

www.realestateforums.com

THE OTTAWA REAL ESTATE FORUM

Thursday, October 11, 2012 • Hampton Inn Ottawa & Conference Centre

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

Platinum Sponsor



Principal Sponsor



National Sponsors



Caisse de dépôt et placement
du Québec

IVANHOE CAMBRIDGE
OTERA



The Ottawa Market is Stronger Than You Think.

Gold Sponsors



Lanyard Sponsor

Standard Life

Wireless Survey Sponsor

ERNST & YOUNG

Journal Sponsors

BRENTCOM
REALTY CORPORATION, BROKERAGE
www.brentcomrealty.com

CANDEREL

Biographies Sponsor

Citi Private Bank
citi

Pen Sponsor

Colliers
INTERNATIONAL

Mints Sponsor

Colonnade
DEVELOPMENT • CONSTRUCTION • MANAGEMENT

Corporate Sponsor

DALA
Apartment Advisors

ROCK
Apartment Advisors

Supporting Associations

IREM Institute of Real Estate Management

REIC/ICI
Ottawa Chapter

WHO SHOULD ATTEND:

- Senior executives from large, medium, and small real estate corporations
- Real estate brokers specializing in the ICI market
- Pension fund managers, investment managers, asset managers, and others responsible for acquisition / disposition of real estate
- Real estate developers including executives responsible for development, marketing, leasing, financing, and construction
- Executives from financial institutions and private corporations responsible for commercial and investment real estate lending
- Property managers, facility managers, and others responsible for leasing and managing real estate properties and space
- Government officials responsible for real estate development and management
- Consultants, lawyers, and accountants specializing in real estate activities

INFORMATION TO BUILD ON!

Canada's Leading Annual Real Estate Conferences

Hear informative speakers! Stay up-to-date on the latest trends!
Make personal contacts!

Be Sure to Take Advantage of Our Upcoming Events!

RealREIT

September 19, 2012

Metro Toronto Convention Centre, North Building



September 20, 2012

Metro Toronto Convention Centre, North Building

RealLeasing

October 4, 2012

Metro Toronto Convention Centre, North Building

TORONTO REAL ESTATE FORUM

November 28 & 29, 2012

Metro Toronto Convention Centre, South Building

For details on these conferences and to register online visit

www.realestateforums.com

or call 1-800-660-7083 ext. 153807 or

416-512-3807

REGISTRATION FEE

Advance Sales Only

Up to September 14: \$375 + HST

After September 14: \$395 + HST

Deadline to Register:
Thursday, October 4, 2012

Education Credits

Attendance at The Ottawa Real Estate Forum may qualify for Continuing Professional Development Education credits from:

- Appraisal Institute of Canada
- Canadian Association of Accredited Mortgage Professionals (CAAMP)
- Certified General Accountants of Ontario
- Institute of Chartered Accountants of Ontario
- Law Society of Upper Canada
- Real Estate Council of Ontario (RECO)

THE STRATEGIC VISION FOR OTTAWA: WHERE IS THIS REAL ESTATE MARKET HEADING?

The 18th annual Ottawa Real Estate Forum will continue the tradition of providing valuable insights on the market trends, issues, strategies, and opportunities in Canada's National Capital Region.

You will learn what vision will drive growth in Canada's fifth largest real estate market and how it is continuing to perform from both a leasing and investment perspective.

The program in Ottawa will offer a range of panel discussions and sessions on the office market in the National Capital Region, the federal government's changing real estate requirements, the development market, how the retail market is responding to the emerging number of U.S. entries, and the perspective on growth and planning from the city, National Capital Commission, and the real estate sector.

The Forum program will be targeted to meet the needs of real estate executives, brokers, developers, investors, asset managers, and other professionals active in the acquisition, leasing, financing, management, and marketing of office, industrial, retail, and multi-unit residential real estate.

The Ottawa Real Estate Forum will help you determine what strategies to follow for 2013 and beyond.

Note that the registration fee is lower than other comparable events. The Ottawa Real Estate Forum will fit virtually every organization's or individual's budget.

We sincerely hope you will take advantage of this informative event.



Cal Kirkpatrick
President
Colonnade Development

THURSDAY, OCTOBER 11

7:15 a.m.

**REGISTRATION &
CONTINENTAL BREAKFAST**



beinspired

8:00 a.m.

WELCOME AND OPENING REMARKS

Introduction:

Pierre Azzi, President, BOMA Ottawa

Forum Chairman:

Cal Kirkpatrick, President, Colonnade Development

8:05 a.m.

**ECONOMIC OUTLOOK FOR GROWTH
IN OTTAWA: HOW WILL THE MARKET
PERFORM GIVEN GEO-ECONOMIC TRENDS?**

Deloitte.

How will the Canadian and global economies perform in 2013? What are the potential implications of the turbulence and uncertainties in the U.S., EuroZone and emerging markets? How could these trends affect the National Capital Region? Are there any major job creation drivers in this market other than government? What is the outlook for employment, population, and economic growth for Ottawa and for Canada in general? How do the prospects for Ottawa compare with other major Canadian cities?

Speaker:



Mario Lefebvre

Director,
Centre for Municipal Studies,
Conference Board of Canada

8:35 a.m.

**TRANSFORMING OTTAWA'S DOWNTOWN
STREETS BY CAPITALIZING ON THE NEW
LRT PROJECT**



An insightful presentation of the ongoing "Downtown Moves Study" being completed by the City of Ottawa. This report is examining the opportunity and potential to transform the urban design quality and transportation functionality of downtown Ottawa that will result from the implementation of the Light Rail Transit Project. The City's objective is for the downtown core to be

more livable, workable, walkable, cycling-friendly, and transit-oriented. It is hoped that the public sector's investment in the new LRT will in turn fuel a period of real estate investment and development, and downtown prosperity.

Speakers:

Ronald Clarke, Senior Principal,
Manager of Planning, Delcan Corporation

Nelson Edwards, Planning & Growth Management
Department, Infrastructure Services & Community
Sustainability, City of Ottawa

9:05 a.m.

**THE ECONOMIC IMPACT OF OTTAWA'S
COMMERCIAL REAL ESTATE INDUSTRY**



A presentation of a recently completed study that examines the market dynamics and industry footprint of Ottawa's office, retail, and industrial property markets, and quantifies the significant annual implications of all this market activity within the City. Key analytics will be explored including the direct and indirect economic impacts of the industry's annual operating expenditure, employment, and tax base.

Speaker:

Sheila Botting, Senior Practice Partner, Client
Cabinet & National Leader, Deloitte Real Estate,
Deloitte

9:30 a.m.

MORNING REFRESHMENTS



Borden Ladner Gervais

10:00 a.m.

**INVESTMENT ACTIVITY IN OTTAWA:
FROM RECENT TRANSACTIONS TO
UNDERSTANDING VALUATIONS**

TD Commercial Banking

An in-depth discussion about investment activity in the Ottawa market. The session will open with a brief overview of some of the bellwether transactions over the past twelve months. The panel will then address a range of questions including: given cap rate compression on the one hand and the abundant availability of low priced capital on the other, what have been the major challenges facing investors trying to buy assets in Canada and in Ottawa in particular; where are cap rates at this

OTTAWA REAL ESTATE FORUM

time and where are they heading; which asset classes might see the most activity in 2013; how do investor attitudes vary from institutional vs. private and domestic vs. offshore; to what extent is CMBS on a comeback and could produce greater liquidity; and how does Ottawa compare as well as other Canadian markets? The trends will be examined from the perspective of a range of investors who are also active in various kinds of asset classes.

Moderator:

John O'Bryan, Vice Chair, CBRE Limited

Panel:

Ugo Bizzarri, CFO & Managing Director, Real Estate Investments, Timbercreek Asset Management Inc.

Kevin Leon, President & Founder, Crestpoint Real Estate Investments Ltd.

Blair McCreadie, Fund Manager, Standard Life Investments (Real Estate) Ltd.

Paul Scholz, Managing Director, Institutional Mortgage Capital

10:50 a.m.

A VISION FOR GROWTH, INVESTMENT & DEVELOPMENT FOR OTTAWA: WHAT ARE THE STRATEGIES THAT WILL GET US THERE?



SolowayWright
LLP
Barristers & Solicitors

As the population of the National Capital Region reaches 1.3 million, what is the inspired vision of the City of Ottawa to attract and facilitate ongoing growth in this market? What role is the municipality playing in creating a sense of place and in providing certainty for developers and citizens alike? What planning policies and infrastructure projects is the City implementing as part of this strategy? What role is the new Invest Ottawa organization playing in facilitating growth and investment in this community? What roadmaps are the City and Invest Ottawa following in order to achieve their goals?

Moderator:



Mark Sutcliffe
Ottawa Entrepreneur,
Writer & Broadcaster

Speakers:



His Worship Jim Watson
Mayor, City of Ottawa



Bruce Lazenby
President & CEO,
Invest Ottawa

11:40 a.m.

CONCURRENT SESSIONS (Select A1 or A2)

SESSION A1

EXAMINING THE DOWNTOWN OFFICE MARKET: HOW IS IT PERFORMING? WHAT LIES AHEAD?



If there is one major reputation that real estate in Ottawa has had for many years, it is having a downtown office market that is usually very stable with strong government occupancy in a wide range of generally older buildings. This session will examine all the major trends affecting supply and demand. How has this market sector performed over the past year? To what extent are rents and vacancy moving up, down, or staying firm? What is the outlook for 2013 in terms of inventory growth and leasing activity? How much new development is anticipated and when? What will be the impact of federal government real estate activities on the office market? What will be the effect of the reduction of 4,800 federal positions in the National Capital Region over the next two to three years? Who might be at risk and within what time frame? How are Class B and C buildings competing with Class A space at this time? What is the effect of Gatineau's vacancy rate at below 2%?

Moderator:

Sandy McNair, President, Altus InSite

Panel:

Michael Church, Managing Director, Principal, Ottawa, Avison Young

Stephen Nicoletti, Managing Director, Eastern Canada, Manulife Financial Real Estate

Bob Perkins, Senior Vice President, Taggart Realty Management

Brian Wallace, Director of Office Leasing, Oxford Properties Group

SESSION A2

THE CHANGING RETAIL LANDSCAPE IN OTTAWA: A LOOK AT SOME MAJOR PROJECTS, THE ENTRY OF FOREIGN TENANTS, AND OTHER TRENDS

The session will open with a short overview presentation on the retail market in Ottawa. While this asset class continues to demonstrate some leasing strength, what does the future hold? How is the supply and demand balance at this time with respect to the various types of retail formats being offered, tenant interest in this market, and consumer preferences? How many major foreign tenants are coming into the Ottawa market? Three of the four major regional centres have

developed plans to revitalize their properties. That is in addition to the transformation of Lansdowne Park into a world class venue and the new discount outlet centre. What is driving all of this activity?

Moderator:

Cindy Van Buskirk, General Manager, Rideau Centre

Panel:

Ulf Bergner, Vice President, Leasing, Central Region, Ivanhoe Cambridge

Sal Iacono, Senior Vice President, Development and Eastern Portfolio Manager, The Cadillac Fairview Corporation Limited

Barry Nabatian, Director, Market Research Division, Shore-Tanner & Associates

Jeff Ross, Senior Vice President, Leasing, RioCan REIT (invited)

12:35 p.m.

LUNCHEON



LUNCHEON REFRESHMENTS



RBC Royal Bank

1:30 p.m.

KEYNOTE SPEAKER: THE FEDERAL GOVERNMENT'S REAL ESTATE PORTFOLIO IN THE NATIONAL CAPITAL REGION



An overview and brief discussion about the federal government's office accommodation portfolio with the National Capital Region. What are some of the key challenges that PWGSC is facing and must address?

François Guimont, Deputy Minister, Public Works & Government Services Canada (invited)

National Green Sponsor



Real value in a changing world

HAMPTON CONFERENCE CENTRE

2:10 p.m.

CONCURRENT SESSIONS (Select B1 or B2)

SESSION B1

MIXED-USE, INTENSIFICATION, AND CONDOMINIUMS: WHAT ARE THE DEVELOPMENT CHALLENGES IN THE OTTAWA MARKET?



This session will examine the growing trend of intensification, renewal and redevelopment within the Ottawa market, ranging from mixed-use activity to condominiums and tall buildings in general. The discussion will begin with a brief understanding of what is driving these forms of development. Why are mixed-use developments increasingly being considered? What are the challenges and how do you address them? How robust is the condominium market in the downtown and other communities within the Ottawa region? What is the outlook for the demand for this type of housing? What impact is the new LRT likely to have on activity? How are municipal policies affecting the potential for mixed-use projects and intensification in general? Where is the cost of development heading given the increasing construction costs, land values and municipal development charges? How do you deal with the situation where an engaged population wants to minimize urban sprawl vs. concerns about greater density in existing neighbourhoods?

Moderator:

Michael Polowin, Partner,
Gowling Lafleur Henderson LLP

Panel:

Richard Chmiel, Principal,

Richard Chmiel Architect & Associates Incorporated

Mary Jarvis, Director of Planning & Land Development,
Urbandale Corporation

Margaret Knowles, Senior Vice President, Development,
Morguard Investments Limited

Miguel Tremblay, Manager, Development Planning,
FoTenn Consultants Inc.

SESSION B2

THE OFFICE MARKETS IN KANATA VS. OTTAWA EAST: ARE THEY HOLDING THEIR OWN? ARE ANY SURPRISES ON THE HORIZON?



At opposite ends to the downtown office markets are Kanata and Ottawa East. The west end suburb appears to have finally shrugged off the effects of the technology crash from a decade ago with a vacancy rate in 2012 that has settled in the 7% range and created a balanced market. What have been the major factors contributing to this performance? To what extent has it been helped by the moves of former tenants to Kanata from the Nortel Networks campus in Nepean? Could this balanced market be threatened by potential job cuts in Ottawa by RIM? How is the much smaller east-end market doing? Office vacancies in this area are in the 3.5% range, a slight improvement over 2011. This session will also examine the pending 300 acre development in Rockcliffe which has a stated mission "to create an exemplary diverse contemporary neighbourhood offering a choice in housing, employment, commercial, institutional and leisure activities, which will be defined by the site's unique setting, along with a commitment to environmental sustainability and long-term economic viability".

Moderator:

Kelvin Holmes, Managing Director,
Ottawa, Colliers International

Panel:

Brent Arseneau, Leasing Manager, Broker of Record,
Colonnade Realty Ltd.

Dan Gray, Vice President, Leasing,
Bentall Kennedy (Canada) LP

Don Schultz, Director, Real Estate, Rockcliffe,
Canada Lands Company CLC Limited

Martin Vandewouw, President,
KRP Development Corporation

3:10 p.m.

"MADE IN OTTAWA": A SECOND GENERATION OF OTTAWA REAL ESTATE FAMILIES DISCUSS THEIR PAST, PRESENT AND FUTURE



The closing session of the Ottawa Forum will be a little different this year. The panel will include second generation executives from some of the original Ottawa real estate family companies who will discuss their corporate beginnings, how objectives have changed over the years, and offer some interesting and entertaining tales from the past and present. They will offer their insights on what they see occurring over the next

twelve months, their strategic thinking going forward, and some perspectives on what lies ahead for the market in the National Capital Region. Among the other questions to be examined:

- How has the industry changed from your families earlier beginnings in Ottawa? What would your corporate forefathers think of real estate ownership and development today?
- What are the most significant challenges, trends, risks and opportunities for private family investors and owners in the Ottawa market? Is real estate too corporate for the family succession?
- What plans do you have with your company whether in real estate or other industries? What will be your real estate strategy for 2013 and beyond in this market?
- Where are we in the investment and leasing cycles? Where are cap rates heading? Can more compression be anticipated?
- What asset classes will likely offer the best possible returns in 2013?
- What political and business changes does Ottawa need in order to reach its ultimate potential?
- Is Ottawa heading in the right direction?

Moderators:

Cal Kirkpatrick, President, Colonnade Development

Nathan Smith, Senior Vice President,
Capital Markets Group, Cushman & Wakefield

Panel:

Steve Kaminski, President, Colonnade Management;
Director, Colonnade Group of Companies

Paul Taggart, President, Taggart Realty Management

William Shenkman, Chairman, Shenkman Corporation
(invited)

Arnie Vered, President, Armon Corporation and
Ron Engineering and Construction

4:00 p.m.

NETWORKING RECEPTION



Alterna Savings



Altus Group

SPONSORSHIP OPPORTUNITIES

To become a sponsor or to advertise at any of our conferences, please contact Frank Scalisi at 416-512-3815 or fscalisi@mmart.com

ANY QUESTIONS?

Call 1-800-660-7083 ext. 153807

For up-to-date information visit www.realestateforums.com select "Ottawa Forum"

REGISTRATION INFORMATION

Full Registration:

Up to September 14: \$375 + \$48.75 HST*
 After September 14: \$395 + \$51.35 HST*
 *13% HST as indicated above.
 All registrations include a light breakfast, morning and afternoon refreshments, luncheon, and reception.

Registration Modification, Substitution & Cancellation

Refunds will be provided for cancellation in writing prior to Thursday, October 4, 2012 with a processing fee of \$75. We regret that refunds cannot be offered after that date.

Delegate substitution for the day is permitted.

Hotel & Travel:

HOTEL: Rooms are being held for a limited time on October 10 at the following hotels.

Courtyard by Marriott Ottawa East
 Standard King - \$169.00

For reservations, call toll free at 1-855-333-6896. Quote Group Code "ORFC" with your reservation request.

Hampton Inn Ottawa by Hilton
 Single Room - \$135.00, Double Room - \$145.00

For reservations, call toll free at 1-877-701-1281. Quote Group Code "ORF" & Group Number "1473" with your reservation request.

Please Note: All accommodations should be confirmed by Monday, September 10, 2012.

TRAVEL: Porter Airlines is offering the Ottawa Real Estate Forum attendees a 20% discount on all fare classes. Porter offers, free in-flight snacks and beverages (including beer and wine). The discounted fares are available from October 8 – October 14, 2012.

Please book online at www.flyporter.com or call 1-888-619-8622 using the promo code OREF12.

How to Register:

Advance sales only. There will be no sales at the door.

DEADLINE TO REGISTER: Thursday, October 4, 2012

1. REGISTER ONLINE:

Use VISA, MasterCard or AMEX, and register online at www.realestateforums.com. Select "Ottawa Forum" and proceed from there.

2. REGISTER BY FAX:

Use VISA, MasterCard or AMEX, and fax your completed registration form to 416-512-1077 or 1-800-353-3094.

3. REGISTER BY MAIL:

Send the completed registration form with payment to:

Informa Canada
 10 Alcorn Ave., Suite 100
 Toronto, ON M4V 3A9

Please type or print legibly. Registration form will not be processed unless completed in full.

For additional registrations from the same organization, please photocopy this form. To receive confirmation, you must register by Thursday, October 4, 2012. (Please note that our email privacy policy is to maintain all information as strictly confidential.)

FIRST NAME SURNAME

E-MAIL ADDRESS

TITLE

COMPANY / ORGANIZATION

FULL MAILING ADDRESS

CITY / TOWN PROVINCE POSTAL CODE

BUSINESS NUMBER FAX NUMBER

YES, I require a Completion Certificate for RECO Continuing Education Credits – subject to Registrar (REBBA 2002) approval.
 Please check www.realestateforums.com for updates and completion information.

Please check the most appropriate description of your organization:

- | | |
|---|---|
| <input type="checkbox"/> 01 Real Estate & Property Management | <input type="checkbox"/> 10 Real Estate Broker |
| <input type="checkbox"/> 02 Building Owner / Developer / Investor | <input type="checkbox"/> 11 Financial Services |
| <input type="checkbox"/> 03 Facility Management | <input type="checkbox"/> 12 Government |
| <input type="checkbox"/> 09 Asset Management | <input type="checkbox"/> 13 Lawyer |
| | <input type="checkbox"/> 27 Consultant |
| | <input type="checkbox"/> 05 Other (specify) _____ |

CONCURRENT SESSIONS:

Please review the concurrent sessions throughout the program and **circle your choice** below. As space may be limited, seating will be on a "first come, first served" basis.

11:40 a.m. **A1** or **A2**
 2:10 p.m. **B1** or **B2**

Informa Canada Inc. is solely responsible for the conference content.

PAYMENT INFORMATION

Please **circle** your payment amount below.

	Up to Sept. 14	After Sept. 14
Full Registration:	\$375.00	\$395.00
13% HST:	\$ 48.75	\$ 51.35
Total:	\$423.75	\$446.35

(HST #871719241 RT0001)

Cheque enclosed (Please make cheque payable to "Informa Canada")

VISA **MasterCard** **AMEX**

Card Number: Expiry Date: /

Name on the Credit Card:

Signature (must be signed to be valid):

(NOTE: "Informa Canada" will appear on your credit card statement)

MAIL: Informa Canada, 10 Alcorn Ave, Suite 100, Toronto, ON M4V 3A9

FAX: (416) 512-1077

**THE OTTAWA
 REAL ESTATE FORUM**