



2017 Annual Convention: Montréal, Canada
September 24-27, 2017
Fairmont Queen Elizabeth
Session Details and Hourly Breakdown
12.5 hours

Cities In Motion: Innovation & Adaptation
Montréal Annual Convention

From the Historic District to the growing Tech Hub, Montréal is as romantically traditional as it is cutting-edge innovative, as cosmopolitan dynamic as it is small-town friendly.

Montréal is the largest city in Canada's Québec province. It's set on an island in the Saint Lawrence River and named after Mt. Royal, the triple-peaked hill at its heart. Its boroughs, many of which were once independent cities, include neighborhoods ranging from cobblestoned, French colonial Vieux-Montréal – with the Gothic Revival Notre-Dame Basilica at its center – to bohemian Plateau.

Change your routine! Get out of the office! Join us in Montréal.

Sunday, September 24

2:00P-5:00P Development Tour **optional event; not submitting for CE credits**
Montréal Embraces Major Public-Private Infrastructure and Real Estate Projects 3 hours
A combination bus and walking Tour.

These are exciting times in Montréal and developments worth billions are sprouting up left and right. The orange cones that have been bedeviling Montréal motorists appear to be paying off and the real estate community is decidedly buoyant about the high number of construction projects in the city. On this tour, you will drive on **Bonaventure Boulevard** – the redevelopment of the entrance to Downtown Montréal. Then continue on the old **Champlain Bridge** and view the new bridge under construction – a major public-private partnership project.

The next stop is **Quartier DIX30** – Canada's largest commercial lifestyle center. It was designed to emulate an urban or downtown shopping experience with boutiques, hotels, office and work spaces, restaurants, entertainment and sports venue to meet the needs of non-core dwellers living on the South Shore of Montréal. Then you will visit **Griffintown**, the industrial birthplace of Canada that was home to a storied working-class Irish community, now transformed into a vibrant hot neighborhood for students, young professionals and empty nesters; one of numerous examples of urban rejuvenation and transformation happening in the downtown core.

Lastly, a presentation by Cadillac Fairview, providing an overview of the development of **Deloitte Tower**, the city's latest Platinum LEED, privately-owned and financed commercial office tower built as a part of the Quad-Windsor development, a major mixed-use redevelopment in the area surrounding Gare Windsor and the Bell Centre.

Monday, September 25

8:30A-9:30A **Keynote Opening: Welcome To Montréal!**

1 hour

Speakers: **The Honorable Denis Coderre**, Mayor of Montréal; **Éric Filion**, Vice President - Customers, Hydro-Québec Distribution; and **Stéphane Paquet**, Vice-President, Investment Greater Montréal, Montréal International

Introductions: **Michel Couillard, CRE**, President, CEO, Busac Real Estate

Although she is 375 years old this year, Montréal is anything but staid and stuffy! From cobblestone streets to slick skyscrapers, the historic and the ultra-modern blend seamlessly in Canada's second largest city and North America's most European Capital.

Montréal is both unique and strategic in its transformation (the city today resembles one big construction site and a repository of a treasured history). These panelists will highlight the city's commitment to sustainability, investment opportunities, healthy living, and a revered and well known quality of life for its citizens. You will enjoy a behind-the-scenes look at your host city by those who know it best.

9:45A-11:00A **Making Infrastructure Happen: Public-Private Partnerships**

1.25 hours

Speakers: **Dominic Chalifoux**, Vice President & Senior Asset Operations Manager, Axiom and **Christophe Petit**, President & Managing Partner; Star America Infrastructure Partners

Moderator: **Sekhar Angepat**, Managing Director and Co-Head, Infrastructure Finance, RBC Capital Markets

Public-Private Partnerships – PPPs – have never been easy. This panel will look at the “big picture” of PPPs – what works and what doesn't. Whereas markets in some regions have recovered completely, others continue to struggle. But everywhere, PPPs have become critical to the transformations that are taking place in the urban environment in both primary and secondary markets, using new methods of financing from a variety of sources, including significant foreign investment. Panelists will discuss “creative alliances” and the real-life mistakes and lessons learned which characterize Public-Private Partnerships across the globe.

Monday, September 25, cont'd.

11:15A-12:30P Retail Industry – In Crisis?

1.25 hours

Speakers: **Raymond Cirz, CRE**, EVP Valuations, Integra Realty Resources; **Stefan Feuerriegel, Ph.D., CRE**, Partner, Norton Rose Fulbright (Germany) LLP; **Jean-François Grenier**, Principal and Senior Director Retail Development & Research, Altus Group; and **Ralf-Peter Koschny, CRE**, Member, Directory Board, bulwiengesa AG

Moderator: **Nicholas Chatzitsolis, CRE**, Managing Director, Axies S.A. (Part of CBRE Affiliate Network)

The retail apocalypse has descended on North America. But this phenomenon is not yet evident in Europe. In fact, European forecasters predict even further growth for this sector, especially in malls and outlet centers. Why is this? Is such growth sustainable going forward? Panelists will debate the current situation and the prospects of this important property sector. What is the impact of online retail on food, fashion, DIY, and consumer electronics across Europe versus North America? What strategies are retailers counting on to cope with online challenges and what is the outlook for the shopping center? What methods are being applied by retailers, owners, investors and lenders (i.e., turnover rent vs. fixed rent, baskets for loss, special termination rights, etc.)?

This panel of experts will debate the current situation on both sides of the Atlantic and offer predications on what is to come, and the effects of outcomes on cities, consumers, and real estate markets worldwide.

12:45P-2:15P Welcome Luncheon

.5 hours

Introduction of New Members and Guest Speaker

Trends in Cybersecurity

Guest Speaker: **Dr. Sunny Handa**, Partner, Blake, Cassels & Graydon LLP

Introduction: **Pierre-Denis Leroux, Esq., CRE**, Partner, Blake, Cassels & Graydon LLP

Dr. Sunny Handa will discuss the new trends in cybersecurity, strategies and digital data protection. He will address the nature of cyber vulnerabilities in today's world, as well as the nature of the legal risks and the response plans that all organizations should have in place to tackle this ever-present threat.

2:30P-3:45P Trends in Tourism & Hospitality

1.25 hours

Speakers: **Giuliano Gasparini, CRE**, Senior Manager, Hospitality and Leisure Asset Management, Aldar Properties; **Alam Pirani**, Executive Managing Director | Hotels, Colliers International Hotels; and **Roz Winegrad**, Area Vice President, Owner and Franchised Services, Marriott Hotels

Moderator: **Suzanne Mellen, CRE**, Senior Managing Director, HVS San Francisco, Los Angeles and Las Vegas

Tourism has become a global phenomenon. These panelists will talk about tourism and the hospitality industry in light of world events addressing such issues as trade policies, security, terrorism, immigration, and visas. How are companies re-thinking their business plans? How are business models shifting to effectively operate in uncertain times? How are property markets and sectors affected by new and different demands?

Monday, September 25, cont'd.

4:00P-5:00P **Laying the Groundwork of Large-Scale Development** **1 hour**

Speakers: **Claude Marcotte**, Vice President, Carbonleo; **Bernard Poliquin**, Senior Vice President, Ivanhoé Cambridge; and **Brian Salpeter**, Senior Vice President, Development, Cadillac Fairview

Moderator: **Michal Kuzmicki, CRE**, Vice President, Brookfield Financial

Every large-scale development comes with major challenges (and opportunities). Each featured panelist is currently involved in one or more major projects in Montréal's downtown core and will discuss the unique issues they faced, the strategies they applied to address them, and how they minimized risk. Why were specific decisions made in various real estate developments? How did they design the different uses of the project? How will changing transportation trends affect parking requirements for new development? The pitfalls and lessons learned: we'll cover it all.

Tuesday, September 26

8:00A-9:30A **Business Issues Forums** **4 concurrent sessions** **1.5 hours each**

Choose from these four sessions:

I. Business Opportunities *(limited to 25 CREs)*

Discussion Leaders: **Robert Griswold, CRE**, President, Griswold Real Estate Management, Inc. and **Joseph Neverauskas, CRE**, Senior Vice President, Equus Capital Partners, Ltd.

Counselors are busier than they've been in years. What projects are they working on and where do they need help? Is there a role for you? Is there anything you yourself want to talk through with knowledgeable Counselors you trust?

II. CRE Consulting Corps presents: Finding a New Vision—From Vacated Land and Building Decay to Redevelopment and Jobs

Discussion Leaders: **W. Michael Couch**, Executive Director, Central State Hospital LRA; and **William Norton, CRE**, President, Norton Asset Management, Inc.

Attracting new businesses to replace jobs lost when a large employer leaves town calls for a creative vision along with a realistic strategy and action plan to guide the redevelopment of unused land and deteriorating buildings. Learn how two communities worked with The CRE Consulting Corps to not only regain economic viability but avoid urban blight without spending millions in consulting fees.

III. Future Real Estate Disruptors: Blockchain and Other Fintech Innovations

Discussion Leader, TBD

IV. Using Technology in the Court Room or Boardroom

Discussion Leader: **Anthony DellaPelle, Esq., CRE**, Shareholder/Partner, McKirdy & Riskin, PA

Tuesday, September 26, cont'd.

9:45A-10:45A **The Global Economy & Real Estate Trends:
Is Capital Following Growth?**

1 hour

Speakers: **Mario Lefebvre**, Vice President, Research - Global Real Estate Markets, Ivanhoé Cambridge and **Spencer Levy**, Americas Head of Research and Senior Economic Advisor, CBRE
Moderator: **Paige Mueller, CRE**, Real Estate Consultant. Whitegate Real Estate Advisors

Is capital following economic growth or is it diverging from it? And if it is diverging, why? Two recognized economic experts discuss the changing patterns of economic growth across the globe, where investors are placing capital, and why. What new investment opportunities are institutional investors focusing on or steering clear of?

11:00A-12:15P **How Cities Reinvent Themselves**

1.25 hours

Speakers: **Stephen Leeper**, President & CEO, 3CDC (Cincinnati Center City Development Corporation) and **Thomas Murphy**, Senior Fellow, ULI and former Mayor of Pittsburgh
Moderator: **Hugh Kelly, Ph.D., CRE**, Special Advisor, Fordham University Real Estate Institute at Lincoln Center, Brooklyn

Many cities in the U.S. and elsewhere have suffered from the decline or outright loss of their key support industries. A former steel town, Pittsburgh has completely rebuilt its economy over the last 30 years. Detroit is now undertaking a similar effort. And Cincinnati turned a neighborhood that in 2009 topped Compton in Los Angeles for the “most dangerous” title into something that looks and feels like Greenwich Village.

There are common ingredients successful cities employ to change and evolve. Among those ingredients are demographic and economic diversity, employment opportunity, housing opportunity and diversity, retail and service offerings, available transportation (both public and private), public safety, and a variety of cultural amenities.

Speakers from these cities will discuss strategy, execution, and what they learned along the way.

2:15P-3:30P **Making Cities Work:
Planning Innovations in Europe & North America**

1.25 hours

Speakers: **Marie-Noëlle Brisson, CRE**, Managing Partner, Thalia Development LLC; **Theddi Wright Chappell, CRE**, CEO, Sustainable Values, Inc.; **Tomáš Ctibor, CRE**, Owner/Managing Director, 4ct; and **Sascha Kilb**, Partner, Drees & Sommer
Moderator: **Ralf-Peter Koschny, CRE**, Member, Directory Board, bulwiengesa AG

This session will address new approaches to urban planning including conversion and re-use of derelict land in conurbation, new standards and ideas in the development of green buildings, and engaging stakeholders. Hear how these panelists made their cities work!

Tuesday, September 26, cont'd.

3:45P-5:00P **Lessons Learned: One on One interview with Daniel Fournier** **1.25 hours**

Speaker: **Daniel Fournier**, President and CEO, Ivanhoé Cambridge

Moderator: **Brydon Cruise**, President, Brookfield Financial

Join this wide ranging exchange on global real estate trends, exploring both geography and product. Where does Daniel see future growth? Where is the next big deal? Where does he want to invest and what is he avoiding?

Once a professional football player with the Ottawa Rough Riders, Daniel's coaching management style reflects the team approach he knows well...an approach he credits with a highly successful business.

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Tuesday, September 26, cont'd.

6:00P-8:00P **Farewell Reception**

Take this opportunity to informally connect one more time with fellow attendees at the headquarters hotel, the Fairmont Queen Elizabeth. Enjoy complimentary pre-dinner cocktails, hors d'oeuvres, and excellent company before you embark on your evening plans.

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