

SESSIONS

GLOBAL PROPERTY MARKET - TUESDAY, NOVEMBER 29, 2022

Real Estate Forum

November 30 & December 1, 2022

Metro Toronto Convention Centre, South Building, Toronto
Chairs' Reception – November 29 – Fairmont Royal York

Global Property Market

08:00 - 16:00

Global Property Market

International speakers will join Canadian executives to discuss investment, development, and joint venture trends, risks and opportunities in the United States, Europe, Asia Pacific, Latin America and other core, growing and emerging markets. Global investor interest in Canada will also be examined.

See more info [here](#).

THE INSTITUTIONAL APARTMENT DEVELOPER AND INVESTOR CONFERENCE

09:00 - 15:00

The Institutional Apartment Developer and Investor Conference

This special event is available at the 2022 Toronto Real Estate Forum, running on Tuesdays before the TREF sessions.

Given the cost of apartment development, there's no doubt it will be done mostly by institutional investors, going forward. Even in uncertain times, apartments are a safe bet and are known for their economic resilience. This seminar is designed for institutional developers, lenders, and professionals who serve the apartment development process. In this seminar, you can expect a unique dive into the details of apartment-specific processes and actionable strategies for apartment design and development.

*The first 50 registrations will receive a copy of the 200-page hardcover book *The Intentional Apartment Developer* – A \$197 value!**

**Your copy will be given to you at the event.*

See more info [here](#).

Chairs' Reception

18:00 - 20:00

Canadian Room. Fairmont Royal York Hotel

Access to the Chairs' Reception included in Global Property Market, Real Estate Forum full (both days), Real Estate Forum (day 1 only) registrations.

Registrations for Real Estate Forum (day 2) and Institutional Apartment Developer and Investor Conference does not include access to the Chairs' Reception.

SESSIONS

DAY 1 - WEDNESDAY, NOVEMBER 30, 2022

Real Estate Forum

November 30 & December 1, 2022

Metro Toronto Convention Centre, South Building, Toronto
Chairs' Reception – November 29 – Fairmont Royal York

TIME	GLOBAL PROPERTY MARKET	THE INSTITUTIONAL APARTMENT DEVELOPER AND INVESTOR CONFERENCE
08:00	08:00 - Global Property Market	
09:00		09:00 - THE INSTITUTIONAL APARTMENT DEVELOPER AND INVESTOR CONFERENCE
18:00	18:00 - Chairs' Reception	18:00 - Chairs' Reception

Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors

06:55 - 07:00

Registration & light breakfast

07:00 - 08:00

Introduction of forum chairs & opening remarks

08:00 - 08:10

Participants

Conference Co-Chair: Don Clow - President & CEO , Crombie REIT

Conference Co-Chair: Amy Erixon - Principal & President, Global Investment Management , Avison Young

Video presentation

08:10 - 08:15

What is the outlook for Canada, the U.S. and global economies for 2023?

08:20 - 09:00

An update on key economic fundamentals as the end of the year approaches. Are we in or approaching a recession or something totally different? What kind of an economy can Canada expect in 2023? How much turbulence will there likely be? How can you navigate the zigzag through the economic trends? How temporary is the softness or is there any permanent damage? What will be the impact of the significant government debt at all levels and how will it likely be managed? Where are employment, inflation, interest rates, immigration and housing affordability heading in 2023?

Participants

Benjamin Tal - Managing Director & Deputy Chief Economist , CIBC

Fireside chat: capital allocation priorities in a challenging world

09:00 - 09:40

An insightful discussion with the CEO of a major public sector fund manager and the CEO of one of Canada's largest pension funds. The questions examined will include: compared to a year ago, how do they see the next one to three years - what has changed and how has that modified their strategies; after two generations of declining interest rates, what do they see going forward and how is that impacting their strategies; what are their thoughts about their real estate allocation strategies including amount, geography, and any shifts; if we meet a year from now, what would be the one thing that might dominate our conversation?

Participants

Jon Love - Chief Executive Officer , KingSett Capital

In Conversation with: Bert Clark - President & CEO , Investment Management Corporation of Ontario

In Conversation with: Blake Hutcheson - President & CEO , OMERS

C-suite perspectives: looking at 2023, what is the path forward for commercial real estate investment & growth?

09:40 - 10:25

REALPAC's second annual Perspectives Survey represents the vision of many of the leaders of the largest real estate companies in Canada as to what will the industry look like up to 5 years from now. What will employees, investors, tenants, governments, and society expect of us by then? What changes do we have to start making now to get there? Which sectors are the most potentially impacted? Which sectors have the greatest challenges? How do we all contribute to a better Canada while maintaining successful businesses? The session will open with the highlights and key findings of the 2022 survey followed by an interactive discussion with three top leaders for their reactions to the results, how their strategies line up, and their predictions for the medium to longer term future of commercial real estate in Canada.

Participants

Moderator: Michael Brooks - Chief Executive Officer , REALPAC

Panel: Scott Hutcheson - Executive Chair , Aspen Properties

Panel: Brett Miller - Chief Executive Officer , Canderel

Panel: Anne Morash - Senior Vice President , GWL Realty Advisors

Morning refreshments

10:25 - 10:55

SCHEDULE

DAY 1 - WEDNESDAY, NOVEMBER 30, 2022 -

Real Estate Forum

November 30 & December 1, 2022

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The reinventionist mindset: how do you thrive in an era of disruption?

10:55 - 11:40

Change is everywhere and coming upon us very quickly. This isn't breaking news. Yet despite knowing this — seeing the impact on our businesses and livelihoods — for many our human instinct is to resist. Instead of choosing change, we are more comfortable with the status quo and to ride it off a cliff. This conversation will reposition change with a unique, human-centric approach to transformation and provide a how-to strategy that retail and office markets in particular can embrace for success.

Introduction by:

Participants

Craig Irwin - Partner, National Leader of the Real Estate Group, Deloitte

Joe Jackman - Chief Executive Officer, Jackman Reinvests

Interviewed by: Nurit Altman - Managing Director, RBC Capital Markets Real Estate Group

How resilient are our downtowns? Is vibrancy returning to the heart of our cities?

11:40 - 12:30

COVID had a significant effect on all downtowns. Once office workplaces were shut down and non-essential retail closed, the core areas almost became ghost towns. Pedestrian street traffic significantly declined. Without many people being downtown, how did this impact the vibrancy in the heart of our communities? Once the pandemic moderated, retail and restaurants re-opened and many offices prepared for the return of some or all occupants. Are downtowns beginning to regain their vitality? Will this be a lengthy recovery or not?

Participants

Opening Speaker & Moderator: Richard Florida - World Leading Urbanist and Bestselling Author

Panel: David Dixon - Vice President, Urban Places Fellow, Stantec

Panel: Rosemary Feenan - Executive Vice President, Global Research, QuadReal Property Group

Panel: Steven Paynter - Design Resilience Leader, Studio Director, Principal, Gensler

Networking luncheon & refreshments

12:40 - 13:35

Attendee poll

13:35 - 13:40

The risks, challenges and best opportunities in Canada and globally for investors in a post-pandemic market

13:50 - 14:50

Session A1

When the pandemic escalated in March 2020, investment activity quickly ceased. Before the year was over, transactions started to increase again as liquidity returned to the market. What transpired in 2022? What were the key factors that contributed to the return of investment activity? Who have been buyers of what type of assets in which markets? Why? What have been the most desirable property classes? What is happening as the pandemic decelerates? How has the Canadian market competed with the U.S. and other global opportunities? Under ideal terms, what would your portfolio look like in 2023?

Participants

Moderator: Peter Senst - President, Canadian Capital Markets, CBRE Limited

Panel: Vincent Chiara - President, Groupe Mach

Panel: Michael Cooper - President & Chief Responsible Officer, Dream Unlimited

Panel: Christina Iacoucci - Managing Partner & Canadian Chief Investment Officer, BentallGreenOak

Panel: Janice Lin - Head of Real Estate, Canada, Blackstone

Why is it responsible to invest in digitally enabled buildings? What value can this provide to owners, investors, occupants and to the assets as well?

13:50 - 14:50

Session A2

The world of real estate is more turbulent than in the past decade. Globalization, enabling digital capabilities, and changing demographics are having a profound impact on how we work, live, learn, and play. The pandemic and an increased focus on DE&I have also accelerated the transformation of work. With these changes, the workplace of yesterday may be inadequate for tomorrow and the need to support the flexible and rich experiences that tenants and workers expect. Future buildings need to be purposeful, data-driven, and intelligent enough to adapt to the changing needs and expectations of users and owners. Those that invest in and embrace the digital capabilities of our built environment and know how to mine its data and create insights that generates incremental value, will lead the transformation of real estate. The time to digitize is now. An insightful panel discussion will explore why it is responsible to invest in digitally enabled buildings; what trends and innovation we are seeing in workplace design in response to growing transition; how to use data to maximize the value of building assets; how to secure buildings and protect physical assets and the people within; and how these steps will increase investment returns in commercial real estate.

Participants

Moderator & Speaker: Dr. Rick Huijbregts - Global Lead, Smart Cities, Stantec

Panel: Prakash David - Chief Investment Officer, Triovest

Panel: Angie Lee - Vice President, Buildings, Global Workplace Sector Leader, Stantec

Panel: Darlene Pope - President, North America, Planon

Panel: Andy Schonberger - Vice President, Client Services, Intelligent Buildings

Networking reception

14:50 - 15:45

SESSIONS

DAY 2 - THURSDAY, DECEMBER 1, 2022

Real Estate Forum

November 30 & December 1, 2022

Metro Toronto Convention Centre, South Building, Toronto
Chairs' Reception – November 29 – Fairmont Royal York

TIME	SESSION A1	SESSION A2
06:00	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors
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09:00	09:00 - Fireside chat: capital allocation priorities in a challenging world 09:40 - C-suite perspectives: looking at 2023, what is the path forward for commercial real estate investment & growth?	09:00 - Fireside chat: capital allocation priorities in a challenging world 09:40 - C-suite perspectives: looking at 2023, what is the path forward for commercial real estate investment & growth?
10:00	10:25 - Morning refreshments 10:55 - The reinventionist mindset: how do you thrive in an era of disruption?	10:25 - Morning refreshments 10:55 - The reinventionist mindset: how do you thrive in an era of disruption?
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14:00	14:50 - Networking reception	14:50 - Networking reception

Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors

06:55 - 07:00

Registration & light breakfast

07:00 - 08:00

Summary of day one & the focus of day two

08:00 - 08:10

Participants

Conference Co-Chair: Don Clow - President & CEO, Crombie REIT

Conference Co-Chair: Amy Erixon - Principal & President, Global Investment Management, Avison Young

The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?

08:10 - 08:55

There's no question that people are making decisions today in ways that we haven't seen before. But why? And more importantly, how can we engage, motivate, and influence the people we need to reach? A team of university researchers were assembled to answer the burning question: can data show us how to change what people do? After more than 750,000 surveys in 152 languages across 180 countries, they uncovered the powerful truth: our values drive every decision we make. This presentation will show you how to unlock the persuasive power of shared human values. You'll learn how to effectively influence customers, investors, employees, members or whoever else you want to reach. You'll see how to tap into human hearts and minds and engage people at the level of pure instinct. Lululemon, PayPal, and the United Nations Foundation use valuegraphic insights and now you can too. Three key takeaways will be: how to find the shared values of the people you want to reach; a solutions technique that leads to values-driven strategies; and how your organization can embrace the power of shared human values.

Participants

David Allison - , Best-selling author, human behaviour expert and founder of the Valuegraphics Project

Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership

08:55 - 09:35

An informative conversation with a dynamic national leader who has received many awards for her advocacy and outstanding role in public policy. A former federal Cabinet minister in nine portfolios, she was the youngest in Canadian history to assume such a position. She currently serves as a director on four corporate boards along with multiple appointments on commissions and institutes. The focus of the discussion will be on two important issues: what is the future of Canada's energy market and related policies given the range of challenges faced by this industry in Alberta, Saskatchewan, Nova Scotia and Newfoundland? Secondly, while there has been steadily increasing discussion on gender diversity and the need to enable women to assume roles and responsibilities at the highest corporate levels, how can this goal be attained successfully?

Participants

The Honourable Rona Ambrose - Deputy Chairwoman , TD Securities

Interviewed by: Aliyah Mohamed - Chief Capital Officer , KingSett Capital

How has the pandemic affected the office market? What is the future of workplace environments? Return to the office vs. remote working vs. a hybrid model?

10:00 - 11:00

Session B1

Across Canada, companies and people in March, 2020 left their offices as governments mandated that everyone had to work remotely. This was deemed as one of the critical measures to try to contain the spread of COVID. As the pandemic eases, occupiers are faced with the question of how to bring people and teams back into their office space and buildings in tandem with the goals of staying safe, being productive and nurturing a corporate culture. What strategies are being considered to reinvent the workplace environment? How are landlords affected by the challenges facing their tenants? To what extent is the remote working experience causing occupiers to rethink their space requirements? What are the preferences of tenant employees on working remotely vs. the organization's leadership, e.g. remaining 100% remote vs. returning to the office permanently vs. a hybrid model? What is likely to happen looking into the future? This panel will examine these and other issues facing the office market currently and going forward.

Participants

Moderator: Paul Morassutti - Vice Chairman, Canada , CBRE Limited

Panel: Tom Burns - EVP & Chief Operating Officer , Allied Properties REIT

Panel: Veni Iozzo - Executive Vice President, Enterprise Real Estate & Workplace Transformation , CIBC

Panel: Mallory O'Connor - Practice Lead, Culture & Transformation , Habanero Consulting

Panel: Jonathan Pearce - Executive Vice President, Leasing & Development , Ivanhoé Cambridge

Panel: Gordon Wadley - Chief Operating Officer , Dream Office REIT

How has the apartment market performed through the pandemic & the current economic turbulence?

10:00 - 11:00

Session B2

In 2019, multi-unit residential moved to the top of many preferred property portfolios for a growing number of investors. And then came COVID resulting in accelerated unemployment and a steep decline in immigration. Concerns arose about rent collection related to the ability of all tenants to pay. What impact did lower financing costs, government programs, and lower utility and maintenance costs have on asset values? Has the market returned to more stable conditions? Who have been the buyers and who have been the sellers over the past eighteen months? How much development activity is underway? Where are demand and vacancy rates heading now in cities across Canada? How is affordability affecting the rental market? How is the federal government challenging multi-residential REITs? This session will address these and many other questions.

Participants

Moderator: Aik Aliferis - Senior Managing Director , Institutional Property Advisors, a division of Marcus & Millichap

Panel: Ugo Bizzarri - Managing Partner & CEO , Hazelview Investments

Panel: Philip Fraser - President & CEO , Killam Apartment REIT

Panel: Jaime McKenna - Managing Director, Group Head of Real Estate , Fengate

Panel: Mark Kenney - President & CEO , Canadian Properties REIT

Panel: Wendy Waters - Vice President, Research Services & Strategy , GWL Realty Advisors

Has investment activity returned to previous high levels? To what extent is impact and sustainable investing growing?

10:00 - 11:00
Session B3

One of the most significant issues that commercial real estate investors, lenders, brokers and owners faced when the pandemic surged was being able to understand property valuations. While this uncertainty continued in 2020 through Q2 and into Q3, investment activity almost ground to a halt. How did the challenges of valuations get resolved? When did stronger liquidity return to the market and why? Where are transaction volumes now? Is a wide range of "dry powder" available everywhere? Have any permanent changes occurred in asset appraisals and valuations as a result of the initial experience under COVID? Is there any evidence that strong ESG practices coupled with public disclosure result in superior investment returns? Has anyone been able to quantify ESG? Are returns on sustainable funds higher than those with non-sustainable assets? Have there been relatively few defaults, loan losses and insolvencies over the past eighteen months? What is the outlook for investment activity in 2023 within Canada vs. globally? An insightful conversation will try to provide clarity during these uncertain times.

Participants

Moderator: Emeka Mayes - Partner, Head of Capital Markets Brokerage, Colliers

Panel: Emily Hanna - Managing Partner, Investments, Crown Realty Partners

Panel: Kevin Leon - President, Crestpoint Real Estate Investments Ltd.

Panel: Colin Lynch - Managing Director & Head of Global Real Estate Investments, TD Asset Management

Panel: Eric Plesman - Head of Global Real Estate, HOOPP

Elevating development to another level: sustainability, innovation, net zero and leading-edge

10:00 - 11:00
Session B4

For the past 15 years or so, there has been an unprecedented acceleration of intensification and urban revitalization across Canada on a scale not been seen for many decades. Notwithstanding this significant growth of city building, development activity has been often referred to as a laggard with respect to incorporating innovation, being seen as leading-edge, or "thinking outside the box". This panel will examine to what extent development has been able to embrace new design concepts, construction technologies and innovations, and how projects have been able to enhance urbanization. How can sustainability be achieved through net-zero carbon buildings or other means? What are the potential impacts on development and buildings as a result of advancements in technology and materials? This session will address these and many other questions, examine appropriate case studies in Canada and elsewhere, and suggest a range of future possibilities.

Participants

Moderator: Jeff Thomas - Group Head, Development, KingSett Capital

Panel: Kathy Black - Senior Vice President, Development, Fiera Real Estate

Panel: Naama Blonder - Architect, Urban Designer, Urban Planner, Smart Density

Panel: Hugh Clark - Executive Vice President, Development, Allied Properties REIT

Panel: Jonathan Westeinde - Founder & CEO, Windmill Development Group

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

ESG at a crossroads: what do you need to know and understand? What should you be doing?

10:00 - 11:00
Session B5

ESG has shifted significantly over the past few years. The climate is changing. Investors are driving harder than ever on corporate disclosures. The focus on ESG is broader and deeper across many real estate organizations. And the stakes have never been higher. The increase in activity and attention has given rise to some concerns around 'greenwashing' and 'impact washing'. So where is the market today? What are the most important ESG issues and frameworks that need to be managed? Should we be broadening or contracting our focus within ESG? How do the best performing organizations tackle ESG? What are the traps you need to avoid? Where is ESG heading over the next year? Five years? This session will provide a very lively and engaging discussion with leading experts from the space.

Participants

Moderator: Brent Gilmour - Chief Commercial Officer, Canada Green Building Council

Panel: Philippe Bernier - Executive Vice President, Strategy & Growth, JLL

Panel: Anna Murray - Managing Director, Global Head of ESG, BentallGreenOak

Panel: Darryl Neate - Vice President, ESG, REALPAC

Panel: Natalie Volland - President, GI Quo Vadis

Morning refreshments

11:00 - 11:30

Retail was bruised during covid but what lies ahead for landlords & tenants? Transformation and rebirth?

11:30 - 12:30
Session C1

Under normal market conditions, no other real estate property class has attracted as much chatter over many years as retail. Once a favourite of investors, this asset class has been facing increasing challenges for some time. Add the impact of COVID resulting in many malls, stores and restaurants being closed due to government mandates. During the pandemic, retail became a more vulnerable market. Have the casualties been significant? This session will examine a wide range of major issues and challenges that both landlords and retailers have faced along with the question of what is the path forward as stores and restaurants have reopened. What is the future for super regional malls vs. smaller enclosed malls vs. power centres vs. grocery anchored centres vs. street front retail vs. restaurants and food retail? Has the surge in e-commerce due to the mandated closure of most shopping outlets resulted in a permanent structural shift in the retail market or not? How is brick and mortar co-existing with online shopping? How are landlords redefining and transforming the onsite retail experience and bringing back more shoppers? This session will examine these and other trends related to the future of retail.

Participants

Moderator: John Crombie - Executive Managing Director, Retail Services, Canada, Cushman & Wakefield

Panel: Bradley Jones - Head of Retail, Oxford Properties Group

Panel: Jan Kestle - President, Environics Analytics

Panel: Eric Morris - Managing Director, Retail, Canada, Google

Panel: Kevin Salsberg - President & CEO, CT REIT

Panel: Tim Sanderson - Executive Vice President, National Lead, Retail, JLL

The industrial market dilemma: how do you grow when there is no available space? Are there any innovative solutions?

11:30 - 12:30
Session C2

Prior to COVID, industrial real estate was already a hot commodity. But the pandemic accelerated leasing, investment and development activity. Vacancy nationally has fallen to below 2%. NERs and CAP rates have reached record numbers. Over 25 million sq.ft. was already under development as demand surged for new higher quality buildings. Canada's \$90B distribution logistics industry has been severely tested since March 2020. It has been the fastest-growing sector in the supply chain due initially to the immense demands generated from a largely quarantined populace for staple needs via e-commerce and the emerging growth of DTC (Direct-to-Consumer). But now what does the future hold? Have consumers moved permanently to online shopping to meet their needs or are they returning to the stores and malls? Are rising land and construction costs making it challenging for the pace of industrial projects to keep up with market needs? What innovations have developers in other markets around the world been able to incorporate into their projects? This panel will cover these and other topics on this buoyant property class, including case studies from Asia, U.S. and other markets.

Participants

Moderator: Gord Cook - Executive Vice President, Colliers

Panel: Bill Bolender - Vice President, Country Manager, Canada, Prologis

Panel: Michael Broccolini - Vice President, Business Development & Finances, Broccolini

Panel: Charlie Deeks - Chief Investment Officer, Pure Industrial

Panel: Nick Gaganiaras - Director, Supply Chain Solutions and Engineering, National Logistics Services

Panel: Todd Yuen - President, Industrial, Beedie Group

How much risk is facing capital and debt markets in 2023: where are spreads, cost, availability and sources heading?

11:30 - 12:30
Session C3

A wide-ranging discussion will examine the availability of public and private debt and equity for Canadian real estate from the perspective of the capital markets, borrowers, mortgage originators and institutional and non-bank lenders. The participants will offer their views from different points on the compass as they comment on today's capital and credit market environment; the relationship between ESG and strong growth in impact investing, green bonds and sustainable finance; and what challenges and risks have emerged in the current financial environment. What can you expect going forward with respect to the cost, availability and most accessible sources of public and private debt and equity in a rising interest rate environment and given the fluctuations of the bond market? Are lenders becoming more or less aggressive? Have appraisers been able to quantify ESG? Are returns on sustainable funds 4.6% higher than funds with non-sustainable assets as one Wall Street bank reports? What impact are government policies having on capital and the real estate market generally? What is the view of this panel as to what to expect next?

Participants

Moderator: Tom Rothfischer - Partner, National Industry Leader of Building, Construction & Real Estate, KPMG LLP

Panel: Fanny Doucet - Managing Director & Head of Sustainable Finance, Scotia Global Banking & Finance

Panel: Colin Johnston - President, Research Valuation and Advisory, Altus Group

Panel: Tamara Lawson - Chief Financial Officer, QuadReal Property Group

Panel: Jason Murison - Managing Director, Investment Banking, TD Securities

Panel: Jeremy Wedgbury - Senior Vice President, Commercial Mortgages, First National Financial LP

How technology & innovation is impacting ESG, building performance, achieving net zero and your bottom line

11:30 - 12:30

Session C4

Technology and innovation in today's smart buildings continues to be focused on driving efficiency by tapping into data, providing insight, and enabling performance that lowers cost and yields customer/operations experiences. However, an elevated focus on low carbon and net-zero strategies is impacting how organizations adopt and implement digital technologies elevating the expectations of operations and aiming to achieve a greater resilience today and into the future. Conversations about technology aren't just being held between senior strategists, consultants, and building designers – increasingly they include the operational layers that contribute to broad organizational goals. Companies are realizing that moonshots and vision alone won't drive the outcomes that are required to change how buildings perform – and the pressure to drive real impact is stronger than ever on the bottom line. The panel will discuss how organizations that have invested in digital tech and strategy fundamentals are finding it easier to make both economic decisions as well as executing plans that integrate layers of people required to secure results. Successful companies look past the chatter, and find ways to pilot, launch and articulate success that justify the economics and complexity.

Participants

Moderator: Lachlan MacQuarrie - Senior Vice President, Real Estate Management , Epic Investment Services

Panel: Thano Lambrinos - Senior Vice President, Digital Buildings, Experiences & Innovation , QuadReal Property Group

Panel: Jenny McMinn - Managing Director , Urban Equation

Panel: Andy Schonberger - Vice President, Client Services , Intelligent Buildings

Panel: Jennifer Sicilia - Chief Operating Officer , RYCOM Corporation

Growing investor interest in alternative assets: data centres, storage, seniors housing, life sciences, healthcare and infrastructure among others

11:30 - 12:30

Session C5

Investors are increasingly attracted to various assets that are alternatives to the four major traditional ones in gateway cities and mid-markets. They see an opportunity to take advantage of more attractive yields, long-term growth prospects and to diversify their portfolios. They range from data centres, storage, and infrastructure to life sciences, seniors housing and healthcare facilities among many others that are gaining this attention. The rise of alternatives has been noticeable – investment in the sector has more than tripled since 2010. This session will briefly examine a cross-section of examples, what is the outlook for growth, what is the degree of risk associated with these assets, which assets offer the greatest opportunities, and to what extent are there challenges and barriers of entry. The shift to alternative asset classes can be found among institutional investors, private equity funds, REITs and REOCs, and private investors.

Participants

Moderator: Stefan Teague - Partner , Crown Realty Partners

Panel: Richard Abboud - Founder, President & CEO , Forum Equity Partners

Panel: Brad Henderson - Managing Partner, Global Data Center Advisory Group , Cushman & Wakefield

Panel: Nitin Jain - President & CEO , Sienna Senior Living

Panel: Ashley Lawrence - Senior Vice President, Alternative Assets , AGF Investments

Panel: Jonathan Turnbull - Managing Director, Head of Canadian Transactions and Business Development , Harrison Street Canada

Networking luncheon & refreshments

12:45 - 13:40

Presentation of young leader of the year award

13:40 - 13:45

Presented by:

John Rider - Senior Vice President, Chicago Title

Attendee poll

13:45 - 13:50

Closing roundtable: thought leadership and strategic thinking from the c-suite

13:50 - 14:50

During unprecedented and turbulent times, there is strong value for the real estate industry to hear from the leaders of organizations with respect to what they are seeing, what is on their minds, and what is their strategic thinking now and going forward. The closing session will feature five senior real estate executives who will discuss a range of topics. What lessons have they learned since the pandemic accelerated in March, 2020? How has this impacted their strategic thinking and organizational leadership? How have their priorities changed since the end of 2019? As a result, what do they see as the path forward in 2023? Is next year a time to be bold or conservative? How are they attracting and mentoring young talent, increasing diversity and inclusiveness within their team, focusing on ESG performance, and other values that define their corporate culture and success?

Participants

Moderator: Don Clow - President & CEO , Crombie REIT

Moderator: Amy Erixon - Principal & President, Global Investment Management , Avison Young

Panel: Kevan Gorrie - President & CEO , Granite REIT

Panel: Rob Kumer - President & CIO , KingSett Capital

Panel: Samir Manji - President & CEO , Artis REIT

Panel: Amy Price - President , BentallGreenOak

Panel: Michael Turner - President & CEO , Oxford Properties Group

Closing remarks

14:50 - 15:00

Participants

Forum Chair: Don Clow - President & CEO , Crombie REIT

Forum Chair: Amy Erixon - Principal & President, Global Investment Management , Avison Young

Adjournment

15:00 - 15:05

SCHEDULE

DAY 2 - THURSDAY, DECEMBER 1, 2022 -

Real Estate Forum

November 30 & December 1, 2022

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TIME	SESSION B1	SESSION B2	SESSION B3	SESSION B4	SESSION B5	SESSION C1	SESSION C2	SESSION C3	SESSION C4	SESSION C5
06:00	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors	06:55 - Thank you to our Platinum, Gold, PropTech, ESG, National Industry & On-Demand Powered By sponsors
07:00	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast	07:00 - Registration & light breakfast

SCHEDULE

DAY 2 - THURSDAY, DECEMBER 1, 2022 -

Real Estate Forum

November 30 & December 1, 2022

Metro Toronto Convention Centre, South Building, Toronto
Chairs' Reception – November 29 – Fairmont Royal York

TIME	SESSION B1	SESSION B2	SESSION B3	SESSION B4	SESSION B5	SESSION C1	SESSION C2	SESSION C3	SESSION C4	SESSION C5
08:00	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>	<p>08:00 - Summary of day one & the focus of day two</p> <p>08:10 - The breakthrough science of mass influence: how to repopulate downtown, find employees, attract investors and sell or lease what you build?</p> <p>08:55 - Conversation with Rona Ambrose on two major themes: the future of Canada's energy market & policies the pathway forward for women in leadership</p>

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TIME	SESSION B1	SESSION B2	SESSION B3	SESSION B4	SESSION B5	SESSION C1	SESSION C2	SESSION C3	SESSION C4	SESSION C5
10:00	10:00 - How has the pandemic affected the office market? What is the future of workplace environments? Return to the office vs. remote working vs. a hybrid model?	10:00 - How has the apartment market performed through the pandemic & the current economic turbulence?	10:00 - Has investment activity returned to previous high levels? To what extent is impact and sustainable investing growing?	10:00 - Elevating development to another level: sustainability, innovation, net zero and leading-edge	10:00 - ESG at a crossroads: what do you need to know and understand? What should you be doing?					
11:00	11:00 - Morning refreshments	11:00 - Morning refreshments	11:00 - Morning refreshments	11:00 - Morning refreshments	11:00 - Morning refreshments	11:30 - Retail was bruised during covid but what lies ahead for landlords & tenants? Transformation and re-birth? 11:00 - Morning refreshments	11:30 - The industrial market dilemma: how do you grow when there is no available space? Are there any innovative solutions? 11:00 - Morning refreshments	11:30 - How much risk is facing capital and debt markets in 2023: where are spreads, cost, availability and sources heading? 11:00 - Morning refreshments	11:30 - How technology & innovation is impacting ESG, building performance, achieving net zero and your bottom line 11:00 - Morning refreshments	11:30 - Growing investor interest in alternative assets: data centres, storage, seniors housing, life sciences, healthcare and infrastructure among others 11:00 - Morning refreshments
12:00	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments	12:45 - Networking luncheon & refreshments

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TIME	SESSION B1	SESSION B2	SESSION B3	SESSION B4	SESSION B5	SESSION C1	SESSION C2	SESSION C3	SESSION C4	SESSION C5
13:00	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award	13:40 - Presentation of young leader of the year award
	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll	13:45 - Attendee poll
	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite	13:50 - Closing roundtable: thought leadership and strategic thinking from the c-suite
14:00	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks	14:50 - Closing remarks
15:00	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment	15:00 - Adjournment