

SESSIONS

CHAIR'S RECEPTION EVENING- MONDAY, SEPTEMBER 23, 2024 -
23/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building
Chair's Reception - Sept 23 - Canadian Museum of
Human Rights

**The Chair's Reception Evening: Canadian
Museum of Human Rights**

17:30 - 19:00

Timings: 17:30 hrs-19:00 hrs

An exclusive networking opportunity for all Forum
registered delegates.

Sponsors: MLT Aikins, Montrose Winnipeg

SCHEDULE

CHAIR'S RECEPTION EVENING- MONDAY, SEPTEMBER 23, 2024 -
23/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building
Chair's Reception - Sept 23 - Canadian Museum of
Human Rights

TIME	
17:00	17:30 - The Chair's Reception Evening: Canadian Museum of Human Rights

SESSIONS

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

Thank you to the Title, Platinum & Gold sponsors

06:55 - 07:00

Break

Registration & light breakfast

07:00 - 08:00

Break

Registration sponsor: Behie Real Estate Inc.

Breakfast sponsor: Access Credit Union

Welcome address by Informa & Chair's introduction

08:00 - 08:05

Plenary

Participants

Roelof Van Dijk - Executive Director, Real Estate – Global Finance, Informa Connect

Land acknowledgment

08:05 - 08:10

Plenary

Participants

Jolene Mercer - Executive Director, Treaty One Nations

Opening remarks by the Chair

08:10 - 08:20

Plenary

Participants

Calvin Polet - President, Neptune Properties

Economic overview: The Canadian and Winnipeg's economic pulse check

08:20 - 08:50

Plenary

Winnipeg and Manitoba's economies are expected to partially stall this year because of a slowdown in consumer spending and lackluster performance, despite that both economies look promising considering the diverse and dynamic sectors driving the economy as well as the strategic developments and redevelopments occurring. This session will dive into the key economic indicators that we should be paying attention to for Canada, Manitoba and Winnipeg, including inflation, employment levels, productivity, immigration, and affordability. Furthermore, it is imperative to talk about monetary policy and its effect on interest rates to better predict where the markets are leading. What can be defined as the key economic stabilizers? What is the estimated impact of the U.S. election on Canada and the Prairies? Where are we headed over the next 12-18 months?

Sponsor: First National Financial

Participants

Marc Desormeaux - Principal Economist, Canadian Economics, Desjardins

How are Manitoba's leasing and investment markets performing?

08:50 - 09:15

Plenary

An overview of leasing and investment activities in Winnipeg and Manitoba since we last met but specifically over the first half of 2024. What were the noteworthy leasing and investment deals during the past 12 months? What is the outlook for the remainder of 2024 and into 2025 in the office, industrial, retail and multifamily sectors in terms of vacancy, absorption rates, lease, investment activities and cap rates? How do the prospective trends for Winnipeg compare with other major Canadian markets?

Sponsor: Colliers

Participants

Dan Chubey - Managing Director, Winnipeg, Colliers

Why invest in Winnipeg? What makes Winnipeg and Manitoba attractive for commercial and multi-residential real estate investments?

09:15 - 09:55

Plenary

Winnipeg is home to multiple profitable sectors from agribusiness to manufacturing and aerospace. Which factors give Winnipeg and Manitoba an edge when it comes to the success of these and others? Who are the active market players, and how has this evolved? What are investors and occupiers looking for and are they finding it in Winnipeg? What competitive advantages does Manitoba have over other regions? In this session, the participants will share their market insights and lessons for those watching from the sidelines.

Sponsor: Morguard

Participants

Trevor Clay - Broker, Principal, Capital Commercial Real Estate Services Inc.

Loren Remillard - President & CEO, The Winnipeg Chamber of Commerce

John Stroich - Co-Founder & President, LS Properties and Green Valley Management

Bram Strain - President & CEO, Business Council of Manitoba

Chris Reiter - Senior Development Manager, CentrePort Canada RailPark

Housing affordability: How to pave the way in the current market?

09:55 - 10:35

Plenary

As per CMHC reports, the vacancy rates across Canada are at or near record lows. Factors like high multi-unit residential prices, elevated interest rates and other costs and supplies are causes for concern, including the inability for developers to deliver the required new supply to keep prices and rents stable. How are home developers addressing these challenges? How realistic is Winnipeg's Affordable Housing Now Program? What does the term "affordability" mean in a Winnipeg and Manitoba context? What steps can governments at all levels take to become more developer-friendly? What federal and provincial housing programs are available for not-for-profit groups?

Participants

Ryan Behie - President, Behie Real Estate Inc.

Sky Bridges - Chief Executive Officer, The Winnipeg Foundation

Jeremy Read - Chief Executive Officer, University of Winnipeg Community Renewal Corporation & UWCRC 2.0 Inc.

Hazel Borys - Director, Planning, Property and Development, City of Winnipeg

Steve Boulton - Vice President, Longboat

SESSIONS

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

Networking break and refreshments

10:35 - 11:05
Break

Sponsor: Stewart Title

Unlocking the potential: Exploring the future of industrial real estate in Winnipeg

11:05 - 11:55
Session A1

Winnipeg's location gives the city a strategic upper hand not only in the inter-provincial freight and rail systems but also its connectivity with the United States. CentrePort solidifies this statement. How is industrial real estate performing across Manitoba? Is demand waning or will it continue for the long-term? What sectors are driving the demand for industrial space, and what attributes are in highest demand? How is the new industrial space altering design and overall requirements? Will the market be able to deliver enough new supply to meet demand? How is this impacting investor demand and valuations?

Sponsor: Altus Group

Participants

Daniel Mills - Asset Manager, Terracon Development

Carey Chow - Chief Financial Officer, Parkit Enterprise

Tom Derrett - Vice President, Personal Real Estate Corporation, Colliers

Carly Edmundson - President & CEO, CentrePort Canada

Robert Scaletta - Senior Vice President, Industrial, Shindico Group of Companies

Keeping up with the evolution of office spaces

11:05 - 11:55
Session A2

Continuation of work from home culture has inevitability increased vacancy and foot traffic in many office buildings. With the traditional office landscape changing, how are owners reacting to this switch? All decision-makers across the board have been experimenting with different ways of reducing costs, why are some businesses stepping away from their office space and is this sustainable in the long run? Are highly amenitized spaces performing better, and what amenities are in highest demand? Are class A buildings outperforming the rest of the market, and what do you do with the older or less competitive space? Adaptive repurposing is one option for office buildings suffering from high vacancy. How viable is this in Winnipeg, and what uses could the buildings be repurposed to?

Sponsor: Peakhill Capital

Participants

Paul Kornelsen - Vice President & Managing Director, CBRE Limited

Bryce Alston - Director, Alston Properties

Aaron McDougall - Vice President, Leasing, Harvard Developments Inc.

Sean O'Sullivan - Vice President & General Manager, BentallGreenOak

How can developments and redevelopments contribute to social reconciliation and prosperity?

11:05 - 11:55
Session A3

The participants will share their views on the implications of social issues on new developments and redevelopments in the region. Are safety and security issues being addressed enough or are they mere news articles? With recent reports of security incidents, how safe do communities feel? Learn how Indigenous and other communities are collaborating with key industry players to create a better city. What is being built to mitigate or manage those issues? What are the new and emerging trends in Indigenous residential and commercial arenas? What system barriers do communities come across?

Sponsor: Harvard Developments Corporation

Participants

Michael Robertson - Partner, Cibinel Architecture Ltd.

Jocelyn Baker - Acting Public Service Commissioner, Government of Manitoba

Kathleen BlueSky - Chief Executive Officer, Treaty One Development Corporation

Jennifer Moore Rattray - Chief Operating Officer, Southern Chiefs' Organization

Jordan Farber - President, Farber Real Estate Group

Lunch break

11:55 - 12:50
Break

Luncheon sponsors: FCT, Paragon
Luncheon refreshments sponsor: BGO

Attendee Poll

12:50 - 12:55
Break

Sponsor: Private Pension Partners Inc.

Luncheon Keynote: How is the city of Winnipeg planning its growth

12:55 - 13:25
Plenary

Fireside chat with the Mayor of Winnipeg

Sponsor: Filmore Riley LLP

Participants

Scott Gillingham - Mayor, City of Winnipeg

Richard Cloutier - Host and Senior Reporter, CJOB

SESSIONS

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

What is the new normal for developers managing construction costs, delays, and skilled trades in an unpredictable market?

13:30 - 14:20

Session B1

Inflation has driven construction costs up over the past several years, which has in turn stymied many development projects. Who is developing and how are they making it work? Additionally, expenses and delays associated with development applications and approvals continue to be an issue. Have there been any improvements in the municipal approval process to expedite key projects? Are immigration policies and education programs alleviating the shortage in skilled trades? Given the continued escalation of land, labour and soft costs, can the market continue to withstand these cost increases? Our panel of speakers will share their insights on these questions as well as what innovative solutions developers are uncovering with the objective of alleviating costs, delays, and pushback they are currently experiencing.

Sponsor: Pitblado LLP

Participants

Rod Slaughter - Vice President, Altus Group

Justin Bova - President, Pretium Projects Ltd.

Richard Marshall - Director, Design and Innovation – Manitoba, Bird Construction

Nolan Ploegman - President & CEO, Concord Projects

Anupam Kothari - President, Kothari Group

What does downtown revitalization mean for office, retail and multi-family?

13:30 - 14:20

Session B2

Winnipeg and other major cities are experiencing issues of homelessness and addiction, which were exacerbated by the pandemic followed by affordability crisis. These issues are being used as justification for office workers and shoppers to not return to downtown, which only further stifles the downtown economy. Downtown Winnipeg is experiencing significant redevelopment activity, but downtown retail needs a power booster. On the other hand, there is a lack of multi-residential projects that can bring foot traction to downtown. What revitalization, transformation and redevelopment assignments are on the horizon? What are the housing and development policies? What measures can be taken to discourage the population from moving to the suburbs?

Sponsor: Appraisal Institute of Canada - Manitoba

Participants

Michael Stronger - Senior Vice President, Retail and Investment, Shindico Group of Companies

Gavin Johnstone - Vice President, Finance & Development, True North Real Estate Development Limited

Kate Fenske - Chief Executive Officer, Downtown Winnipeg BIZ

Jessica Floresco - Chief Operating Officer, Forks North Portage Partnership

Tom Janzen - Principal, CVLNS

Alternative assets: Challenges and opportunities in student and senior housing

13:30 - 14:20

Session B3

As traditional property markets face new challenges, alternative asset classes seems to be gaining traction. With demographic changes, some asset classes are emerging better than others. In this session, experts will share their insights on the niche sectors including student housing, senior living and hotels. Which asset classes are worth investing in Winnipeg and Manitoba? What does the long-term performance look like? Are alternate asset classes expected to evolve in the coming years? What are the overlapping operating similarities and differences between these alternatives?

Participants

Greg Rogers - Chief Executive Officer, UM Properties GP Inc.

Cornelius Martens - Principal, Marwest Group of Companies

Henry Morton - President, Campus Suites LP

Nathan Speedie - Direction, Strategic Partnerships, 4 Stay

Jonathan Turnbull - Managing Director & Head of Canada, Harrison Street

Multi-residential prospectus in Winnipeg: Is the apartment sector still an ideal investment opportunity?

14:30 - 15:20

Session C1

The multi-unit residential sector is in a staring contest with the current economy and interest rates. With the spike in construction costs, regulatory challenges and prevailing demands and supply imbalance, what are the market dynamics indicating? If it's a buyers' market with no buyers, then who is buying and selling during this transactional lull? What major regulatory challenges are developers facing, and how are they being overcome? What are the emerging opportunities in the primary and secondary markets? How are amenities evolving in new rentals?

Sponsor: Concord Projects Ltd.

Participants

Brett Intrater - Executive Vice President, Cushman & Wakefield Stevenson

Spencer Harris - Vice President, Financing, Peakhill Capital

Nigel Furgus - President & CEO, Paragon Living

Bryn Oliver - Principal, Capital Commercial Real Estate Services

Sean Morantz - Vice President, Operations, Globe Property Management

SESSIONS

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

Debt and financing, what's available now, what's the outlook, and everything in between

14:30 - 15:20

Session C2

Debt and financing remain the cornerstone of a prosperous market. Through this session you will understand the intricacies of terms, types, ratios and rates available for financing Winnipeg commercial real estate. How are the current interest rates impacting real estate financing? What risks are the borrowers encountering, and what is the appetite for these risks among lenders? What options are available for commercial and residential developments, and are certain asset types more impacted than others? What financing options are available for ESG projects? Who are the present alternative lenders and how accessible are they? What is the debt and financing outlook for the remainder of 2024 and into 2025?

Sponsor: Laurentian Bank

Participants

Ryan Buzzell - Executive Director, Mortgage Investments, KingSett Mortgage Corporation

Luke Cain - Principal, ICI Canada

Phillip Dunphy - Director, Finance, Neptune Properties

Andrew Girdner - Vice President, Real Estate Finance, CMLS Financial

Suvir Haripersad - Sr. Managing Director, Mortgage Investments, Canada Life

Digital transformation, cybersecurity and its impact on commercial real estate

14:30 - 15:20

Session C3

With technology dictating almost every aspect of our lives, it would be unfair not to talk about technological advancements in the real estate world. AI is making inroads, and every industry has been experimenting with it. Does that mean implementing technology model opens you to more cybersecurity risks, and how do you prevent or minimize these risks? What are the must-have items in a cybersecurity crisis management plan? Who are the frontrunners and what are they doing? Are organizations well prepared if things go south? Can we beat technology disruptors with technology preventers?

Sponsor: Pinchin Ltd.

Participants

Nicolas Joubert - Associate, MLT Aikins LLP

Meherzad Bakht - Senior Sales Manager, Yardi Canada

Andrew Behnke - Partner, KPMG

James Trainor - Senior Vice President, Aon

Afternoon refreshments

15:20 - 15:35

Break

Sponsor: LS Properties

Closing Investment Roundtable: What is the path forward and what to expect of the markets? What are the new strategies for creating new opportunities?

15:35 - 16:25

Plenary

An insightful discussion with a cross-section of senior executives responsible for investment decision-making. The participants will discuss their vision for the future of the region and the strategies to get there in the next 12-18 months:

Questions will focus on the following points:

- What are the most significant obstacles and opportunities for investors in the Manitoba market?
- What is the process for completing an investment deal in this market?
- What are you buying or selling, where and why are you buying or selling?
- How can we deploy effective ESG efforts in new markets?
- What are the main development challenges and issues in the region, and what are the proposed solutions?
- What needs to change for local markets to reach their ultimate potential?

Sponsor: Yardi

Participants

Calvin Polet - President, Neptune Properties

Franca Cerqueti - President & CEO, Appleton Holdings

Rosanne Hill Blaisdell - President & CEO, Harvard Developments

Martin McGarry - Chief Executive Officer, Cushman & Wakefield | Stevenson

Don White - CEO & Co-Founder, Private Pension Partners & Apartment Plus (A+) REIT

Closing remarks

16:25 - 16:30

Plenary

Networking reception

16:30 - 17:30

Break

Sponsor: Netpune Properties Inc.

SCHEDULE

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

TIME	BREAK	PLENARY	SESSION A1	SESSION A2	SESSION A3	SESSION B1	SESSION B2	SESSION B3	SESSION C1	SESSION C2	SESSION C3
06:00	06:55 - Thank you to the Title, Platinum & Gold sponsors										
07:00	07:00 - Registration & light breakfast										
08:00		<p>08:00 - Welcome address by Informa & Chair's introduction</p> <p>08:05 - Land acknowledgment</p> <p>08:10 - Opening remarks by the Chair</p> <p>08:20 - Economic overview: The Canadian and Winnipeg's economic pulse check</p> <p>08:50 - How are Manitoba's leasing and investment markets performing?</p>									

SCHEDULE

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

TIME	BREAK	PLENARY	SESSION A1	SESSION A2	SESSION A3	SESSION B1	SESSION B2	SESSION B3	SESSION C1	SESSION C2	SESSION C3
09:00		<p>09:15 - Why invest in Winnipeg? What makes Winnipeg and Manitoba attractive for commercial and multi-residential real estate investments?</p> <p>09:55 - Housing affordability: How to pave the way in the current market?</p>									
10:00	10:35 - Networking break and refreshments										
11:00	11:55 - Lunch break		11:05 - Unlocking the potential: Exploring the future of industrial real estate in Winnipeg	11:05 - Keeping up with the evolution of office spaces	11:05 - How can developments and redevelopments contribute to social reconciliation and prosperity?						

SCHEDULE

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

TIME	BREAK	PLENARY	SESSION A1	SESSION A2	SESSION A3	SESSION B1	SESSION B2	SESSION B3	SESSION C1	SESSION C2	SESSION C3
12:00	12:50 - Attendee Poll	12:55 - Luncheon Keynote: How is the city of Winnipeg planning its growth									
13:00						13:30 - What is the new normal for developers managing construction costs, delays, and skilled trades in an unpredictable market?	13:30 - What does downtown revitalization mean for office, retail and multi-family?	13:30 - Alternative assets: Challenges and opportunities in student and senior housing			
14:00									14:30 - Multi-residential prospectus in Winnipeg: Is the apartment sector still an ideal investment opportunity?	14:30 - Debt and financing, what's available now, what's the outlook, and everything in between	14:30 - Digital transformation, cybersecurity and its impact on commercial real estate

SCHEDULE

FORUM- TUESDAY, SEPTEMBER 24, 2024 - 24/09/2024

Winnipeg Real Estate Forum

Tuesday September 24, 2024

RBC Convention Centre, South Building

Chair's Reception - Sept 23 - Canadian Museum of Human Rights

TIME	BREAK	PLENARY	SESSION A1	SESSION A2	SESSION A3	SESSION B1	SESSION B2	SESSION B3	SESSION C1	SESSION C2	SESSION C3
15:00	15:20 - Afternoon refreshments	15:35 - Closing Investment Roundtable: What is the path forward and what to expect of the markets? What are the new strategies for creating new opportunities?									
16:00	16:30 - Networking reception	16:25 - Closing remarks									