography and Graphic Design at OCAD University, Tara joined the award-winning commercial production facility Westside Studio. Working alongside photographer Matt Barnes as his producer she specialized in advertising, music and entertainment, producing shoots for National brands such as Air Canada, Ronald McDonald House, Budweiser, Jagermeister, Molson and Red Bull to name a few and working with people like Drake, Jason Priestley, Robert Herjavec, Megan Markle and John Tavares. She wore many hats in this role diversifying her experience once becoming a stop motion animator for The Sheepdogs Feeling Good music video which landed them a Juno Award for Video of the Year and assisting with the digital imaging for National campaigns.

Recently Tara has been focusing on commercial retail real estate leasing as a Graphic and Marketing Specialist. Her experience comes from creating captivating marketing packages for both properties for lease as well as tenants looking to expand

in the market. She has become proficient in direct mail and email marketing as well as targeted social media advertising.

In addition to marketing, Tara supports the team with market research, demographic studies and up to the minute surveys of where retail in Canada's every changing landscape is moving. Using a variety of resources she develops a picture of the market and assists in creating an ideal tenant profile.







# 08

## OUR RETAIL AFFILIATES





## **TERESA SPATARO**

Chief Retail Leasing Officer

Teresa is recognized as one of the premier retail real estate professionals in Canada. She has over 30 years of experience in the shopping centre industry, including outlet retailing, regional, community and power centres. Teresa has a broad knowledge of

regional retail differences and markets in cities in Western, Central and Eastern Canada including U.S. markets.

With strengths in formulating strategic leasing plans, development and implementation of annual leasing budgets, preparation of offers to lease, negotiation of lease clauses, review of tenant store design and analysis in Net Effective Rent (NER), Teresa has proven an exceptional track record in all stages of development. Teresa has successfully leased and opened at 80% occupancy for new development projects including Mills and Outlet centres, while supervising a team of leasing representatives.

Currently Teresa is focused on the 84,295 square foot expansion of Phase 2 for McArthurGlen in the Vancouver market, which is 82% leased and opened fall 2019. This achievement has included replacing nonperforming tenants with stronger brands and completing the lease up of the food component which had been lacking. The success of which was accomplished with

strong retail relationships and development of property strategy. The centre will be home to first to market brands such as 98 Food Co. as well as Aritzia Outlet, Movado, Jimmy Choo, All Saints, Rudsak, and Stuart Weitzman.

Teresa has secured deals with National tenants from coast to coast, and has represented Tenants Asics, Zwilling J.A. Henckels, Brooks Brothers, Freshly Squeezed, and Lacoste to name a few.

Teresa's vast experience comes from 17 years of Tenant merchandising & negotiations as Vice President in Development Leasing with Ivanhoe Cambridge. Following her time with Ivanhoe, she became a part of RKF as Senior Vice President adding tenant representation to her long list of expertise. In 2018 Teresa joined Three Sixty Collective where she is the Chief Retail Leasing Officer.

Professional Associations  
Real Estate Council of Ontario  
Real Estate Council of British Columbia  
International Council of Shopping Centres



### **THREE SIXTY COLLECTIVE**

Multi disciplinary, forward thinking, industry leaders.

A bespoke strategic collective that builds distinctive brands, creates remarkable experiences and develops memorable places.

Retail strategists, urban planners and market researchers.

Anticipating and responding to today's rapid changes in the retail, development and real estate sectors to ensure you are ready for the future.

### **SUSAN MCGIBBON**

Chief Experience Officer

Building distinctive brands, communities and retailers is her passion. Her strategic philosophy is the foundation of her work: experience is paramount, relationships matter, evolution is necessary for relevance and brand story telling is vital.

Susan is recognized as an accomplished business strategist and brand innovator and has 25+ years of experience and depth in the Retail, Research and Creative services industries.

Using a high energy, entrepreneurial leadership style that fosters a culture of creativity and innovation, Susan is known for delivering insightful ideas, activating powerful strategies and driving unprecedented results and growth.

### **JOHN ARCHER**

Chief Development Officer

John takes a forward thinking approach to solving urban development challenges. This comprehensive approach is based off the inter-relationship between economic context and urban planning.

Evolutionary city building is about confidence in the future. John's work focuses on being able to see the potential for positive change, taking informed risks, and knowing how to translate economic fundamentals into tangible value of built form, variety of uses, and placemaking.

Recommendations and action plans are based on a solid foundation of consumer and competitive positioning research. Over the past 20 years John has honed his global research and analytical skills and knows what questions to ask and how to distill those results into viable and vibrant plans for liveable communities.

