

# SESSIONS

CHAIRS' RECEPTION EVENING - MONDAY, MARCH 18, 2024

Atlantic Real Estate Forum

Tuesday, November 4, 2025  
Halifax Convention Centre

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## Chairs' Reception

17:30 - 19:00  
Chairs' Reception

An exclusive networking opportunity for all attendees and speakers and is held the evening prior to the Forum as follows:

**March 18, 2024**  
**5:30 pm - 7:00 pm AST**  
**Halifax Convention Centre**

Please note entrance to the Chairs' Reception is available only with Forum registration.

# SCHEDULE

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TIME	CHAIRS' RECEPTION
17:00	17:30 - Chairs' Reception

# SESSIONS

FORUM PROGRAM - TUESDAY, MARCH 19, 2024

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## Thank you to the sponsors of the Chairs' Reception

06:50 - 06:55  
Break

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## Thank you to our Title, Platinum, Gold & ESG sponsors

06:55 - 07:00  
Break

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## Registration & light breakfast

07:00 - 07:55  
Break

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## Coffee & tea on arrival

07:55 - 08:00  
Break

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## Welcome & introduction of the forum chairs by Informa

08:00 - 08:05  
Plenary

### Participants

**Roelof van Dijk** - Executive Director, Canadian Real Estate Forums, Informa Connect

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## Opening remarks

08:05 - 08:10  
Plenary

### Participants

**Andrew Bergen** - Senior Vice President, Managing Director, CBRE

**Dale Noseworthy** - Chief Financial Officer, Killam Apartment REIT

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## Economic outlook: how will Atlantic Canada continue to grow?

08:10 - 08:40  
Plenary

This presentation will discuss the economic outlook for Canada, with a specific focus on Atlantic Canada, over the next 12-18 months. Topics covered will include economic growth, immigration, supply chain issues, inflation and interest rates. How is Atlantic Canada performing in comparison to other areas of Canada? What do you need to know and understand about what type of recovery we are having? What will be the impact of the significant government debt at all levels and how will it likely be managed? What federal and provincial government policies will have the greatest impact on Atlantic Canada's economy? How is the recent influx of immigration impacting housing, retail markets, and other real estate asset types in the near future?

### Participants

**Pedro Antunes** - Chief Economist, Conference Board of Canada

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## Roundtable of out of region investors: the strategic view of Atlantic Canada

08:40 - 09:20  
Plenary

Who are the most active investors in Atlantic Canada at this time? What are they looking for? How are they optimizing their portfolios over the next 12-18 months? What makes Atlantic Canada attractive to outside investors? How does Atlantic Canada measure up to other Canadian markets? How does this market meet their investment criteria and compete against other alternatives?

### Participants

**Moderator: Todd Bechard** - Principal, BEC Realty Advisors

**Panelist: Mike Bonneveld** - President, Skyline Industrial REIT

**Panelist: Chris Carter** - Vice President, CBRE

**Panelist: Evan Meister** - Managing Director, Investments, Slate Asset Management

**Panelist: Julian Schonfeldt** - Chief Investment Officer, CAPREIT

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## The art of the deal: the current disconnect between vendor and buyer expectations

09:20 - 10:00  
Plenary

In our current economic environment, many buyers and vendors are experiencing various difficulties on getting deals past the finish line, whether that be high costs, interest rates, a disconnect with expectations or a myriad of other challenges. How can we bridge the gap between buyers and vendors and their expectations when making a deal? This session will explore creative solutions to making deals in a tough environment.

### Participants

**Moderator: Jenn Cann** - President, Managing Director, Royal LePage Commercial East

**Panelist: Ron Lovett** - Founder and Chief Executive Officer, VIDA

**Panelist: Paul North** - President, Martek

**Panelist: Zach Pendley** - Partner & Senior Vice President | Strategy and Transactions - Real Estate, EY

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## Morning refreshments

10:00 - 10:25  
Break

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## Unlocking new development and the impact of new GST rebates on new construction

10:25 - 11:15  
Session A1

Augmenting multi-residential supply is critical to address Atlantic Canada's current housing environment and a growing population. The federal government's new GST rebates on multi-residential construction should help increase the number of project starts for rental housing, but what are the other impacts? Is it possible the increase in competition could raise the price of land, construction or building materials? What are other paths to increasing development? How can municipal and provincial governments change policy to help increase construction?

### Participants

**Moderator: Andrew Kent** - Senior Director of Developments, Killam Apartment REIT

**Panelist: Louie Lawen** - President & CEO, Lawen Group

**Panelist: Jeremie LeBlanc** - Director, Commercial Mortgages, First National Financial LP

**Panelist: Richard Tower** - Managing Partner, iQ Commercial Mortgage Strategy Inc

**Panelist: Ben Young** - President & CEO, Southwest

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### The Continued Growth of Atlantic Canada as a Hub for Global Business

10:25 - 11:15  
Session A2

The Atlantic region serves as Canada's gateway to the rest of the world. More port activity means more economic growth, both for the region and for the country. How have trade activity and the supply chain evolved in a post-COVID era? How do these changes affect the importance of industrial real estate? How does it effect retail? How does the supply chain and the obstacles pertaining to it (geopolitical conditions, climate change, labour shortages, transforming trade patterns, and more) bear weight on the state of the real estate market in Atlantic Canada?

#### Participants

**Wendy Luther** - President & CEO, Halifax Partnership

**Jamie Burke** - Atlantic Lead - Urban Planning, Stantec

**Pierre Dupuis** - General Manager, Moncton Industrial Development Ltd.

**Tracy Hishon** - Sr. Director Leasing Eastern and Central Canada Office and Industrial, Choice Properties REIT

**Jeremy Schwartz** - Economic Development & Strategic Priorities Lead, City of Mount Pearl

**Ann Worth** - Commercial Real Estate Advisor, Cushman & Wakefield Atlantic

### Focus on St. John's, Charlottetown, Moncton and others: how is Atlantic Canada performing outside of Halifax?

10:25 - 11:15  
Session A3

How are key asset classes performing in Atlantic Canada's major cities? What is the outlook for their economic fundamentals? Do they have similar growth patterns to Halifax? What are the unique challenges and opportunities in each market?

#### Participants

**Moderator: James Lindsay** - Senior Director Property Tax Services, Colliers

**Panelist: Bill Hennessey** - Managing Director, Colliers East

**Panelist: Justin Ladha** - CEO, KMK Capital

**Panelist: Peter Mackenzie** - EVP & Chief Investment Officer, Plaza REIT

**Panelist: Nikki Poole** - Associate Vice President, CBRE

### Keeping up with demand: how can we sustain growth across the industrial market?

11:25 - 12:15  
Session B1

The industrial market has seen strong demand throughout the pandemic, as e-commerce fulfillment, food distribution, and even increased manufacturing activity demand more industrial space. Is there enough industrial land for developers to build in order to keep up with demand? How is industrial real estate in Atlantic Canada performing overall? What headwinds might the market face in light of high costs and rates? How are the design and requirements of new industrial space changing? How high can rents continue to go?

#### Participants

**Moderator: Joanne Earle** - Senior Advisor, Commercial Sales & Leasing, Cushman & Wakefield Atlantic

**Panelist: William Campbell** - Director, Asset Management, Fiera Real Estate

**Panelist: Larry Freeman** - Partner, Stewart McKelvey

**Panelist: Matt Johnson** - Managing Director, Investments, KingSett Capital

**Panelist: Evan Meister** - Managing Director, Investments, Slate Asset Management

### Hybrid working, flexible office space and more: how is the employee experience disrupting the traditional office landscape?

11:25 - 12:15  
Session B2

Post-pandemic, the way we work has changed in a myriad of ways. Many companies are embracing some sort of flexible or hybrid working structure, which changes the space they need. Companies are also focusing on employee retention and improving the employee experience. What trends are occurring in the office market right now? Are requests like soft seating, more collaborative spaces, and more amenities becoming more common? How do we accommodate companies that wish to remain flexible while still prioritizing longer-term contracts?

#### Participants

**Moderator: George Monroe** - Partner, McInnes Cooper

**Panelist: Jeremy Kaupp** - Director, Asset Manager, Slate Asset Management

**Panelist: Bill MacAvoy** - Managing Director, Cushman & Wakefield Atlantic

**Panelist: Jeff McLean** - Vice President - Atlantic Canada, Valuation Advisory, Altus Group

**Panelist: Moriah Pothier Vanechuk** - Designer, SGH Design Partners

### Case studies on renewable energy projects in Atlantic Canada

11:25 - 12:15  
Session B3

As wind hydrogen and other renewable energy projects in the Atlantic provinces receive funding an approval, it's clear Atlantic Canada's renewable energy industry is expanding. What does this mean for the real estate market? What effects will these projects have on the industrial market? How will they effect employment and immigration? What innovations can we expect for the built environment from these projects?

#### Participants

**Moderator: Patrick Brannon** - Senior Researcher and Director of Major Projects, Atlantic Economic Council

**Panelist: Robert Apold** - Director, Natural Forces Solar

**Panelist: Derek Estabrook** - Vice President, Business Development, Eastward Energy

**Panelist: Steve Parsons** - Chief Executive Officer, Eskasoni Corporate Services, Eskasoni First Nations

**Panelist: Daniel Roscoe** - CEO, Roswall Development Inc.

### Luncheon & refreshments

12:25 - 13:15  
Break

### Attendee poll

13:15 - 13:25  
Break

### Municipal authorities across Atlantic Canada: strategies and plans on transportation, infrastructure, development and more

13:25 - 14:05  
Plenary

How are municipalities strategizing for recovery and growth over the next 18-24 months? What are their plans on infrastructure, transportation and downtown revitalization? What are their policies on housing and development?

#### Participants

**Moderator: Paul MacKinnon** - Executive Director, Downtown Halifax Business Commission

**Panelist: Bill Budd** - Director, Planning and Development, City of Moncton

**Panelist: Kate Greene** - Director of Regional & Community Planning, City of Halifax

**Panelist: Jason Sinyard** - Deputy City Manager, Planning, Engineering and Regulatory Services, City of St. John's

### In conversation with MP Andy Fillmore

14:05 - 14:45  
Plenary

Join us for a fireside chat with MP Andy Fillmore on economic growth, housing and the unlimited potential of Halifax and Atlantic Canada.

#### Participants

**Andy Fillmore** - Member of Parliament, Government of Canada

**Interviewed by: Roelof van Dijk** - Executive Director, Canadian Real Estate Forums, Informa Connect

### Climate change, disaster preparedness and risk evaluation: building more resilient supply and evaluating older assets

14:55 - 15:35  
Workshop 1

Climate change and weather events are increasingly impacting Atlantic Canada. Storm surges, wildfires and other natural disasters, coupled with rising sea levels and eroding coastlines, mean that the real estate industry must make plans for the future. Planning for new projects, and recovering and reevaluating older assets, must take into consideration climate impacts. This workshop will address risk evaluation, building strategies for resiliency, and preparing your existing and upcoming assets or projects for natural disasters.

#### Participants

**Kathryn Bakos** - Managing Director, Finance and Resilience, Intact Centre on Climate Adaptation

**Jeffrey Charles** - Founder, CEO, Cavell Risk

### Getting deals done: a focused look into the negotiation process

14:55 - 15:35  
Workshop 2

Whether dealing with sales or leasing – what are the consistent clauses that we are getting hung up on when it comes to getting deals across the line? What are the issues and sticking points when negotiating in today's market conditions and what tactics are used to reach agreement? How do we balance the bid-ask spread, and how has changed in recent years? Is it taking longer to finalize deals in today's market? Are there any specific creative ways to complete a successful transaction?

#### Participants

**Mat Houston** - Vice President, CBRE

**Deanne MacLeod** - Partner, Stewart McKelvey

### Navigating the cost of capital: strategies to optimize returns

14:55 - 15:35  
Workshop 3

As costs of all kinds rise, managing the cost of capital is integral to running an effective and efficient business in today's economic environment. This workshop will cover strategies to optimize capital structure through resource planning, cost estimation, cost budgeting, and cost control.

#### Participants

**Krissy Fry** - Vice President of Debt & Structured Finance, CBRE

**Harley Gold** - Managing Director, Peakhill Capital

### Afternoon refreshments

15:35 - 16:00  
Break

### Executive roundtable: strategies for moving forward and optimizing growth in today's challenging economic environment

16:00 - 16:50  
Plenary

As Atlantic Canada works through a challenging economic environment, we'll look toward the future. Join this discussion of executives as they discuss market fundamentals, strategy for 2024, and their predictions for the next 12-18 months. They'll also answer questions like:

- What are the most significant challenges, trends, risks and opportunities for investors and owners across all the key markets?
- What are the key development challenges and supply issues? How can we work toward solutions?
- What are the expectations for the availability of debt and capital for real estate in Atlantic Canada, and how will that impact investment velocity and deal flow in key markets?
- What asset classes and markets will likely offer the best possible returns in 2023?
- What needs to change for the real estate markets in each key city to reach their full potential?

#### Participants

**Moderator: Andrew Bergen** - Senior Vice President, Managing Director, CBRE

**Moderator: Dale Noseworthy** - Chief Financial Officer, Killam Apartment REIT

**Panelist: Marilisa Benigno** - President, Benigno Group of Companies and Ventura Realty

**Panelist: Arie Bitton** - Executive Vice President, Leasing and Operations, Crombie REIT

**Panelist: Marsha Burke** - Chief Financial Officer, KMK Capital

**Panelist: Michael Zakuta** - Co-Founder, Plaza REIT

### Closing remarks

16:50 - 16:55  
Plenary

#### Participants

**Roelof van Dijk** - Executive Director, Canadian Real Estate Forums, Informa Connect

### Networking reception

16:55 - 17:30  
Break

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<b>06:00</b>	<p><b>06:50</b> - Thank you to the sponsors of the Chairs' Reception</p> <p><b>06:55</b> - Thank you to our Title, Platinum, Gold &amp; ESG sponsors</p>										
<b>07:00</b>	<p><b>07:00</b> - Registration &amp; light breakfast</p> <p><b>07:55</b> - Coffee &amp; tea on arrival</p>										

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08:00		<p><b>08:00</b> - Welcome &amp; introduction of the forum chairs by Informa</p> <p><b>08:05</b> - Opening remarks</p> <p><b>08:10</b> - Economic outlook: how will Atlantic Canada continue to grow?</p> <p><b>08:40</b> - Roundtable of out of region investors: the strategic view of Atlantic Canada</p>									
09:00		<p><b>09:20</b> - The art of the deal: the current disconnect between vendor and buyer expectations</p>									

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11:00						11:25 - Keeping up with demand: how can we sustain growth across the industrial market?	11:25 - Hybrid working, flexible office space and more: how is the employee experience disrupting the traditional office landscape?	11:25 - Case studies on renewable energy projects in Atlantic Canada			
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16:00	16:55 - Networking reception	16:00 - Executive roundtable: strategies for moving forward and optimizing growth in today's challenging economic environment  16:50 - Closing remarks									