



REALpac

**WESTERN CANADIAN
SENIORS HOUSING SYMPOSIUM**
VANCOUVER 2015

Goodmans



CBRE

Brookfield Financial

PROGRAM

November 6th, 2015 • Four Seasons, Vancouver



PRESENTED BY

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Friday, November 6th, 2015

7:30 A.M. Greenhouse Welcome Breakfast

7:45 Welcoming Remarks

Michael Brooks, CEO, REALpac

Michelle Roth, Event Founder and Partner, Goodmans LLP

8:00 Opening Presentation

Mark Gallagher, Senior Vice President, Cushman & Wakefield

8:15 Views from the Peaks

Robert Ezer, Executive Vice President, Baybridge Senior Living

Mercedes Kerr, Senior Vice President – Business Development, Welltower Inc.

Zeke Turner, Founder & CEO, Mainstreet

Thomas Wellner, President & CEO, Revera Inc.

Moderator: Michelle Roth, Partner, Goodmans LLP

9:15 Views from the South: Alternative Sources of Capital

Colin Catherwood, Vice President - Investments, Canada, Welltower Inc.

Jon DeLuca, President & CEO, Senior Lifestyle Corporation

Philip Kayden, Senior Investment Officer, Ventas, Inc.

Matt Monson, Vice President of Acquisitions and Business Development, Mainstreet

Moderator: Tom Rothfischer, Partner, KPMG LLP

10:00 Yardi Networking Break

10:15 A Step Ahead: Care Counts

Lois Cormack, President & CEO, Sienna Senior Living

C. William Dillane, President & CEO, The Responsive Group

Al Jina, President, Park Place Seniors Living

Moderator: Michelle Roth, Partner, Goodmans LLP

11:00 Money Talks

Mike Chiu, Director, Capital West Mortgage (Chiu) Inc.

Jenny Li, Vice President, Corporate Banking, BMO Capital Markets

John Lynch, Regional Manager, Multi-Unit Underwriting (BC), CMHC

Ian Morin, Director, CIBC Real Estate Finance Division

Moderator: Brian Kimmel, AVP, Commercial Financing, First National Financial LP

11:45 CBRE Ltd. Luncheon



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Afternoon Sessions

- 12:30** **Diversity and Care: Understanding and Preparing for Later Life**
Keynote Speaker: Dr. Brian De Vries, Professor of Gerontology, San Francisco State University
- 1:30** **Looking Locally**
Randall Corwin, CEO, Brightwater Senior Living
Teresa Fritsch, SVP Development, Chartwell Retirement Residences
Steve Suske, Managing Director, Suske Capital

Moderator: Owen Cartwright, Vice President, Brookfield Financial
- 2:15** **Spotlight on Memory Care**
Loren Shook, President & CEO, Silverado Senior Living
- 2:45** **Capital Markets Update**
Justin Bosa, MD & Head of Diversified Investment Banking, Canaccord Genuity Corp.
Armen Farian, MD & Head of Real Estate Group, TD Securities
Mark Johnson, MD & Co-Head, Real Estate Investment Banking, CIBC World Markets Inc
Jonathan Li, MD, Head of North American Seniors Housing, Investment & Corporate Banking, BMO Capital Markets

Moderator: Jon Northup, Partner, Goodmans LLP
- 3:30** **Yardi Networking Break**
- 3:50** **Cool Views: Innovation in Health Care Delivery**
Brett Gardner, SVP, Business Development, Direct Supply
Ali Shivji, President & Co-Founder, Shivani Inc.
- 4:20** **Big News: Cap Rate Compression**
Stephen Hiscox, Senior Director - Senior Housing & Healthcare, CBRE Limited
Mark Gallagher, Senior Vice President, Cushman & Wakefield
Gilbert Schiller, Director of Acquisitions, Revera Inc.
- 4:50** **Technology Today: 10 Things you Need to Know Now**
Raphael Ly, Digital Director, KPMG LLP
- 5:20** **Wrap-up Presentation**
Stephen Hiscox, Senior Director - Senior Housing & Healthcare, CBRE Limited
Paul Marsh, Senior Director - Senior Housing & Healthcare, CBRE Limited
- 5:40** **Closing Remarks**
Michelle Roth, Partner, Goodmans LLP
- 5:45** **Cushman & Wakefield Ltd. Cocktail Reception**