

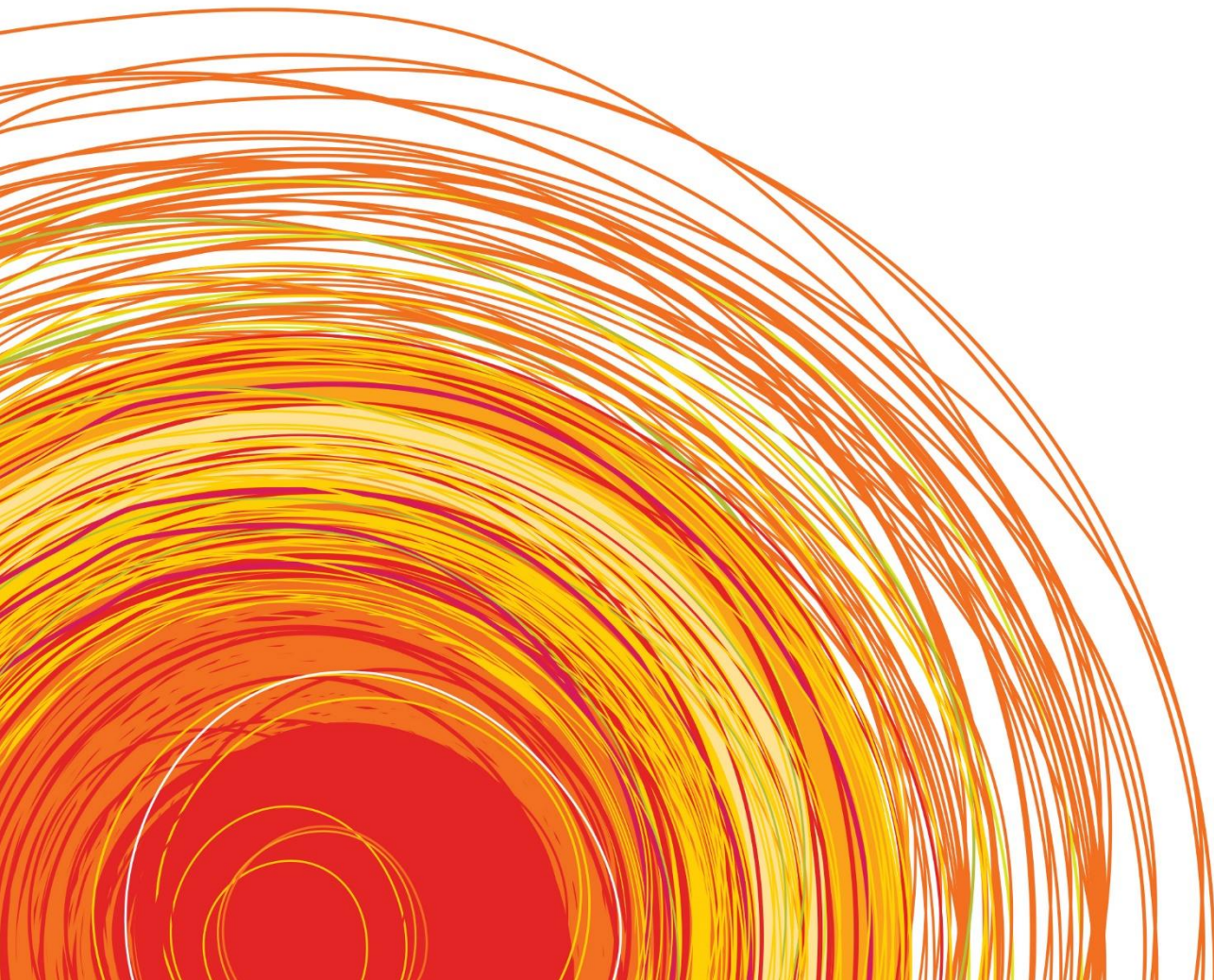
HASKAYNE SCHOOL OF BUSINESS



UNIVERSITY OF
CALGARY

The impact of real estate education

Westman Centre for Real Estate Studies
2019 Annual Report



Thank you

This past year has been marked by so many opportunities and advancements for the Westman Centre for Real Estate Studies. Seeing an increased level of engagement from students in the real estate studies courses and Westman Centre initiatives, such as the career symposium and case competition, demonstrates that we're on the right track.

You, our champions from industry and academia, have collaborated with us in building what we know will become a leading centre of excellence for real estate studies. You have given your support through many roles – donors, advisors, guest speakers, instructors, student mentors, research collaborators and student employers. Your contributions to student success are of paramount importance to us. Thank you!

So many individuals have dedicated significant amounts of time to ensuring we deliver an education rich in content and experiential learning to our students.

Without the dedication and commitment of Lynne Ricker, our Academic Director, Pernille Goodbrand, Research Associate, and the sessional instructors who develop and deliver the real estate studies curriculum, we would not be where we are today. Special thanks to Patrick Burke (Rosetree Developments Inc.), John Fisher (CBRE), Dr. Albert Han (Richard Parker Professorship), Jason Hardy (Chatterson Drive), Jason Jogia (Avenue Living), Grace Lui (BILD Calgary Region), Steve Raby (Norton Rose Fulbright Canada LLP), Ed Romanowski (Nunastar Properties), Jamal Ramjohn (The City of Airdrie) and Jaydan Tait (Attainable Homes Calgary).

Thank you for helping to make Haskayne a place where big ideas come to life and bold leaders thrive. Thank you for investing in us!

Sincerely,


Jim Dewald, PhD
Dean, Haskayne School of Business



Jessica Abt
Director, Westman Centre for Real Estate Studies





MBA students in the Advanced Real Estate Development course and NAIOP Battle of Alberta team with instructor Ed Romanowski.

Advancing real estate education

In 2019, the Westman Centre continued to inspire, educate and empower aspiring real estate leaders.

The stories featured in this report reflect the Westman Centre’s achievements in providing the academic foundation for real estate studies enriched by thought leaders and engaged professionals in the real estate sector.

Consistent with the Haskayne 2025 Strategy, the Westman Centre contributes to this foundation through unparalleled learning opportunities, innovative research and meaningful community engagement.



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

Our mission: To create entrepreneurial and ethical leaders for the real estate industry.

Unparalleled learning opportunities

A robust curriculum taught by outstanding instructors and diverse extra-curricular activities are key to offering our students learning opportunities that are relevant and rigorous.

Enhancing curriculum

The Westman Centre supported the introduction of two new course offerings for the real estate studies program during the 2018 / 2019 academic year. Both courses offer students an engaging learning opportunity rich with relevant content and guest speakers who share their expertise and unique perspectives.

Real Estate Legal & Operating Environment

Instructed by Steve Raby QC, Senior Partner at Norton Rose Fulbright Canada LLP and the real estate team at Norton Rose, the Real Estate Legal and Operating Environment course explores the foundation of legal, regulatory and stakeholder issues affecting real estate. Topics include real estate transactions, real estate brokerage, real property ownership interests, illegal discrimination in residential and commercial transactions, and other legal transactions involving real estate, such as sales and leases. Challenges within approvals processes based on government relations and stakeholder perceptions are also a focus.

Real Estate Marketing

Marketing is essential to the success of all real estate developments. Instructed by Jason Hardy, Managing Partner at Chatterson Drive, the Real Estate Marketing course exposes students to the role that marketing plays in each step of the development process in residential and commercial segments. Asset categories discussed include (but are not limited to) new community development (greenfield/brownfield), mixed-use development, single-family, multi-family and resort development. Concepts include research intelligence, community visioning, marketing strategy and plan development, budget control reporting, media planning, community engagement, the sales environment and the customer experience.



Doug Leighton, Michael Witt, Jyoti Gondek and Ed Romanowski at the ULI UrbanPlan session.

Urban Land Institute's (ULI) UrbanPlan was also incorporated into the undergraduate and graduate level capstone courses for students taking real estate studies. Led by Ed Romanowski, President and CEO of Nunastar Properties Inc., and supported by a team of volunteers from academia and industry, UrbanPlan educated our students regarding the realities of the development process by working through an intense, classroom-based project. Students worked in multi-disciplinary teams to enhance their understanding of market and non-market dynamics and the challenges of managing the conflicting needs and wants of multiple stakeholders.

Out-of-classroom experiences

During the 2018-2019 academic year, the Westman Centre collaborated with key industry partners to offer three offsite tours. The offsite tours are a great opportunity for students to learn about exciting commercial, residential or mixed-use developments recently completed or currently under construction. Thank you to the following companies and individuals for hosting groups of students to tour their buildings/sites.

- Eighth Avenue Place Tour – Carla Barney, Hines
- University District Tour – James Robertson, West Campus Development Trust
- Brookfield Residential Passiv Haus – Dean Guidolin & Doug Owens, Brookfield Residential



Students on tour at Eighth Avenue Place.

Office Tours

In addition to the building and site tours, two company-specific information sessions were held allowing students to learn more about careers in commercial real estate, as well as network and engage with company representatives. Office tours are also a great way for companies to connect with upcoming talent and showcase their corporate culture.

Avison Young – On February 12th, 2019, Avison Young hosted a group of students at their office in downtown Calgary. It was a great opportunity for students to learn about commercial real estate and engage with industry experts. Thank you to Avison Young and the following individuals for hosting us.

- Todd Thronson, Managing Director
- Kent Bacon, Principal, Industrial
- James Heaps, Vice President Consulting & Advisory, Business Advisory
- Hani Abdelkader, Principal, Retail
- Josh Rahme, Principal, Retail
- Taylor Archer, Associate, Office (no longer at AY)
- Susan Thompson, Research Manager

Colliers International – On March 13th, 2019, Colliers International held a speed information session for our students featuring the different services offered by Colliers within commercial real estate. Thank you to Colliers International and the following individuals for hosting us.

- Paul Marsden, Executive Vice President, Industrial Sales & Leasing
- Mark Berestiansky, Managing Director
- Scott Herman, General Manager, Calgary Property Management
- Daryl Babb, Vice President, REMS Alberta
- Jennifer Husband, University Program Manager

Case-based learning opportunities

Case competitions are a valuable opportunity for students to apply their academic knowledge to real-world situations. By competing, students practice innovation, gain valuable experience and showcase their skills. The Westman Centre for Real Estate Studies sponsored student participation in three case competitions during the 2018 / 2019 academic year.

University of Guelph Undergraduate Real Estate Case Competition (“URECC”)

On March 25th, 2019 Team Haskayne travelled to Toronto and went head-to-head against 15 other schools from Canada and the US, many with top-tier real estate programs, and won the prestigious URECC event. The competition was a core component of the capstone course (REAL 567) instructed by Dr. Albert Han. The URECC case was incorporated as a key learning opportunity for the course and allowed students to apply the real estate studies curriculum in their development proposal for a four-acre site in Toronto’s central Studio District.

“I’m really proud of the students for their dedication, hard work and enthusiasm. For a relatively new real estate studies program like ours to compete against top North American universities and win is an incredible accomplishment.” *Jessica Abt, Director, Westman Centre for Real Estate Studies*



Team Haskayne: Dr. Albert Han (instructor), Hugh Taylor, Taya Vale, Jody Sick, Davis Lougheed, Youngdoo You.

Haskayne Undergraduate Real Estate Case Competition

On February 1st, 2019, the Westman Centre hosted the inaugural Haskayne Real Estate Case Competition, co-presented by Brookfield Residential and Canadian Western Bank. Four University of Calgary teams, comprised of interdisciplinary undergraduate students, put their real estate knowledge to the test in a development case that incorporated many challenges.

The subject of the case was a 1.8-acre brownfield site in Cliff Bungalow that is currently home to Safeway. Each team was coached by a Brookfield Residential employee. Teams were judged in the morning and afternoon by two separate panels comprised of individuals with diverse real estate expertise. The judges evaluated each team's overall understanding of the case, analysis, problem-solving approach and recommendations.

The winning team, EcoCity Group, was rewarded with full annual memberships to ULI and a real-estate focused, student experience trip to attend the ULI Spring Meeting in Nashville, Tennessee from April 16 – 18, 2019. Thank you to Brookfield Residential and Canadian Western Bank for their generous donations toward this competition.



“The 2019 Haskayne Real Estate Case Competition was a beneficial experience for me: coming from a background of Urban Studies and Architecture, I was able to shed light on a blind spot I had regarding the financial and practical aspects of both the real estate and construction industries. Going through this case competition with a team of students from different (business) backgrounds exposed me to a frame of thought that facilitated a “buildable” development, with working financial plans - which I strongly believe is an integral concept to understand for anyone dealing with the built environment. This competition was quite a rewarding experience, and one I would recommend to anyone in the field of, or related to, Urban Studies or Architecture.” James Nanasca, fourth-year Bachelor of Arts, Urban Studies (Major), Architectural Studies (Minor)

NAIOP Battle of Alberta

On March 20th, 2019 eight Haskayne MBA students competed in the NAIOP Battle of Alberta Case Competition in Edmonton. The NAIOP Battle of Alberta is an annual, joint case challenge presented by the Calgary and Edmonton chapters of NAIOP and engages students from the University of Alberta and University of Calgary. The competition, which challenged students to deliver a development proposal for the redevelopment of a 0.34-acre site in downtown Edmonton, was a core component of the MBA Advanced Real Estate Development course (REAL 767) instructed by Ed Romanowski. The Haskayne team's development proposal contained all crucial elements of a successful proposal, but unfortunately, did not clinch the win.

Student trips

ULI Spring Meeting, Nashville

Three members of EcoCity Group, together with Jessica Abt, Director of the Westman Centre, travelled to Nashville in April, 2019 to attend the ULI Spring Meeting. Through this trip, the students learned first-hand about how cities, such as Nashville, reinvent themselves to become leading destinations for corporate locations, population growth and tourism, thus driving real estate and infrastructure investment and development.

“The trip to Nashville was the highlight of my undergraduate degree thus far. Being able to experience different cities and real estate markets gave me greater insight and perspective to the places we call home. We learned from some of the best and can't thank the Westman Center enough for the opportunity.”

Michael Winnitoy, third-year real estate studies student



Jessica Abt, Carmina Navarro, Arshpreet Baidwan, Michael Winnitoy

ICSC Conference, Banff Springs Hotel

The Westman Centre sponsored three real estate studies students to attend the ICSC Trends Conference in Banff from April 29th – May 1st, 2019. Over the course of the conference the students were able to learn about trends affecting the retail environment in Canada and, of particular interest, how technology is re-engineering retail.

“Overall, the conference was a great experience for us as students, and the warm welcome we received along with the networking associated with the event allowed us to develop lasting relationships.” Youcef Brahim, first-year MBA student in real estate studies

University of Calgary student is passionate advocate for real estate industry

Originally published on Alberta Real Estate Foundation's Blog, September 21, 2018

<http://aref.ab.ca/university-of-calgary-student-is-passionate-advocate-for-real-estate-industry/>

By Jennifer Allford for Alberta Real Estate Foundation

Arshpreet Baidwan spends a lot of time talking about the different facets of the real estate industry with students at the University of Calgary. A fourth-year student at the Haskayne School of Business, she's a licensed realtor, program advisor for Haskayne's Westman Centre for Real Estate Studies and the president of the Real Estate Student Association, a student club dedicated to promoting careers in real estate and land development.

Baidwan is also the daughter and granddaughter of realtors. "I grew up seeing the industry because my dad is a real estate agent here and in India. I've met a lot of people working in the industry," she says. "I watched a lot of HGTV in junior high and high school and I used to go to a lot of show homes in new communities. That's where I found my passion for residential real estate."

That passion has been fueled by getting involved with the Westman Centre at the Haskayne School of Business, which launched the province's first real estate specialization for undergraduate and graduate business students. And while Baidwan can't take the specialty—she was already in her third year of studies when the program launched in September 2017—the finance major is taking real estate courses, case competitions and, as program advisor, she plans and manages events at the Westman Centre.



Arshpreet Baidwan presenting with her team at the Haskayne Undergraduate Real Estate Case Competition.

“We have a lot of student engagement and networking events aimed at increasing program awareness on campus and letting students know that we have a real estate studies program and exposing them to different career paths in the industry. A lot of students don’t understand that there are so many different aspects to the industry.”

Arshpreet Baidwan, fourth-year real estate studies and finance student

Baidwan happily tells them about potential careers—from being a broker in residential or commercial real estate to working in asset management, land development or property management.

“The real estate industry is one of the largest industries in the world and it affects everyone around the globe in some capacity,” says Jessica Abt, the Director for the Westman Centre. “Arshpreet’s desire to learn, engage with industry and invest her time and talent for the benefit of students and industry makes her a great fit for this ever-changing industry.”

Baidwan will graduate with a BComm in 2019 and is deciding where she will take her love for and expertise in real estate. She likes the idea of land development and working on an “open canvas” to create a community. “I’d love to work for a land developer and see where it takes me,” she says. “I think I’d like working with urban planners and getting creative on what should be built. I also like the due diligence part of land development as well as talking to customers and marketing the project.”

The industry is looking forward to welcoming Baidwan and other graduates who have studied real estate through the Westman Centre. “We’re excited to have a school of this stature in our midst,” says Alan Tennant, CEO of the Calgary Real Estate Board (CREB). “It creates a place for thought and discussion and knowledge to be expressed and shared. A lot of that was happening on an ad hoc basis of course, but having it take place in an institution of higher learning and higher thought is the ultimate validation that this is important work.”

As she settles into her last year of business school, Baidwan will continue to spread the word to her classmates about the different careers waiting for them in real estate. “It’s such an exciting industry, she says. “You can make a difference in a city and you can be part of making communities. I want to contribute to that.”



Innovative research

The Westman Centre strives to advance research on relevant and timely topics for the real estate industry. In the last year, several new case studies created added value for our curriculum and we continue to work collaboratively and across disciplines to further our research agenda.

Business case studies

Business case studies depict a real-life situation, most often centering around a challenge, opportunity or major decision faced by an individual or individuals within an organization. Cases provide background information on the organization and its operating environment, as well as select data available to the organization at the time of the decision. With the information presented, students are challenged to “solve the case.”

The Westman Centre writes case studies in collaboration with Haskayne faculty and industry thought-leaders. To date, we have collaborated and published the following cases through the Haskayne School of Business and Ivey Business School co-branding partnership:

- Goodbrand P, Lalli S, Brazell C. (2018 Oct. 15). Keystone Excavating Limited: Preserving a Legacy (Case Nr. 9B18M158). London, ON, Canada, Ivey Publishing.
- Goodbrand, P., Gondek, J., Brazell, C. (2018, May 8). Knightsbridge Custom Homebuilders Ltd.: Commitment to Core Values (Case Nr. 9B18M083). London, ON, Canada. Ivey Publishing.
- Goodbrand P, Ambrose D, Gondek J. (2018 Mar. 14). City of Calgary: Financing Infrastructure. (Case Nr. 9B18M041). London, ON, Canada, Ivey Publishing.

One additional case has been accepted through the co-branding partnership and is pending final copy editing at Ivey Publishing:
Holloway, T., Goodbrand, P. (2019). SpruceLand Developments Ltd: Social Enterprise through Real Estate Development.

For “Keystone Excavating Limited: Preserving a Legacy” the Westman Centre worked with Dr. Sandip Lalli, President and CEO of the Calgary Chamber of Commerce. Keystone Excavators tells the story of Dr. Lalli, former CEO of Keystone, and a difficult decision she faced in the wake of the 2014 recession. Dr. Lalli wanted to recommend the closure of the company to the Keystone Board, but how could she do this and ensure that Keystone’s legacy stayed intact? “Keystone Excavating Limited: Preserving a Legacy” highlights Dr. Lalli’s commitment to creating an organization with purpose and navigating a complex series of decisions, including how to secure the legacy and doing a measured sale of assets in a difficult operating environment.



Dr. Sandip Lalli

“Without open, trusted and transparent collaboration between industry and academia, our economy will not be able to meet its potential. It is on us as business leaders to stay vested and committed to continuous learning.” *Dr. Sandip Lalli, President and CEO, Calgary Chamber of Commerce*

The Westman Centre also collaborated with Tom Mahler, Manager Urban Strategy with the City of Calgary, to develop the case “Mission Safeway” utilized in the Haskayne Real Estate Case Competition.

Cross-disciplinary collaborations

The Westman Centre continues to seek out cross-disciplinary partnerships with the intent of tackling pressing issues facing our cities.

This past year, the Westman Centre provided support to Dr. Sasha Tsenkova at the University of Calgary’s School of Architecture, Planning and Landscape, to support her Partnership for Affordable Housing International Conference held November 15th-18th, 2018 in Calgary.

The conference brought together practitioners and researchers from Europe and North America for discussion and evidence-based presentations of innovative partnerships for affordable housing in mixed-income, resilient communities. Contributions were organized around four themes explored in researcher/practitioner panels: evidence-based practices, policy design for effective implementation, mobilization of resources, and planning strategies for the future.

The Westman Centre also continues to collaborate with the Richard Parker Professorship on relevant research topics related to metropolitan growth and change. Most recently, we supported Dr. Kwangyul Choi as he investigated the relationship between transportation availability, light rail transit (LRT) station area development and residential property values in Calgary. The Calgary Real Estate Board (CREB) and Han J. Park, research fellow from the Kinder Institute for Urban Research at Rice University (Houston, TX, USA), also supported this research.



Meaningful community engagement

Community engagement is critical to the success of the Westman Centre and the real estate studies program. Continued involvement of and generous support from industry enables us to deliver a relevant and rich learning experience for our students.

Building careers

Through their own initiative and by leveraging the opportunities presented to them through the Westman Centre and the Real Estate Students Association (RESA), Haskayne students are finding permanent jobs, co-op work terms and summer internships across a diverse spectrum of companies in the real estate industry. The list of companies that are hiring our students includes Avison Young, Altus, ATB Financial, Avenue Asset Living, Crombie REIT, Brookfield Residential, Brookfield Properties, CBRE, Colliers, CWB Financial Group, MATCO Developments, Omni Group, Oxford Properties, Stantec, Strategic Group, Urban Analytics and West Campus Development Trust, to mention a few. Positions include credit assistant, consultant, development intern, financial analyst, portfolio analyst and property management intern.



Students and industry professionals connecting at the Real Estate Industry Career Symposium & Networking Reception.

Real Estate Industry Career Symposium & Networking Reception

In October 2018, the Westman Centre hosted its first annual Real Estate Industry Career Symposium & Networking Reception. Undergraduate and graduate students from all disciplines were invited to connect with 13 companies who are actively hiring for full-time positions, co-op placements and internships in areas such as land and property development, financing, valuation and asset management, brokerage, sales and property management.

“The Career Symposium was an incredible opportunity for both finance and real estate students to personally connect with industry professionals. The atmosphere was very welcoming and it gave me an opportunity to engage in informative discussions with the attending companies. I always look forward to any event that strives to be as educational, organized and catered to student interests as this one was.” *Jodie Fedkiw, third-year real estate studies student*



Lunch n' Learns

Lunch n' Learns provide an opportunity for small groups of students to engage with industry representatives to gain exposure to, increase their awareness of, and identify potential career paths within the real estate industry. Students also have the opportunity to network with company representatives who volunteer their time to present and engage with students. During the 2018-2019 academic year, the Westman Centre hosted three Lunch n' Learns at the Haskayne School of Business with the following organizations.

Real Estate Industry Associations – On September 27th, 2018, we hosted a lunch n' learn to build awareness for industry associations among students interested in pursuing a career in real estate. The following individuals generously donated their time to represent their respective associations at this event.

- BILD Calgary Region – Grace Lui
- CREW Calgary Chapter – Carla Barney
- BOMA – Lloyd Suchet and Richard Morden
- NAIOP Calgary – Peter Zorbas
- ULI Calgary – Will Craig

Real Estate Council of Alberta (RECA) – On November 21st, 2018, Barbara Young and Joseph Fernandez from RECA joined us to educate students about the real estate licensing process and options. The presentation helped students interested in real estate to gain a better understanding of the different areas in real estate as well as the time commitment to complete licensing requirements.

Strategic Group – On January 23rd, 2019, we were joined by four executives from Strategic Group. Representatives from Strategic shared their story about how they entered the real estate industry. The session also presented an overview of Strategic Group’s business and aided students in identifying potential career paths within the company. Thank you to the following individuals who generously donated their time to attend this event.

- Randy Ferguson, President
- Graham Garner, Chief Financial Officer
- Ken Toews, Senior Vice President, Development
- Laurel Edwards, Senior Vice President, Leasing

Real Estate Student Association (RESA)

RESA is a Haskayne student club, open to students from all faculties and disciplines, for individuals interested in careers related to the real estate industry. RESA's goal is to provide students with education, mentorship and networking opportunities to enhance their knowledge of the real estate industry and expose them to the many different career paths. The Westman Centre for Real Estate Studies works in collaboration with RESA to provide guidance and financial support for RESA initiatives.

During the 2018-2019 academic year, RESA had 40 members including BComm and MBA students. RESA’s members and executive team played a key role in volunteering for and supporting Westman Centre initiatives throughout the year. In October, RESA executives and members volunteered at the 2018 Calgary Real Estate Forum held at the TELUS Convention Centre.



RESA executives Michael Winnitoy, Drew Bond, Arshpreet Baidwan, Jody Sick, Youcef Brahim.

Powered by volunteers

The Westman Centre gratefully recognizes all volunteers listed in this report and thanks all others who contributed their time and energy to help students pursue and achieve their goals.

2018-2019 Guest Speakers and Industry Volunteers

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

Jaydan Tait, President & CEO, Attainable Homes Calgary

Teresa Goldstein, Manager Community Planning, City of Calgary

Josh Selby, Partner, Miller Thompson LLP

Gillian Lawrence, General Manager, Land Development, Remington Development Corporation

Doug Porozni, President, Ronmor Developers Inc.

James Robertson, President & CEO, West Campus Development Trust

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

Anthony Giuffre, CEO, Avenue Living

REAL 437/727 (Land Development & Planning) – Jaydan Tait & Jamal Ramjohn, Instructors

Jeff Keet, Vice President, Manager, Industrial Division, Devencore

Cassandra Caiger, Engagement Lead, Intelligent Futures Inc.

Hugo Haley, Senior Planner, Community Planning, City of Calgary

Twyla Kowalcyk, Water Resource Engineer, City of Calgary

Joel Armitage, Community Development Business Center Discipline Leader (BCDL), Stantec

Joe Case, Director, Land Development, Mattamy Homes

Charles Boechler, Manager of Government Relations & Committees, BILD Calgary Region

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

Ian MacRae, Senior Partner, Norton Rose Fulbright Canada LLP

Aaron Bowler, Partner, Norton Rose Fulbright Canada LLP

Michael Bolitho, Partner, Norton Rose Fulbright Canada LLP

Justin Burt, Of Counsel, Norton Rose Fulbright Canada LLP

Neil Foran, Partner and Co-Founder, MillarForan

Marcello Chiacchia, Vice-President, Calgary Communities, Genstar

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

Allan Klassen, Chief Experience Officer, Brookfield Residential

Bernie Bayer, Senior Partner, Taurus Group

Charron Ungar, CEO, Homes by Avi

Christian Caswell, Director of Customer Experience, CustomerInsight

Matt Diteljan, Co-Founder, Glacier

Tamara Benson, Real Estate Coordinator, City of Calgary

Clare LePan, Vice President, Marketing & Communications, CMLC

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

Steve Paccagnan, President & CEO, Panorama Mountain Resort

Roman Bodnarchuk, CEO, N5R

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

Derek Ney, Consultant
Carly Zapernick, Development Manager, Quadreal
Paul Chaput, Associate, Marcus & Millichap
Dan Alexander, Director Leasing, Oxford Properties
Scott Hutcheson, Chair, Aspen Properties
Dan Giurescu, Founder & CEO, Terrahub
Jeremy Thal, President, Royop Development Corporation
Alistair Corbett, Senior Vice President, CBRE Limited
Derrick Carleton, Principal, Riverpark Properties

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

Matthew Boukall, VP, Product Management, Data Solutions at Altus Group
Jason Jogia, Chief Investment Officer, Avenue Living
Brad Stevens, Deputy City Manager, City of Calgary
Aleem Dhanani, Managing Director, Bri-mor
Chris Ollenberger, Managing Principal, QuantumPlace Developments
Stuart Dalgleish, GM of Planning and Urban Development, City of Calgary
Chuck Stepper, Stepper Homes
Ken Toews, VP Development, Strategic Group

REAL 767 (Advanced Real Estate Development) – Ed Romanowski, Instructor

Chris Saunders, Realtor & Senior Vice President, JLL Real Estate
Doug Leighton, Principal, EDG Associates
Jessica Karpas, Principal-Planning, QuantumPlace Developments
Jyoti Gondek, City Councillor, City of Calgary
Kwangyul Choi, Post-Doctoral Research Fellow, Haskayne School of Business, University of Calgary
Greg Kwong, Executive VP & Regional Managing Director, Alberta, CBRE Real Estate
Donny Wolcott, Intern Architect, Zeidler Architecture
Larissa Schuler, Intern Architect, Zeidler Architecture
Martin Veenhoven, Principal, Zeidler Architecture
Meaghan Albrecht, Associate, Stikeman Elliot LLP Lawyers
Michael Witt, Partner, Stikeman Elliot LLP Lawyers
Melissa Ayers, Ph.D. Candidate, School of Architecture, Planning and Landscape, University of Calgary

Haskayne Real Estate Case Competition

Co-Presenters – Brookfield Residential and Canadian Western Bank
Keynote Speaker – Michael Brown, President & CEO, CMLC

Brookfield Residential Team Coaches:

Tiffany Ardolino, Senior Integration Manager, Customer Development, Calgary Homes
Lee Levering, Leasing Manager, Commercial
Ryan Moon, Director of Multi-Family, Calgary Homes
Mark Roen, Manager, Finance & Mixed Use, Calgary Communities
Morgan Tingle, General Counsel

Judges:

Paul Battistella, Managing Partner, Battistella Development
Andrew Boblin, SVP Real Estate & Development, PBA Land and Development
Trent Edwards, COO, Brookfield Residential
Jill Huber, Senior Projects Manager, CMLC
Thom Mahler, Manager, Urban Strategy, City of Calgary
Dean Proctor, VP and Branch Manager, CWB Financial Group
James Robertson, President & CEO, West Campus Development Trust
Doug Stone, Founder & Owner, DGM Axiom Advisors
Bela Syal, Partner, Situated Co.
David White, Principal, Civic Works

Westman Centre Real Estate Industry Career Symposium

Altus Group	CBRE
ATB Financial	Chatterson Drive
Avison Young	City of Calgary
Boardwalk Properties	Canadian Western Bank
Brookfield Properties	QuadReal
Brookfield Residential	Urban Analytics
B&A	

BComm and MBA Student Volunteers

RESA Executive Team

Arshpreet Baidwan, President
Bo Glaser, VP Mentorship
Drew Bond, VP Marketing
Jody Sick, VP Membership
Michael Winnitoy, VP Events & Finance
Youcef Brahim, MBA Ambassador

Calgary Real Estate Forum

Arshpreet Baidwan
Davis Lougheed
Drew Bond
Jody Sick
Michael Winnitoy

Real Estate Industry Career Symposium

Mitch Alexander
Sara Haidey
Sabir Singh
Mapston Sterzer

Haskayne Real Estate Case Competition

Youcef Brahim
Simran Dua
Bo Glaser
Joseph Stensland
Mapston Sterzer
Namista Tabassum



People shaping the Westman Centre

We are grateful for the generous support from our donors and advisors. Thank you for your commitment to real estate education at the Haskayne School of Business.

Our donors

Alberta Real Estate Foundation	Jim Dewald	PHH ARC Environmental
Albi Homes Ltd.	David Forbes	John Plastiras
ATB Corporate Financial Services	Geremia Charitable Trust	Rob Proud
Avison Young Real Estate	Ron Ghitler	Qualico
Bentall Kennedy (Canada) LP	Grosvenor	Quantico Capital Corp.
Brookfield Office Properties	Jason G. Hardy, Chatterson Drive Inc.	Steve Raby
Brookfield Residential (Alberta) LP	Hopewell Residential	Ron Renaud, Rencor Developments
The Cadillac Fairview Corporation	Scott Hutcheson	Ronmor Holdings Inc.
Calgary Real Estate Board (CREB®)	Kalmacoff Holdings Ltd.	Royop Development Corporation
Canadian Western Bank	Paul Kennedy	Strategic Group
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John Fisher, Senior Vice President, CBRE Limited, Advisory & Transaction Services
Ron Ghitler (Co-Founder and Honorary Member), Chairman, Certus Developments Inc.
Jason Hardy, Managing Partner, Chatterson Drive, Inc.
Chris Jones, President, CNJ Developments
Jeff Kitteringham, Chief Financial Officer, Brookfield Residential
Bill Lister (Co-Founder and Honorary Member), Owner, Securfund Development Corp.
Eileen Stan, Vice President Development, Matco Development Corp.

Westman Centre Academic Advisory Group

Peggy Hedges, Teaching Professor, Haskayne School of Business
Thomas Holloway, Instructor, Finance, Haskayne School of Business
Grace Lui, Sessional Instructor, Real Estate Studies, Haskayne School of Business
Scott Radford, Associate Dean, Teaching & Learning, Haskayne School of Business
Lynne Ricker, Academic Director, Westman Centre for Real Estate Studies, Haskayne School of Business
Ed Romanowski, Sessional Instructor, Real Estate Studies, Haskayne School of Business

Team Westman

Jessica Abt, Director	Pernille Goodbrand, Research Associate
Lynne Ricker, Academic Director (retiring)	Arshpreet Baidwan, Program Advisor

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