

Michel Couillard, CRE

PRESIDENT AND CHIEF EXECUTIVE OFFICER, BUSAC REAL ESTATE



Since his arrival as President of BUSAC Real Estate, Michel Couillard has led the company to the highest spheres of the real estate industry through the active management of the firm's assets and strategic investments. Be it via the acquisition, repositioning and restructuring of assets, property development, construction projects or real estate financing, he has demonstrated solid leadership and continued the fostering of strategic relationships with leading partners. Michel Couillard is responsible for overall investments, development strategies, as well as the management and growth of BUSAC real estate portfolio. As such, he oversees all business activities across Canada, in addition to the management of assets, plus numerous acquisition and development projects in the United States. Since taking the helm of BUSAC, Michel Couillard has closed over a hundred leasing transactions and financing arrangements totaling more than one billion dollars, with Canadian and U.S. financial institutions.

Michel Couillard has served as President and Chief Executive Officer of BUSAC Real Estate since September 2001. He originally joined the company as Executive Vice-President in 1999. Throughout his career, he has held senior management positions with various real estate companies in Canada, such as Canada Lands Company and Magil Laurentian, in addition to earning degrees and designations in the field of real estate from a number of universities in Canada and the United States.

In 1997, Mr. Couillard was awarded the title of Counselor of Real Estate (CRE) and more recently, that of Fellow of the Royal Institution of Chartered Surveyors (FRICS), a leading global organization for professionals in property, land, construction and environmental assets.