



The Appraisal Institute of Canada – British Columbia
&
The Real Estate Institute of British Columbia

2013 Joint Conference
Valuing Diversity

September 27 & 28, 2013

River Rock Resort & Conference Centre
8811 & 8888 River Road, Richmond, BC

PROGRAM

FRIDAY, SEPTEMBER 27, 2013

12:30p.m. – 1:30 p.m. – Plenary Session
Whistler Ballroom A&B – Main Hotel

CAMERON MUIR, CHIEF ECONOMIST BCREA



Cameron Muir is a well-known economist and housing market expert. He joined the British Columbia Real Estate Association as Chief Economist in 2005 and since that time he has built the economics department from the ground up – providing objective analysis, research and regular forecasts of the economy, housing market and mortgage rates.

He is a member of the Canadian Association of Business Economists and the Association of Professional Economists of BC.

Cameron will enlighten the audience with his knowledge on the BC Economic and Housing Market and what he sees coming in the future.

1:30 p.m. – 3:00 p.m.

Fraser Room – Conference Centre

JOHN PEBBLES



The Market Value Challenge – HBU Analysis of Institutional Properties

John is a past-president of the British Columbia Association AIC and a past National Director of the Appraisal Institute of Canada. He has also served on the executive of three B.C. Chapters and contributed to the editorial board of the Canadian Property Valuation magazine.

John has worked in public and private sector valuation, specializing in complex real estate research, valuation, and consulting assignments. John is currently engaged as a contractor for D.R. Coell and Associates Inc., in Victoria, BC.

John frequently acts as an expert for litigation matters. He also represents various levels of government and owners in relation to property acquisition, assessment appeals, and other matters.

SESSION DESCRIPTION

In this seminar our challenge is the valuation of a unique institutional property, a convention centre. The first half of the seminar is a brief primer on the application of highest and best use (HBU) theory to institution properties, the pros and cons of typical valuation approaches for these properties, and a discussion of the case study facts and assumptions.

In the second half of the seminar the participants break into small groups to solve the HBU and valuation problems. We then reconvene and share our opinions on HBU, valuation methods, and our opinions of value.

There are several challenges in this case that mirror the problems appraisers face in the real world valuation of institutional properties. These properties are often older structures in urban locations with unique design. The potential commercial density may be much higher for alternative uses. These properties may be encumbered with leases and a variety of covenants related to operations.

This session is an opportunity to stretch your appraisal skills for these difficult properties. Make sure you bring a laptop or calculator for the group break-out exercise.

This session is sponsored by Ernst & Young

1:30 – 3:00 p.m.

Thompson Room – Conference Centre

Do's and Don'ts for Real Estate Professionals

JOHN MCLACHLAN



John McLachlan is a lawyer at Lex Pacifica Law Corporation in Vancouver, BC. His practice is focused on civil litigation with an emphasis on real property matters. John has appeared as counsel before the British Columbia court of Appeal, the Supreme Court of British Columbia, the Provincial Court of British Columbia, the Federal Court, and various Administrative Tribunals including the Employment Standards Tribunal, the Property Assessment Appeal Board, the BC Human Rights Tribunal, and the Workers' Compensation Appeal Board.

John represents and advises clients in a variety of areas including labor and employment, real property assessment, real estate litigation, construction litigation, and commercial disputes.

SESSION DESCRIPTION

This session will cover duties and obligations of RIs when dealing with strata corporations and preparing disclosure statements, bylaws and smoking policies. It will also discuss conflict and ethical issues, privacy issues as well as insurance issues.

This session is sponsored by Gateway Property Management

1:30 – 3:00 p.m.
Ballroom C – Main Hotel

**The Request for Proposals and the Platypus:
What do they have in common?**

MICHAEL ASNER



MICHAEL ASNER is recognized as one of North America's leading speakers, consultants, and authors dealing with public sector procurement, and proposal writing. He helps government entities improve their RFP practices and documents. He acts as an RFP Advisor or Fairness Officer on high-risk, high-value procurements. He assists private sector firms in understanding how to sell to government and in creating winning proposals.

SESSION DESCRIPTION

In his short presentation, Michael is going to deal with the question - The Request for Proposals and the Platypus: what do they have in common? He will explore the RFP – its origins, its critical components and current Best Practices. He will discuss recent developments in Canadian RFP practices. He will attempt to distill his 20 years of experience into some specific practices that you can adopt and use in your next RFP.

3:00 p.m. – 3:30 p.m. NETWORKING BREAK
Located in the conference centre and main hotel – Ballroom floor

3:30 p.m. – 5:00 p.m.
Ballroom C – Main Hotel

MIKE SIMPSON



**Water, Riparian & Foreshore Rights & Remediation –
The Shuswap Experience**

Mike Simpson facilitates and supports several multi-party initiatives to address complex environmental and natural resource management issues. The initiatives involve all orders of government, including First Nations, the private sector and civil society, and the focus is often on grassroots, local or regional concerns. The Council is invited into the initiative as an impartial party to help different interests, explore the issues and work on collaborative solutions.

Some examples of Mike's work include facilitating a dialogue between the Tsilhqot'in and Province of BC since 2008, leading the development of a climate change adaptation strategy for the Cariboo Regional District. Mike is leading the Fraser Basin Council management and delivery of the Shuswap Lake Integrated Planning Process (SLIPP) in 2013.

SESSION DESCRIPTION

Lack of awareness and limited enforcement of provincial and federal regulations around foreshore modification and placement of structures adjacent to lakefront properties has created confusion and conflict among waterfront property owners on Shuswap Lake. The Shuswap Lake Integrated Planning Process is a collaborative pilot project between all orders of government, first nations and the public that had broad goals around balancing economic, environmental and social issues. Initiatives undertaken included how to raise awareness that in most cases, the Crown owns the foreshore, that permission is needed to modify the foreshore, and to fund select remediation projects.

3:30 p.m.- 5:00 p.m.

Fraser Room – Conference Centre

TOM DENT



Responding to RFPs – Tips on how to increase the probability of Winning

Tom has over 20 years' experience working with senior executives and their teams on the development and execution of strategic and operational plans. This includes creating strategic direction, cascading it throughout the organization and ensuring effective execution through the alignment of plans, measures and culture. His client base includes public, private, not-for-profit and government organizations ranging from start-ups to multi-billion dollar companies.

As a consultant Tom has responded to countless RFPs and has also helped organizations write RFPs. This experience came into play in the three years leading up to the Olympics when Tom helped the Royal Bank develop and deliver, on a nearly monthly basis, a half day workshop titled "Demystifying the RFP process" to many of their SME

SESSION DESCRIPTION

The presentation will cover:

- What are the differences between different request (i.e. RFP, RFQ, RFQu, RFI, RFEoI, etc.).
- What is the typical process for submitting bids?
- What does a successful proposal look like?

3:30 p.m. – 5:00 p.m.

Highways Crossing Pipelines – Who Pays?

Thomson Room – Conference Centre

ANTHONY CAPUCCINELLO

Tony Capuccinello has been an Assistant City Solicitor with the City of Surrey over the past 16 years. Prior to that worked for the Regional Municipality of York and for the City of Toronto. Tony is also a part-time instructor in Kwantlen Polytechnic University's School of Business. A large percentage of Tony's work involves representing the City of Surrey in expropriation proceedings before the Courts and previously before the Expropriation Compensation Board.

SESSION DESCRIPTION

The new cost allocation formula under the Pipeline Crossing Regulation and recent related amendments to the *Expropriation Act* and the *Oil and Gas Activities Act* will be reviewed in the context of highway infrastructure projects that affect high pressure natural gas pipelines. Pipeline-related costs that must be incurred to accommodate highway projects can be substantial and costs exceeding a million dollars are not uncommon. The real question is “who pays”?

6:00p.m. – 10:00 p.m. - Dinner and Entertainment

SATURDAY, SEPTEMBER 28, 2013

8:00 a.m. Breakfast – Whistler Ballroom A&B

Plenary Session

AVTAR BAINS



Avtar founded Premise Properties in 2012 and is responsible for its overall business including the origination and execution of long-term investment strategies and objectives.

Prior to establishing Premise Properties, Avtar spent over thirty years with Colliers International, most recently as Executive Vice President, National Investment Team. During his tenure, Avtar represented clients with particular focus on investment properties and successfully brokered over \$9 billion in transactions.

In addition to leading his new venture at Premise Properties, Avtar currently holds four Board and advisory positions with British Pacific Properties, Morguard North American Residential REIT, UBC Properties Trust and Aspen Properties respectively.

Avtar lives in Vancouver with his wife and four children.

SESSION DESCRIPTION

Avtar will discuss:

- The transition from broker for 31 years to Principle.
- Business in America
- Different asset classes
 - Pension funds v Public entities v Private Capital
- The Canadian Landscape

9:30 a.m. – 10:00 a.m. – NETWORKING BREAK

Located in the conference centre and main hotel – Ballroom Floor

10:00 a.m. – 12 Noon

Thompson Room – Conference Centre

JEFF GODFREY

Google Earth & The Appraiser

Jeff Godfrey is a fee appraiser in small town, BC. He has held the AACI designation since 2000 and has been an AIC member since 1989. As a small town and rural practitioner, his work type is quite varied. Appraisal quality and efficiency of the valuation process interests him greatly. He's watched as technology has evolved and delivered on many of its promises and he writes about some of this in the CPV magazine. He has sat on the provincial board and is a recent past member of Professional Qualifications and Competency Committee.

SESSION DESCRIPTION

Google Earth is evolving into the standard for geographic imagery and information for many non GIS professionals. For appraisers, Google Earth can be an essential tool - I use it for every appraisal I complete. In this session, I will show you my workflow and demonstrate nearly 20 important ways that Google Earth has become crucial to my practice. You will see how I use integrate Google Earth with a handheld GPS and camera for both field referencing and field data collection. I will show you how you can take surveys, sketches, subdivision plans, and development proposals and overlay them on Google Earth for spatial study or into the field with a smartphone or tablet. I will show you how municipalities, provincial and federal governments are all producing more and more excellent

10:00 a.m. – 12:00 Noon
Fraser Room – Conference Centre

ADRIENNE MURRAY



Allocation of Strata Corporation Expenses

Adrienne Murray is a lawyer who practices exclusively in the area of strata law. Prior to starting her law practice in 2002, Adrienne worked for the provincial government for fourteen years, the last eight as the Deputy Superintendent of Real Estate. While with the government, Adrienne worked with the drafters of the Strata Property Act.

Adrienne co-chaired the Strata Property update courses for the Continuing Legal Education society in 2006, 2011, and 2013 and assisted with the development and updating of two courses related to the Strata Property Act offered by the British Columbia Real Estate Association. Adrienne prepared and presented a Legal Update course for PAMA and is a regular presenter for the Condominium Homeowners Association.

Adrienne is a Director of the Condominium Homeowners' Association and is a member of the Strata Management Advisory

SESSION DESCRIPTION

Allocation of Strata Corporation Expenses - What developers and strata managers should consider if there are costs applicable to only a limited number of strata lots.

This session is sponsored by The Real Estate Council of British Columbia

10:00 a.m. – 12 Noon
Ballroom C – Main Hotel

Knot on this Property

JENNIFER GRENZ, KRISTINA SERHUN AND JEANNE HUGHES

These speakers are representatives of the Invasive Specious Council of Metro Vancouver (ISCMV), The Sea to Sky Invasive Species Council (SSISC) & the Fraser Valley Invasive Plan Council (FVIPC)

12:00 Noon – 1:00 p.m. – LUNCH
Whistler A&B – Main Hotel

1:15p.m. – 3:15 p.m.

Thompson Room – Conference Centre

GINA IRONMONGER & DAN WILSON



Demystifying the Depreciation Report

Born on Vancouver Island, Gina Ironmonger's real estate career has taken her to all points of British Columbia. She started her career in real estate sales in the South Okanagan. In 1992 after finishing the required courses for her AACI designation, she started working as an appraiser in various offices of BC Assessment; Fraser Valley, Kamloops, Vernon and Terrace where she completed her mentorship and obtained the AACI, P.App.

Gina's marriage in 2006 took her to the West Kootenays where she started a small, but very successful real estate valuation and consulting firm Keystone Appraisals Inc.

Gina obtained her Certified Reserve Planner Designation through the Real Estate Institute of Canada. With other AACI's and Certified Reserve Planners, Vision Property Advisors was formed to provide Depreciation Reports and Replacement Cost Appraisals throughout BC.



Dan Wilson has a Bachelor of Commerce Degree from the University of British Columbia with a major in Urban Land Economics and was awarded the AACI designation by the Appraisal Institute of Canada in 1999. In addition, he was awarded the RI designation from the Real Estate Institute of BC in 2000 and received his MRICS designation from the Royal Institute of Chartered Surveyors in 2010. In 2012, Dan obtained his CRP (Certified Reserve Planner) Designation from the Real Estate Institute of Canada.

His professional career includes extensive volunteer experience in the profession as a director for the BC Association of the Appraisal Institute of Canada (2004 to present) including two terms as Provincial President (2007-2009). In 2010, Dan was elected to the Board of Directors of the Appraisal Institute of Canada and is currently serving as National President.

SESSION DESCRIPTION

Depreciation Reports are now mandatory for thousands of BC Strata Corporations. The new regulations will have an enormous impact on not only how strata properties are bought and sold but also market value. They will be used by owners, potential buyers, lenders and insurance providers to plan, assess costs and also the risk associated with owning, buying and lending –and perhaps providing insurance coverage.

Whether you own a strata, sell or appraiser strata's or are a Depreciation Report Planner, join Dan Wilson and Gina Ironmonger, both AACI's and Certified Reserve Planners. They will enlighten, end confusion and answer numerous questions, such as:

- What is a Depreciation Report?
- What does a Depreciation Report contain?
- What are the benefits, if any?
- Qualifications of Depreciation Report Planners?

This session is sponsored by NLD Consulting

1:15 p.m. – 3:15 p.m.
Fraser Room – Conference Centre

**REIBC Original Research - Buildings are About Meeting the
Needs of the People!**

HEATHER EVANS, JADA BASI (MARTINSON) & REBECCA SIGGNER



**RENT-LEASE-OWN: Understanding the Real Estate Challenges Affecting the
Not-For-Profit, Social Purpose and cultural Sectors in Metro Vancouver**

Jada Basi is a Social Policy and Housing Planner with CitySpaces Consulting in Vancouver, BC. Jada's main areas of practice involve social planning, housing research, policy development and analysis, evaluation and needs assessments, and feasibility studies. Jada's recent work with CitySpaces includes a comprehensive Social Purpose Real Estate survey and study for the Real Estate Institute of BC, Neighbourhood-Based Housing Assessment for the City of Edmonton, and a Housing Action Plan for the City of Pitt Meadows.

SESSION DESCRIPTION

The first half of this session will focus on real estate challenges affecting organizations in the not-for-profit, social purpose and cultural sectors. Information will be drawn from a recent *Rent-Lease-Own* study that investigated the situation of social purpose real estate in Metro Vancouver, with an emphasis on survey data obtained from organizations located within the City of Vancouver. Several insights into challenges and opportunities of this sector will be presented, including space needs, tenure security, and co-location potential.

Scoping a Registry for Adaptable and Accessible Homes



Rebecca Siggner, Manager of Research, BC Housing: Rebecca joined BC Housing in 2009. She is responsible for conducting quantitative and qualitative research projects to help inform decision-making and planning at BC Housing. Particular areas of interest include demographic research to support need and demand analyses, as well as conducting lessons learned studies to improve program outcomes. Some of Rebecca's recently completed studies include looking at safe home and second stage programs for women fleeing violence, as well as lessons learned in modular housing construction. Rebecca also works collaboratively with non-profit housing providers, research institutes, and local governments to support community-based housing research. Rebecca previously worked with SPARC BC, conducting research on homelessness and child poverty issues.



Heather Evans is a Community Planner (MA Plan, MCIP) with more than 12 years of experience, with 8+ years with local government. She currently works as a planning consultant (Heather Evans Consulting), bringing her practical understanding of local government planning and policy to help create workable policy frameworks that for sustainable communities. Heather was retained by BC Housing and REIBC to research and write a report to scope a registry of accessible and adaptable housing in BC (completed January 2013), and to assist with a workshop to further develop and discuss the opportunity with stakeholders (June 2013). Heather values a collaborative and engaging planning process, with both feet on the ground for practical implementation and clear progress. Heather is based out of Squamish and Vancouver BC.

SESSION DESCRIPTION

An increasing supply of housing with accessibility and adaptability features will be needed to accommodate BC's growing and aging population. How those who need it gain access to this housing is another issue. Better linking the supply of accessible and adaptable housing with the demand by means of a registry may help to ensure the housing supply meets the needs of a diverse population. This presentation will share research which looked at the current state of adaptable and accessible housing registries in BC, as well as lessons learned and key features of adaptable and accessible housing registries from other jurisdictions.

1:15 p.m. – 3:15 p.m.
Ballroom C – Main Hotel

JOHN SHEVCHUK & CARL NILSEN

Appraisers Conundrum – Confidentiality v Litigation Disclosure



John H. Shevchuk is the principal of Lex Pacifica Law Corporation where he provides services as litigation counsel and as a Chartered Arbitrator. He is a professional member of the Real Estate Institute of British Columbia and holds the title AACI(Hon.) from the Appraisal Institute of Canada.

John has practiced extensively in the areas of real property assessment, expropriation and construction litigation since his call to the British Columbia bar in 1984. He has gained extensive experience in the valuation of a wide range of industrial, commercial and institutional property types. Particular focus areas have been real property forming part of a going concern in commercial accommodation properties, special-purposes properties and major industrial properties.

John is a frequent lecturer and presenter having spoken at conferences and programs sponsored by British Columbia Continuing Legal Education, the Appraisal Institute of Canada (AIC), the International Association of Assessing Officers, the Canadian Property Tax Association, the British Columbia Expropriation Association, the International Property Tax Institute and the Alberta Municipal Government Board. He has co-authored valuation guides for accommodation and retail property types.



Carl Nilsen is a Senior Director of Altus Group Limited and has been providing professional services since 1972.

Carl founded the firm of Nilsen Realty Research Ltd. (which subsequently became part of Altus Group) after gaining real estate qualifications and experience in London (England) and Toronto. Mr. Nilsen's current practice involves the preparation of specialized studies and appraisals for both the public and private sector including financial institutions, pension funds, provincial and local governments and development companies as well as legal and accounting firms.

Mr. Nilsen is retained on a regular basis to provide expert evidence before courts and arbitration boards concerned with the establishment of rental value or market value under expropriation, property assessment and other proceedings. He has given evidence before the BC Assessment Appeal Board, the BC Supreme Court, the BC Expropriation Compensation Board and the Federal Court (Trial Division).

He has been appointed as a Valuator under the B.C. Hydro and Power Authority Act, as a single arbitrator and as the member of arbitration panels.

Mr. Nilsen has been engaged on many occasions to speak to professional organizations on real estate valuation matters.

SESSION DESCRIPTION

The presentation will examine the often difficult requirement for appraisers to reconcile the confidential nature of valuation data and sources with the expansive disclosure requirements in litigation.

3:30 p.m. – 4:30 p.m. – PLENARY SESSION

Whistler Ballroom A&B – Main Hotel

VAUGHN PALMER



Vaughn Palmer has been the Vancouver Sun's columnist on B.C. politics, based in the provincial capital, Victoria, since 1984.

He also provides regular commentaries on B.C. politics on radio station CKNW in Vancouver. He hosts an interview show, Voice of B.C., on Shaw TV and since 1987, he has been a regular commentator on Canadian politics on KUOW, the NPR station in Seattle.

Palmer was born in 1952 in a small English community near Gaspé, Quebec. He moved to British Columbia in 1967 with his parents. He finished high school in Nanaimo and attended the University of BC, where he worked on the student newspaper, *The Ubysey*.

Palmer started working at *The Vancouver Sun* as a reporter in 1973. Three years later he became the paper's rock music critic, and if you have to ask how that experience prepared him to write about B.C. politics, you don't know B.C. politics. In 1980 he was appointed city editor of the *Sun*. Two years later he attended Stanford University on a journalism fellowship. He returned to the paper in 1983 as editorial writer, after which he was appointed to write the provincial affairs column.

In 1998, Palmer won the Hyman Solomon Award for excellence in public policy journalism, presented by the Public Policy Forum. Palmer is also the co-recipient of the 1988 Jack Webster Award for reporting. In 1991, he edited an anthology of the work of Bruce Hutchison: *To Canada With Love and Some Misgivings: The Best of Bruce Hutchison*. In 2006, Palmer was named the recipient of the Bruce Hutchison Lifetime Achievement Award from the Jack Webster Foundation

Mr. Palmer will give the registrants his overall view of BC Politics as he sees them in the moment. His always entertaining overview is of interest to everyone. You won't want to miss his presentation.

Copy and paste this link into your browser for registration.
http://www.reibc.org/cgi/page.cgi/_calendar.html?evt=41

THANK YOU FOR ATTENDING THE 2013 AIC-BC & REIBC VALUING DIVERSITY CONFERENCE