

# PRESENTER BIOGRAPHIES



## Zelick Altman

*Managing Director  
LaSalle Investment Management  
zelick.altman@lasalle.com*

Zelick Altman is a Managing Director of LaSalle Investment Management responsible for its Canadian operations. In addition, Zelick is President of the LaSalle Canadian Income & Growth Funds I & II, two pooled, co-mingled funds with over \$550 million of equity committed.

Zelick began his real estate career in 1976 and has since worked in the institutional, public, and private sectors of the real estate investment industry.

Prior to joining LaSalle Investment Management, Zelick served as a Senior Vice President with Dundee Realty Corp., CREIT, and Counsel Property Corporation where he had responsibilities including acquisitions, asset management, and disposition of properties across Canada. He also ran his own real estate company, acquiring properties for his own account and for syndicates of private investors.



## Jamie Chisholm

*Vice President, Central Canada  
First Capital Realty Inc.  
jamie.chisholm@firstcapitalrealty.ca*

Jamie Chisholm is the Vice President, Central Canada for First Capital Realty Inc.

First Capital Realty Inc. currently owns interests in 175 properties, including 8 under development, totalling approximately 20.4 million square feet of gross leasable area and a number of other sites in the planning stage for future retail development.

Previously Jamie was the Vice President, Real Estate and Engineering for Sobeys Inc. where he was responsible for the acquisition, development, and leasing of properties for all banner stores within Ontario.

Jamie's prior experience includes expansion programs with other retailers including Canadian Tire, Part Source, CIBC and Wendy's Restaurants. He brings with him, over 20 years of real estate knowledge and experience.



## Dennis Eberhard

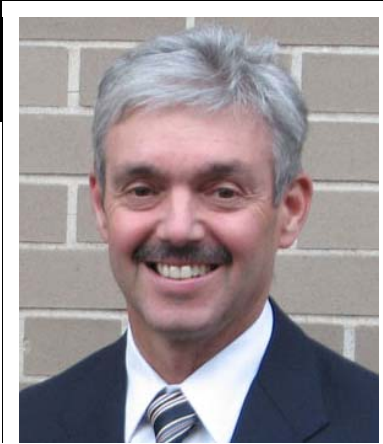
*Vice President, Development  
Smart!Centres Inc.  
deberhard@smartcentres.com*

Dennis Eberhard has responsibility for the National Capital Region, Eastern Ontario market and oversees Smart!Centres acquisitions and development activities. He joined Smart!Centres in 2002.

Prior to that, Dennis has worked for such notable retail companies as Bank of Nova Scotia, Hudson's Bay Company, Zellers and K-mart and has held executive shopping centre positions with Trinity Development Group and PenEquity Management Corporation.

Dennis has over 23 years of experience in the shopping centre and retail development business.

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## Ted Fobert

*Founding Partner  
FoTenn Consultants Inc.  
fobert@fotenn.com*

Ted Fobert RPP MCIP has close to 30 years of professional planning experience.

Ted's career has spanned both the public and private sectors, and as a result he has extensive experience in strategic policy matters, as well as private sector land use and development projects. His clients include large corporations, developers/builders, the Federal and Provincial Governments, and many municipalities.

As the project manager, lead planner and experienced facilitator on many complex planning projects, Ted contributes an unparalleled level of knowledge, insight and sensitivity, with a proven track record of finding creative solutions to planning challenges.

Ted is a qualified expert witness at the Ontario Municipal Board, a former Chair of the Ottawa Committee of Adjustment and an Executive Member of Lambda Alpha - an Honorary Land Economics Society.



## Dan Gray

*Vice President, Leasing  
Bentall LP  
dgray@bentall.com*

Dan Gray is Bentall's senior representative in the Ottawa market, responsible for overall leasing and business development within their Ottawa portfolio.

Dan has 17 years' experience in both property management and leasing as well as actively participating in the retrofit and new development of a variety of significant projects.

Prior to becoming a Bentall employee, Dan was recruited by O & Y Enterprise for the position of General Manager of World Exchange Plaza and other downtown properties.



## Jan Haubrich

*Vice President, Finance  
Metcalf Realty Company Ltd.  
jan.haubrich@metcalfeREALTY.com*

Jan Haubrich, CGA, has over 30 years experience in the commercial real estate industry.

Jan is the CFO for the Fuller Group of Companies and its commercial real estate arm, Metcalfe Realty Company Limited. He is responsible for the financial management of the group of companies.

Jan has been actively involved in BOMA Ottawa for many years and is a past president of the association.

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## Mark Holden

*Vice President, Office/Industrial  
Asset Management  
Morguard Investments Limited  
mholden@morguard.com*

Mark Holden oversees the asset management of a \$2 billion office and industrial portfolio in Ontario and Quebec and has been directly involved in the Ottawa office and industrial market for 11 years. He has 16 years experience in real estate in the asset management and investment sides of the industry.

During his time at Morguard, the Ottawa portfolio has grown from 1.5 million square feet to over 5 million square feet with the 150,000 square foot Dell Building being the latest acquisition. Mark joined Morguard in 1998 as an Asset Manager to manage the company's third party pension funds on the office side in Quebec and Ontario.

Prior to that, Mark worked for the Canadian subsidiary of a publicly traded British company, Hammerson Canada, where he was the Manager of Acquisitions.



## Kelvin Holmes

*Managing Director, Ottawa  
Colliers International  
kelvin.holmes@colliers.com*

Kelvin Holmes has been involved in Ottawa's commercial real estate industry for the past 22 years with experience in both the landlord and brokerage fields.

Kelvin's career focus is the office market representing both landlords and tenants. As Managing Director, he is responsible for the overall operations of Colliers' Ottawa office which provides a complete range of brokerage services in all segments of the market.



## Peter Hume

*Councillor & Chair, Planning &  
Environment Committee  
City of Ottawa  
peter.hume@ottawa.ca*

Peter Hume is an Ottawa City Councillor who, over the last 18 years, has represented his community at both the local and regional levels of government.

In 2003, Peter was appointed Chair of the City of Ottawa's Planning and Environment Committee and member of Corporate Services and Economic Development Committee by his Council Peers.

Recently, Peter was appointed to the City of Ottawa's Audit, Budget and Finance Committee. He has served on the Hydro Ottawa Board of Directors since 2004. In 2005, he was elected to the Board of Directors of the Association of Municipalities of Ontario (AMO) and has led as their President since August 2008.

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## Pierre Hurteau

*Principal*

*BridgePort Realty Capital Partners Inc.  
pierrehurteau@bridgeportrealty.ca*

Pierre Hurteau has over 20 years of real estate industry experience. He has worked with several of Canada's largest private real estate companies, financial institutions and a prominent Canadian pension fund manager.

Pierre's diverse experience includes third party property management, leasing, asset management, acquisitions, dispositions, and fund management of real estate assets in Canada, US and Asia.

Prior to forming BridgePort Realty Capital Partners, Pierre was Director of Asset Management for La Caisse de dépôt et placement du Québec where he was responsible for all asset management activities for a portfolio of multi-residential, senior housing, hotel and office assets totaling over \$4.9 billion of market value.

BridgePort is a real estate company offering a full array of services including: Real estate investment advice, sourcing and placing investment capital, asset management, construction and development management, leasing services, land and building development.



## Cal Kirkpatrick

*Vice President, Development*

*Colonnade Development Inc.  
ckirkpatrick@colonnade-dev.com*

In a career that began in 1987 with Colonnade Development, Cal Kirkpatrick has developed a varied background in the design, marketing, leasing, construction and management of commercial real estate. His principal role with Colonnade Development is overseeing the entire development process. This includes coordinating the client's interest with the municipal approval process, the land acquisition, the design team, the leasing program and the construction management team, and ensuring that they work to parallel objectives within the investor-client model.

Cal acted as the lead on Colonnade's largest development projects, most notably the Kanata North Technology Park, numerous industrial design build projects and most recently Colonnade's new retail projects in Carleton Place and Kemptville Park. As Vice President of Development, he has been involved in the development of over 3 million square feet of commercial real estate representing more than \$350 million dollars in value.



## Mario Lefebvre

*Director, Metropolitan Outlook Service*

*The Conference Board of Canada  
lefebvre@conferenceboard.ca*

Mario Lefebvre is Director of the Centre for Municipal Studies at the Conference Board of Canada. He has an extensive background in regional economics, financial markets and economic forecasting.

Previous to his current position, Mario was a Senior Research Associate in the Economic Services Group of the Conference Board, doing customized financed research for the Board's domestic and foreign customers. He was particularly involved in projects with the Ministry of Finance of several countries, including that of Tunisia, Morocco and Ukraine. In doing so, he had the opportunity to travel to each of these countries over a dozen times.

From 1991 to 1997, Mario was an economist at the Bank of Canada, where he worked at the Research Department and at the International Department. He published three Bank of Canada Working Papers on selected issues of regional economics.

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## Steve Lerner

*Principal*  
*Primecorp Commercial Realty Inc.*  
*slerner@primecorp.ca*

Steve Lerner is a real estate broker specializing in the retail leasing and retail investment sales and development. His twenty-seven years of experience and success have afforded him a close relationship with numerous landlords and a multitude of local and national retail chains throughout Eastern Canada.

Steve is a member of the International Council of Shopping Centers. His client list includes the largest national anchor tenants in Canada.

Steve was previously Founder, CEO and President of Canadian Medical Systems Ltd, a major medical engineering sales organization specializing in high-risk obstetrics, neonatology and paediatrics.

Steve retired for a brief period, at the age of 34, after an American health corporation bought out his company.



## Scott MacDonald

*Executive Vice President, Retail*  
*Morguard Investments Limited*  
*smacdonald@morguard.com*

Scott MacDonald was appointed as the Executive Vice President Retail Asset Management in 2006 and has direct responsibility for all aspects of Morguard's retail portfolio of 42 shopping centres with 12 million square feet of space.

Scott joined Morguard in 1982 and has held positions of increasing responsibility in acquisitions, leasing and operations. His experience includes all retail formats within Morguard's portfolio of major regional shopping centres, community malls, power centres and specialty retail projects.



## Phil Marcella

*Vice President*  
*Gillin Engineering & Construction Ltd.*  
*phil@gillin.ca*

Phil Marcella obtained his Real Property Administration (RPA) in 1985 and has over 35 years of property management experience all with Gillin Engineering & Construction Limited. He is responsible for the day-to-day operations of the Gillin office portfolio including operations, leasing, accounting, construction and legal.

Phil has served on many Building Owners and Managers committees and held the position of President of BOMA Ottawa in 1994-95.

In 2002, Phil was the recipient of the Pat Gillin award in recognition of his contribution to BOMA Ottawa.

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## Steve McEwen

*Principal*

*Montrose Mortgage Corporation Limited  
smcewen@montrosemortgage.com*

Steve McEwen is a licensed mortgage broker and Managing Partner of the Ottawa Branch of Montrose Mortgage Corporation.

Montrose is one of Canada's largest privately owned mortgage banking companies with offices across Canada and approximately \$3 billion in loans under administration.

Steve is responsible for Ontario loan origination and assisting in loan servicing initiatives. He has over 15 years experience as a commercial mortgage lender both within Montrose and a U.S. based Life Insurance Company.

Prior to opening the Ottawa Branch in 1999, Steve worked as a lender in both Calgary and Toronto.



## John McKinlay

*Senior Vice President, Acquisitions  
Bentall LP  
jmckinlay@bentall.com*

John McKinlay is responsible for acquisitions with respect to all asset classes in Eastern Canada as well as certain specified acquisitions nationally.

Prior to joining Bentall in 2003, John held the position of Senior Portfolio Manager and Co-Head of General Electric Capital's Real Estate Asset Management Group. In this role, he was directly responsible for asset transactions, while jointly managing the professionals in the Asset Management group.

John's experience prior to GE encompassed a variety of roles for a retail and multi-family development company and a cross border real estate private placement and securitization firm.

Bentall provides comprehensive, fully-integrated real estate services to over 100 institutional investors and property owners across Canada and in select markets in the United States. Assets currently under administration comprise approximately 87 million square feet with office, retail, industrial and residential properties valued at more than \$17 billion.



## Sandy McNair

*President  
Altus InSite  
sandy.mcnaire@altusinsite.com*

Sandy McNair is the President of Altus InSite, a division of Altus Group Limited. Sandy and the Altus InSite team work closely with a wide range of commercial real estate occupants, owners, investors, lenders, managers, advisors and industry associations located all across Canada.

Altus InSite gathers and publishes market data and performance perspective on the Commercial Real Estate industry in Canada.

Prior to launching InSite Real Estate Information Systems Inc. in 1997, Sandy gained a wealth of perspective with several commercial real estate firms including, a real estate developer, an architectural firm, a software developer, a financial institution and a hotel management company. In April 2006, InSite joined Altus Group. In August 2008, Space4Lease joined Altus InSite.

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## Brian Murray

*Director, Leasing and Business Development*  
*Sakto Corporation*  
*[bjmurray@sakto.com](mailto:bjmurray@sakto.com)*

Brian Murray is the Director of Leasing at both Sakto Corporation and Sakto Management Services Corporation. Sakto Corporation is a family run real estate firm engaged in the development, leasing and management of commercial and residential real estate. Brian's responsibilities include the day to day leasing for over a million square feet of commercial office space in the Ottawa area.

Brian joined Sakto Corporation in 1999 and has done in excess of a million square feet in leasing transactions throughout his career. In addition to his leasing role, Brian also acts as the company's marketing and business development liaison.

Brian serves on numerous local Boards including BOMA (Building Owners and Managers Association), Ireland Fund of Canada, St. Pat's Home for the Aged and the Preston Business Improvement Association.

Prior to joining Sakto Corporation, Brian worked as an Investment councillor with The Bank of Montreal and Nesbitt Burns.



## John O'Bryan

*Vice Chairman*  
*CB Richard Ellis Limited*  
*[john.obryan@cbre.com](mailto:john.obryan@cbre.com)*

John O'Bryan started his career at Royal Le Page in 1974 and founded their approval practice group until his move to the brokerage industry in 1985. John was a top 10 broker for Royal Le Page. He ran the brokerage activities for the Toronto region and the national investment team.

John joined Cornerstone Commercial Realty, which was purchased by TD Bank and renamed the TD Cornerstone. He was a Managing Director of the TD Securities and managed a team of investment brokers.

John has sold some of the highest profile assets in Canada, including the TD Centre, Pacific Centre and the Eaton Centre and is responsible for over \$6 billion in transaction activity. He has also completed over 3 million square feet of leasing activity in the last decade, including lease for Torys, Faskin Martineau, Shoppers Drug Mart and Canadian Tire.

John is the Vice Chairman of CB Richard Ellis, where he has primary responsibility for the marketing initiatives of the company.



## Bob Perkins

*Senior Vice-President*  
*The Taggart Group*  
*[bob.perkins@taggart.ca](mailto:bob.perkins@taggart.ca)*

Bob Perkins is a senior management professional with 20 years experience in real estate management and development services. His extensive experience in representing the interest of institutional owners of real estate in the Ottawa area has provided in-depth knowledge of third party management practices and private sector methodologies.

Bob's experience in the real estate management and development sector was obtained at Canderel Management Limited (1989 - 2002), CB Richard Ellis Limited (2002 - 2009) and more recently at The Taggart Group.

In his real estate career, Bob was a senior member of local teams who successfully delivered over 20 development projects in the Ottawa area constituting over 3 million square feet as well as completed over 500 leasing transactions.

Bob is the current President of the Building Owners and Managers Association of Ottawa (BOMA).

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## Doug Podd

*Partner*

*Brookfield Financial*

*dpodd@brookfieldfinancial.com*

Doug Podd is a Partner at Brookfield Financial. He has the overall responsibility for the Canadian Debt Placement platform within the Real Estate advisory team. He has over 15 years of experience in real estate lending and acquisitions.

Brookfield Financial, a subsidiary of Brookfield Asset Management, is an investment banking company focused on real estate and real estate related industries throughout North America, with offices in Toronto, Calgary and Montreal.

Doug joined Brookfield Financial in 2006 to oversee the company's debt placement program in Canada. Since joining Brookfield he has arranged over \$1.5 billion of debt financings.

Prior to 2006, Doug worked on the principal investment side for a foreign investor as Vice President of acquisitions and financing for Canadian operations. Other past positions include lending experience with a major foreign bank and a leading domestic life insurance company.



## Jeff Polowin

*Senior Vice President*

*Hill & Knowlton*

*jeff.polowin@hillandknowlton.ca*

Jeff Polowin is Senior Vice President of Hill & Knowlton's Ottawa Public Affairs Group, specializing in municipal government relations.

Over the course of a seventeen year tenure at Hill & Knowlton, Jeff has provided communications counsel, media relations and municipal government lobbying expertise to a number of clients. His clients have included prominent local developers, national associations, multinational corporations, special interest groups, local and national coalitions, educational institutions, hospitals, and a number of high profile Ottawa-based businesses.

Jeff joined Hill & Knowlton following a six year tenure at Ottawa City Hall. From 1985 until 1991, he was Senior Advisor and Director of Communications for the Office of the Mayor, responsible for media relations, speech-writing, and communications policy. He also brings with him an extensive network of local contacts, and knowledge of how municipal government works.



## Michael Polowin

*Partner*

*Gowling Lafleur Henderson LLP*

*michael.polowin@gowlings.com*

Michael Polowin is a partner in Gowlings' Ottawa office, practising since 1985 in the areas of commercial real estate and municipal and planning law. In his real estate practice, he advises on the acquisition, disposition and financing of real property throughout Ontario.

Michael has acted with respect to some of the most complex transactions in the Ottawa area, including sports arenas, power centres, office complexes, residential developments and public-private partnerships, both for government and the private sector.

In his municipal and planning practice, Michael advises and represents some of the largest developers in Canada, and has been involved in developments throughout the Ottawa area and Southern Ontario.

Michael is Chair of Camp B'nai Brith of Ottawa, and also writes a monthly column in the Ottawa Citizen.

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## Greg Rogers

*Executive Vice President  
Minto Commercial Properties Inc.  
grogers@minto.com*

Greg Rogers is a seasoned real estate professional with 17 years of broadly based industry experience.

Greg started his career in development and asset management with Cadillac Fairview and went on to hold executive level positions in large Canadian brokerage, asset management, and development firms.

Working in both Canada and the U.S., Greg has developed several million square feet of industrial, office, retail and land. He has also successfully led asset management teams on national portfolios of multi-class commercial properties.

Greg joined Minto in 2007 to lead and grow their commercial division.



## Claude Séguin

*Acting Director General, Portfolio  
Management, Real Property Branch  
Public Works & Government  
Services Canada  
claude.seguin@pwgsc.gc.ca*

Claude Séguin is responsible for representing the owner's perspective and for ensuring that there is an accommodation management structure in place with client departments occupying the space. He is also responsible for the provision of a full range of real estate services, including: solution structuring, strategic land use planning, investment and risk analysis.

The Branch offers a full line of real property services to federal government clients and is custodian of a wide variety of real property holdings, including an office space inventory that houses more than 136,000 public servant in Ottawa / Gatineau.

Claude Joined PWGSC in 1983 as a Senior Leasing Officer and has since occupied various positions at the Director level, mainly Leasing & Strategic Projects, Investment Management and Strategic Investment and Real Estate Services.



## Bill Sioulas

*Regional Director, Commercial  
Property  
Conundrum Capital Corporation  
bsioulas@conundrumcapital.com*

Bill Sioulas negotiated and leased over 2.3 million square feet of commercial office, industrial and retail space.

Bill property managed 67 commercial buildings including condominium corporations totaling 7.5 million square feet, project managed over \$565 million of Commercial Property Development plus \$120 million in residential development & sales and managed \$4 million in real estate marketing programs.

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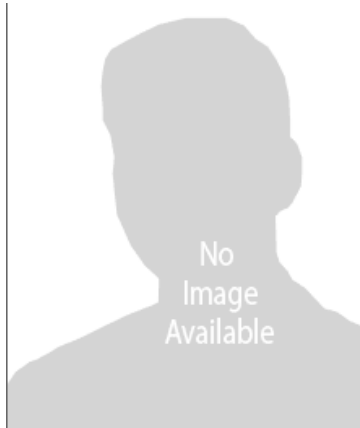
## Nathan Smith

*Senior Vice President, Capital Markets Group  
Cushman & Wakefield Ltd.  
Nathan.Smith@ca.cushwake.com*

Nathan Smith has been actively engaged with Cushman & Wakefield Ltd. (formerly Royal LePage Commercial Inc.) in Ottawa for the past 27 years. Over this period of time Nathan has transacted commercial real estate valued in excess of \$2 billion dollars.

Nathan's concentration has been exclusively focused on high-end commercial investment product, be it office, retail plazas, development land, apartment or industrial buildings located within the National Capital Region. Nathan has proven ability in all aspects of commercial/investment real estate from site selection to advanced taxation and financial analysis.

In 2004, Nathan was inducted into the Cushman & Wakefield Hall of Fame, in the sales producer category. Nathan is only the fifth member of the sales team, company wide, ever to be inducted. Induction is limited to those few top performers with demonstrated excellence over an extended period of time.



## Fred Speer

*Senior Vice President, National Capital Region  
Brookfield Properties Corporation  
fspeer@brookfieldproperties.com*

Fred Speer has been a very active participant in the commercial real estate sector in Ottawa for many years. His career started 30 years ago when he began working in real estate development in Toronto. He obtained his real estate brokers license and worked in his early years in commercial sales, leasing and development.

Since moving to Ottawa and joining Brookfield Properties (formerly Campeau Corporation and O&Y Properties) in 1981, he has been involved in all phases of commercial leasing, project management and property management.

Currently Senior Vice-President of Brookfield Properties, Fred is responsible for all of the company operations in Ottawa.

Fred has served as President of the Ottawa chapter of the Building Owners and Managers Association (BOMA) Canada, and Vice-President of BOMA International. He is also a past Chairman of the Ottawa-Carleton Economic Development Corporation (OCEDCO).



## Jack Stirling

*Vice President, Land Development  
The Minto Group  
jstirling@minto.com*

Jack Stirling joined Minto in October 2001 and was promoted to the position of Vice President, Land Development in 2003.

Prior to joining Minto, Jack enjoyed a varied 24-year career in both municipal government and the private sector, working for the Region of Ottawa-Carleton, the City of Edmonton, and the City of Nepean, as well as Campeau Corporation and Genstar Development Company.

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## Anthony Stokan

*Founding Partner  
Anthony Russell Inc.  
info@anthonyrussellinc.com*

Anthony Stokan scours stores and shopping centres the world over to find out what consumers want, and who provides it. He shares his in-depth knowledge of consumer trends and attitudes through supercharged keynote addresses and personalized actionable consulting.

During the past 2 decades, Anthony has developed an enviable reputation anchoring meetings, think tanks and strategic planning sessions for the shopping centre and retail industries in Canada, the U.S., Europe, the Middle East and South America. His broad-based involvement in manufacturing, marketing and teaching enhances his uniquely informed perspective.

Often funny and never boring, Anthony's approach is holistic and humanistic, taking into account the roles of technology, creativity and the psychology of customer expectation. Both a prophet and a coach, he inspires, challenges, encourages and motivates in energetic sessions that inform as much as they entertain.



## Tony Vadicchino

*Director, Equity  
GE Capital Real Estate Canada  
tony.vadicchino@ge.com*

Tony is responsible for the firm's national acquisition and disposition program. Since joining GE Capital Real Estate in early 2007, Tony has led or been involved in over \$2.6 billion in transaction volume, including in excess of \$300 million in the Ottawa market.

Prior to joining GE in 2007, Tony was Director in the asset management and specialty fund's group at Bentall Capital, where he was directly responsible for portfolio management of a \$600 million separate account in the GTA.

GE Capital Real Estate Canada is one of Canada's largest real estate companies, participating in both debt and equity investments across the country, with approximately \$6.5 billion in total assets. Based in Toronto, with offices coast to coast, GE Capital Real Estate Canada manages in excess of 15 million square feet in Canada's primary markets across office, industrial, multi-family and retail asset classes.



## Gillie Vered

*Secretary Treasurer  
Arnon Corporation  
gvered@arnon.ca*

For nearly 30 years, Gillie Vered has been Shareholder, Director, Officer and Legal Counsel for the Arnon Group of Companies.

The Arnon Group is a fully integrated real estate development and management organization. Arnon owns and/or manages over 2 million square feet of office, retail and industrial space and approximately 650 residential units. Clients include the City of Ottawa, IBM, Province of Ontario, The Government of Canada, The Canadian Payments Association, The Sports Information Resource Centre, The Micronutrient Initiative and The Council of Canadian Academies.

During the course of his professional history, Gillie has been involved in structuring a diverse range of real estate transactions. This involvement has resulted in Gillie developing the ability to facilitate the successful completion of real estate transactions.

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## Brian Wallace

*Director, Office Leasing  
Oxford Properties Group Inc.  
bwallace@oxfordproperties.com*

Brian Wallace is responsible for Oxford Properties Group Inc.'s office portfolio in Eastern Canada.

Brian has been active in the Ottawa real estate market since 1989, starting his career in brokerage with C. A. Fitzsimmons.

In 2003, Brian moved to the landlord's side with Oxford as Director of Leasing for Ottawa overseeing leasing for the suburban and downtown properties highlighted by 1600 Carling and Constitution Square respectively. After the successful completion of the development and leasing of Constitution Square Tower III, Brian's responsibilities were expanded to include the Montreal office portfolio.



## Larry Waters

*Director, National Accounts  
CIBC  
larry.waters@cibc.com*

Larry Waters has been with CIBC for 40 years. Before taking on his new role in National Accounts, Real Estate, he was responsible for CIBC's Eastern Canada Real Estate operations and was based in Montreal.

He has over 24 years' experience in real estate banking in both Canada and the United States. He recently structured the required financing of the 1 million square foot Bell Canada Campus in Montreal.

Larry has held various other positions in commercial and corporate banking, one of which was responsibility for Commercial Banking in Eastern and Northern Ontario.



## Michael Waters

*CFO  
The Minto Group  
mwaters@minto.com*

Michael Waters joined The Minto Group in March 2007 as Chief Financial Officer.

Previously, Michael served in a variety of finance and acquisitions roles at Intrawest Corporation. Before that, his experience included stints at KPMG, PricewaterhouseCoopers, and the Prospero Group.

A Chartered Accountant, Michael is also a Chartered Financial Analyst charter holder.

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## Alan Winer

*President*

*Harbour Mortgage Corporation*

*awiner@harbourmortgage.ca*

Alan Winer has over 25 years real estate and business experience. He started his career as a commercial real estate lawyer and thereafter held various senior executive positions with public and private real estate companies.

Alan founded Harbour Mortgage Corporation.

Harbour is a private commercial mortgage banker and lender providing first, second, and mezzanine loans on income producing properties and development projects. In 2007, Harbour completed a partnership with a major Canadian Pension Fund focusing on large bridge loan opportunities. Over the last 18 months, Harbour has completed approximately \$450 million in loan transactions.



