

In Touch

with the



Vol. 61 | FALL 2022

Event Highlights

- CIBC Square Building Tour
- Industry Leader Series with Lindsay Stiles
- IREM Global Summit in Dallas
- 2022 Wonder Women Conference
- 2022 REIC Awards Dinner

Cover - CIBC Square - 180 Bay St.

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Presidents Message

Fabio Fiumana, Broker, FRI

Dear friends & fellow members,

2022 is drawing to a close, as we are getting ready to spend the Holidays with family and friends, it is imperative that we look at our good (and bad) fortunes, learn from them and look forward to the next 12 months. What a year! We are finally getting back into the personal swing of things after two years of Pandemic when we saw our older friends and relatives at risk for their very lives, our children's education through a computer screen & our social lives through a mask. Not now.

We also saw an incredibly low interest rate that fueled increased in the value of our homes, market swings paralleled by increased supply costs. Not now.

Our homes are worth 10% less than last February, our mortgage interest went from 1.99% to over 6%, and we still have rising costs in energy and goods that are indispensable to us.

I am old enough to have seen this before, I have lived through three recessions and I am still here to remember my first house, my mortgage interest rate was 18.5%. Gasoline was much cheaper, but I was making a lot less. I had to budget while raising a family, we had debt and had to decide what we could afford after taking care of the bills, just like now. Folks, this is not new.

What is also not new is how we have pulled our socks up; adapted and prospered. I know I will have to help my son with his down payment on his first home, I kind of expected it anyhow. I know that my plans of spending 3 months in the sun, every winter, will have to be reconsidered; it's not the first time I do that.

But it is the first time that I do a Lazarus, or a Phoenix (if you prefer), and rise from a death treat. We should rejoice that we survived and did not have to deal with things like our grandparents had to do with WWII, especially if you come from a former war zone; unfortunately, that is happening in Ukraine.

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REIC Mission, Core Values, Vision

Our Mission

The Real Estate Institute of Canada's objective is to advance professionalism in the real estate industry.

Our Vision

An organization leveraging our diverse expertise to benefit all stakeholders

Core Values

We believe in:

The value of high ethical standards.

The benefit of experience.

The power of knowledge and the importance of sharing it.

The strength of our diverse professional community.

Discover the benefits of choosing a professionally designated REIC member.

Look around you during the Holiday Season, we have much to be thankful for. We are hugging each other again. Last night we held our last Board meeting for 2022, it was in person, what a wonderful experience.

In a quick recap, we planned activities & events for 2023. We propose to hold educational, informative and social events that will be successful if we all participate in person; we can do that now, no more computer dates.

In January, your Board will meet to address a strategic plan for our Chapter, organized by my brother Manjit; this February, my friend Tahir will hold an FRI chat @ the National office to speak of REBBA/TRESA updates, also in February we will visit CoStar in their head office/data centre for a Real Estate Technology tour, we also spoke of a March networking event (bowling anyone??), for April 13 we scheduled our Annual General Meeting and I will pass the baton to my friend Paul Nathan who will be your next President; I will let him address the rest of the year.

I am excited to report that next October, Toronto will host the 2023 IREM Global Summit, the first one to be held outside the US, we expect that over 700 real estate management professionals from around the world will come to our city; I have to complement the great work that our IREM Team led by my pal John Bowen has done to facilitate this event.

Your Board is made up of volunteers who selflessly dedicate time, talent and passion to programs that make our membership a valuable asset and tool. We urge our members to use us & the resources our Chapter provides, the way to do that is to participate in our programs and/or lend a hand.

Just remember, none of us are as good as all of us.

With this I leave you and wish you the best for the Season, I trust our future will exceed our expectations.

Fabio Fiumana, Broker FRI
Toronto Chapter President

Congratulations

**to our new REIC Designated
members effective November 2022**

Todd Burgess, ACoM, ARM, CLO

Madonna John, ARM, CPM

Shajimon John, CPM

Katherine Keeling, CPM

Michael Renaud, CPM

Xu Zhou, FRI



*Season's Greetings
& Best Wishes as we
Welcome in the New Year!*

From Your Toronto Chapter Board

The REIC Toronto Office will be closed
from December 23rd at 4:00 pm
until 8:30 am January 3rd.

EVENT OVERVIEW



May 18, 2022 - Halifax, Nova Scotia



NorthWest Healthcare Properties Canadian WIRE (Women in Real Estate) Committee members attended the Wonder Women Conference in Halifax, Nova Scotia on May 18, 2022. This event was presented by the Halifax Chamber of Commerce.

Wonder Women is a diverse female-led conference. This event brings together bold and ambitious women to connect, educate, inspire and empower one another to take on new and expanded roles in work, community and life. It encourages all women to own their ambition, break down barriers, and unleash their superpowers.

Women's empowerment is promoting women's sense of self-worth, their ability to determine their own choices,

continued...



The Opening Keynote speaker was the Honourable Jody Wilson-Raybould



THE HONOURABLE JODY WILSON-RAYBOULD P.C., Q.C.

The Honourable Jody Wilson-Raybould, P.C., Q.C., served as the Independent Member of Parliament for Vancouver Granville, Minister of Justice and Attorney General of Canada, the Minister of Veterans Affairs, and the Associate Minister of National Defence until her resignation in 2019. That same year, she ran as an independent candidate for Vancouver Granville and, upon winning the election, became the first woman to be elected as an Independent Member of Parliament.

Wilson-Raybould is a lawyer, an advocate, an author, and a leader among Canada's First Nations. She has been a provincial crown prosecutor, a councillor for the We Wai Kai Nation, a chair of the First Nations Finance Authority and has served as BC regional chief of the Assembly of First Nations.

Wilson-Raybould is a descendant of the Musgamagw Tsowataineuk and Laich-Kwil-Tach peoples, which are part of the Kwakwaka'wakw and also known as the Kwak'waka-speaking peoples. She is a member of the We Wai Kai Nation. Her traditional name, Puglaas, means "woman born to noble people."

As an author, in 2021, Wilson-Raybould released her political memoir "Indian" in the Cabinet, which became a #1 national bestseller and was a finalist for The Writers' Trust Balsillie Prize for Public Policy and in 2019, she released From Where I Stand: Rebuilding Indigenous Nations for a Stronger Canada.

Followed by Workshop “The Power of Female Leadership” with Harriette Schumacher

HARRIETTE SCHUMACHER Certified Executive Coach & Women's Leadership Development Expert

Harriette Schumacher is a Certified Executive Coach and Women's Leadership Development Expert. Harriette has been studying leadership for the past two decades and has been studying female leaders her whole life. Along the way, she learned that women have always been powerful, yet, many women do not feel empowered.

Harriette is on a mission to help women ascend into positions of power and keep them there. In 2020, Harriette launched LeadHERship, a global leadership development program for women who want to get seen, heard, recognized and promoted.

She has been named one of Yahoo Finances Top Coaches to Watch, an RBC Women of Influence Nominee, a WXN Canada's Most Powerful Women, and was recently featured on Global News talking about the impact of Covid-19 on working women. Harriette's Podcast The LeadHERship Show was recently ranked a top career podcast in Canada.



and their right to influence social change for themselves and others.

The conference promotes building meaningful relationships with women across all industries. The day was filled with engaging workshops and hearing from a panel of leaders on successes and challenges of women in business.



REIC member-only discussion FORUMS

Stay connected and informed. Anytime. Anywhere.

As a member of REIC, you are part of a network of like-minded professionals. Take advantage of this vast network with the new member-only online forum - REIC Connect!



To access/participate in member forums:

1. Click **Login** from top of website homepage
2. Enter login information
3. Select **REIC CONNECT** icon
4. Select from forum list

For login or technical assistance contact sandra.demedeiros@reic.com

- Share knowledge on real estate industry issues
- Exchange ideas that improve best practices
- Gain perspectives from industry peers on current and emerging trends
- Network for business referrals

The REIC forum provides a platform exclusive to REIC members to exchange information relevant to their specific sectors of interest and/or chapter.

- **National forum** (for all members, for general discussions)
- **Sector specific forums** (for all members, for sector specific discussions)
- **Topical discussion forums** (for all members, for discussion and exchange on specific topics)
- **Chapter forums** (members have access to their own chapter forum only; for chapter news, updates, activity, events, etc.)



We encourage you to leverage REIC CONNECT to grow your personal network through discussions on topics of mutual interest.

EVENT OVERVIEW

CIBC Square Building Tour

August 31, 2022

By Paul Nathan, CPM®

On August 31, Real Estate Institute of Canada, Toronto Chapter, organized a building tour of CIBC Square located at 81 & 141 Bay Street. The completion of the first tower, located just south of Union Station, has set a new standard of interconnectivity and integration of city transit and pedestrian traffic. It has created a variety of space for the public and surrounding neighborhoods.

Through a partnership between Ivanhoe Cambridge and Hines, architects WilkinsonEyre and Adamson Associates designed the two towers that will total 3 million square feet. It's forward thinking features and amenities include a specialty restaurant and food hall, direct links to all Toronto transit channels, conference centre, first-class fitness facility, bicycle storage, delivery shuttle, one-acre elevated park above the rail corridor, and more.



We enjoyed a behind the scenes look of a rare full floor mechanical room and subtle intricacies of public traffic flow, as well as the exclusive tenant areas to enjoy away from the office. When we look north beyond the tracks, 141 Bay St tower is well under way to be completed.

Thank you for our tour guides, Jason Brown, Ryan Chisolm and Property Manager, Frank Teixeira. A special shout-out to REIC VP, Cody Beales, for organizing and making this a memorable tour.



EVENT OVERVIEW

Industry Leader Series - Lindsay Styles

September 13, 2022

By Ken Finch, FRI, CPM, REIC Toronto Chapter Past President

REIC Toronto Chapter hosted another successful Industry Leader Series event in the soaring 44th floor in the McMillian LLP boardroom at Brookfield Place - Bay Wellington Tower, 181 Bay Street, Toronto.

The guest speaker was Lindsay Stiles, the former Chief Operating Officer, Slate Office REIT, who has joined the senior leadership team at Colliers International as Managing Director, Downtown Toronto, Colliers International.

Lindsay has over 15 years of commercial real estate experience. As COO for Slate Office REIT Lindsay led the asset strategy for a portfolio of approximately 8,000,000 square feet of commercial properties throughout North America and Ireland ensuring business strategies and corporate objectives were strictly implemented to maximize best outcomes for all respective stakeholders. Prior to joining Slate, Lindsay held progressively senior roles in leasing, operations, and asset management at multiple

Canadian real estate firms where she was involved with the underwriting for various transactions of all asset types in multiple markets. Her background allows her to provide a unique perspective on best in class operational practices and leasing strategies for both the public and private markets to drive outsized returns. Lindsay's experience to motivate, mentor and lead in her new role as managing director will provide the support for Colliers International in this time of change as downtown office space continues to evolve to next generation office leases and assist their occupier clients with retention and recruitment in a positive workspace environment.

We would like to thank Lindsay Stiles for sharing her story of success in the real estate industry. If you would like to attend the next REIC Industry Leader Series event, contact Toronto@reic.com to join the Toronto Chapter email list, or non-members can join the Friends of Toronto Chapter email list – contact John Bowen, FRI, CPM, at jbowencpm@gmail.com.



EVENT OVERVIEW

IREM Global Summit in Dallas, Tx

October 17 - 20, 2022

More than 750 attendees from across the globe enjoyed the opportunity to experience no limits together, get enlightened by the keynote speakers, and gain knowledge from the education sessions.



A Thank you note to our Canada Chapter Members!!!

On behalf of the REIC/IREM Toronto Chapter, I wish to thank everyone who attended the IREM Global Summit in Dallas.

This event gave all members who attended from various chapters across Canada the opportunity to connect with many international members from other countries. I hope everyone would agree that The Village property tour was the highlight of this event and we are sure that we have the challenge to propose a valuable building tour in 2023.

The IREM President Barry Blanton has kindly confirmed his presence to attend the Toronto Chapter Awards Dinner. This gives us another an opportunity to celebrate our accomplishments and to discuss the IREM Global Summit coming here to Toronto in 2023. More exciting information to follow in future Newsletters.

With warm regards,

Paul Nathan, CPM(®), CSM, FRICS, ACI Arb (AACI)
Director and IREM Chair



Corporate Outreach 2022 with special guest Barry Blanton, IREM President

The Institute of Real Estate Management (IREM), Global President Mr. Barry Blanton was our special guest of honor at the Real Estate Institute of Canada (REIC) Toronto Chapter's Annual Awards Dinner held Nov. 28, 2022 at Pan Pacific Hotel.



Corporate outreach at Commerce Court and awarding 50 years celebration plaque to Quadreal Property Group.

Barry participated with the corporate outreach meetings alongside The Toronto Chapter team visiting several leading real estate firms. Past President and Corporate Outreach Chair of the Toronto Chapter, John Bowen CPM started planning several months in advance to make this



Corporate outreach meeting at Bentall GreenOak in Mississauga at their new offices.

happen, alongside Paul Nathan CPM, IREM Chair and President Elect of the Toronto Chapter who contributed his international experience in these interactive sessions. Directors Michelle Nucci, CPM and Cody Beales, CPM assisted arranging meetings to showcase our programs. Don Inouye, COO of REIC National provided the required insight on the REIC courses and next steps for educational course offerings.



Commerce Court building tour arranged by Quadreal.

The strategic plan of these meetings is to engage with senior leadership and the Human Resource group of the corporate firms to explain how they can elevate their organization status with professional accredited real estate qualifications.

continued...



A corporate outreach meeting at Northwest Healthcare Properties REIT arranged by Michelle Nucci, CPM.

One of the highlights was the building tour arranged by QuadReal. During IREMs Global Summit in 2023 the international visitors will have an opportunity to participate

in building tours like this and therefore the Toronto Chapter is keen to showcase several unique properties in Downtown Toronto.

We are delighted to provide, a short version of Barry Blanton's visit to Toronto:

"I had a great time during my REIC/IREM Toronto Chapter visit this week. Special shout-outs to my "handlers" Paul Nathan, CPM, Michelle Nucci, CPM, Ken Finch, CPM and John Bowen CPM for ensuring I was where I was supposed to be and for making it look so effortless!!

Thanks to our friends from Quadreal (Katherine, Alison and Taryn); REIC Office (Stephen Ashworth, Don Inouye, 2022 President Theresa Salsman, CPM and the entire national team); Bentall GreenOak (Keith, Michelle and Lisa); Northwest Healthcare (Dave, Evelyn and Michelle); Colliers (Lisa, Cori, Paul and Nathan), and Oxford Properties (Cody and Chris) for taking time out of their busy schedules to meet with us about IREM and opportunities to collaborate in the future.

Kudos to all the Toronto Chapter awards recipients for the well-deserved recognition they received for the "over and

above" efforts they've made on behalf of REIC/IREM. And it was very exciting to be present for the swearing-in of IREM's newest CPM/ARM designees. Very nicely done!!!

One of the strongest impressions from my visit is the connections the members of the Toronto Chapter have to people around the world. This is a great example of how we can make the world a little smaller and a little less anonymous by building and maintaining global relationships ... and it really doesn't get better than that!!!

I am so looking forward to our 2023 IREM Global Summit, which will be held for the first time outside of the U.S. right here in Toronto. If you haven't yet visited Toronto, you are in for a treat ... and if you have, there are surprises in store!!! So dust off your passports, and we'll see you in Toronto back here in October in 2023!!!



Thank you to Barry Blanton for your extra ordinary efforts to support our Corporate Outreach mission in Toronto.

We look forward to receive hundreds of IREM members from 44 countries when the Global Summit comes to Toronto in October 2023 being held outside the United States in IREM history (many thanks to Cheryl Gray for making this happen).

*Paul RU Nathan CPM CSM FRICS, IREM Council Chair
REIC Toronto Chapter ON Canada*

2023 IREM Global Summit – Oct. 10-13, 2023

Make plans to join us in Toronto, Ontario, Canada, for next year's IREM Global Summit. In 2023, IREM celebrates its 90th Anniversary. Don't miss out on the celebration!

If you would like to submit a speaker or presenter for next year's Global Summit, please [click here](#).

REIC Toronto Chapter Awards Dinner

Monday, November 28, 2022



REIC Toronto Chapter Awards Dinner





About the Real Estate Institute of Canada

REIC is a not for profit organization that has been educating and certifying specialists in real estate since 1955. We are a leading provider of advanced education and designation programs in the Canadian real estate industry. Some of our designations include, Certified Property Manager (CPM®), Fellow of the Real Estate Institute (FRI), and Certified Leasing Officer (CLO).

Website: www.reic.ca

About the Real Estate Institute of Canada Toronto Chapter

As of June 30, 2021, the Toronto Chapter had a total of 600 members/candidates, which is the largest REIC chapter in the country.

Website: <http://www.reic.ca/toronto>

ANNUAL SPONSORSHIP LEVELS

Corporate sponsorship introduces your business to the most successful people who work within real estate, and affords your organization the opportunity to access key decision makers. It also offers your organization the opportunity to be visible promoters of your business through the real estate industry through our programs, seminars and tours.

Platinum

5,000

Inclusions

- ✓ Company Logo on event advertisements for any Special Events organized by the REIC Toronto Chapter for one year
- ✓ Two tickets to the Awards Dinner
- ✓ Recognition at the Awards Dinner
- ✓ Company Logo on event advertisements for four Series for one year
- ✓ Company Logo or Business Card in four consecutive Newsletters
- ✓ Company logo, description, and link to website on REIC Toronto Chapter Website for one year

Gold

\$3,500

Inclusions

- ✓ One ticket to the Awards Dinner
- ✓ Recognition at the Annual Awards Dinner
- ✓ Company Logo on event advertisement for two Series for one year
- ✓ Company Logo or Business Card in four consecutive Newsletters
- ✓ Company logo, description, and link to website on REIC Toronto Chapter Website for one year

Series Sponsor

The REIC Toronto Chapter's Education and Events Committee organizes professional development sessions within the GTA to advance the education of its members. These sessions can be divided into four categories: Building Tour Series, Industry Leader Series, Seminar Series, and Networking Series.

Silver

\$2,000

Inclusions

- ✓ Listed on event advertisement for one series for one year
- ✓ Company Logo or Business Card in three consecutive Newsletters
- ✓ Company logo, description, and link to website on REIC Toronto Chapter Website for one year

Bronze

\$1,000

Inclusions

- ✓ Company Logo or Business Card in two consecutive Newsletters
- ✓ Company logo, description, and link to website on REIC Toronto Chapter Website for one year

Special Events Sponsor

\$500

Inclusions

Includes one event such as the REIC Toronto Chapter's Annual Awards Dinner, Annual General Meeting, or participation at one of the networking events.

Newsletter Sponsor

The REIC Toronto Chapter's Marketing and Communications Committee publishes four Newsletters per year, which are sent to all Toronto Chapter members and various Real Estate Associations. Copies are made available to individuals taking courses at the REIC's National Head Office and distributed to various real estate companies and member events.

For additional information, please contact Beth McKenzie at info@reictoronto.com or myself:

John Bowen, FRI, ARP, CPM®

Past-President, Toronto Chapter, Real Estate Institute of Canada

Office: (416) 419-2745

Thank You to Our Awards Dinner Sponsors

