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# THE OTTAWA REAL ESTATE FORUM

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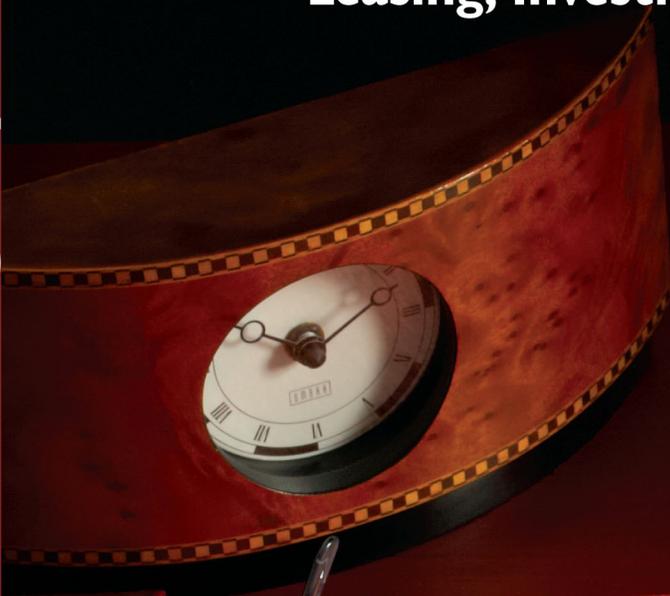
**Trends, Strategies, Issues & Opportunities for  
Leasing, Investment & Development**

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## **Brent Arseneau**

*Leasing Manager, Broker of Record  
Colonnade Management  
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Brent Arseneau, as Leasing Manager and Broker of Record, plays a key role in the negotiation, leasing and marketing of Colonnade Management's nearly 4 million square feet of office, retail and industrial properties across the entire Ottawa Region. He works closely with asset managers, and private owners to ensure their annual leasing programs meet the objectives of their asset management and business strategies.

Brent has worked in the Ottawa market since 2003, having started his commercial real estate career in Toronto in 2001. During his 12 years in the industry he has gained extensive market knowledge and transaction experience that provides first class service to the clients of the Colonnade Group of Companies.



## **Ulf Bergner**

*Vice President, Leasing,  
Central Region  
Ivanhoé Cambridge  
ulf.bergner@ivanhoecambridge.com*

Ulf Bergner is an experienced shopping centre leasing professional who, over the last 20 years, has worked at Ivanhoé Cambridge on most project types. He is instrumental in developing and executing leasing strategies in both existing and redevelopment projects. Although most of his work has included regional mall work, Ulf also brings specific strength and expertise in retail and restaurant merchandising both in Canada and in the US.

Ulf is an accredited Senior Certified Leasing Specialist. He is also an active member of the International Council of Shopping Centres where he is a past ICSC Provincial Director for Ontario.



## **Ugo Bizzarri**

*Founding Managing Director,  
Portfolio Manager & Investments  
Timbercreek Asset Management Inc.  
ubizzarri@timbercreek.com*

Ugo Bizzarri is a Founding Managing Director, Portfolio Management and Director of Timbercreek Asset Management. Ugo is also the Chief Financial Officer and Portfolio Manager for Timbercreek MIC and Timbercreek Senior MIC. Since the inception of the Timbercreek real estate funds in 2000, he has directed the acquisitions of greater than \$2.1 billion worth of multi-residential real estate for these funds comprising of over 16,800 units across 27 cities. Ugo is responsible for negotiations, underwriting, and structuring the financing for all Timbercreek multi-residential acquisitions.

Prior to founding Timbercreek, Ugo was in Portfolio Management at the Ontario Teachers' Pension Plan Board ("OTPPB") where he played a leadership role in the strategic planning, corporate transactions/restructuring and property acquisitions for the Real Estate Group of OTPPB. Ugo is a Chartered Financial Analyst.

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## **Sheila Botting**

*Senior Practice Partner,  
Client Cabinet and National Leader,  
Deloitte Real Estate  
Deloitte  
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Sheila Botting, FCMC, FRICS, AACI (Hon) is Senior Practice Partner, Client Cabinet and National Leader, Deloitte Real Estate across Canada and works with our global partners in the delivery of real estate solutions for our global and Canadian clients. Deloitte provides the full offering of real estate services including: financial advisory, capital markets, valuation, assurance, enterprise risk and tax.

Sheila is also responsible for Deloitte's corporate premises across Canada.



## **Richard Chmiel**

*Principal  
Richard Chmiel Architect &  
Associates Incorporated  
richardc@rcarch.com*

Richard Chmiel is the principal of Richard Chmiel Architect and Associates in Ottawa. His firm's focus is in the Commercial Building Environment and has been involved in a number of significant and Award winning projects such as the LEED Gold TELUS House Office building, the Headquarters for JDS Uniphase (now the national headquarters of the RCMP), and most recently the Headquarters for Export Development Canada, a federal Crown Corporation.

Richard's project experience also includes awards for Met Life (now Sun Life) Center (BOMA award for best building renovation) and 100 Murray Street (City of Ottawa Urban Design award).

Richard's firm has developed a niche in identifying corporate culture and emulating this philosophy in the fabric of the built environment.



## **Michael Church**

*Managing Director,  
Principal, Ottawa  
Avison Young  
michael.church@avisonyoung.com*

Michael Church has been in commercial real estate since 1987. A former president of the Ottawa Board of Trade, he joined locally based Regional Realty as an Office Leasing broker before moving to what is now Cushman & Wakefield in 1996. He left that firm in October of 2007 to open the Ottawa office of Avison Young. Michael concentrates in office leasing and the managing of complex assignments which involve multiple approval levels often working with not-for-profit groups and volunteer boards.

In addition, Michael has completed office leasing and disposition assignments from many of Canada's distinguished legal and accounting firms as well as some of Canada's chartered banks and a growing list of international advanced technology firms. Michael takes a long term view of the market, both in terms of leasing and acquisitions. By paying close attention to emerging office leasing trends and key players in his local market, particularly the Federal Government, he is able to provide his clients with strategic mid and long term advice.

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## Ronald Clarke

*Senior Principal,  
Manager of Planning  
Delcan Corporation  
r.clarke@delcan.com*

Ronald Clarke is a Senior Principal with Delcan Corporation, and is the company's lead urban planner.

Delcan, one of *Canada's 50 Best Managed Companies*, has offices in various locations across Canada and America, and employs more than 700 staff in planning, engineering, architecture, and project management.

Ronald has 24 years of experience in land use, transportation planning and design in municipalities across Ontario. He is currently managing the "Downtown Moves" project, which aims to revitalize Ottawa's core area through attention to the walking, cycling, and transit environment at street level.

Ronald contributed to the environmental assessment of the Ottawa Light Rail Transit project, and has been the lead consultant on the City's Wellington Street West, Somerset Street West, and Rideau Street Renewal projects.



## Bryce Dymond

*Principal  
Northwest Atlantic (Canada) Inc.  
bryce@nwaretail.com*

Bryce Dymond is a Principal at Northwest Atlantic and has over 15 years of experience in the real estate field. Bryce joined Northwest Atlantic in 2000 and since then has implemented and initiated growth strategies for some of Canada's leading retailers including JYSK Bed Bath Home, Running Room, Five Guys Burgers and Fries, The Shoe Company, The Source, Comark and Party City to name a few. Bryce's in-depth market knowledge and experience provides an un-biased platform for retailers to make sound real estate decisions. Bryce has served on several ICSC Committees.

Northwest Atlantic is Canada's preeminent tenant mandated retail real estate consulting firm acting as the outsourced real estate department for international retailers expanding across Canada. Established in 1991, Northwest Atlantic has offices in Toronto and Vancouver.



## Nelson Edwards

*Senior Urban Designer,  
Urban Planner,  
Planning and Growth Management  
City of Ottawa  
nelson.edwards@ottawa.ca*

Nelson Edwards is a Senior Urban Designer and Urban Planner with Planning and Growth Management at the City of Ottawa. Nelson has over 25 years of experience in the Ottawa area with an emphasis in: strategic land use planning; land development policy; community planning; urban design road corridor planning and streetscape designs; green space and implementation.

Specific projects include the National Capital Greenbelt Mater Plan (1995), the Regional Road Corridor Design Guidelines (1999), and the Green Space Master Plan (2006).

Currently, Nelson is responsible for the "Downtown Moves" study.

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## **Dan Gray**

*Vice President, Leasing  
Bentall Kennedy (Canada) LP  
dgray@bentallkennedy.com*

Dan Gray is Bentall Kennedy's senior representative in the Ottawa regional office responsible for leasing and development activities. Reporting directly to the Exec, Eastern Canada.

Dan has 20 years of property management, leasing and development experience, of which the last 12 have been in expanding roles with Bentall Kennedy.

Recently, Dan oversaw more than 211,000 square feet of office leasing transactions (YTD 2012), plus the leasing and disposition of 2001 Bantree (229,000 square feet industrial building) and had a lead role in the acquisition of 77 Metcalfe Street.

Dan gained experience working with Lehdorff Management, Dundee Realty, O&Y Enterprise, and Bell Northern Research. He holds an RPA designation from BOMA, and an Ontario Real Estate Brokers licence.



## **François Guimont**

*Deputy Minister  
Public Works & Government  
Services Canada*

François Guimont was appointed Deputy Minister of Public Works and Government Services in June 2007. Prior to this appointment, he served as the President of the Canadian Food Inspection Agency (September 2005 - June 2007) and the Associate Deputy Minister of PWGSC (January 2005-September 2005) and the Deputy Commissioner of the Canada Revenue Agency (September 2002 - January 2005). In 2007, François was appointed Deputy Minister Champion for the National Managers' Community (NMC), the largest and most active community of managers in the federal Public Service. Through regional and department networks, managers are able to learn from one another, share best practices and promote their needs and interests to decision makers. Under his leadership, the NMC has expanded its reach by starting and revitalizing new and existing networks. François is also the Deputy Minister University Champion for the University of Ottawa. As Champion, he is leading initiatives to strengthen relations between the Government of Canada and Canadian universities.



## **Kelvin Holmes**

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

Kelvin Holmes, Managing Director of Colliers International Ottawa, and active member of Ottawa's commercial real estate industry for over 25 years, returned to Colliers in 2007 to lead Ottawa's local Colliers brokerage office. Kelvin leads a group of sales teams within Office, Industrial, Retail, Land and Investment practice groups, and is committed to the organic growth of such service lines through recruiting and the continued expansion of Colliers' market share.

Kelvin's vision is to differentiate Colliers by continuing to deliver superior client service, as well as the global breadth and local depth of one of Canada's largest full-service commercial real estate firms. He prides himself on the ability to connect clients with specialized professionals who are well positioned within the Greater Ottawa market, enabling the right agents to respond quickly and strategically to clients. He also remains committed to holding Colliers' ongoing reputation locally as Ottawa's local commercial realtor of choice.

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## **Sal Iacono**

*Senior Vice President, Development and Eastern Portfolio Manager  
The Cadillac Fairview Corporation Ltd.  
sal.iacono@cadillacfairview.com*

Sal Iacono brings more than 18 years of experience to Cadillac Fairview with senior roles in real estate development and asset management. He is a successful entrepreneur with extensive expertise in developing commercial, retail and multi-residential projects comprising of several million square feet in Canada. Sal is responsible for all development projects in the Eastern Region.



## **Mary Jarvis**

*Director of Planning and Land Development  
Urbandale Corporation  
mjarvis@urbandale.com*

Mary Jarvis is the Director of Planning and Land Development for Urbandale Corporation, a private company with extensive Greenfield land holdings and a diverse built portfolio of office, retail commercial and residential rental developments.

In this role, Mary manages the planning and site servicing of lands held by Urbandale Corporation as well as lands held in partnership with Richcraft Homes in signature communities of Kanata Lakes and Riverside South. Prior to joining Urbandale Corporation, Mary was part of the Minto Developments Inc. Ottawa Planning team.



## **Steve Kaminski**

*President, Colonnade Management;  
Director, Colonnade Group of Companies  
skaminski@colonnade.ca*

Steve Kaminski has been building successful companies for more than two decades. He brings vision and a strong financial understanding to the companies he works with, drawing on his 24 years in the real estate industry. Steve continually challenges himself and the teams he works with to find innovative ways to improve business.

Steve is a partner at Colonnade Investments and holds several executive positions within CI's portfolio of companies, including Executive Chairman for Colonnade Development. He is also President at Colonnade Management and CDI Realty Inc., Vice President at Bonfield Financial, Executive Chairman at SiteCast Construction, and the Co-Founder of terra20.

Steve has been an active philanthropist and community fundraiser in Ottawa for 20 years.

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## **Cal Kirkpatrick**

*President  
Colonnade Development  
ckirkpatrick@colonnade.ca*

Cal Kirkpatrick joined Colonnade Development in 1987 after working with Cambridge Shopping Centres. Initially working as the firm's Director of Leasing & Marketing, Cal's ability to create partnerships and establish trusted working relationships with both Tenants and Owners have been instrumental in his overseeing the development of more than 4.0 million square feet of commercial real estate representing more than \$500 million dollars in value.

In 2010, Cal was named President of Colonnade Development, the development business entity within the larger Colonnade Group of Companies which includes Colonnade Management Inc., Colonnade Realty Inc. Colonnade Investments Inc and SiteCast Construction Corp. Cal now oversees the entire development process for both their own account and on behalf of a list of private and institutional investors creating a financial and development model that meets the clients' objectives and addresses prevailing market conditions.



## **Margaret Knowles**

*Senior Vice President, Development  
Morguard Investments Limited  
mknowles@morguard.com*

Margaret Knowles is responsible for the development of new commercial projects across the country for Morguard. The development portfolio is currently valued in excess of \$750 million. After joining Morguard in 1994, Margaret was appointed Director of Development and Vice President Development, before assuming her current responsibilities as Senior Vice President, Development. Since entering the real estate industry in 1972, Margaret has been actively engaged in all aspects of real estate development, including construction financing, land development and new construction in all product types. Immediately prior to joining Morguard, Margaret was Vice President of Development for Airport Corporate Centre, a 540-acre prestige business park in Mississauga, Ontario. Current major projects under way for Morguard and its Clients include an 860,000 square foot mixed-use retail and commercial centre in Victoria; 250,000 square foot office in Calgary; 240,000 square foot distribution centre in Guelph and, 360,000 square foot office in Ottawa.



## **Rob Kumer**

*Partner, Investments  
KingSett Capital  
rkumer@kingsettcapital.com*

Rob Kumer is the Co-Head of Investments at KingSett Capital, Canada's leading private equity real estate business co-investing with institutional and high net worth clients. Rob joined KingSett Capital in 2004, after 5 years with some of Canada's largest real estate companies, such as RioCan and Centrefund.

KingSett uses active management to create premium risk weighted returns for its various investment strategies. Since 2002, KingSett has successfully raised \$4 billion of equity for its Growth Strategy and Income Strategy funds, and completed over \$10 billion of acquisitions, dispositions and mortgage lending. KingSett currently has over \$4 billion of assets under management.

KingSett, on behalf of KingSett Real Estate Growth LP No. 4 and KingSett Canadian Real Estate Income Fund, has a planned \$1 billion investment program directed to real estate investment, development, joint ventures, and mortgage lending over the next 12 months.

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## **Bruce Lazenby**

*President & CEO  
Invest Ottawa  
blazenby@investottawa.ca*

Bruce Lazenby, throughout his career, has excelled at driving change and creating collaborative partnerships to meet clear and compelling business goals – with gusto. After serving 20 years in the military, he went on to serve in senior technology executive positions including 6 years as CEO with Ottawa's FreeBalance Inc.

Prior to joining Invest Ottawa, Bruce was Chairman of the Ottawa Software Cluster for 6 years and Vice President in Canada for Corum Group Ltd. – the world's largest software M&A advisory firm. As CEO of FreeBalance, an enterprise software company, Bruce raised millions of dollars in venture capital and debt financing, and helped grow the company by 300 percent. Bruce was also a Chair and executive coach with The Executive Committee – a global network of 15,000 chief executives in 16 countries.

In the military, Bruce managed the financial management and accounting systems for the Department of National Defense worldwide.



## **Mario Lefebvre**

*Director,  
Centre for Municipal Studies  
Conference Board of Canada  
lefebvre@conferenceboard.ca*

Mario Lefebvre is Director of the Centre for Municipal Studies at the Conference Board of Canada. In this position, Mario has developed a tremendous knowledge and in-depth understanding of the economic and financial situations of Canada's cities. He gives several speeches across the country each year and conducts numerous media interviews.

Previous to his current position, Mario was a Senior Research Associate in the Economic Services Group at the Conference Board. He had a major role in several international projects in countries such as Tunisia, Morocco and Ukraine, working closely with each country's Ministry of Finance. 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. Mario had published 3 Bank of Canada Working Papers on selected issues of regional economics.



## **Kevin Leon**

*President & Founder  
Crestpoint Real Estate  
Investments Ltd.  
kleon@cclgroup.com*

Kevin Leon is the President and Founder of Crestpoint Real Estate Investments Limited, an advisory and investment firm specializing in direct property investment in Canada.

Previous to creating Crestpoint, Kevin worked with CIBC World Markets Inc. as a Managing Director of the Real Estate Investment Banking Group for 10 years from 2000 to 2009. Kevin has been involved in over \$10 billion of real estate transactions during his tenure with CIBC which included property sales, mortgage financing and Mergers & Acquisitions.

In addition, Kevin has worked with several REITS and pension funds providing strategic advice, raising debt and equity. He advised CIBC on several bank owned assets as well as their interest in real estate opportunity funds. Kevin started his professional career at CB Richard Ellis Limited in 1989 as an investment sales specialist and progressively grew to Vice President of the firm. He was the top salesperson in the country for CBRE in 1997 and 1998.

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## **Blair McCreadie**

*Head of Canadian Real Estate  
Standard Life Investments  
(Real Estate) Inc.  
blair.mccreadie@standardlife.ca*

Blair McCreadie is responsible for the overall operation of Standard Life Investments (Real Estate) Inc. in Canada including oversight of the Standard Life Real Estate Fund portfolio management team, together with product development, marketing and business development for Canadian real estate fund products being marketed to investors.

Blair has a considerable breadth of direct real estate expertise including property valuations, leasing, asset management, financing and acquisitions and dispositions. He began his career as a project manager for a Toronto municipality, which was followed by several years as a property appraiser and consultant with two Canadian real estate companies before he joined the Standard Life Group in 1997. Blair spent several years as a mortgage lender & appraiser before taking a prominent role in the real estate department at Standard Life Assurance Company of Canada in 2001. In 2006, he joined Standard Life Investments (Real Estate) Inc. where he has been ever since.



## **Sandy McNair**

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

Sandy McNair is the President of Altus InSite, a division of Altus Group. 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 across Canada.

Since 1996 the goal of Altus InSite has been to increase the investment appeal, credibility and performance of commercial real estate by creating quality processes that establish market data and performance perspective that are; National and Consistent, Accurate and Timely, Credible, Transparent and Independent.

Prior to launching InSite Real Estate Information Systems, 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 2006 InSite was acquired by Altus Group.



## **Barry Nabatian**

*Director, Market Research Division  
Shore-Tanner & Associates  
barry@shore-tanner.com*

Barry Nabatian specializes in real estate market consulting regarding demand, feasibility, impact, and financial viability studies; retail market, economic, tourism, and business plan developments; consumer research, lifestyle trends and impact of social change on residential, commercial and industrial markets. He is an urban economist and a financial advisor with over 35 years of experience serving a wide variety of private, public and non-profit organizations in Ontario, Quebec, and elsewhere in Canada. Barry has appeared before the Ontario Municipal Board (OMB) and Assessment Review Boards as an expert witness dozens of times regarding retail, residential, other real estate developments, Official Plans, property taxes and assessment matters. He is an engaging speaker and is frequently interviewed by various media on real estate developments, economics and social trends.

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## **Stephen Nicoletti**

*Managing Director, Eastern Canada  
Manulife Financial Real Estate  
stephen\_nicoletti@manulife.com*

Stephen Nicoletti joined Manulife in 2005 and is responsible for the overall asset management, leasing and operations of Manulife's more than 1.5 million square feet real estate portfolio in Eastern Canada, which includes properties in Ottawa and Montreal. Stephen has an extensive background in the commercial real estate industry with more than 20 years of experience.

Prior to joining Manulife, Stephen was Director of Leasing / National Capital Region with O&Y Enterprises where he was responsible for developing and implementing asset management strategies for O&Y's significant commercial real estate portfolio.

Previous roles include positions as General Manager, National Capital Region for Sun Life, Property Manager at Quadrelle Management, and Leasing Officer at Perez Bramalea.



## **John O'Bryan**

*Vice Chairman  
CBRE Limited  
john.obryan@cbre.com*

John O'Bryan has been in the real estate industry since 1972. He spent 11 years as an appraiser, founding the A.E. Le Page Appraisal Group, which had over 100 appraisers nationally when he left in 1983.

Since then, John has pursued a real estate brokerage career in both direct sales and management, having sold over \$8 billion worth of real estate and completing 4 million square feet of lease transactions.

John is a frequent speaker at real estate conferences/seminars and is a regular contributor to press, radio and TV coverage of the real estate sector.



## **Bob Perkins**

*Senior Vice President  
The Taggart Group  
bob.perkins@taggart.ca*

Bob Perkins is a senior real estate professional with over 20 years of experience in the Ottawa market. Bob's 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 has participated in over 20 local development projects in his career. His 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 of Companies.

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## **Michael Polowin**

*Partner*

*Gowling Lafleur Henderson LLP  
michael.polowin@gowlings.com*

Michael Polowin is a Partner in Gowlings' Ottawa office, practicing since 1985 in the areas of municipal and planning law and commercial real estate. In his planning practice, Michael represents some of the largest developers in Canada, and has been involved in development matters throughout Ontario, representing clients before municipal councils, the OMB and the Courts. In his real estate practice, Michael advises on the acquisition, disposition and financing of property throughout Ontario. He has acted on some of the most complex transactions in the Ottawa area, including sports arenas, power centres, office complexes, residential developments and public-private partnerships. Michael has been listed in *Best Lawyers* in Canada for the last 3 years. Michael is the President of Evergreen Mortgage Corporation. He appears on radio, television and in newspaper, commenting on development issues. Michael is also active in the community, raising funds for charities, and serving as the Chair of the Board of Camp B'nai Brith of Ottawa.



## **Paul Scholz**

*Managing Director*

*Institutional Mortgage Capital  
paul.scholz@imcapital.com*

Paul Scholz is a senior member of the Institutional Mortgage Capital (IMC) management team and is responsible for credit and risk.

IMC was established in April 2009 by the former senior members of Merrill Lynch's Canadian real estate debt platform and operates as an exempt market dealer and investment fund manager with expertise in Canadian real estate debt and related securities. Among other real estate debt products, IMC originates and services Canadian commercial mortgage loans for the purposes of securitizations and completed in July, its second new issue CMBS for \$240 million.

For over 20 years, Paul held senior positions at Merrill Lynch's Canadian real estate debt platform as well as London Life's mortgage group. Paul's experience covers credit, risk, origination as well as default and special loans work.



## **Don Schultz**

*Director, Real Estate, Rockcliffe  
Canada Lands Company Limited  
dschultz@clc.ca*

Don Schultz, as the new Real Estate Director for Rockcliffe at Canada Lands Company, will oversee the public and stakeholder consultation, Community Design Plan, municipal planning approvals, site servicing, marketing, and sales for the former CFB Rockcliffe site.

Don recently joined Canada Lands in Ottawa after having worked for 20 years in planning and land development in Alberta. As a municipal planner and private consultant to the development industry, Don has worked in a range of settings from rural to inner-city high-density development. His development experience has included projects at all scales, from infill housing and small-scale retail to large mixed-use community master plans and official municipal plans. Don also works in the emerging field of sustainable development. His work for the Alberta Urban Municipalities Association (AUMA) on the *Integrated Community Sustainability Planning Tools for Alberta Municipalities* has been widely used as a sustainability reference in Alberta and throughout Canada.

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## **Nathan Smith**

*Broker, Senior Vice President,  
Capital Markets Group  
Cushman & Wakefield Ottawa  
nsmith@cwottawa.com*

Nathan Smith has been actively engaged with Cushman & Wakefield Ottawa for the past 30 years, transacting commercial real estate valued in excess of \$3 billion dollars. Nathan's concentration has been exclusively focused on high-end commercial investment product, both entrepreneurial and institutional.

During his career, Nathan has ranked in the top 15 nationally 17 times including the #1 ranking in 2007, and #2 in 2010. Nathan has been a member of the President's Round Table since 1984. Most recently, Nathan was awarded the first *Service Excellence* award for Capital Markets in the Americas, and in 2004 was inducted into the *Cushman & Wakefield Hall of Fame*.

Nathan is the chair of the Cushman & Wakefield Ottawa Charity Classic where he has raised over \$1 million for local charities.



## **Mark Sutcliffe**

*Ottawa Entrepreneur,  
Writer & Broadcaster  
mark@marksutcliffe.com*

Mark Sutcliffe is an Ottawa entrepreneur, writer and broadcaster. He hosts a highly rated morning talk show on 580 CFRA, a nightly TV show on Rogers TV and a Sunday morning political show on CPAC. Mark also writes two columns a week in the *Ottawa Citizen*. He's the CEO of Great River Media, which operates a number of media properties including the *Ottawa Business Journal* and *iRun* magazine. Mark is also a runner and fundraiser, having completed 15 marathons and raised more than \$100,000 for charities.



## **Paul Taggart**

*President  
Taggart Realty Management Inc.  
ptaggart@taggart.ca*

Paul Taggart is a partner of the Taggart Group of Companies; Taggart Construction (Infrastructure), Tamarack Homes (Residential Development), Doran Contractors (General Contractor), and is the President of Taggart Realty Management Inc.

Founded in 1991, Taggart Realty Management Inc. has developed a portfolio of over 1.6 million square feet, including commercial office buildings, shopping plazas, industrial and commercial properties, multi-unit residential, and condominium buildings. Taggart Realty Management Inc. offers professional services in development, property management, leasing, and financial reporting.

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## **Miguel Tremblay**

*Manager, Development Planning  
FoTenn Consultants Inc.  
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Miguel Tremblay is the Manager of Development Planning and a fully bilingual Senior Planner with over 12 years of experience in land use, development and municipal planning in Canada and the United States. Prior to joining FoTenn, Miguel was a Senior Planner with the City of Port Orange, Florida, where he processed development applications, drafted and implemented policy documents and represented the City in various project management functions.

Miguel has facilitated a full range of development project applications within the Kanata West Concept Plan (KWCP), a 1700 acre planning area centred around Scotiabank Place in Ottawa's west end, including Official Plan and zoning amendments, plans of subdivision, site plan approval, severances and minor variances. Miguel's projects include major retail developments for Trinity Development Corp., Loblaw Properties Limited and Taggart Development, as well as large-scale residential development plans and subdivisions for Mattamy Homes, Richcraft Homes and Minto Developments.



## **Cindy VanBuskirk**

*General Manager  
Rideau Centre  
cindy.vanbuskirk@cadillacfairview.com*

Cindy VanBuskirk has been employed by Viking Rideau Corporation and the Cadillac Fairview Corporation Limited, the owners and managers of Rideau Centre, for the past 20 years. With sales productivity in excess of \$1,000 per square foot, Rideau Centre is the dominant shopping centre in the Ottawa market and one of Canada's most successful shopping centres. After several years directing the marketing program at the Centre, Cindy was promoted to the position of General Manager in 2006 and now oversees a retail complex valued in excess of half a billion dollars with a staff of 48 full and part-time employees. For many years, Cindy had the direct responsibility for the leasing and merchandising of Rideau Centre and was responsible, with her brokers, for bringing several "best in class" retailers to the Nation's Capital including Apple, Sephora, Coach, Michael Kors and Forever 21. She currently serves as the Vice Chair of the Downtown Rideau Board of Management and Vice Chair and Membership Chair of Ottawa Tourism.



## **Martin Vandewouw**

*President  
KRP Development Corporation  
mvandewouw@krpc.net*

Martin Vandewouw is President of KRP Development Group, a privately held group of companies focused on commercial, recreational and residential development, property management, asset management, leasing, and construction. The Group is responsible for the development, construction, leasing and property management of Kanata Research Park, a 2.4 million square foot commercial development in Ottawa's west end which incorporates an 18 hole championship golf course, a 4 star boutique hotel, and an upscale residential community. Martin's career started with Bell Northern Research (BNR) in 1983 and evolved through varying roles with both BNR and Nortel Networks including project management, development of corporate real estate strategies and directing Nortel's overall real estate operations and development in the Ottawa area. Martin joined KRP in 2002 and has successfully led the company through several economic downturns and recoveries, growing the company to \$500 million in managed assets.

# PRESENTER BIOGRAPHIES



## **Arnie Vered**

*President*

*Arnon Corporation and Ron Engineering & Construction  
avered@arnon.ca*

Arnie Vered joined the Vered family businesses after graduation. He is President of Arnon Corporation, a full service real estate development company and President of Ron Engineering and Construction (Eastern) Ltd., a construction manager/general contractor company. Arnie has been involved in the commercial, industrial, residential and retail real estate industry, general contracting, construction management and property management for over 30 years.

Arnon Corporation owns and/or manages 1.8 million square feet of commercial real estate and 650 residential units in the National Capital Region. Arnon's and Ron's success in the real estate and construction industry is exemplified by its' list of clients including GWL Realty Advisors, Minto Commercial Properties Inc., City of Ottawa, IBM, Public Works and Government Services Canada and Department of National Defence.

Arnie has been selected 2012 AFP Outstanding Volunteer fundraiser.



## **Brian Wallace**

*Director of Office Leasing*

*Oxford Properties Group Inc.  
bwallace@oxfordproperties.com*

Brian Wallace is the Director of Office Leasing 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.



## **Jim Watson**

*Mayor*

*City of Ottawa  
jim.watson@ottawa.ca*

Jim Watson was elected Mayor of the City of Ottawa on October 25, 2010 having stepped down from his position in the provincial cabinet as Minister of Municipal Affairs and Housing. He had previously held the posts of Minister of Consumer and Business Services and Minister of Health Promotion.

First elected as a City Councillor in 1991, he was re-elected in 1996. Three years later he was elected as the youngest Mayor in Ottawa's history with 82% of the popular vote.

Following the amalgamation of Ottawa and surrounding communities, Mayor Watson was appointed the President and Chief Executive Officer of the Canadian Tourism Commission.

An active member of his community, Mayor Watson has also served on the boards or as honorary chair of several community organizations, including the Riverside Hospital and the National Arts Centre.

# PRESENTER BIOGRAPHIES



## **Jonathan Westeinde**

*Managing Partner*

*Windmill Developments*

*jonathan@windmilldevelopments.com*

Jonathan Westeinde is the founder of Windmill and brings a great deal of experience in corporate strategy, finance and business development as it relates to green development practices. Jonathan has spearheaded a new national consortium that is focused entirely on green building retrofits as part of Ledcor Construction. Prior to founding Windmill, Jonathan was a founding partner of Venbridge, a venture capital services division of Gowlings', one of Canada's leading law firms. He has been actively involved in the evaluation of various innovative technologies and finance structures that enable high performance green buildings to be both innovative and viable. To date, Jonathan has been responsible for the complete oversight of four LEED Platinum mixed-use projects totaling +/- \$500 million. Jonathan is a former board member of the Canada Green Building Council. Jonathan was also the Chair of the Centre for Environmental Cooperation's Green Building Advisory Group. He was recognized as one of the *Top 40 Under 40* in his hometown of Ottawa, Canada.

# NOTES

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April 4, 2013 • Fairmont The Queen Elizabeth

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#### WINNIPEG REAL ESTATE FORUM

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May 2014 • Fairmont Le Château Frontenac

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November 27, 2012

Metro Toronto Convention Centre, South Building



February 14, 2013 • Hyatt Regency Montreal

#### RealCapital

February 26, 2013

Metro Toronto Convention Centre, North Building



April 11, 2013

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