



UNIVERSITY OF  
CALGARY

# The impact of real estate education

Westman Centre for Real Estate Studies  
2020 Annual Report

Energized by **you.**

# Thank you

This is a difficult time for our community and the world. We don't know what lasting impact the COVID-19 pandemic will have on our economy, how we live, work and play, and on how we interact with one another. Despite the current challenges and uncertainty, we are excited about the future of the Westman Centre for Real Estate Studies.

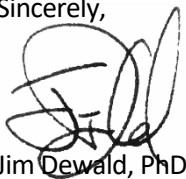
Supporters of the Westman Centre are an integral part of our success. As we enter our fourth year of the real estate studies program, we are focused on delivering value for the real estate industry and preparing our students and recent graduates to tackle the challenges and embrace the opportunities in front of them.

The Westman Centre continues to expand, with year over year growth in enrolment of all real estate classes. This is in large part attributable to the support from industry in hiring students from the program. We have no doubt that our BComm and MBA graduates, with a specialization in real estate studies, will play a significant role in shaping the future of the real estate industry in Calgary, Canada and beyond. The continued growth and development of the curriculum and diverse experiential learning opportunities would not be possible without the support of our dedicated instructors and the involvement of so many individuals from all sectors of the real estate industry.

Please join the Westman Centre for Real Estate Studies in congratulating the BComm and MBA class of 2020! We commend them on completing their course work online and admire their commitment to navigating the uncharted waters of their last semester with us. We are excited to see them become the next generation of business leaders as they stay involved as engaged alumni.

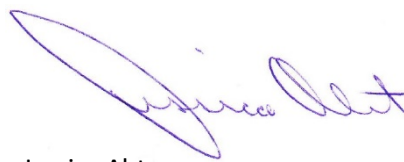
We are very thankful to many individuals and organizations for their engagement, dedication and support of the Westman Centre for Real Estate Studies. Together with our community of donors, partners and champions we will ensure the Westman Centre is the destination of choice for students, scholars and industry today and in the future.

Sincerely,



Jim Dewald, PhD

Dean, Haskayne School of Business



Jessica Abt

Director, Westman Centre for Real Estate Studies



# Westman Centre for Real Estate Studies

**Vision:** To be a catalyst for the development of real estate industry professionals and a leading centre of excellence for real estate studies.

**Mission:** To create entrepreneurial and ethical leaders for the real estate industry.

## The next generation of real estate leaders

The Westman Centre, with support from Haskayne faculty and staff, a circle of thought leaders, industry professionals, community builders and philanthropic supporters, are shaping the next generation of real estate leaders. We are proud of what our students have accomplished and for being so adaptable and hard-working as they complete their degrees. The community will certainly benefit from these bright minds as they build their careers and make their mark on the communities in which they live.



Class of 2020 Real Estate Studies graduates (from left): Michael Winnitoy, Nicholas Buffum, Drew Bond, Jodie Fedkiw, Jody Sick, Josh Grenon and Bo Glaser. Not pictured: Aiden Anderson, Davis Loughheed, Meagan Timmons, Taya Vale, Brayden Wheeler, Paul LaFleur (MBA), Louis Libin (MBA) and Mark Uniat (MBA).

# Meaningful community engagement

The Westman Centre is fortunate to have strong connections with individuals from across the real estate industry. Their commitment comes through in many forms including course instruction, development tours, hiring, philanthropic giving, and volunteering both in and outside of the classroom. The individuals that have given time to meet, present and share ideas have played an important role in the educational journeys of students. The knowledge they share and the connections they make has a long-lasting impact.

## Westman Centre 2.0 Campaign Launch



Jay Westman announced his bold \$1 million gift to the Westman Centre and inspired other leaders in the industry to support the centre's \$15 million campaign.

With generous support from the community, the Westman Centre has laid a solid foundation for real estate studies at the University of Calgary. In May 2019, Jay Westman hosted a dinner at Chairman's Steakhouse in Westman Village on Mahogany Lake. Together with Jim Dewald, Dean of the Haskayne School of Business, they unveiled plans for Westman Centre 2.0 and kicked-off a \$15 million campaign. Mr. Westman called upon others to support the campaign and invest in the future of the industry. He then announced his generous lead gift of \$1 million. Having the support of industry leaders is a critical component of the success of the Westman Centre, the real estate studies program and its impact on students and the community.

## Real estate leaders bring their insights to the classroom

The Westman Centre is fortunate to have many leaders and trailblazers from the community, like Anthony Giuffre, who take time to share their experiences and learnings with our students. Anthony is an entrepreneur, philanthropist and a leader in real estate investment offerings. Every year Anthony shares his entrepreneurial journey with students in the undergraduate Real Estate Investment and Analysis class, REAL 427. This year alone, Avenue Living hired four BComm and MBA graduates from Haskayne. Over the years, Avenue has also hired a number of Haskayne graduates from the real estate studies program or from other disciplines.

Anthony is CEO of Avenue Living Asset Management and Avenue Living Communities, co-founding both entities in 2006. Today Avenue Living owns and operates assets worth more than \$1.7 billion, including almost 10,000 multi-residential apartment units, 400,000 square feet of commercial space





and more than 37,000 acres of agricultural land. Anthony has spearheaded several billion in real estate acquisitions and financing transactions.

Anthony is also Co-Founder and Executive Chair of Mini Mall Storage Properties Trust, an open-ended mutual fund trust focused on consolidating self storage assets, leveraging automation and technology and utilizing the developed Avenue Living Communities and Avenue Living Asset Management platforms. In addition, he is Co-Founder of Circuit Stream, a tech company offering virtual and augmented reality education and training services. Anthony serves as a board member for the Canadian Olympic Foundation, the Calgary Public Library Foundation and sits on the Patrons Council for UNICEF Alberta. He has also completed 16 Ironman Triathlons, including the Hawaii World Championship in 2014. Anthony graduated from University of Calgary with a Bachelor of Arts degree.

## Indigenous Knowledge Public Lecture Series with Xakiji (Chief) Lee Crowchild



As part of *ii' taa'poh'to'p*, the University of Calgary's Indigenous Strategy to honour truth and reconciliation, the Indigenous Knowledge Public Lecture Series brings together thought-provoking Indigenous thinkers from across disciplines.

In October 2019, in partnership with the Westman Centre, *ii' taa'poh'to'p* presented Xakiji Lee Crowchild. At the event, open to members of the community, faculty and students, Crowchild, a third generation Xakiji, spoke about the opportunities and challenges facing the community, the changing landscape on and around the Tsuut'ina Nation, and their approach to municipal partnerships on large-scale land development projects.

## Calgary Economic Development Lunch n' Learn featuring Jason Ribeiro

In December 2020, students joined a lunch n' learn presentation by Jason Ribeiro, Director of Strategy, Research & Strategy at Calgary Economic Development, to learn more about Calgary's bold Economic Strategy, "Calgary in the New Economy."

Jason shared how Calgary's Economic Strategy was shaped with the insight of 1,800 local thought leaders and community stakeholders, and how the City plans to support economic competitiveness and embrace shared prosperity to build a strong Calgary for the future. He also touched upon the four key focus areas - Talent, Innovation, Place and Business Environment – and shared the past year's success in these areas. This lunch n' learn was very motivational for students who are questioning why they should stay in Calgary and build their careers in a tough economic climate.



# Unparalleled learning opportunities

The Westman Centre delivers programs and opportunities to students that help them explore career paths, fill their minds, grow their networks and expand their potential. Our real estate industry has had to adapt to many challenges in recent years, particularly those presented in 2020. Our students are so fortunate to choose from a variety of programming, exposing them to the latest innovations and developments in industry, while fostering them to become agile, creative and inspiring leaders and community builders.

## Tour of Westman Village



Wallace Chow showed students a model of Westman Village during their tour

In September 2019, students were invited to join a presentation and walking tour of Westman Village, located in the award-winning community of Mahogany. Led by Jay Westman, Chairman and CEO, and Wallace Chow, Executive Vice President, of Jayman BUILT, students had an immersive experience learning about the concept, visioning and strategy behind Westman Village, followed by a walking tour of the completed lakefront, multigenerational community.

Westman Village, which was first conceived in 2015, went from concept to reality in unprecedented time. Students explored Calgary's first resort-style community, which includes five residential options at different price points, an assortment of dining and boutique shopping options, limited street parking, zero-entry design throughout, and 40,000 square feet of amenities in the village centre. This was a unique opportunity to engage with Jay Westman and Wallace Chow and hear from them firsthand about the development of this exciting mixed-use project.



## Tour of Telus Sky

While still under construction, but nearing completion, students were invited to tour Telus Sky in October 2019. The tour was led by Dan Lannon and Todd Sutcliffe, both Senior Vice Presidents at Colliers International. Developed by Allied Properties REIT and Westbank Projects Corporation, the 60-storey, 761,235 square foot mixed-use tower incorporates office, retail, public art and residential space, and is the third tallest building in Calgary.



Todd Sutcliffe (third from right) gave Westman Centre students a behind the scenes view of the Telus Sky development.

In addition to its creative exterior design by the architects of Bjarke Ingels Group, Telus Sky has many world-class features. It will be a LEED platinum-certified building, meaning it uses 35 percent less energy than a traditional building of its size. There is extensive green space on the main level and rooftop, and a nine-storey atrium 'green wall'. Telus Sky also features one of the largest public art fixtures in Canada. The art piece, dubbed 'Northern Lights,' is designed by Canadian artist Douglas Coupland. Through a dynamic LED display, different patterns of light reflect on the north and south facades of the building after dusk every evening. This construction site tour was an incredible learning opportunity for students.



Exterior of the Telus Sky building in downtown Calgary

## Argus Enterprise training and certification course

In October 2019, the Westman Centre hosted a two-day Argus Enterprise training course, led by a certified instructor from Houston, TX. Argus Enterprise is the industry-leading, commercial real estate software for asset and portfolio management. It enables commercial real estate and financial institutions to project the performance of their commercial real estate assets throughout the investment lifecycle, saving valuable time and money by shortening critical business processes and evaluating property information for maximum returns. Over two days, 18 MBA and BComm students, together with three faculty and staff, learned the various applications of the software. For students enrolled in the real estate studies program, this was a valuable supplemental learning initiative, which prepared them to take the optional certification exam on their own time.



## Urban Land Institute's UrbanPlan

This year Urban Land Institute's (ULI) UrbanPlan was incorporated into the Real Estate Planning and Development course, co-taught by Jamal Ramjohn and Jaydan Tait. Facilitated by sessional instructor, Ed Romanowski, and supported by a team of volunteers from academia and industry, UrbanPlan is an intense, classroom-based project in which students learn and apply the fundamental forces that affect development in our communities. Working in multi-disciplinary teams to enhance their understanding of market and non-market dynamics, BComm and MBA students experience challenging issues, private and public sector roles, complex trade-offs, and fundamental economics in play when proposing land use solutions to vexing growth challenges.

## Brookfield Properties Lunch n' Learn featuring Dene Oliver

In October 2019, students from the Westman Centre were invited to the Brookfield Residential offices for a lunch n' learn presentation by Dene Oliver, the new Chief Vision Officer at Brookfield Properties. Before joining Brookfield, Dene was the leader and founder of OliverMcMillan, a successful, AIA award-winning, national mixed-use development firm established in 1978 in San Diego, CA. As Brookfield Properties' Chief Vision Officer, Dene works with teams to create unique, one-of-a-kind developments that serve the community they're in. Students and staff heard from Dene and Trent Edwards.



Dene Oliver, Chief Vision Officer, Brookfield Properties.



Trent Edwards, Chief Operating Officer, Brookfield Residential (Alberta).



## RNDSQR Lunch n' Learn featuring Alkarim Devani

In February 2020, students joined a lunch n' learn presentation by Alkarim Devani, Co-Founder of RNDSQR and an alumnus of the Haskayne School of Business. RNDSQR is a lifestyle development company that designs and develops unique commercial and residential spaces in the inner city. Their mandate is to use built spaces to enhance a feeling of community and collaboration through thoughtful place-making and collision points. Alkarim created RNDSQR in his quest to do something impactful and create homes where people can live, hangout, and have meaningful experiences with their neighbours.

“My students this year were absolute rock stars and were truly a joy to teach and be around. They were enthusiastic, engaged and thoughtful in multiple aspects of their class participation, whether it was with guest speakers, panelists, with me or with each other. Students would ask me a question in class, and before I could get to it, others would jump in to answer, debate or discuss, always in a respectful and collegiate manner. I certainly learned a lot from them. I expect these students will excel in whatever industry or path they choose to take, but I really hope to see them in ours!

*Grace Lui, Director, MBA Sessional Instructor, Westman Centre for Real Estate Studies, Haskayne School of Business*

## Case-based learning opportunities

As students learn the ins and outs of real estate and build up their understanding of the many complex aspects of the industry, case competitions are a valuable way for them to apply those learnings to real scenarios and showcase their growing abilities. By tackling cases with a team of peers, they are pushed to come up with creative ideas that are supported by market research, financial analysis, and community needs. Real estate students participated in the following case competitions during 2019-2020:

### UBC Sauder International Real Estate Case Competition

In November 2019 the UBC Centre for Urban Economics and Real Estate hosted the UBC-Sauder International Real Estate Case Competition. The competition was organized in lieu of the Cornell International Real Estate Case Competition, which took a one-year hiatus in 2019. The UBC competition invited students from the top undergraduate real estate programs globally to participate. Seventeen teams from around the world, and only four Canadian universities, gathered in Vancouver for the competition.

The Westman Centre sent a team of six Haskayne students to the competition where they were tasked with analyzing and making investment recommendations on a 425-unit condominium development in Downtown Seattle. The investment considerations and criteria were very complex. While the Haskayne team did not place, they were strong presenters and learned a great deal from the experience.



The Westman Centre team (from left): Rylan Graham (Academic Adviser), Michael Winnitoy, Drew Bond, Charlie Crick, Elisa Caputo, Nicholas Buffum and Davis Lougheed.

## Haskayne Real Estate Case Competition

On January 31, 2020, the Westman Centre for Real Estate Studies hosted the second annual Haskayne Real Estate Case Competition. With the generous and continued support of Brookfield Residential and Canadian Western Bank, this competition offers students the opportunity to apply their education to an actual redevelopment site in Calgary while demonstrating their real estate knowledge and talents to a panel of industry professionals. Supported by an industry mentor, four teams of five students from different disciplines, took on the role of consultants engaged by Attainable Homes Calgary to assess and recommend how best to move forward with the company's site at 1010 6<sup>th</sup> Ave SW. In front of a panel of judges, each team presented a development proposal that included site, stakeholder, market feasibility and financial analysis, together with recommendations and timelines.



Competitors, judges, mentors and volunteers gather for the Awards reception following the Haskayne Real Estate Case Competition.

The winning team was team Kash Consultants for their concept of a mixed-use development, an idea that was presented with incredible polish and backed up with carefully thought out ideas. The members of team Kash Consultants will be awarded with a real estate focused student experience trip when travel restrictions are lifted.

**“**Competing in the 2020 Haskayne Real Estate Case Competition was one of the best things I have done so far in my degree. It allowed me to work closely and build stronger relationships with my peers who are bound to be forces in the real estate industry. I learned the valuable skill of working collaboratively on a creative development project and all of the thought and details that go into a development like this one.”

*Emma Hopkins, 3<sup>rd</sup> year real estate studies, member of winning team, Kash Consultants*



Members from team Kash Consultants (from left): Kareen Hallak, Emma Hopkins, Huzaifah Abbas. Not shown: Mapston Sterzer and Landon King.

## NAIOP 2020 Battle of the Prairie Real Estate Competition

Each year, Haskayne students are invited to compete in a case competition as part of their real estate studies capstone course. The NAIOP Battle of the Prairies case competition, now in its sixth year, is an annual joint case challenge presented by the Calgary and Edmonton chapters of NAIOP. This year, two Haskayne teams comprised of BComm and MBA students participated in the competition together with teams from the University of Alberta and the University of Manitoba.

Teams were tasked with presenting a development proposal for a site in the Rivers District. Envisioned as Calgary's Culture and Entertainment District, CMLC's 20-year vision for east Victoria Park calls for a mixed-use community that will be home to 8000 new residents and 4 million square feet of new mixed-use development space. The competition challenged participants to factor in the many different aspects and disciplines of real estate to demonstrate a well-rounded and holistic understanding of the real estate industry.

Due to the rapidly evolving situation regarding the COVID-19 pandemic, the 2020 organizers were required to deliver a condensed version of the March 12<sup>th</sup> event, whereby the participating teams presented in-person to a panel of industry judges; however, the big event with significant representation from NAIOP members and non-members was cancelled just hours prior to the event. Though the UCalgary teams didn't place first or second in the competition, they both presented strong proposals.



The Westman Centre's MBA Team (from left): Zac Jackson (EMBA), Paul Lafleur, Samantha Fast, Amit Gandhi, Caleb Sager, Ed Romanowski (Instructor); Not pictured: Langis Donnelly.



The Westman Centre's BComm Team (from left): Meagan Timmons, Aiden Anderson, Michael Winnitoy, Bo Glaser, Rylan Graham (Instructor).

## University of Guelph Undergraduate Real Estate Case Competition (URECC)

On March 19, five students from the Haskayne real estate studies capstone course were set to depart for Toronto to compete in the University of Guelph Undergraduate Real Estate Case Competition, hosted annually at Deloitte's offices in downtown Toronto.

A few days prior to the students' planned departure, and after almost 6 weeks of preparation, the 2020 URECC organizers were forced to cancel this year's event due to the rapidly evolving situation regarding the COVID-19 pandemic. At this point, Calgary was moving into lock-down restrictions and we were unable to facilitate an alternative opportunity for the team to present their final proposal to representatives from our local industry. We commend the team comprised of Mitchell Alexander, Drew Bond, Nicholas Buffum, Jodie Fedkiw and Mapston Sterzer for the effort they put into preparing for this prestigious competition.



## Exploring career opportunities

Throughout the year, students learn the importance of building meaningful connections with community builders and seeking opportunities that will help them to develop their skills as future real estate industry professionals. Students learn about and explore career paths within real estate and related industries by attending and volunteering for events, both on and off campus. In addition, students gain hands-on work experience during their student journey through internships and work co-ops.

### Real Estate Student Association (RESA)

The Real Estate Students Association (RESA) works in collaboration with the Westman Centre to create engaging experiences for students where they can expand their network, increase their knowledge and forge career-building relationships. A student club made up of BComm, MBA and students from other faculties, RESA is committed to creating meaningful opportunities for its members and has been involved with many of the events hosted by the Westman Centre. We would like to acknowledge and thank RESA's 2019-2020 Executive Team and Directors for the work they do to organize and volunteer for these impactful student experiences.

### Real Estate Industry Career Symposium & Networking Reception

In October 2019, the Westman Centre hosted the second annual Real Estate Industry Career Symposium in collaboration with the Haskayne Career Centre. This event gave students a unique opportunity to meet with companies from different sectors of real estate including land and property development, financing, valuation and asset management, brokerage, sales and property management. They learned about the different career paths available to them within the real estate industry and were able to explore employment opportunities, internships and co-ops. A networking reception followed the symposium, where students had a chance to chat directly with company representatives and grow their professional network. The event included representatives from 15 companies.





### Calgary Real Estate Forum

In November 2019, a group of students from Real Estate Student Association volunteered at the Calgary Real Estate Forum, an event attended by over 1100 senior executives from the real estate industry. Students assisted at the event by greeting guests, handing out promotional materials, and directing attendees to their seats. They were then invited to attend the conference as guests, where they had the opportunity to participate in various sessions and network with other attendees. This annual event provides a valuable learning opportunity for students while offering them exposure to top industry professionals.

### JLL Office Tour

In November 2019, the Real Estate Student Association (RESA) organized an event at JLL Calgary to tour their new office, located in Bankers Hall East. Students were able to walk through the space and enjoy an informative presentation from JLL's Tenant Representation teams - Property & Facilities Management, Capital Markets, Project and Development Services, and Digital Solutions. This event was a great networking opportunity for these students and allowed them to get exposure to the many career streams that are offered within the commercial real estate industry.



Ethan Tomalin-Reeves, Emma Hopkins, Amine Saoud, Harrison Graham, Easton Dunn volunteered at the 2019 Calgary Real Estate Forum.

### Colliers International (Calgary) Office Tour

In March 2020, students joined members of the Colliers International (Calgary) team for a speed information session and networking event at their offices in downtown Calgary. This was a great opportunity for students with a passion for real estate to explore career opportunities across Colliers' commercial brokerage, real estate management, project management, valuation and advisory services and property tax services, across all asset classes and geographies. Experts in each of these areas provided presentations to students which were followed by break-out Q&A sessions.

“This was a year of forced innovation, for students and instructors alike. Moving our entire real estate marketing program online two-thirds of the way through the semester seemed impossible at first. It turned out to be an incredibly engaging, rewarding and enjoyable experience for our class. In the most challenging of times, we lean into our resourcefulness and find ways to rise up. In the spring of 2020, we learned that with passion, perseverance and purpose, we can thrive.”

*Jason Hardy, Founder and President, Chatterson Drive and Instructor, Westman Centre for Real Estate Studies*

# Innovative research

While the Westman Centre continues to grow its course offerings, attract more students, and expand its programs, it also continues to build on its contributions to thought leadership and research into important topics that affect the real estate industry. The following research activities took place in the past year:

## Proptech Research and Fellowship

In February 2020, Grace Lui was hired to undertake research for the Westman Centre in order to provide a current state of the 'forces' that are disrupting the real estate industry, with a particular focus on Proptech. The scope of the research, which is ongoing, is:

1. to identify emerging trends in Proptech (Fintech, Contech and Smart RE),
2. to assess how these technologies are changing, disrupting, or influencing the way in which we do business across the real estate value chain,
3. to provide an assessment of what other post-secondary real estate programs are doing to address these changes and trends through their curriculum, research, student experience and community engagement initiatives, and
4. to identify opportunities for the Westman Centre to differentiate and leap ahead of other real estate programs and ensure the relevancy of our real estate studies curriculum in preparing our students to be future leaders in industry.

As a result of this work, we have created a Proptech Fellowship and seconded Dr. Alexander Whalley from the Faculty of Arts Economics Department to advance the mandate and profile of the Westman Centre through research, writing/dissemination, teaching and service. In his role, Dr. Whalley will foster the integration of economics and Proptech concepts into undergraduate and graduate curricula, the broader culture of the Haskayne School of Business and with industry. Alex will be introduced to Westman Centre stakeholders in the fall.

## Rylan Graham, Post-doctoral Research Fellow

With support from the Alberta Real Estate Foundation, Richard Parker initiative and the Westman Centre, Rylan's research explores the impact that professional sports stadiums and arenas have on urban development.

Sports stadiums and arenas have become major catalysts for urban change. Over the last several decades, cities throughout North America have relied on these major infrastructure projects to drive revitalization of neighbourhoods in decline. Rylan's research is seeking to better understand this relationship. Through a web-based survey distributed to key informants in Canadian and American cities with sports stadiums and / or arenas developed post-1999, this research gauges perspectives towards professional sports venues as catalysts for urban change, their actual impact through the lens of revitalization, and best practices.

A second project will track quantitative change in neighbourhoods following the construction of professional sports venues using a series of metrics, including changes in population, population density, property values, and building typologies. This research will assess the impacts that professional sports venues have had on surrounding neighbourhoods over a 20-year period. The findings of this research are intended to be informative for the Calgary context, where plans to develop a Cultural and Entertainment District anchored by a new Event Centre in East Victoria Park are in the early stages.

In 2020, Rylan had the article 'Post-Secondary on the Prairies: Planning Implications of the Emergence of the City Centre Satellite Campus' published in PLAN North West, and he is a co-author on another article in press in the Journal of Planning Education and Research titled 'The Inside and Outside Game of Growth Management: Tracking Sprawl of Canada's Largest Metropolitan Areas'.



Rylan Graham, Post-doctoral Research Fellow

## Business Case Studies

All case studies published by the Westman Centre involve a very collaborative effort between the Westman Centre, industry and academia. Our most recent case study, Westman Village Resort Style Living, entailed in-depth interviews and participation from Jay Westman, Chairman and CEO, and Wallace Chow, Executive Vice President, of Jayman Built, as well as collaboration within the Haskayne community to provide relevant content and editorial expertise.

This past year, we completed 2 case studies through the Haskayne School of Business and Ivey Business School co-branding partnership:

- Goodbrand, P., Ricker, D. (2020). Jayman Built Inc.: Westman Village Resort Style Living (case #: 9B20A058), London, ON, Canada, Ivey Publishing.
- Holloway, T., Goodbrand, P. (2019). SpruceLand Developments Ltd: Social Enterprise through Real Estate Development (case #: 9B19M100), London, ON, Canada, Ivey Publishing.

## Cross-disciplinary collaborations

From October 30 to November 1, 2019, The Future of Affordable Housing conference was hosted by the University of Calgary's School of Architecture, Planning and Landscape (SAPL) with support from the Westman Centre. The conference, which is part of the Cities Policy and Planning Lab led by SAPL professor, Dr. Sasha Tsenkova, brought together researchers and industry professionals from across North America and Europe. The initiative included a public panel featuring three award-winning architects from London, Paris and Amsterdam, a symposium, and an exhibition featuring 25 award-winning social housing projects and new short documentaries. Through these collaborative discussions, participants explored how we can plan cities and developments to meet housing demand and increase the supply of affordable homes in Canada.

# Supported by valued volunteers

The Westman Centre is able to achieve its goals and offer important learning experiences to students because of the support it receives from industry, including many individuals who generously give their time. Thank you to all who have supported the success of the Westman Centre and its students.

## 2019-2020 Volunteers

### Westman Centre Real Estate Industry Career Symposium

Altus Group	Colliers International
Barclay Street	Cushman Wakefield
Brookfield Properties	JLL
Brookfield Residential	Oxford Properties
Canada ICI	QuadReal
Canadian Western Bank	Slate Asset Management
CBRE	Strategic Group

### Haskayne Real Estate Case Competition

**Co-Presenters – Brookfield Residential and Canadian Western Bank**

#### Brookfield Residential Team Coaches

Geoff Bobiy, Senior Development Manager, Calgary  
Dan Hippe, Sales Manager, Single-Family Housing, Calgary  
Kerstin MacDonald, Sales Manager, Multi-Family Division, Calgary  
Brendan McCashin, Senior Development Manager and Sustainability Lead, Calgary

#### Judges

Paul Battistella, Managing Partner, Battistella Development  
Arden Buskill, Senior Associate Vice President and Deputy Regional Manager, Prairie Region, CWB  
Trent Edwards, COO, Brookfield Residential  
Teresa Goldstein, Manager, Community Planning, City of Calgary  
Thom Mahler, Manager, Urban Strategy, City of Calgary  
Matt Rachiele, Managing Director, Calgary Brokerage, Colliers International  
James Robertson, President and CEO, West Campus Development Trust  
Eileen Stan, Vice President Development, Matco Development Corp.  
Lori Suba, Director of Leasing, PBA Land & Development  
Jaydan Tait, President and CEO, Attainable Homes Calgary



## **JLL Office Tour**

Ron Fiell, Vice President and National Practice Lead, Property Management  
Breanne Kamenz, Solutions Manager, Digital Solutions  
Carey Koroluk, Associate Vice President, Industrial Brokerage  
Warren Libert-Scott, Senior Vice President, Downtown Office Leasing  
Ryan Murphy, Senior Sales Associate, Capital Markets  
Jordan Pavelich, Product Manager, Digital Solutions  
Margaret Trautwein, Regional Director, Facilities Management  
Rick Urbanczyk, Executive Vice President, National Agency Lead, Downtown Office Leasing  
Tony Vlastelic, Senior Vice President, Project and Development Services  
Ken Westhaver, Senior Vice President, Capital Markets

## **Colliers International (Calgary) Office Tour**

Robyn Baxter, Vice President, Workplace Strategy and Innovation  
Mark Berestiansky, Managing Director, Valuation and Advisory Services  
Randy Cameron, Senior Vice President, Western Canada, Real Estate Management  
Saadiq Kassam, Director, Property Tax Services  
Leigh Kirnbauer, Vice President and Partner, Downtown Office Brokerage  
Josh Magnussen, Vice President and Partner, Industrial Brokerage  
Lloyd Marsh, Sales Assistant, Investment Sales  
Justin Mayerchak, Senior Vice President and Partner, Beltline and Suburban Office Brokerage  
Matt Rachielle, Managing Director, Commercial Brokerage  
Simon Rainsbury, Senior Vice President, Western Canada  
Jody Sick, Leasing Assistant  
Anna Tan, Manager, Advisor Support  
Rob Walker, Senior Vice President and Partner, Retail Brokerage

## **In-Class Volunteers and Guest Speakers\***

### **REAL 317 (Real Estate Development & Urbanization) – Patrick Burke, Instructor**

*In addition, students from REAL 317 joined those from REAL 707 for guest speaker engagements*

Grace Lui, Director, Strategic Initiatives and Government Relations, BILD (Calgary Region)  
James Robertson, President and CEO, West Campus Development Trust

### **REAL 427 (Real Estate Investment & Analysis) – Jason Jogia, Instructor**

Anthony Giuffre, Founder & CEO, Avenue Living Group of Companies

**REAL 437/727 (Land Development & Planning) – Jaydan Tait & Jamal Ramjohn, Instructors**  
**UrbanPlan Volunteers (facilitated by Ed Romanowski, Instructor)**

Meaghan Albrecht, Associate Lawyer, Stikeman Elliot LLP

Jyoti Gondek, Ward 3 Councillor, City of Calgary

Jessica Karpat, Principal, Planning, QuantumPlace Developments Ltd.

Doug Leighton, Planner in Residence, School of Architecture, Planning and Landscape, University of Calgary

Chris Saunders, Senior Vice President, JLL

Martin Veenhoven, Partner Principal, Zeidler Architects

Michael Witt, Partner, Stikeman Elliot LLP

**Guest Presenters**

Cassandra Caiger, Engagement Lead, Intelligent Futures Inc.

Joe Case, Director of Land Development, Mattamy Homes

Jeff Keet, Vice President, Devencore

Chris Saunders, Senior Vice President, JLL

Joel Tiedemann, Senior Development Manager, Anthem Properties Group Ltd.

**REAL 447/737 (Real Estate Legal & Operating Environment) – Steve Raby, Instructor**

Marcello Chiacchia, Vice President, Calgary Communities, Genstar

Neil Foran, Partner and Co-Founder, MillarForan

**REAL 457/747 (Real Estate Marketing) – Jason Hardy, Instructor**

Bernie Bayer, Senior Partner, Taurus Group

Roman Bodnarchuk, CEO, N5R

Tom Burr, Vice President, Multi Family Development, ONE Properties

Wallace Chow, Executive Vice President, Jayman BUILT

John Fisher, Senior Vice President, CBRE

Allan Klassen, Chief Experience Officer, Brookfield Properties

Brett Koroluk, Vice President, Asset Management, Slate Asset Management

Clare LePan, Vice President, Marketing and Communications, CMLC

Kimberly Poffenroth, Vice President, Business Development and Market Analysts (Alberta), Urban Analytics

Charron Ungar, CEO, Homes by Avi

Jay Westman, Chairman and CEO, Jayman BUILT

**REAL 567 (Project-Based Capstone) – Rylan Graham**

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**REAL 707 (Fundamentals of Real Estate) – Grace Lui, Instructor**

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**REAL 717 (Real Estate Investment & Analysis) – John Fisher, Instructor**

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