

SPEAKER BIOS

KEYNOTE SESSION



Paul Morassutti, AACI, MRICS is the Chairman of CBRE Limited and previously led CBRE's Valuation and Advisory team in Canada. Paul has a wide-ranging background encompassing all facets of Institutional real estate and land development. He is also a member of CBRE's National Advisory Council.

Paul has authored numerous articles and has appeared in and on BNN, Bloomberg News, CBC, The Globe and Mail, The Economist and The National Post, among others. He is a frequent guest speaker at commercial real estate conferences and events, and has developed multi-day, in-house valuation training for groups such as Realpac, NAIOP, The Appraisal Institute of Canada and Brookfield Financial.

Paul is a member of the Royal Institute of Chartered Surveyors and previously sat on the Advisory Board for the Schulich School of Business MBA Program in Real Estate and Infrastructure. He is also a past Director of Artscape where he chaired the Project Development committee.

MORNING SESSION 1



Avril McCalla is the Project Lead on River Crossing where she leads implementation of the River Crossing Business Plan, a transformational community redevelopment project in Edmonton's central river valley. Avril has a BA in Cultural Anthropology, and a Masters in International Studies; and has over a decade of experience with the City of Edmonton working on projects and initiatives that require significant internal and external collaboration.

MORNING SESSION 2



Ann-Marie Lurie

Ann-Marie has over 25 years of experience in the real estate sector. She has had the opportunity to work in several different aspects of real estate including commercial brokerage, pension investment, residential real estate analysis and multi-family underwriting. Some of the companies that she has worked for included Colliers International, CMHC and Canadian Urban Equities. Her diverse background in real estate has enabled her to provide insight into the macroeconomic climate and factors impacting the real estate market.

Ann-Marie joined CREB® as the Chief Economist in 2011 and recently has been providing analytical services across all markets in Alberta and Saskatchewan. She is responsible for scoping, developing, and leading the economic analysis and market intelligence products for numerous real estate associations.

Ann-Marie has completed both her BA Honors and MA in Economics from the University of Calgary.

AFTERNOON SESSION 1



Kim Petrin is the Deputy City Manager of the Urban Planning and Economy department at the City of Edmonton. Kim is an energetic, creative, and hands-on leader with a passion for city building. With over 20 years in the public and private sector, she leads and inspires teams and works in partnership with City Council, Administration, diverse community groups and industry professionals, to build our city. She listens and learns from all people to collaborate with the aim of strategically advancing the City's goals. Kim believes that by creating a city that truly reflects the community we serve both today and tomorrow, all Edmontonians will thrive.



Trevor Illingworth is a Senior Planner for the City of Edmonton's Zoning Bylaw team and is fresh off a complete rewrite of Edmonton's Zoning Bylaw. He has a masters degree in Urban and Regional Planning and has spent his 14 year city planning career in the public sector, splitting time between the areas of policy, zoning and development review. In recent years Trevor has been involved with two projects which have received awards from The Canadian Institute of Planners and Alberta Professional Planners Institute: The City Plan, Edmonton's Municipal Development Plan, and Open Option Parking, which resulted in the elimination of minimum parking requirements city-wide. We are hopeful that Edmonton's Zoning Bylaw Renewal will at some point join this list. In his spare time Trevor enjoys camping with his family whether they like it or not.

PANEL SESSION SPEAKERS

MODERATOR:



Chris Marlyn is an AACI, MRICS with over 30 years of experience in the Valuation & Advisory Services business and leads CBRE's Valuation and Advisory team in western Canada. Chris has a diverse valuation background with deep experience in all facets of institutional real estate valuation and land development. He is on CBRE's Valuation & Advisory Service Canadian leadership team.

Chris is a member of the of the Appraisal Institute of Canada (AIC), Royal Institute of Chartered Surveyors (RICS), is currently President of the Alberta Association and sits on the National Investigating Sub-Committee of the AIC.

PANELISTS:



As Vice President, Real Estate Markets, for Edmonton and Northern Alberta, **Carla Woodward** leads a team of professionals providing financial services and advice to homebuilders, integrated real estate companies, and owners and developers of income producing real estate. She is responsible for informing and executing market and client strategies that enable RBC's Real Estate clients to grow and prosper. Since joining RBC in 1990 as a commercial account manager, Carla has had a diverse career in Edmonton, Calgary and Toronto, including roles in energy lending, risk management, human resources, client segment strategies, corporate client account management and Indigenous banking. She worked at another financial institution from 2009 to 2015 in a leadership role and assumed her current role at RBC in January, 2015. She is the Executive Sponsor of RBC's employee resource group for Indigenous employees and allies, the Royal Eagles.

Carla holds a Bachelor of Arts (English) and an MBA in Organizational Analysis from the University of Alberta.



David Young has been a leader in the Edmonton market since 1990. He leads the National Investment Team Edmonton and has been involved in sales of over \$8 billion of investment properties throughout the province. NIT - Edmonton consistently leads the Edmonton market in terms of market share, handling 50% of all investment transactions for assets valued at more than \$5 million.

David opened the CBRE Edmonton office in 1995 and is responsible for the entire Edmonton operation. He leads a team of senior professionals in the office, industrial, retail, and multi-family markets. David's extensive knowledge of the market allows him to provide clients with the appropriate resources to solve complex real estate transactions.



Brandon Kot is the Managing Partner at Canada ICI. As Managing Partner, Brandon is actively involved in the corporate development of Canada ICI's national origination and analyst divisions throughout their 9 corporate offices across Canada. He is directly involved with Canada ICI's corporate strategy and aligning ICI's vision of becoming Canada's leading commercial mortgage advisory and capital firm.

Over the past decade, Brandon has established himself as a leader in Canada's commercial mortgage industry. He continues to oversee a portfolio of clients, which includes Western Canada's most active real estate owners and developers. Having funded more than \$7.0 Billion in commercial mortgage transactions, Brandon remains at the forefront of the debt markets in tandem with building Canada ICI's national origination team.

Brandon remains active within the community and sits on the board of Trustees for the Stollery Children's Hospital Foundation, which remains among the best children's hospitals in the country and the most specialized in all of Western Canada.