



MCCOR
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Councillor Maureen Cassidy, Chair
Community and Protective Services Committee
Corporation of the City of London
300 Dufferin Avenue
London, On

Dear Ms. Cassidy,

Westmount Shopping Centre has been a part of the community for over 50 years! From its humble inception in 1971 when Mowbray Sifton built a 15 store, one anchor shopping experience nestled within his enormous Westmount housing project, Westmount Mall became the heart of the neighbourhood. From 1973 to 1981, Westmount experienced several redevelopment projects to meet the growing needs of the community adding more retailers and services, an additional anchor and eventually a food court. As the Westmount neighbourhood continued to expand, a new opportunity was seen and Westmount once again grew exponentially to a two-level shopping centre featuring four glassed in scenic elevators, 200 retailers and services, the addition of another anchor and indoor parking for approximately 900 vehicles.

Grand opening April 5, 1989: Westmount Shopping Centre was unveiled to a very enthusiastic community and people came out in droves! Every store imaginable that anyone would want to shop in was at Westmount. Every unique, exciting, and crowd-pleasing event was offered at Westmount with corridors filled and families thrilled! Westmount was alive! From seasonal favourites like Santa Claus and the Easter Bunny, to Partners In Response (featuring London's well-respected first responders) to the arrival of John and Jesse Davidson after their cross-Canada walk in support of Duchenne Muscular Dystrophy, Westmount was the "it" place to shop, eat, and be entertained!

As the retail world began to evolve and the economic environment began to change, Westmount began to experience challenges seeing national tenants downsize or disappear, retailers claim bankruptcy and others attempt to survive with the help of the Landlord. Throughout these challenging times, Westmount continued to offer events and activities to the community. Fast forward a couple more years and the introduction of the "big box" shopping experience brought further challenges. With the addition of big box centres a short jaunt from Westmount, many of our loyal shoppers began to disappear to the "bigger and better" options.



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Westmount held on and continued to work with their tenants and offer community events and activities to stay relevant. Later, Westmount suffered the loss of two anchors with the demise of Sears and Target.

Seeing an overabundance of new retail consistently popping up in London, Westmount continued to experience vacancies. The property went to market thrice under previous ownership with no success until McCOR embraced the property with a vision. London could no longer support three regional shopping centers in addition to the many big box and open air centers that were opening at the south of the project.

In 2018, McCOR Management acquired Westmount Shopping Centre on behalf of an investment group who saw an opportunity to create the first mixed use redevelopment of its kind in the history of London. Working within its current footprint, Westmount would be positioned and equipped to support the everyday needs of a revitalized, active, and engaged community becoming a place to live, work, learn, play and shop; the neighborhood hub – Westmount Commons.

Re-purposing the former Target box next to the cinema enabled Westmount to focus on education and entertainment. Following the initiatives of Tourism London, along with the LEDC, Reptilia was introduced to the London market but the initial concept did not receive favourable results from the City of London. This process was lengthy as Reptilia had additional options to consider in other markets, but their belief in the Westmount vision and its position in the community helped to determine London as their newest facility.

McCOR reviewed their operations in Vaughn and Pickering, receiving glowing references from both municipalities and landlords. In addition visitor feedback indicated trips were well-received, very educational and family friendly. Reptilia's valuable work with municipal first responders also provides training in the handling methods of these animals in unique situations.

Their community involvement and focus on education make them an ideal tenant for the property, complementing Westmount's vision. In preparation for their tenancy, provisions were made at the property to accommodate school bus and vehicular parking for community groups visiting Reptilia's theatre and lecture facilities.

Your's truly,
McCOR Management (East) Inc.

Luc Corneli
Principal