

CANADIAN APARTMENT INVESTMENT CONFERENCE

A Virtual Experience on September 22 & 23, 2021

OVER 75 SPEAKERS • 2 FULL DAYS • EXCEPTIONAL VIRTUAL NETWORKING
VALUABLE MARKET INSIGHTS



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BRINGING TOGETHER THE ENTIRE MULTI-FAMILY & RESIDENTIAL INDUSTRY FOR 2 FULL DAYS OF MARKET INSIGHTS & NETWORKING

Conference Co-Chairs:



Nurit Altman
Director
RBC Capital Markets Real Estate Group



Gary Lee
Managing Director, Residential Services
BentallGreenOak

Year over year, the Canadian Apartment Investment Conference brings together owners, managers, developers, investors and lenders to provide valuable insights into the multi-unit residential market. The 2020 Conference brought together those interested in learning about major trends, issues, opportunities, and strategies in Canada's multi-unit residential market.

The 2021 Canadian Apartment Investment Conference program will continue to power the industry. The need for market knowledge and networking are as important today as ever. 2021 will see a return of the acclaimed virtual conference format being offered over two days providing the greatest possible value to owners, managers, developers, investors and lenders.

Exceptional opportunities for networking will be available throughout this year's conference in our virtual space and attendance at the Canadian Apartment Investment Conference will also qualify for various continuing education credits.

The Canadian Apartment Investment Conference is organized by the producers of The Real Estate Forums, in conjunction with a steering committee of apartment owners, lenders, brokers, and valuers.

We hope you will take advantage of this very informative event

Face Mask



Live - Happening Now



Pen



Hand Sanitizer



Mints



Journal



Virtual Event Platform



Swag Bag



Touch Free Key



Mobile Screen Cleaner



Presenter Biographies



Daily Attendee Poll



Speaker Video Series



Registration



Signature



Media



DAY 1 - WEDNESDAY, SEPTEMBER 22

9:30 AM

NETWORKING LOUNGE OPENS



10:00 AM

CO-CHAIR WELCOME & OPENING REMARKS

Conference Co-Chairs:

Nurit Altman, Director, RBC Capital Markets Real Estate Group

Gary Lee, Managing Director, Residential Services, BentallGreenOak

10:07 AM

CANADIAN ECONOMIC OUTLOOK FOR 2022: WHAT WILL THE RECOVERY LOOK LIKE? WHAT WILL THE IMPACT BE FOR THE RENTAL HOUSING MARKET?



The most highly respected and popular economist will return once again to provide his exceptional overview of the Canadian economic fundamentals and their implications on the multi-family and apartment sector. His focus this year will include COVID-19 impacts and reopening plans, immigration plans, inflation, unemployment numbers and population growth. His view on local, national and global trends and impacts remain essential to the real estate industry.

Speaker:

Benjamin Tal, Deputy Chief Economist, CIBC Capital Markets

10:55 AM

NATIONAL PRESENTATION: 6TH ANNUAL TENANT PREFERENCE SURVEY RESULTS



Powered by Yardi and only at the Canadian Apartment Investment Conference, we present data relevant for owners, managers and developers gathered from a population of well over 20,000 Canadian residents in 2021 alone and more than 80,000 total responses over 6 years. Tenants are responding to some 200 questions and over 80 amenities which makes the presentation impactful and valuable. This presentation has been developed using millions of datapoints. It has been scaled to demonstrate how owners, developers, city planners and managers can further understand tenant tastes to translate them into a competitive advantage.

Speaker:

Amy Erixon, President, Global Investment Management, Avison Young

11:45 AM

STATE OF THE ART BUILDING TOUR FEATURING NOVUS BY BENTALLGREENOAK

The 579-suite mixed use community located in Toronto, Ontario, featured initial occupancy August 2021. This is an amenity rich community, designed and built with the current renter in mind showcasing the forefront of technology, parcel acceptance, work-from-home considerations, community engagement and sustainability. This session will explore design, operations and state of the art investments that BentallGreenOak has made in this development.

12:00 PM

NETWORKING LOUNGE WITH GUEST SPEAKER PETER ARMSTRONG OF SNAILE



12:20 PM

CONCURRENT SESSIONS (Select A1, A2 or A3)

SESSION A1:

UPDATE ON CONSTRUCTION COSTS AND SUPPLY OF LABOUR: HOW ARE THEY IMPACTING DEVELOPMENT PRO FORMAS?



The cost of construction labour and materials has been on a wild rise over the past 12-24 months and has direct impacts on multi-family developers and contractors. How do they assess the development or redevelopment risk with erratic costs and dearth of labour. This session will examine where construction, material and labour costs are headed, what are the major factors responsible for these trends, what is the outlook for the next 12 months and beyond, and what steps can developers take in order to manage their project costs as effectively as possible.

Moderator

Heather Grey-Wolf, Senior Vice President, Development & Stakeholder Engagement, Capital Developments

Panel

Jeffrey Charles, Managing Director, Gallagher

Carrie Curtis, Vice President, Ontario & Alberta, Killam Apartment REIT

Niall Finnegan, Partner, Finnegan Marshall Inc.

Raymond Wong, Vice President, Data Operations, Altus Group

SESSION A2:

AFFORDABLE HOUSING STRATEGIES: PROVIDING CLARITY AND FOCUS



This session will include what specific resources and opportunities are available in major markets across Canada for developers to use to produce more affordable rental housing. With all levels of government working to address the challenge of affordable housing, this session is more important than ever. Join and learn a variety of policies and initiatives that have been undertaken as the industry works to solve this important issue.

Moderator

Tsering Yangki, Head of Real Estate Finance & Development, Dream Unlimited

Panel

Ruth Buckle, Senior Vice President, Property Management, Killam Apartment REIT

Valesa Faria, Director, Housing Secretariat, City of Toronto

Jody Kliffer, Project Manager, SJ Land Bank

Jennifer Podmore Russell, Vice President, Rennie Group

Jamie Shipley, Consultant, Knowledge Transfer & Outreach, CMHC

Ya'el Santopinto, Director of Research, Tower Renewal Partnership, ERA Architects

SESSION A3:

LEASE RATES & OCCUPANCY FROM AROUND CANADA – WHICH ARE RISING, FALLING AND STAYING THE SAME



No two markets are the same, especially during COVID. Toronto saw a decline in rental rates for select asset types while Montreal saw stability and in some cases growth. What is the story of rental rates and vacancy in key Canadian cities over the past 12 months and what is predicted for the balance of the year. This session will be informative and educational as it provides a 101 on rental rates and the impacts those changes have had on their respective market.

Moderators

Michael Hanak, Executive Director, Asset Management & Marketing, Starlight Investments

Panel

James Blair, Senior Vice President Investments, McEvey Blair Multifamily Group, Marcus & Millichap

Roelof van Dijk, Senior Director, National Research & Analytics, Canada, Colliers International

Dean Holmes, Senior Vice President, Residential Operations, QuadReal Property Group

Hedayat Nasoody, Vice President, Asset Management, Realstar Group

Erin Shirley-Wong, Vice President, Asset Management, Fiera Real Estate

1:10 PM

NETWORKING LOUNGE WITH GUEST SPEAKER, MICHAEL BETSALEL, EVP, CAPITAL MARKETS, MULTI-FAMILY INVESTMENTS, JLL



1:35 PM

CONCURRENT SESSIONS (Select B1, B2 or B3)

SESSION B1:

LAND, CONSTRUCTION & DEBT FINANCING: PRICING & AVAILABILITY ON THE HORIZON



A cross-section of lenders will examine financing multi-family properties and purpose-built rental development in various markets across Canada. How are lenders assessing risk in gateway cities and mid-markets? Where are spreads heading? How strong is the demand for construction financing? To what extent have lenders underwriting and strategies changes over the course of 2021? Case studies of actual transactions for small to large assets will be examined during the session.

Moderator

Aik Aliferis, Senior Managing Director, Investments, Institutional Property Advisors, a division of Marcus & Millichap Brokerage

Panel

Peter Block, Market Vice President, Real Estate Corporate Banking, CIBC

Paula Gasparro, Vice President, Real Estate Finance, CMLS Capital

Dale Noseworthy, Chief Financial Officer, Killam Apartment REIT

Adam Powadiuk, Assistant Vice President, Commercial Financing, First National Financial LP

Derek Townsend, Principal, Citifund Capital Corporation

SESSION B2:

NEW BUILT RENTAL - FROM CONCEPT TO DELIVERY TO LEASE-UP



Who has been building and how did they arrive at the decision to proceed with their vision? How do developers measure risk with fluctuating financing rates, labour shortages and dynamic construction costs? What has been contemplated in terms of layout and design? How do you build your proforma and assess risk today? How evergreen are the COVID-19 induced changes? Are builders making room for home offices? This session will explore not only the rationale behind buildings but also case studies of what and where projects have been constructed.

Moderator

Steven Gross, Vice President, Asset Management, Multi-Residential, KingSett Capital

Panel

Naama Blonder, Architect & Urban Planner, Smart Density

Colton Creber, Director, Investment Management, QuadReal Property Group

Sasha Cucuz, CEO, Greybrook Securities, Partner, Greybrook Capital

Derek Lobo, CEO & Broker of Record, SVN Rock Advisors

Jasmine Cracknell-Young, Vice President, Advisory, Urban Analytics

SESSION B3:

MARKETING STRATEGIES FROM VIRTUAL TOURS TO SOCIAL MEDIA – WHAT'S THE WINNING SOLUTION?



This session will focus specifically on how the multi-residential owners and operators have adjusted their marketing strategies due to COVID-19 impacts. How are residents adapting to virtual tours – are they here to stay? Which forced changes in marketing and communication strategies due to lock-down measures will remain and which will disappear? How have landlords used operations, communications and management strategies to retain as high an occupancy as possible and attract new residents to their buildings?

Moderator

Sanaa Benzakour, Co-Owner, PMML

Panel

Austin Joynes, Managing Principal, Aventus Real Estate Services

Chrystal LeBlanc, Director, Residential Strategic Marketing, BentallGreenOak

Todd Nishimura, Senior Director, Marketing, Leasing and Communications, GWL Realty Advisors Residential

Stefania Parnanzone, Portfolio Manager, Mixed Use Real Estate, Colonnade BridgePort

Scott Ullrich, Executive Vice President, Rental Management, Tribe Management Inc.

2:25 PM

BROKER MARKET TOUR SERIES FEATURING: AIK ALIFERIS AND THE FLORIDA MULTI-FAMILY MARKET

With travel exceptionally challenging this year, the producers of the Canadian Apartment Investment Conference wanted to bring international markets to you. We are pleased to present Aik Aliferis, Senior Managing Director, Investments, Institutional Property Advisors, a division of Marcus & Millichap Brokerage in the first ever Broker Market Tour. Aik will take you through a tour of the Florida multi-family market and present the data and insights you need to understand what is happening on the ground.

3:00 PM

NETWORKING LOUNGE FOR OPEN DISCUSSION



Interview to be Released Fall 2021

INDUSTRY LEADER SERIES:

KEYNOTE CONVERSATION WITH CMHC PRESIDENT & CEO ROMY BOWERS



SPECIAL NOTICE: Due to the 2021 federal election The Industry Leader Series Featuring Romy Bowers, President, CEO, CMHC will be released later this fall. A special invitation for Canadian Apartment Investment Conference attendees will be issued once we have confirmation on the election results. We are excited to offer attendees of the Canadian Apartment Investment Conference access to one of the first post-election interviews with Romy Bowers.

DAY 2 - THURSDAY, SEPTEMBER 23

9:30 AM

NETWORKING LOUNGE OPEN



10:00 AM

CO-CHAIR WELCOME & OPENING REMARKS

Conference Co-Chairs:

Nurit Altman, Director, RBC Capital Markets Real Estate Group

Gary Lee, Managing Director, Residential Services, BentallGreenOak

10:05 AM

PUTTING THE 6TH ANNUAL CANADIAN MULTI-FAMILY RENTER PREFERENCE SURVEY RESULTS INTO PRACTICE



Renters – like everyone – make decisions based on what they care about most. David Allison, a human behavior expert and Founder of the Valuegraphics Database, will return once again to explain the shared values you must activate to leverage the key findings from the Canadian Multifamily Preference Survey. His custom research specifically for the CAIC will reveal exactly what you need to do to engage and activate renters, no matter the issue at hand. Think of this as the instruction manual for the CAIC Multifamily survey!

Speaker:

David Allison, Founder, The Valuegraphics Project

11:00 AM

TRANSACTION UPDATE: WHAT DEALS ARE GETTING DONE AND WHAT'S COMING UP?



hazelview
INVESTMENTS

The past 12+ months of transaction activity has been volatile with almost a standstill to surges in volume. Some markets have held their rental rates and others have seen large declines. Where are cap rates now in various markets? Our panel of brokers and deal experts will provide an overview of notable transactions across Canada. Questions regarding future deal flow will also be examined.

Moderator

Paul Macchione, Vice President, Investments, Fiera Real Estate

Panel

Jim Costello, Senior Vice President, Real Capital Analytics

Marc Hetu, Senior Vice President, CBRE Limited

Cynthia Jagger, Principal, Goodman Commercial Inc.

Thierry Samlal, Broker, PMML

11:50 AM

STATE OF THE ART BUILDING TOUR FEATURING VIRIDIAN BY BENTALLGREENOAK

The 116-suite rental community located in Vancouver, British Columbia had initial occupancy November 2020 and featured an intensification project on existing underutilized land. This new state of the art building was designed and developed alongside an existing and fully operational tower, elevating the overall community by creating a rich amenity offering for both towers. The new tower is an upscale boutique development, with elevated and functional design, sustainability considerations and upscale resident experience. This session will focus on elevating an existing community alongside a new development and how BentallGreenOak integrated current renter demands to meet the needs of both communities.

12:00 PM

NETWORKING LOUNGE WITH GUEST SPEAKER, RENÉE BOURGON



12:20 PM

INDUSTRY ICONS SERIES:

DAVID BLOOMSTONE, DIRECTOR, INVESTMENT BANKING, TD SECURITIES IN CONVERSATION WITH AMY PRICE, PRESIDENT, BENTALLGREENOAK



Amy Price is President of BentallGreenOak (BGO). In her role, Amy also co-heads the firm's U.S. Investment Management business and oversees its Canadian Investment Management and Real Estate Services businesses. Amy is a member of the Management Committee, chairs the U.S. Investment Committee for the firm's core, core plus and separate account clients, and Co-Chairs the U.S. Management Committee. Amy also leads BGO's equity, diversity and inclusion (EDI) initiatives globally and chairs the firm's EDI Leadership Council.

12:55 PM

CONCURRENT SESSIONS (Select C1, C2 or C3)

SESSION C1:

LESSONS FROM MARKETS AROUND THE WORLD: GLOBAL OWNERS SHARE THEIR LEARNINGS

ELADCANADA

International multi-family property owners, developers and operators will share their insights on properties, portfolios and investment strategies. Globally, the multi-residential sectors has experienced differences in governmental policies and is in various stages of reopening. This session will explore what is happening in global real estate markets to learn and leverage lessons, market intelligence and best in class operating strategies.

Moderator

Alexandra Ivashenko, Associate, Real Estate Investment Banking, TD Securities

Panel

Ugo Bizzarri, Chief Executive Officer, Hazelview Investments

Richard Dansereau, President & Head of Global Real Estate, Fiera Real Estate

Catherine Marshall, Principal, RealAlts

Tyler Seaman, Head of Hotels & Multi-Residential, North America, Oxford Properties Group

Greg Spafford, Managing Director & Sr Portfolio Manager, Manulife Investment Management

SESSION C2:

TECHNOLOGY, PROPTech, INNOVATION AND MORE: IMPACT OF THE PANDEMIC ON THE MULTI-RESIDENTIAL OWNERS & TENANTS



Altus Group

The Pandemic created a surge in adoption of technology for multi-family owners and developers. PropTech now has influence and scope over new building design and construction along with the operations and management of apartments. What are some of the companies that are propelling this trend forward and changing the way owners, developers and operators have traditionally done business? How have owners integrated new products with their current tech stack? How have the managed the cultural shifts automation brings? This session will provide a deep and broad overview of PropTech and its impacts on the industry.

Moderator

Courtney Cooper, Principal, Alate Partners

Panel

Peter Altobelli, Vice President, Sales, Yardi Canada Ltd.

Brandon Francis, Director, Investment Management, QuadReal Property Group

Kerri Jackson, Senior Vice President, Property Management, Concert Properties

Patrick Armstrong, Chief Executive Officer, Snaile, Canada's Parcel Locker Company

Joseph Stecher, Founder & CEO, Candlewood Investors

SESSION C3:

REFINANCING AND SELLING STRATEGIES FOR PRIVATELY HELD ASSETS

realstar®

When it comes down to your own personal money and wealth, are the decision different compared to institutional ownership? We think so. With many assets transferring hands in 2021, what are the ramifications selling has on tax and redeployment of capital.

What are the pros and cons to refinancing compared to selling and/or partnering on a redevelopment? Looking at all the options available to private owners looking to lessen control and/or dispose of an asset will be the focus of this session.

Moderator

Brad McLellan, Partner, WeirFoulds, LLP

Panel

Candace Cooper, Partner, Daoust Vukovich LLP

Eddy Burello, Partner, MNP LLP

Carl Gomez, Chief Economist & Head of Market Analytics, CoStar

Dan Sander, Director, Hollyburn Properties Ltd.

Michael Tsourounis, Senior Managing Director & Co-Head of Private Real Estate Investments, Hazelview Investments

1:45 PM

NETWORKING LOUNGE WITH SPECIAL GUEST, BJ SANTAVY, VICE PRESIDENT, SKYLINE LIVING



2:05 PM

THIS IS NOT THEIR FIRST HURDLE SERIES: WHERE DO CANADA'S LEADING MULTI-FAMILY EXECUTIVES SEE THE MARKET IS HEADED?



Our esteemed panel of industry leaders focuses on their experience to leverage lessons learned from past markets. The session will also explore their thoughts on the past 12 months and their outlook for the next. What have they experienced regarding capital markets volumes and values, CAPEX programs, development plans, HR, corporate culture and more.

Moderators

Nurit Altman, Director, RBC Capital Markets Real Estate Group

Gary Lee, Managing Director, Residential Services, BentallGreenOak

Panel

Daniel Drimmer, President & CEO, Starlight Investments

Philip Fraser, President & CEO, Killam Apartment REIT

Sam Kolias, Chairman & CEO, Boardwalk REIT

Brian McCauley, President & Chief Executive Officer, Concert Properties

Anne Morash, Senior Vice President, Multi-Residential, GWLRA

2:55 PM

ADJOURNMENT & NETWORKING LOUNGE – OPEN DISCUSSION



WHAT IS THE INDUSTRY SAYING ABOUT THE VIRTUAL EXPERIENCE?

The feedback shows that real estate professionals are adapting to and very surprised at their overall experience with virtual Forums and conferences and the thought leadership, market intelligence and networking value and benefits.

"The technology was amazing. There were games, networking, breakout rooms a database of important information. I don't think I even found all of the features that were available. It really was very good and I would prefer to have had a tutorial to learn where things were and how to access them a week before the next event."

"Given this has been a 'needle moving' year for everyone the content of this Forum is one of the most impactful we've had in years. Really enjoying and benefiting from the content and insights. Thanks to all."

"The quality of topics and speakers was excellent. The platform and support was easy and engaging. Next best thing besides in-person. Well done."



"Congratulations for an outstanding virtual conference that provided a lot of value to the participants and attendees. I've had very good feedback from my broker team that attended."

"Excellent informative event, the market insights were invaluable and it was great to see a huge array of experts giving their views of the present challenging times and future prospects for their prospective businesses."

ACCESS TO NETWORKING & PRESENTATIONS

Attendees benefit from access to the Canadian Apartment Investment Conference virtual platform for networking 5 business days prior to the conference and to the presentations for two weeks following the conference (Canadian Apartment Investment Conference registered REF Club members receive access to end 2021).

VIRTUAL CONFERENCES IN A NUTSHELL

Navigating The Virtual Platform

We are looking forward to welcoming you to the Canadian Apartment Investment Conference brought to you virtually. After registering, you will be provided with access to the virtual platform a week prior to the live event.

During this time, prepare yourself to optimize your virtual experience by:

- Exploring sessions under **PROGRAM**
- Viewing the expert roster under **SPEAKERS**
- Creating your customized **SCHEDULE**
- Personalizing your **PROFILE**
- Seeing who's attending, making connections, and starting to schedule meetings under **NETWORK**

On September 15, the Conference will be made live and the Networking Lounge will open along with other interactive features of the virtual platform.

Accessing The Virtual Platform

The virtual event is accessible on smartphones, tablets, laptops, and desktops through a web browser like Safari, Chrome, or Firefox. You can also access the virtual event by downloading the Canadian Real Estate Forums mobile app from the App Store (iPhone) or Google Play (Android).

A week before the live conference, an email with detailed instructions and the log in link will be sent to you. Simply click on the link, input the email address you registered with, and you're in!

For a thorough understanding of features and functionality of the virtual platform, please visit our [Virtual Event User Guide](#).



REGISTRATION FEES



CAIC Registration	Up to August 23	After August 23
	\$340	\$375

Excludes Applicable Taxes

Package Offer

Subscribe to the **REF Club** at the same time as registering for the Canadian Apartment Investment Conference and receive 20% discount off the conference.

	Up to August 23	After August 23
REF Club Membership	\$295	\$295
+ CAIC Registration (20% off)	\$272	\$300
Total	\$567	\$595

Excludes Applicable Taxes



Questions?

Visit informaconnect.com/canadian-apartment-investment-conference/ or email events@informacanada.com.



Policies

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