











FRIDAY – May 6, 2016

8:15 am – 9 am	WALBRAN ROOM	Welcome Breakfast	
9 am – 10 am	<p>OPENING PLENARY</p> <p>Kit Grant has delivered more than 3,000 keynote presentations. His dynamic style combined with humor has positively influenced thousands of people to implement strategies that impact both personal and professional success. Kit specializes in “pushing people” outside their comfort zones to get the “even better results” they deserve.</p>		
10:30 am – 12:00 noon	 <p><i>Craig Hennigar</i></p>	<p>THE BUSINESS OF REAL ESTATE</p> <p style="text-align: right;"><u><i>Filberg Room</i></u></p> <p>Whether you have been running your firm for years, are thinking about striking out on your own, or are looking to carve out your new niche in a larger firm, basic business development and strategy tactics are the keys to success. The material in this session will cover many familiar and some new approaches to managing and envisioning your firm and your place in it. From vision statements to strategic plans, marketing your services, and budgeting for growth or contraction, many issues topical to real estate service firms will be covered. As the saying goes, if you fail to plan you are planning to fail. Consider this a jumping off point for you to generate some fresh ideas to bring back to your firm and to begin planning for a new horizon, or to prepare your firm for sale to the next wave of real estate entrepreneurs.</p> <p><i>Craig Hennigar</i>, AACI, CFA, is an appraiser and consultant in the commercial real estate field in Canada. He is also contributing author for a number of courses including reserve fund planning and real estate business management of the University of British Columbia, Real Estate Division. His background includes work in appraisal, consulting, and brokerage across Canada and has worked with international firms including Colliers, PWC, and Altus as well as having run his own consulting firm. Currently Director of Market Intelligence (Research) for Colliers International in Canada.</p>	
	 <p><i>Jeff Godfrey</i></p>	<p>GOOGLE EARTH – INTRODUCTION</p> <p style="text-align: right;"><u><i>Grand Moriarty Room</i></u></p> <p>Google Earth is evolving into the standard for geographic imagery and information for many non GIS professionals. For appraisers, Google Earth Pro (<i>now free</i>) can be an essential tool - I use it extensively for every narrative appraisal I complete. In this session, I will show you my workflow and demonstrate important ways that Google Earth has become crucial to my practise. I will give you an overview of the Google Earth interface and many of its unique features and interesting tools. You will see how to integrate Google Earth with a handheld GPS (or GPS app) and camera for both field referencing and field data collection. I will show you how you can take land surveys, sketches, subdivision plans, and development proposals and overlay them on Google Earth for spatial study or for field work with a smartphone or tablet. I will show you how municipalities, provincial and federal governments are all producing more and more excellent content for GE and why that should be important to you. If you haven't experimented with it yet in an appraisal context, you may be very surprised by the insights Google Earth can give you.</p> <p><i>Jeff Godfrey</i> is a fee appraiser in Nelson, BC. He's 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 interest him greatly. He has watched as technology has evolved and delivered on many of its promises. Jeff has written about some of this in the CPV magazine and for some Sauder School of Business course material. He is a director on AIC-BC provincial board, member of the Peer Review Committee AIC and a past member of the Admissions and Accreditation Committee. Jeff currently mentors two candidates.</p>	

<p>10:30 am – 12:00 noon</p>	 <p>Dan Wilson</p>  <p>Dave Osland</p>  <p>Tim Down</p>	<p>UNIQUE PROPERTIES CASE STUDY</p> <p style="text-align: right;"><u>Grand Strathcona Room</u></p> <p>An interactive discussion of challenging properties - case studies of unique properties – approaches taken, challenges shared, discussion on approaches & questions.</p> <p>Dan Wilson is owner and principal of Jackson & Associates Ltd., a large appraisal and consulting firm on Vancouver Island. Dan and his team provide valuation and consulting services in both the commercial and residential sectors throughout the southwest coast of BC. Past President of AIC-BC and AIC.</p> <p>Dave Osland currently at Cunningham & Rivard (Victoria) – Dave brings over 47 years of appraisal experience, 5 years real property and business tax assessment & 42 years fee appraising all forms of real property including forestry use lands up to a half million acres, submerged lands, aviation use properties involving purpose built improvements, First Nation specific claims, treaty lands and expropriations. Former member of the BC Assessment Appeal Board and a Past President of AIC-BC.</p> <p>Tim Down remains active in all aspects of investment, commercial and industrial real estate sales and consulting since starting his career as a fee appraiser in 1988. He has worked throughout BC in public and private industry as an appraiser, assessor, real estate consultant and realtor. He currently resides in Kelowna.</p>
<p>12: noon - 1:00 pm</p>	<p>WALBRAN ROOM</p>	<p style="text-align: center;">Lunch</p>
<p>1:00 pm – 3:00 pm</p>	 <p>Michael Stefanovic</p>  <p>Jeff Godfrey</p>	<p>CONTEMPORARY PROJECT MANAGEMENT</p> <p style="text-align: right;"><u>Filberg Room</u></p> <p>MERRITS OF CONTEMPORARY PROJECT MANAGEMENT</p> <p>This brief presentation is aimed at project management and other corporate executives involved in undertaking projects. It is intended to inform the audience about:</p> <ul style="list-style-type: none"> • The developments in project management over the last 20 years. • How project management is structured and organized. • The Organizational Project Management Maturity and how to acquire it. <p>Michael Stefanovic is a Senior Consultant for World Class Productivity (WCP) Inc. Michael is the author of a number of popular project management courses including <i>Project Contracting and Procurement Management</i> and <i>Managing Stakeholder Expectations</i>. Michael is currently a Visiting Professor at SFU, School for Public Policy where he is teaching a graduate course in project management. He has also taught undergraduate courses in project management at the Ryerson Polytechnic University.</p> <p>Michael has over 25 years of "hands-on" project management experience. He has extensive international experience, and has been delivering WCP project management courses for over 15 years.</p> <p>GOOGLE EARTH – ADVANCED</p> <p style="text-align: right;"><u>Grand Moriarty Room</u></p> <p>In this session, we will do some hands on desk and field work in an appraisal context, with Google Earth Pro. While it is not required, it is recommended that you participate in the Google Earth Pro demonstration in the morning. The morning session will cover many more topics and give a broad overview of how Google Earth Pro can be used every-day in appraisal work. The afternoon session will give detailed instruction on some of the key functionalities of Google Earth that I use for every narrative appraisal that I do.</p> <p>The session is limited to 2 hours and in that time, you will learn:</p> <ol style="list-style-type: none"> 1. How to overlay a subdivision or survey plan in Google Earth Pro. 2. How to load multiple property polygons (for example, the “subject” and several comparables) from content created within Google Earth and imported into Google Earth from the DataBC Online Cadastre. 3. How to upload these polygons to your smart phone and use them in the field. 4. How to geo-reference photos you have taken in the field and display them in Google Earth. <p>As this is a workshop rather than a demo, you will be actively participating and will need to bring the following:</p> <ol style="list-style-type: none"> A. laptop with Wi-Fi capabilities, loaded with:



<p>1:00 pm – 3:00 pm</p>		<p>i. Google Earth Pro (it is now free) https://www.google.ca/earth/download/gep/agree.html</p> <p><i>Note: Google Earth Pro requires a license key. If you do not have a key, use your email address and the key GEPFREE to sign in.</i></p> <p>System requirements:</p> <p>PC - Windows XP, Windows Vista, or Windows 7 Mac - Mac OS X 10.6.0 or later</p> <p>ii. Geosetter http://www.geosetter.de/en/download/ Do NOT change the default settings, we will do this together so that we all have the same configuration.</p> <p>Jeff Godfrey is a fee appraiser in Nelson, BC. He’s 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 interest him greatly. He has watched as technology has evolved and delivered on many of its promises. Jeff has written about some of this in the CPV magazine and for some Sauder School of Business course material. He is a director on AIC=BC provincial board, member of the Peer Review Committee AIC and a past member of the Admissions and Accreditation Committee. Jeff currently mentors two candidates.</p>
	<div data-bbox="344 730 477 905"></div> <p data-bbox="334 909 490 932">Dr William Gray</p> <div data-bbox="344 1020 477 1199"></div> <p data-bbox="334 1203 490 1226">Gary Nakagawa</p> <div data-bbox="344 1314 477 1493"></div> <p data-bbox="344 1497 477 1520">Tanya Truong</p>	<p>KOACHES CORNER (MENTORING)</p> <p style="text-align: right;"><u>Grand Strathcona Room</u></p> <p>Dr. Gray will answer frequently occurring questions. Such as: How does mentoring benefit Protégés? When do Protégés most need mentoring? How does mentoring benefit Mentors? How does mentoring benefit their Organizations? What is the best way to match mentor-protégé partners? Is “special chemistry” between mentoring partners necessary? Is Mentoring the same as Coaching? What are key Mentor Functions that assist protégés? What are main reasons for mentoring not working? Why must Situational Mentoring take place? Why do Protégés need to be equipped with what Mentors know and empowered by Mentors? Why are Formalized Mentoring Programs being started? In addition, Dr. Gray will answer Questions from participants.</p> <p>Gary Nakagawa and Tanya Truong have developed an effective mentorship relationship that initially stemmed from the AACI applied experience requirements. Their experience, from both the mentor and mentee perspective, will shed light on how to find and build a professional connection that provides benefits for both individuals.</p> <p>Dr. William Gray taught at UBC for 15 years, where he began researching Mentoring Programs (e.g., design, matching and training partners, incentives, structure); he left academia in 1986. Dr. Gray has trained over 20,000 mentoring partners to engage in Situational Mentoring®, using his Mentoring Style Indicator, Mentoring Action Plan, and Protégé Needs Inventory. He has helped over 150 organizations to define, design and deliver situationally appropriate Mentoring Programs, described in two eBooks available at www.amazon.com: <i>Situational Mentoring</i> and <i>Mentoring Relationships that Work</i>.</p> <p>Gary Nakagawa – Regional Manager, Valuation Program at Public Works and Government Services Canada. (14 years) Previously with Colliers International Realty Advisors Inc., CB Richard Ellis Ltd, Richard Ellis (Canada).</p> <p>Tanya Truong began her career in 2007 working for her family’s real estate company where she specialized in commercial property management and leasing. She pursued different private sector opportunities before landing in her roles in government agencies, at Port Metro Vancouver, and presently at Metro Vancouver where she is a Property Negotiator.</p>
<p>3:00 pm – 3:30 pm</p>	<p>Foyer</p>	<p style="text-align: center;">Afternoon Break</p>
<p>3:30 pm – 5:00 pm</p>		<p>PROFESSIONALISM - Rethinking The Real Estate Professional</p> <p style="text-align: right;"><u>Filberg Room</u></p> <p>The role and importance of professional standards with a focus on how professional designation add to the value of an organisation through the individual, touching on the beliefs/values and benefits that organisations use to attract and retain professional staff. A significant component is the changing world and the mobile worker within the concept of the 4th Industrial Revolution (Industry 4.0) and how the valuation profession</p>



3:30 pm – 5:00 pm	 <i>Brian Gay</i>	<p>must nurture a symbiotic relationship with an evolving workforce. Delivered from personal perspective.</p> <p><i>Brian Gay</i> - is currently a senior appraiser at BC Assessment within the Property Assessment division at the Uptown, Victoria office. He has over 15 years of multi-country work experience in different sectors within the built environment, military and academia. He is an avid advocate on the promotion of professional designation and personal development, blogging on emerging issues and speaking at conferences and seminars. He sits on the AIC BC Provincial Marketing and Communications Committee as well as the Professional Development Committee. He is also a mentor with the Royal Institute of Chartered Surveyors and is a member of the RICS BC Chapter board.</p>
	 <i>Tom McCarthy</i>	<p>LAND FACING THE SEA – THE TSAWWASSEN DEVELOPMENT STORY <u><i>Grand Moriarty Room</i></u></p> <p>Tsawwassen means ‘Land Facing the Sea’ in the Coast Salish language. Tsawwassen First Nation, on the edge of Roberts Bank and the Salish Sea and just south of the Fraser River, has always been an attractive place to live. Once an abundant site for fishing, hunting and gathering, it is now located between the major mainland BC Ferry Terminal and the Canada’s busiest container port at Deltaport. Since entering into a Treaty with BC and Canada in 2009, TFN has begun to transform its future by building a sustainable community.</p> <p>Tom McCarthy will describe these transformations and the foundation that has been put in place – in federal, provincial, and Tsawwassen Law – to create a stable structure favourable to investment. He will describe the challenges and opportunities associated with TFN’s development, key current policy questions, TFN’s growth trajectory, and what it might mean as a model for other Nations in British Columbia.</p> <p><i>Tom McCarthy</i> has been serving Tsawwassen First Nation as Chief Administrative Officer since 2013. Tom has been working for TFN since 2007. He initially managed TFN’s treaty pre-implementation workplan - a comprehensive suite of projects designed to prepare TFN for the Effective Date of the Tsawwassen Final Agreement. Since the Effective Date of the TFN Treaty in 2009, Tom has been Manager of Policy and Intergovernmental Affairs and Director of Public Services. Prior to his work at TFN, Tom worked for the Government of Canada in the Privy Council Office, Department of Finance, Treasury Board Secretariat, and Department of Transport. Tom is a graduate of Carleton University (Ottawa) and of Simon Fraser University’s Masters of Public Policy program. He has spoken at numerous conferences and published work on the topic of challenges facing First Nation self-government financing.</p>
	 <i>Mandy Hansen</i>	<p>RISK MANAGEMENT <u><i>Grand Strathcona Room</i></u></p> <p>Join us for an informative and interactive session talking about everyone's least favorite topic: risk. We will examine risk as it relates to real estate projects, looking at tools for identifying and managing risk. We will then work together on a case study to use some of the techniques explored in the session. We will build a risk registry, and discuss management strategies for the project life cycle. If time and interest allows, we can dive into the math behind a risk-based contingency calculation for our case study project. Bring your questions and real life examples for an engaging group conversation on the topic of risk.</p> <p><i>Mandy Hansen</i> is the Principal of Insight Specialty Consulting, a boutique consulting firm specializing in real estate strategy and project management. She proudly carries her RI, as well as the PMP, project management designation. She has earned her DULE, a Bachelor of Business in Real Estate, and an MSc in Public Administration and Development.</p>
6 – 7 pm	RECEPTION	Main Foyer
7:30 pm – 9:00 pm	DINNER	WALBRAN ROOM
9:15 – 10 pm	ENTERTAINMENT & NETWORKING	

2016 Valuing Diversity Conference

SATURDAY – May 7, 2016

8:15 am - 9:00 am	WALBRAN ROOM	Breakfast
9:00 am - 10:00 am	 <p><i>Keith Lancastle</i></p>	<p>MARKETING & SOCIAL MEDIA</p> <p style="text-align: right;"><u><i>Filberg Room</i></u></p> <p>This session is a practical approach to learn more about the importance of social media within the real estate industry - not only to grow your business but for research, competitive intelligence, and being "in the know" within your community and industry. You will learn how to develop a strategy using two social media channels that are good for business- LinkedIn and Twitter - and understand how AIC members are using them to their competitive advantage. Hands-on tips and tricks – both traditional and social media-specific to the real estate industry will also be shared.</p> <p><i>Keith Lancastle</i> commenced as the Chief Executive Officer of the Appraisal Institute of Canada in September 2011. In that capacity he is responsible for developing the Institute’s strategic direction, and managing its day-to-day business. Keith was born in Edmonton, Alberta and has over 25 years’ experience in the not for profit sector working in, and on behalf of, a variety of professions and industries.</p>
	 <p><i>Scott Russell</i></p>  <p><i>Dan Wilson</i></p>	<p>IMPACT OF DEPRECIATION REPORTS</p> <p style="text-align: right;"><u><i>Grand Moriarty Room</i></u></p> <p>Effect on Value? Effect on Sales?</p> <p>Depreciation reports and the market: As time has passed and more and more strata’s have deployed the reports their relevance is playing a larger role. The impact at the beginning on some strata’s was dramatic; however, proactive strata councils are now seeing the benefits. While there are still some growing pains within the real estate community buyers are realizing that information contained in the report that can add value and assist them in making their ultimate buying decision. Mortgage lenders can play a key role and as everyone gains more experience and comfort, policy changes at the lender level will be welcomed.</p> <p><i>Scott Russell</i> has served as a Director at the Real Estate Board of Greater Vancouver where he was President in 2009-2010 and a BCREA Director in the past. Active in the profession since 1980, he is a broker and owner of Sutton Group – Seafair Realty (Richmond, Ladner and Tsawwassen). Scott has served on numerous BCREA committees including as Chair of the Nominating Committee.</p> <p><i>Dan Wilson</i> is owner and principal of Jackson & Associates Ltd., a large appraisal and consulting firm on Vancouver Island. Dan and his team provide valuation and consulting services in both the commercial and residential sectors throughout the southwest coast of BC. Past President of AIC-BC and AIC.</p>
	 <p><i>Lita Powell</i></p>  <p><i>Brenda Southam</i></p>	<p>STRATA GOVERNANCE</p> <p style="text-align: right;"><u><i>Grand Strathcona Room</i></u></p> <p>Do you live in a strata corporation property? Do you know how a group of people – your strata council – make decisions and how those decisions affect you? REIBC has created strata governance training so that people who live in stratas and sit on strata councils can get an understanding of how decisions are made, practice good principles of decision-making and how these decisions effect residents (strata lot owners, tenants, family members and occupants).</p> <p>This is a practical course of study and is not intended to be construed as legal advice. This is hands-on information that you can take back to your strata and put to use at once.</p> <p><i>Lita Powell</i> entered the real estate industry in 1983 working with a property management firm located in Fort. St. John, B.C. In 1990, Lita obtained her Agent’s license and together with Carol, her partner, opened Licar Management Group. After graduating from UBC urban Land Economics Program, Lita became involved with the REIBC and has enjoyed sitting as a Governor for two separate periods. She has also participated in the Strata Management Advisory Committee under the Real Estate Council, sat as a Director for SPA BC and continues to participate in committee work for REIBC.</p>

		<p>Brenda Southam is the Executive Officer of the Real Estate Institute of British Columbia. She has a passion for governance and provides governance training to boards of directors and senior staff on behalf of Association Management Consultants. Over the last year Brenda worked with a small committee and a curriculum writer to complete the REIBC Strata Governance Program; a non-dues stream of revenue for the Real Estate Institute.</p>
<p>10: am - 10:30 am</p>	<p>Foyer</p>	<p>Morning Break</p>
<p>10:30 am – 12: noon</p>	 <p><i>John Peebles</i></p>	<p>SUCCESSION PLANNING</p> <p style="text-align: right;"><u><i>Filberg Room</i></u></p> <p>At some point in time a business owner will want to exit their business and retire or possibly pursue other ventures. An October 2011 TD Waterhouse Business Succession Poll of 609 small business owners revealed that only 24 % of small business owners surveyed had a succession plan for retirement. Most professional services businesses, including appraisal and real estate consulting firms, tend to be small businesses with less than 20 staff.</p> <p>This session is geared at appraisal business owners who are planning to exit their business. Most owners want to achieve the maximum value for the business enterprise and ensure continuity in operations to protect the interests of their clients. However, this won't happen automatically – you need time to plan your exit and transition from the business.</p> <p>In this session we discuss the pitfalls of failing to plan an exit strategy and some key steps to take as part of a succession plan. This session will also be useful for those considering the purchase of an appraisal business in whole or as a partner.</p> <p>John Peebles is widely known in the appraisal and real estate academic community having practiced property valuation and consulting throughout British Columbia since 1977. John worked in the public sector from 1977 to 1995 in the planning, administration and sale of Crown land in the BC Interior, was a land use and valuation consultant from 1995 to 2000, Manager of Valuation Policy of BC Assessment from 2000 to 2007 and is currently a valuation contractor with D.R. Coell & Associates in Victoria. He specializes in First Nation specific land claims, forest and resource lands, litigation matters, marinas, institutional properties, and more complex commercial properties and development projects. John is a Past President of AIC-BC.</p>
 <p><i>Daniel Doucet</i></p>	<p>HIGH VOLTAGE POWER LINES & PROPERTY VALUES</p> <p style="text-align: right;"><u><i>Grand Moriarty Room</i></u></p> <p>This impact study summarizes the valuation issues that concern the potential loss of property value associated with proximity to existing High Voltage Transmission Lines (the “HVTL”) and/or the public development of a new HVTL corridor in Ontario. The valuation issues associated with the expropriation of property rights for a HVTL corridor include: Potential issues arising from severance damages where they affect changes in land use, a potential loss in property value with issues that relate specifically to the authority's use of the lands taken and physical interference with operations of the property.</p> <p>Daniel Doucet appointed as AIC’s President in June, 2015 has 33 years’ experience as a real estate appraiser and is currently a Senior Director with Altus Group. Daniel has spoken at a number of industry conferences on the subject of land valuation techniques such as the Subdivision Development Approach.</p>	
 <p><i>Bruce Turner</i></p>	<p>INFRASTRUCTURE AND VALUE</p> <p style="text-align: right;"><u><i>Grand Strathcona Room</i></u></p> <p>Join Bruce and Bill to discuss “Linking Infrastructure & Property Value – what are the opportunities for real estate professionals”?</p> <ul style="list-style-type: none"> ○ Infrastructure is required for our communities to function properly. Attitudes have shifted from upgrading infrastructure (e.g., bigger pipes) to asset management focused on long-term sustainable service delivery. ○ Public perception is shaped by huge costs of infrastructure, with little awareness of its role in preserving or even enhancing property value. <p>In this session, they will discuss issues and opportunities for real estate professionals to expand scope of service while contributing positively to our communities.</p> <ul style="list-style-type: none"> ○ Example questions may include: <ul style="list-style-type: none"> ▪ What is infrastructure – considering both built environment and natural environment? 	

	 <p><i>Bill MacGougan</i></p>	<ul style="list-style-type: none"> ▪ Are there untapped opportunities for real estate professionals, related to how infrastructure is managed and financed? ▪ How can real estate professionals contribute: <ul style="list-style-type: none"> • Single property tools & techniques • Mass appraisal tools & techniques? <p>Bruce Turner is president of Heuristic Consulting Associates, providing property assessment, policy and technical advisory services. Previously, he was a vice president with BC Assessment. Bruce works with UBC in developing senior level course materials for their Bachelor of Business in Real Estate program.</p> <p>Bill MacGougan is the Director, Property Assessment at BC Assessment. With over 20 years' experience in real estate valuation, his current responsibilities at BCA centre on assessment policy, standards and practices as well as central valuation support and appraisal training.</p>
<p>12 noon – 12:45 pm</p>	<p>WALBRAN ROOM</p>	<p>Lunch & Closing Plenary</p>
<p>12:45 pm – 1:45 pm</p>	<p>CLOSING PLENARY</p> <p>Ryan Berlin- Economist, Demographer & Director, Urban Futures. Ryan provides expert insight into established and emerging economic, demographic, and real estate trends. Key questions addressed in his presentations include: Is housing affordable? What role do BC's resource regions play within the provincial economy? As a leading researcher in BC's Lower Mainland, Ryan answers these questions —and many more— as part of this presentations and assesses their implications for government and businesses.</p> 	

*Program is subject to Change without notice

AIC-BC & REIBC wish to recognize and extend sincere thanks to our sponsors who have so generously contributed funds to help make our conference a continuing success.

Monday, March 14, 2016