

#### CO-CHAIRS

Michael Emory  
David Gerofsky

#### FEATURED SPEAKERS

Mayor Hazel McCallion  
John Tory

#### KEYNOTE SPEAKERS

Benjamin Tal  
George Carras  
Bryan Tuckey

#### PRESENTERS

Sam Barbieri  
Wayne Barwise  
Alan Bensky  
Joe Berridge  
Bill Bolender  
Lisa Borsook  
Andrew Brethour  
Marcy Burchfield  
Scott Cameron  
John Campbell  
Jason Child  
Mark Cote  
Devon Cranson  
Mike Czeszochowski  
Stephen Diamond  
Jeff Flemington  
John Fox  
Peter Freed  
Casey Gallagher  
John Georgakopoulos  
Don Given  
Hanan Goldfarb  
Jonathan Goldman  
Paul Golini  
Ken Greenberg  
Mark Grenville  
Peter Halsall  
Tony Hernandez  
Shaun Hildebrand  
Edith Hsu-Chen  
Jeff Hull  
Bruno Iacovetta  
Brad Keast  
Hermann Kircher  
Mike Kirchmair  
Michael Kitt  
Drew Koivu  
Adrian Kozak  
Pamela Kraft  
Milton Lamb  
Barry Lyon  
Mike Mannix  
Leor Margulies  
Sandy McNair  
Jared Menkes  
Anne Morash  
Jaime Northam  
Jordan Robins (Invited)  
Neil Rodgers  
Greg Rogers  
Catherine Rose  
Dean Shapiro  
Jeanhy Shim  
Jordan Slatt  
Tom Smith  
Greg Speirs  
Jeff Thomas  
Lyn Townsend  
Mark Tutton  
Alan Vihant  
Garnet Watchorn  
Michael Whelan  
Guy Wilson

# Land & Development

residential • office • retail • industrial

Tuesday, May 13, 2014 | Metro Toronto Convention Centre, North Building



[www.realestateforums.com](http://www.realestateforums.com)

Platinum Sponsors

mcmillan



Walton™  
APPRECIATE THE LAND

Gold Sponsors

Carterra



URBANATION

# Land Investment and Development Activity, Opportunities, Challenges, Issues, and Strategies All in One Place!

The 2014 Land & Development conference offers insightful presentations on the Greater Golden Horseshoe development market. The program will include 12-month review of the market and forecast on where land values are going and what developments are on the horizon for 2014 and beyond. What developers and investors are active today, tomorrow and who are they? What are their strategies and how will their behaviour impact the market?

The conference will focus on both residential and commercial development activity. Mixed use developments, low rise residential, and land banking will also be key themes throughout the program. We are very excited to bring forward a program in 2014 that will focus on: financing, construction, development, investment and leasing market activity and ancillary forces that will impact our region and in turn the development community.

The 10<sup>th</sup> annual Land & Development Conference will provide thought provoking insights into new trends and development, acquisition and disposition strategies, challenges, opportunities and risks. Join us as we examine where this sector is heading from the perspective of owners, developers, investors, and lenders. With a 2013 attendance of some 600 participants and approximately 60 speakers, we strongly believe the 2014 program will address and answer a large array of important and influential questions.

This special event has been organized by Informa Canada, the producers of the Real Estate Forums, in conjunction with a steering committee of developers, owners, lenders, brokers, and their intermediaries.

In keeping with the strong reputation of the Forums, The Land & Development Conference will present high-quality speakers on very topical issues at a relatively low registration fee.

Opportunities for networking and collaboration will also be available throughout the conference.

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

## CO-CHAIRS:



**Michael Emory**  
President & CEO  
Allied Properties REIT



**David Gerofsky**  
President & COO, Great Gulf and  
Chief Executive Officer,  
First Gulf Corporation

## SPONSORS

Lanyard Sponsor



Pen Sponsor



Presenter Biographies Sponsor



Journal Sponsors



Principal Association



Supporting Associations



Media



Multimedia



## DOWNLOAD THE MOBILE APP

The Real Estate Forums' mobile app enables you to make the most of your time at all 22 events. Land & Development Conference coming soon.

To download the app, visit [www.realestateforums.com/mobile](http://www.realestateforums.com/mobile)

Mobile App Sponsor



## COMPLIMENTARY REALNET REPORTS/ANALYTICS OFFERS EXCEPTIONAL VALUE

Conference delegates may select from any one of the monthly New High Rise Submarket Reports which include information on Development Applications or the quarterly Residential Land or Retail Sector Reports. Other reports to choose from include any one of the High Rise or Low Rise Market Reports, the Lyon Report on High Rise Development, or other Quarterly Reports on GTA ICI Land or any improved asset class or overall GTA Commercial Market Statistical Report. To receive your complimentary report, please contact:



Jason Lo, Vice President, Sales & Client Services  
e: [jlo@realnet.ca](mailto:jlo@realnet.ca) | t: 416-596-7676 x 250

*Report usage is subject to RealNet Canada Inc. terms and conditions. For existing clients, the offer is extended to reports that are not part of the existing subscription service.*

## EDUCATION CREDITS

Continuing Professional Development (CPD) Credits may be available from

- Appraisal Institute of Canada
- Canadian Association of Accredited Mortgage Professionals
- Certified General Accountants of Ontario
- Institute of Chartered Accountants of Ontario
- Law Society of Upper Canada
- RECO Continuing Education Credits (REBBA, 2002)

*Informa Canada Inc. is solely responsible for the content of this conference.*

## CORPORATE SPONSORSHIP OPPORTUNITIES

Contact Frank Scalisi at [frank.scalisi@informacanada.com](mailto:frank.scalisi@informacanada.com) or 416-512-3815.

7:15 a.m.

**REGISTRATION & CONTINENTAL BREAKFAST**



8:00 a.m.

**OPENING REMARKS: CONFERENCE CO-CHAIRS**

**Michael Emory**, President & CEO, Allied Properties REIT

**David Gerofsky**, President & COO, Great Gulf and Chief Executive Officer, First Gulf Corporation

8:05 a.m.

**ECONOMIC OVERVIEW: WHAT ARE THE IMPLICATIONS FOR LAND AND DEVELOPMENT ACTIVITY?**



With special attention to the development market, Benjamin Tal will offer his insight on global and domestic issues that are driving the broader economy. He will also comment on monetary policy, rate trends, demographic trends and geo-political and geo-economic trends will impact economic growth. What is the outlook for employment and spending growth and what are the key economic engines driving job creation? Benjamin consistently receives very positive feedback as a speaker at our conferences and we are pleased to welcome him back to share his leading edge opinions and well formulated conclusions.

**Speaker:**

**Benjamin Tal**, Deputy Chief Economist, CIBC World Markets

8:35 a.m.

**DEVELOPMENT ACROSS THE GTA: THE BEGINNING OF THE END OR THE END OF THE BEGINNING?**

The outcome of property markets in 2014 and beyond will largely depend on navigating extremity conditions by industry, government and consumers and connecting the dots. The GTA market is building a record number of High Rise Projects – more than any other region in North America while the scarcity of ground oriented housing is causing record high price gaps. Commercial land development is also operating at record pricing. For the first time in years, we are seeing completely new urban nodes being developed and large investments in employments lands outside of the traditional city core. George Carras' presentation is ideally positioned to provide you with the key insights for better decisions in 2014 and beyond.

**Speaker:**

**George Carras**, President, RealNet Canada Inc.

9:10 a.m.

**DEVELOPMENT CHARGES AND LAND USE PLANNING POLICIES: WHAT CAN POTENTIALLY BE DONE WITH THESE TWO MAJOR ONGOING CHALLENGES TO DEVELOPMENT ACTIVITY?**

There is no doubt that developing commercial or residential properties has its challenges. When legislation, official plans or bylaws come into establishment there is a risk that those policy creators and recommenders do not have absolute knowledge of all the factors at the time of establishment. Section 37, DC's and land use planning policies have challenged development activity over the decades. What changes should be made to select policies to create significant opportunities within the construction and development space? The results of two major research initiatives by the building industry will be presented.

**Speaker:**

**Bryan Tuckey**, President & CEO, BILD

9:40 a.m.

**MORNING REFRESHMENTS**



10:00 a.m.

Concurrent Sessions (Attend 1 of 3)

**SESSION A1**

**WHAT IS ACTUALLY HAPPENING IN THE HIGH RISE CONDOMINIUM MARKET: INSIGHTS ON PRICING, INVENTORY, PRE-SALES AND MARKETING STRATEGIES**

The current version of Ontario's Condominium Act came into effect in 1998. Since then, the condominium market has changed dramatically and now represents half of all new homes being built in Ontario and is home to well over one million people. All media speculation points to a crash or soft landing yet other trusted sources predict a growing population as justification for the continued growth of high-rise housing. While government policy is mandating that developments should go upwards and not outwards and many developers continue to view Toronto as one of the most robust high-density markets in the world, what is the legacy we are being left with? What market will the current product supply in the years to come and what do our leading developers plan on building in 2014 and 2015?

**Moderator:**

**Leor Margulies**, Partner, Robins Appleby LLP

**Panel:**

**Peter Freed**, President, Freed Developments

**Shaun Hildebrand**, Senior Vice President, Urbanation Inc.

**Jeanhy Shim**, President, Housing Lab Toronto

**Alan Vihant**, Senior Vice President, High-Rise, Great Gulf Homes

**SESSION A2**

**TRANSACTION ACTIVITY IN THE GTA LAND MARKET: WHAT BELLWETHER DEALS HAVE BEEN DONE?**



Join this session as a panel of industry experts, specializing in land sales and valuations, discuss current market conditions across the 416 and 905 markets. What deals have been completed over the past 12 months and what assets are on the market or coming to market in the near term? How has the market shifted over the past year in terms of assets, structure and buyer profile? As capital has proved that it can move freely; this session will also explore select transactions in other markets to provide a basis of comparison.

**Moderator:**

**John Fox**, Partner, Robins Appleby LLP

**Panel:**

**Casey Gallagher**, Senior Vice President, CBRE Limited

**Milton Lamb**, Senior Vice President, Broker, National Investment Services, Colliers International

**Jeff Thomas**, Managing Partner, Ashlar Urban Realty Inc.

**Guy Wilson**, Senior Director, Altus Group

**SESSION A3**

**THE CHALLENGES IN THE INDUSTRIAL MARKET: HOW DO YOU DRIVE DEVELOPMENT OR REDEVELOPMENT OF EXISTING STOCK IN TODAY'S POLITICAL AND ECONOMIC ENVIRONMENT?**

What is driving industrial development now? Is it the need for distribution or warehouse space? What impact are international markets having on the space and what should we expect over the next 12-18 months across the GTA? What does the supply side equation look like in terms of new product and how is the existing and aging stock being redeveloped? Will demand for logistics facilities and a softer Canadian currency push industrials markets forward? The panel will provide a solid overview of the industrial market and what we should expect in the near term.

**Moderator:**

**Hanan Goldfarb**, Vice President, Industrial, JLL Real Estate

**Panel:**

**Sam Barbieri**, Senior Vice President, Asset Management, LaSalle Investment Management

**Bill Bolender**, Vice President, Country Manager, Prologis

**Jaime Northam**, Vice President, Business Development, Greater Phoenix Economic Council

**Jordan Slatt**, President, LDC Logistics Development Corporation

11:00 a.m.

Concurrent Sessions (Attend 1 of 3)

## SESSION B1

### SOURCING DEVELOPMENT AND CONSTRUCTION FINANCING IN TODAY'S MARKET: WHAT ALTERNATIVE LENDERS ARE REPLACING TRADITIONAL ONES? WHERE IS AVAILABILITY AND PRICING HEADING?



As an experienced or novice developer, with a project in mind that has strong potential cash flow and solid fundamentals, what type of debt is available today? What are the rates, terms and ratios that are available today? This session will explore the construction and development debt market over the past 12 months and take a forward look at what changes are pending. What are the different considerations between commercial and residential debt and small and large developers? As non-traditional or alternative lending sources start to emerge, what are the implications, if any, for traditional lenders?

**Moderator:**

**Mike Kirchmair**, Vice President Finance & Treasury, Great Gulf Group

**Panel:**

**Alan Bensky**, Vice President & Manager, Mississauga Real Estate Group, TD Commercial Banking

**Scott Cameron**, President, Cameron Stephens Mortgage Capital Ltd.

**Devon Cranson**, President & Founder, Cranson Capital

**Bruno Iacovetta**, Managing Director, Development Finance Group, MCAP Financial Corporation

## SESSION B2

### UP AND COMING: WHAT SHOULD WE EXPECT FROM THE NEXT GENERATION OF DEVELOPERS?

The development and construction landscape is about to change with the influx of the next generation of professionals into the construction and development area. Who are they? How are they planning to run companies, develop product and what is their vision going forward? This panel will provide insight into the next generation of developers who are already extremely active in the sector. What projects have they already completed, are they working on, or have planned? What legacy do they want to create and who do they look up to as mentors?

**Moderator:**

**Stephen Diamond**, President & CEO, Diamond Corp.

**Panel:**

**Jonathan Goldman**, Principal, Stafford Developments

**Jeff Hull**, President, Hullmark

**Mike Mannix**, Asset Manager, Triovest Realty Advisors Inc.

**Jared Menkes**, Director, Development, Menkes Developments Ltd.

## SESSION B3

### INTERNATIONAL PERSPECTIVE: WHAT LESSONS CAN WE LEARN AND LEVERAGE FROM MAJOR DEVELOPMENTS?



With Toronto and the GTA taking on a number of major developments, what can we learn from other projects that have already been constructed outside of our local boundaries? What developments are other major cities considering? What have they built and what subsequent lessons have they learned? What major developments have shaped major cities and provided valuable lessons that the GTA can leverage as we expand upwards and outwards? This session will explore a number of projects in Manhattan including the Highline and Hudson Yards.

**Moderator:**

**Marcy Burchfield**, Executive Director, Neptis Foundation

**Panel:**

**Joe Berridge**, Partner, Urban Strategies Inc.

**Edith Hsu-Chen**, Director, Manhattan, NYC Department of City Planning

**Dean Shapiro**, Managing Director, Oxford Properties Group Inc.

12:00 p.m.

## NETWORKING LUNCHEON



## LUNCHEON REFRESHMENTS



12:30 p.m.

### JOHN TORY IN CONVERSATION WITH MAYOR HAZEL MCCALLION

### A RETROSPECTIVE ON THE EVOLUTION OF MISSISSAUGA, MUNICIPAL PLANNING AND DEVELOPMENT OVER THE PAST 35 YEARS

Mayor Hazel McCallion first elected Mayor of Mississauga in 1978 and recognized as the longest serving Mayor in the City's history is serving her final term in office. John Tory and Mayor Hazel

McCallion will discuss her impact on the construction and development space amongst her other notable achievements. Mayor Hazel McCallion has contributed tremendously to the land and development industry and we are honoured she has agreed to join us as we give thanks to her enormous accomplishments, recognize her notable achievements in office and celebrate her remarkable contribution to public life. Please join us for this special conversation.

1:30 p.m.

Concurrent Sessions (Attend 1 of 3)

## SESSION C1

### SUPER PROJECTS: THE IMPACT OF LARGER SCALE DEVELOPMENT ON THE URBAN AND SUBURBAN FABRIC



ALLIED

With an influx of Super Projects on the horizon, this panel will review key developments that could ultimately shape our cities across the GTA. The conversation will examine what will bring these projects to fruition, how will infrastructure be impacted, what challenges to density will occur, how are employment lands or residential densities being considered and how are developers accommodating completely different uses within the same site.

**Moderator:**

**Lisa Borsook**, Executive Partner, WeirFoulds LLP

**Panel:**

**John Campbell**, President & CEO, Waterfront Toronto

**Brad Keast**, Vice President, Development, Osmington

**Barry Lyon**, President, N. Barry Lyon Consultants Limited

**Catherine Rose**, Chief Planner, City Development Department, City of Pickering

## SESSION C2

### THE BOOM IN OFFICE DEVELOPMENT: CASE STUDIES OF DOWNTOWN PROJECTS AND THEIR IMPLICATION ON THE GTA MARKET AND EXISTING STOCK

New office product has continued to receive support with a number of notable projects recently being launched or about to proceed. In fact, Toronto is on pace to add 4.3 million square feet in the next three to four years. What are tenants demanding in terms of built product and work place standards? How do corporate consolidations, increased physical densities and need for better technological solutions impact the office sector? What impact is the periphery and South Core having on the rest Toronto's financial district and what is driving this tenant demand? What are the trends for office development across the 905 and 416?

**Moderator:**

**Sandy McNair**, President, Altus InSite

**Panel:**

**Wayne Barwise**, Executive Vice President, Development, The Cadillac Fairview Corporation Limited

**Mark Cote**, Vice President, Development, Oxford Properties Group Inc.

**Jeff Flemington**, Broker & Principal, Consulting & Advisory, Office Leasing, Industrial, Avison Young

**Peter Halsall**, President, Canadian Urban Institute

**SESSION C3****THE SURGE IN PURPOSE BUILT RENTAL STOCK: WHO IS BUILDING, WHAT ARE THEY DEVELOPING AND HOW ARE THEIR DEALS GETTING DONE?**

It's undeniable that the condominium investor market has been filling the need for rental stock in the GTA. Have cap rates finally compressed to a point that developers are now going to build purpose built rental stock? It seems that every apartment owner is starting or contemplating a new development. Will select markets become oversaturated? How much demand is really out there and who will be the builders to satisfy this demand?

**Moderator:**

**Drew Koivu**, Managing Director & Principal, U.S. Apartment Fund, Avison Young

**Panel:**

**Adrian Kozak**, Director, Investments, Concert Properties Ltd.

**Anne Morash**, Senior Vice President, Multi-Residential, GWL Realty Advisors

**Greg Rogers**, Executive Vice President, Minto Developments Inc.

**Greg Speirs**, Senior Vice President, Investment Management, Realstar Management

2:30 p.m.

Concurrent Sessions (Attend 1 of 3)

**SESSION D1****DEVELOPING CHALLENGED SITES: THE NEED FOR INNOVATIVE STRATEGIES AND PATIENCE****Altus Group**

Challenged sites present unique opportunities for land developers and property owners, given limited availability of land for development and redevelopment. Ontario's 2014 Provincial Policy Statement also encourages the development on brownfield and contaminated sites. However, these "challenged" sites come with a host of issues that need to be considered and resolved to make the most of your investment and to minimize what can be serious risks and liabilities. From purchase to development this panel will explore what you need to know regarding these challenged sites.

**Moderator:**

**Ken Greenberg**, Principal, Greenberg Consultants Inc.

**Panel:**

**Mike Czystochowski**, Senior Vice President, CBRE Limited | Land Services Group

**John Georgakopoulos**, Partner, Willms & Shier Environmental Lawyers LLP

**Pamela Kraft**, Managing Director, Planning and Development, Kilmer Brownfield Management Limited

**Michael Whelan**, Vice President, Development, BUILD Toronto Inc.

**SESSION D2****WHAT HAS HAPPENED TO THE LOW RISE MARKET? WHERE ARE THERE STILL HOUSING OPPORTUNITIES? WHAT ARE THE CHALLENGES?**

While high-rise condominiums keep being developed, the single family home seems to be getting harder to find and more expensive. Possibly a direct result of intensification policies in action, the price gap between high rise and low rise housing continues to grow. The combination of very limited land supply due to densification and land use policies have created a scenario that makes one question what, who and how will low rise development continue over the near term? With significant demand for ground-related product including townhouses, row houses, semi-detached and detached houses, the dilemma is how to produce more with restricted land availability.

**Moderator:**

**Jason Child**, President, Walton International

**Panel:**

**Don Given**, President, Malone Given Parsons Ltd.

**Paul Golini**, Executive Vice President, Empire Communities

**Neil Rodgers**, Executive Vice President, Acquisitions & Land Development, Tribute Communities

**Lyn Townsend**, Partner, Townsend & Associates

**SESSION D3****RETAIL, PAST PRESENT AND FUTURE: THE EVOLUTION OF THE GTA RETAIL MARKET**

The 1850's marks the birth of modern purpose built retail in Toronto. What has changed since then and how has the change come about? How did Toronto's retail development evolve to produce current day results and what is anticipated in the next 10 years? How will the landscape change be influenced by technology, international developments, tenants, and consumer choices. Will 3D printing, online purchasing and a trend to mixed-use developments revolutionize the industry? This panel will examine the past, present and future of retail in Toronto taking into consideration outside influences and global forces.

**Moderator:**

**Tom Smith**, Senior Vice President, Development & Leasing, Enclosed Malls, SmartCentres

**Panel:**

**Mark Grenville**, President, Grenville International Consulting Corporation

**Tony Hernandez**, Director, Centre for the Study of Commercial Activity and Eaton Chair in Retailing, Ryerson University

**Hermann Kircher**, President, Kircher Research Associates Ltd.

3:30 p.m.

**EXECUTIVE ROUNDTABLE****STRATEGIC THINKERS: WHERE IS RESIDENTIAL AND COMMERCIAL DEVELOPMENT HEADING? WHAT INSIGHTS CAN WE GAIN FROM LOCAL TO GLOBAL PERSPECTIVES?**

Turner &amp; Townsend

A panel of respected senior executives representing a diverse cross-section of development activities and interest will provide their insights and perspective on development locally, nationally and internationally over the next 12-18 months. What is their strategy going forward? Where are they developing next? What opportunities, challenges and obstacles are they contemplating? What lessons can we gain from looking at national and international projects and how can they improve our practice.

**Moderator:**

**Michael Emory**, President & CEO, Allied Properties REIT

**David Gerofsky**, President & COO, Great Gulf and Chief Executive Officer, First Gulf Corporation

**Panel:**

**Andrew Brethour**, President, PMA Brethour Realty Group

**Michael Kitt**, Executive Vice President, Canada, Oxford Properties Group Inc.

**Jordan Robins**, Senior Vice President, Planning & Development, RioCan REIT (Invited)

**Mark Tutton**, Chief Operating Officer, Plazacorp Investments Limited

**Garnet Watchorn**, Chairman, Graywood Developments

4:30 p.m.

**NETWORKING RECEPTION**

CAMERON STEPHENS | MORTGAGE CAPITAL LTD.

## Registration Fees

Up to Apr 21 - **\$450\*** After Apr 21 - **\$485\***

All registrations include continental breakfast, morning and afternoon refreshments, luncheon and networking reception.

\*HST not included

## Refunds & Substitutions

Cancellation and modifications must be advised by email to [events@informacanada.com](mailto:events@informacanada.com) and include your confirmation number and name. Refunds will be provided for cancellations in writing prior to May 6, 2014 - an administrative fee of \$75 will apply. We regret that refunds cannot be offered after that date. Registration modifications (including delegate substitutions) after May 6, 2014 will be subject to an administrative fee of \$50 - this fee will also apply for modifications on site.

## Hotel

For the convenience of out-of-town registrants, rooms have been made available at the Intercontinental Toronto Centre at a special rate of \$189.00 plus tax. Please call **1-800-235-4670** to make your reservation and ask for the "Land & Development Conference" special rate. To guarantee room availability at the special rate, reservations must be made no later than Wednesday, April 2, 2014.

## Travel

Porter Airlines is proud to offer 15% discount on all available base fares for travel for the Land & Development Conference. The discounted fares are available for booking from now to May 16, 2014 and available for travel between May 10 to 16, 2014. Please book online at [www.flyporter.com](http://www.flyporter.com) or through your travel agent at **1.888.619.8622** using promo code **LDC14**.

# 2 ways to register

There will be no sales at the door—ADVANCE SALES ONLY.

Payment can be made by VISA, MasterCard or AMEX.

Deadline to Register: Tuesday, May 6, 2014



## ONLINE

Visit [www.realestateforums.com](http://www.realestateforums.com) select: "Land & Development Conference," click on the "Register Now" icon to proceed.



## FAX

Complete the registration form below and fax to: 416.512.1077  
Please note the above fax is secure.



## Need Help?

For more information, please call 416.512.3807 or visit [www.realestateforums.com](http://www.realestateforums.com) and select "Land & Development Conference".

**Land & Development**  
residential • office • retail • industrial

## registration form

Metro Toronto Convention Centre, North Building | May 13, 2014

**PLEASE PRINT LEGIBLY.** Your registration form will not be processed unless completed in full. For additional registrations from the same organization, please photocopy this form. To receive confirmation by email, you must register by May 6, 2014. Do not scan and email credit card information.

First Name \_\_\_\_\_  
Surname \_\_\_\_\_  
Title \_\_\_\_\_  
Company/Organization \_\_\_\_\_  
Full Mailing Address \_\_\_\_\_  
City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
Email Address \_\_\_\_\_

YES! I require a Completion Certificate for RECO Continuing Education Credits—subject to Registrar (REBBA 2002) approval. Please check [www.realestateforums.com](http://www.realestateforums.com) for updates and completion information. RECO # \_\_\_\_\_

## PAYMENT INFORMATION

Please select payment amount  **\$508.50 – Up to April 21** ( $\$450.00 + \$58.50$  HST)  **\$548.05 – After April 21** ( $\$485.00 + \$63.05$  HST)

VISA  MasterCard  AMEX  
Card Number \_\_\_\_\_ Total Payment \$ \_\_\_\_\_  
Expiry Date \_\_\_\_\_ / \_\_\_\_\_  
Name as it appears on Credit Card \_\_\_\_\_  
Signature (must be signed to be valid) \_\_\_\_\_

HST #871719241 RT0001 | Informa Canada Inc. will appear on your credit card statement.

Informa Canada Inc. is solely responsible for the content of this program.

Please check the most appropriate description of your organization.

- 01 Property Management  
 02 Building Owner / Developer  
 03 Facility Management  
 09 Asset Management  
 10 Real Estate Broker  
 11 Real Estate Financing  
 12 Real Estate Government  
 05 Other (please specify below)

## IMPORTANT:

Please review the concurrent sessions throughout the program. Indicate the session you would like to attend by checking the box below. As space may be limited, seating on-site will be on a "first-come, first served" basis.

**10:00 a.m.**  A1  A2  A3  
**11:00 a.m.**  B1  B2  B3  
**1:30 p.m.**  C1  C2  C3  
**2:30 p.m.**  D1  D2  D3

Produced By  
**informa**  
canada