

# In Touch



with the

**Real Estate Institute of Canada  
Toronto Chapter**

December 2009

## Real Estate Institute of Canada Toronto Chapter

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### PRESIDENT

Clarence Wedge, CRF

### PAST PRESIDENT

Winson Chan, MBA, FRI, CRES

### PRESIDENT-ELECT

Ron Fraser, CPM

### SECRETARY-TREASURER

Johnmark Roberts, FRI

### DIRECTORS

Ken Finch, CPM

Don Hui, CRF, CRP, CRU

## Our Mission

The Real Estate Institute of Canada's objective is to advance opportunities for people in real estate.

Core values:

- Providing lifelong learning
- Maintaining a relevant resource centre
- Awarding professional designations
- Creating networking opportunities
- Representing and promoting the real estate industry and profession

### Envisioned Future

The Real Estate Institute of Canada is the pre-eminent national association of Real Estate professionals.

**Discover the benefits** of choosing a professionally designated REIC member.

## President's Message

I am halfway through my year as your Chapter President, already! Your Board of Directors and I continue to be committed in getting more members involved and we have been very busy in organizing various events while setting the stage for a very progressive and energetic plan for all our members for the remainder of this year and beyond.

Our Awards Dinner was held on September 16, 2009 at the Vaughan East Courtyard Ballroom, Toronto, and was well attended. We inducted three new members (2 FR1, 1 CPM), presented four 25 Year pins, and presented for the first time in your Chapter's history, five Meritorious Service Awards for distinguished service to the Chapter and REIC. These recipients are: Alice Costantino, FRI, CRES, Anne Briscoe, FRI, CMR, Dick Briscoe, FRI, MVA, Ron Stephany FRI, CPM, CMOC, and Barry Lebow, FRI, CPM, CMOC. It is dedicated people like these who keep our organization strong. Past board members were also recognized and our immediate Past-President, Winson Chan, MBA, FRI, CRES was presented with a gold REIC watch.

A special thank you to Andrew Gordon, FRI(Emt), CPM(Emt) for being our MC and to Barry Lebow FRI, CPM, CMOC for stepping up at the last minute to be our guest speaker as our scheduled guest speaker was unable to attend.

I am pleased to announce that the Toronto Chapter now has an official archivist. Andrew Gordon, FRI(Emt), CPM(Emt) has kindly agreed to accept the position of Chapter Archivist. I would encourage any member of the Chapter who might have information or material that they feel should be passed on to the Chapter Archivist to get in touch with Andrew ([agordon@hr-dev.com](mailto:agordon@hr-dev.com)).

continued...



L-R: Renaud Campbell, Winson Chan, Johnmark Roberts, Clarence Wedge and Ron Fraser



Clarence Wedge, receiving Chapter of the Year.

## President's Message Cont'd.

Your CPM committee, headed by Ron Fraser, CPM®, Chapter President-Elect, for 2010-2011, has been very busy working on the following:

A PM Expo seminar, presented by Don Delaney, Environmental Solutions Manager with Flynn Canada, titled *"The Good, the Bad and the Ugly of Green Roofing Systems"*.

The Committee is also exploring various means of engaging and promotion of our Membership. Some of the ideas being put forward include:

- Establishing a Candidate mentor program
- Holding an event specifically for Candidate guidance
- Contacting "dropped members" to re-engage and/or determine cause
- Recognizing Members with significant anniversaries (letter, in Chapter newsletter...)
- Contributing relevant articles to our Chapter Newsletter

The first step to realizing these ideas will be survey 174 (CPM, ARM, CMOC and ACoM) members to solicit feedback on the ideas and on the notion of starting a "Member of the Year" program, by designation.

Your FRI committee, headed by Johnmark Roberts, FRI, Chapter Secretary-Treasurer, has been very busy working with National to organize our Chapter web page. The new Chapter web page should be operational by January 2010 where our members can find the most recent news and information about upcoming courses, events and activities.

Recently (October 21, 2009) the FRI committee hosted a very informative seminar presented by Mr. John Howe of Metrolinx on the future of Ontario's Transportation Infrastructure and Public Transit Systems in the GTA. The committee is also planning the following events for the balance of the year: Nov. 19 Meet & Greet, January 20, 2010 Region of Peel Seminar, March 2010 an Economic Update/HST Seminar, May 12, 2010

City of Vaughan/York Seminar – to name a few.

Your CRF committee, headed by Don Hui, CRF, CRU, CRP, is busy organizing speakers for various events and is still on the hunt for committee members. Interested parties should communicate with Don at [dhui@cmhc.ca](mailto:dhui@cmhc.ca).

Details of all these events will, as always, be sent to all members and we encourage all to attend.

As you can appreciate, especially during these times of economic turbulence, it is a challenge to remain positive. However, because of these trying times, it is doubly imperative that we all strive to continue promoting REIC and all designations at every opportunity, as we believe more and more

emphasis will be placed on industry knowledge (education) and most importantly ethics, which is of prime importance to all REIC members.

I would also like to take this opportunity to invite all members of the Toronto Chapter to make an effort to attend our National Annual Conference being sponsored by our neighbours to the south the newly amalgamated (Lakeshore & Niagara) Chapters on June 2-6, 2010. *"Take The Plunge"* is the slogan for this year's venue.

In closing, and on behalf of the entire Board of Directors we wish you and your family the very best of the holiday season.

Clarence R. Wedge, CRF, FICB  
President  
2009-2010 ■



# Highlights of 2009 REIC Events

CBC Building Tour on June 18th



*Ron Fraser presenting appreciation gift to CBC management.*

Boat Cruise on June 25th



Metrolinx Seminar on October 21st



Meet & Greet on November 19th





## **Corporate Sponsorship Opportunities**

The Real Estate Institute of Canada (REIC) is a leader in advanced real estate education and an association of professionals that has been educating and certifying individuals in real estate since 1955. The internationally recognized designations offered by REIC are an excellent way for consumers, investors and portfolio managers to identify committed and experienced real estate professionals. Each of REIC's 2,000 members have extensive experience in their sector of the Real Estate Industry, proven by the successful completion of their accreditation studies.

The Toronto Chapter of REIC (GTA wide) is a not-for-profit association of designated members who have advanced themselves by continuing their education in the fields of professional real estate and who are dedicated to the establishment, maintenance, promotion and advancement of professional standards of practices among those occupations concerned with real estate. The Toronto Chapter is the oldest (1962) and largest (400+) of REIC's Chapters, whose members have achieved great distinction and recognition in their widely varying areas of the real estate industry.

The Chapter membership is made up of a wide range of professionals holding a wide range of designations such as; Fellow of the Real Estate Institute (FRI), Certified Property Managers (CPM), Certified in Real Estate Finance (CRF), Certified Leasing Officer (CLO), Certified Residential Underwriter (CRU), Certified Reserve Planner (CRP), Associate Reserve Planner (ARP), Accredited Commercial Manager (ACoM), Accredited Residential Manager (ARM), Certified Manager of Condominiums (CMOC), and Certified in Land Planning and Development (CLP).

Throughout the calendar year the Toronto Chapter of REIC regularly holds professional development programs, seminars, industry updates, tours and social events to assist members in acquiring in-demand skills while networking with colleagues, suppliers and industry experts.

We invite you to be a part of and participate with the Toronto Chapter as an official Chapter Sponsor. Your participation will allow our members to learn about your innovative products and/or services, and assist in the development of new partnerships with real estate professional and associated businesses.

If you have any questions regarding Toronto Chapter Sponsorship for the 2010 year, Please contact the Chapter Administrator:

**Beth Mackenzie**  
**416-491-2886**

**Email: [reic-t@taylorenterprises.com](mailto:reic-t@taylorenterprises.com)**

**Web: [www.reictoronto.org](http://www.reictoronto.org)**

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[www.reictoronto.com](http://www.reictoronto.com)



## 2010 Sponsorship Benefits (April 2010 through March 2011)

Sponsor Benefit	Bronze (Multiple) \$250	Silver (Multiple) \$750	Gold (Three) \$1,500	Platinum (Two) \$2,500	Diamond (One) \$5,000
Yearly Fee					
Email blasts to members	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor
Flyers to members	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor
Chapter Web Site		Listing on Chapter Web Site	Listing With HyperLink on Chapter Web Site	Logo With HyperLink on Chapter Web Site	Sponsor Logo/Add with Web Address / HyperLink on Chapter Web Site
Newsletter	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor and Business Card Add	Listed as Sponsor and Business Card Add	Listed as Sponsor 1/4 Page Add in Newsletter
Seminars		Listing on Sponsor Banner at Seminars	Listing on Sponsor Banner at Seminars	Logo on Sponsor Banner at Seminars	Logo on Sponsor Banner at Seminars
Social Events		Listing on Sponsor Banner at Social Events	Listing on Sponsor Banner at Social Events	Logo on Sponsor Banner at Social Events	Logo on Sponsor Banner at Social Events
Tours		Listing on Sponsor Banner at Tours	Listing on Sponsor Banner at Tours	Logo on Sponsor Banner at Tours	Logo on Sponsor Banner at Tours
Special Events - Prizes, Give Aways, Awards					
Chapter Membership Directory					Official Sponsor of Membership Directory - full page add
<b>Awards Dinner:</b>					
Sponsor Banner	Listing on Sponsor Banner at Awards Dinner	Listing on Sponsor Banner at Awards Dinner	Listing on Sponsor Banner at Awards Dinner	Logo on Sponsor Banner at Awards Dinner	Logo on Sponsor Banner at Awards Dinner
Complimentary Awards Dinner Tickets		1	2	4	8
Recognition in Awards Dinner Program	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor and Business Card Add	Listed as Sponsor and Business Card Add	Listed as Sponsor 1/4 Page Add in Program
Sponsor Advertizing				Allowed to Place Own Banner	Allowed to Place Own Banner
<b>Annual General Meeting:</b>					
Sponsor Banner		Listing on Sponsor Banner at Annual General Meeting	Listing on Sponsor Banner at Annual General Meeting	Logo on Sponsor Banner at Annual General Meeting	Logo on Sponsor Banner at Annual General Meeting
Recognition in AGM Program	Listed as Sponsor	Listed as Sponsor	Listed as Sponsor and Business Card Add	Listed as Sponsor and Business Card Add	Listed as Sponsor 1/4 Page Add in Program
Sponsor Advertizing				Allowed to Place Own Banner	Allowed to Place Own Banner

Note: the size of the Sponsors logo in all marketing materials may depend on the level of sponsorship. Giveaways can be coordinated on an one to one basis depending on the event.

# An interview with the Toronto Chapter President in the October issue of the CMP Magazine

## New designations

Commercial mortgage deals translate into bigger commissions — and sometimes more status — for brokers. But getting into the commercial side of mortgages can be difficult because it's a longer and more complex process than putting together residential deals.

Clarence Wedge, a commercial mortgage broker based in Pickering, Ont., recommends designations offered by the Real Estate Institute of Canada (REIC) to residential brokers who want to diversify into the commercial field. Wedge teaches courses at REIC for the CRF (Certified in the Real Estate Financing) designation and also points to the CRU (Certified Real Estate Underwriting) designation as useful education for mortgage brokers.

"I teach them the basics of commercial mortgages and also what the lender is looking for and tips on what lenders do what types of financing," says Wedge, adding that ethics and hands-on training are also a big part of the courses. "The lender will understand that a broker with a CRF designation will have formal training in underwriting commercial transactions."

The CRF is open to brokers who have been in the finance business for a year or more and who spend more than 50 per cent of their working day working in the area of real estate finance. It generally takes about two years to complete all the courses, says Wedge.

Another way to learn the commercial side of things is finding an experienced commercial broker to co-broker deals with says Dale Bilton, a commercial broker with Mortgage Intelligence and last year's commercial broker of the year at the Canadian Mortgage Awards. He points out that doing commercial deals is not an easy thing to learn due to things like the differences in (versus hotels) and because lenders have less straightforward financing guidelines for commercial deals.

"My advice would be to co-broker commercial deals with someone who you know and trust, especially for deals like hotels and industrial buildings, which you don't get every day," says Bilton.


Other designations that could help mortgage brokers expand their business are the CRP (Certified Reserve Planner) designation through REIC, which would qualify them to perform reserve fund planning services for condo developers or public property companies, and the

ARM, accredited residential manager, which could be useful for brokers who service real estate investors.

Facilitating leasing equipment deals, selling life insurance or writing commercial mortgages are just some of the ways brokers can look at expanding their business, particularly if they're newer to the industry or want an additional revenue stream to help get through slower periods in the market. Of course, brokers have to evaluate how many extra services they want to take on and make sure that their core mortgage business doesn't suffer.

For Tiffany Clark, equipment leasing has helped her apply her past work experience and build another profit stream while at the same time building her mortgage business something she is still new at. She has also found leasing to be an exciting new venture that suits her needs and interests.

"Every broker I've met builds their business differently," she says. "For me, in a way, I hope my business grows more on the leasing side because I really enjoy it." ■



*On behalf of everyone  
at the REIC Toronto Chapter  
office, we wish all of our  
readers a wonderful Holiday  
Season and a Healthy and  
Successful 2010!*

*Kindly note that the REIC Toronto Chapter offices will  
be closed from 5:00 pm on December 23rd and will re-  
open on Monday, January 4th, 2010 at 9:00 am.*

# The Good, the Bad and the Ugly of Green Roofing Systems

On Thursday, December 3, 2009, the CPM Committee of the Toronto REIC Chapter sponsored a seminar at the PM Expo: The Good, the Bad and the Ugly of Green Roofing Systems.

The seminar was presented by Don De-laney, a graduate of McMaster University's Civil Engineering program, who has 20 plus years of experience in building envelope design and installation, working on many prestigious projects across Canada, including the Art Gallery of Alberta, the Richmond Olympic Oval, our Ottawa Courthouse and the AGO, here in Toronto. Don is a Professional Engineer, a CSA Technical Committee member, and is currently responsible for Environmental Solutions at Flynn Canada Ltd., which includes Vegetated (Green) Roofs, Rooftop Solar applications, and environmentally friendly building products.

Don discussed the benefits (The Good), the costs (The Bad) and the 'what can go wrong' (The Ugly) with Green roofing systems. Green roofing systems are also referred to as vegetated or garden roofs. Essentially there are three categories of Green roofs: Intensive, extensive and semi extensive. Extensive green roofs generally have a growing medium that is made up of a mixture of mineral and organic material custom blended to sustain vegetation for the life of the sys-



*Presentation to Speaker at PM Expo 2009.*

tem of 5 to 15 cm deep, with plant materials typically consisting of hardy perennials, succulents, mosses and grasses, and generally require minimal maintenance and irrigation; Intensive green roofs feature a growing medium that is 30 cm deep or more, allowing a greater variety of plant materials, and generally require greater maintenance and irrigation; and Semi-extensive where the growing medium is 15 to 30 cm deep.

The Good: beauty, an aesthetic value to occupants and neighbours; mitigation of Heat Island effect through shading and evapo-transpiration; reduction in heat gain through insulation properties of the

growing medium; improved air quality through the vegetation scrubbing some pollutants from the air; extension of roof life, protecting the roof membrane from harmful ultraviolet radiation, hail storms and thermal cycling; and storm/rain water management, slowing and reducing rainwater runoff. Additionally, they replace displaced landscape.

The Bad: there is a high cost of installation (2 to 2 1/2 times cost of conventional) and requirement for ongoing maintenance. Retrofitting an existing facility with a green roof can pose a greater challenge where modifications to existing building systems and structure are required to accomplish the desired effect. Maintenance requirements of a green roof can be similar to those for a protected membrane roof with the addition of irrigation, fertilization (during the first two years), periodic weeding, removal and replacement of dead plantings.

The Ugly: the aesthetic value is compromised when weeds are allowed to take over before planted material is fully established; this can also occur due to wind scouring of medium and plants, before planted material is fully established (or from poor installation), with the transported medium clogging equipment and roof drains; and there is a potential, yet unproven, fire issue from dried vegetation accumulation.

Don's presentation was peppered with photographs of actual green roofing systems in Canada, showing before, during installation and finished systems, as well as examples of when things go wrong. ■





REIC Toronto presents

# Paramedic Facility Program



**Guest Speaker: Renaud Campbell, FRI(E), CLO**  
**Manager, Health Facility Planning, The Regional Municipality of Peel**

## January 20, 2010

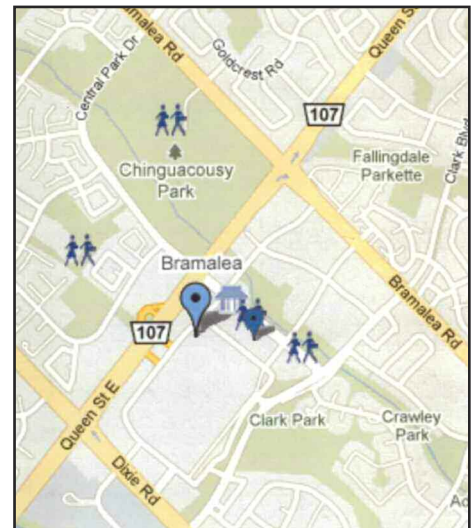
10:00 am - 12:00 noon

Peel Region Offices,  
10 Peel Centre Drive, Suite B, Brampton, ON  
(North side of Bramlea City Centre. Near intersections Queen and Dixie)

Cost: Members - \$10.00 Non-Members - \$20.00

Space is limited!

Attendees are eligible for 2 CPE Credits. (Instructional Hours)



As part of the Region's 10 year paramedic facility capital plan, Renaud Campbell is responsible for the decommissioning of 14 leased paramedic facilities in Peel and the construction of approximately 24 new paramedic facilities throughout Mississauga, Brampton, and Caledon.

Already 2 years into the execution of the plan, these facilities, ranging in size from 2,000 to 40,000 square feet, require land acquisitions, leases, extensive planning, architectural services, construction, and a comprehensive communications plan to aid in minimizing NIMBY opposition and enhancing staff support for the new facilities and operational model.

Renaud Campbell will provide a presentation of the overall program and scope, how they are managing it, progress to date, a brief overview of some of the real estate acquisition challenges that they have faced, and demonstrate a 3D visualization tool that allows them to mimic the proposed paramedic facility environment and create 'what if' scenarios for training and capacity planning.

### RESERVATION FORM - Paramedic Facility Program - January 20, 2010

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City \_\_\_\_\_

Prov. \_\_\_\_\_ Postal Code \_\_\_\_\_

Email: \_\_\_\_\_

Guest Name(s): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**COST:** Members - \$10.00 Non-Members - \$20.00

No. of Tickets = \_\_\_\_\_ @ \$ \_\_\_\_\_ = \$ \_\_\_\_\_

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