

THE BRITISH COLUMBIA ASSOCIATION OF THE APPRAISAL INSTITUTE OF CANADA (AIC-BC) AND  
THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA (REIBC) INVITE YOU TO THEIR CO-HOSTED

# VALUING DIVERSITY 2018 CONFERENCE

**WELCOME RECEPTION:  
MAY 10, 2018 7:00 PM**

**CONFERENCE:  
MAY 11 & 12, 2018**

**DELTA HOTELS GRAND OKANAGAN RESORT  
1310 WATER STREET | KELOWNA, BC | V1Y 9P3**



# Thursday, May 10

7:00 – 9:00 PM	<b>REGISTRATION &amp; WELCOME RECEPTION</b> <b>Grand Terrace</b> Join us to meet with your colleagues before the start of the sessions. Food and fun will be available. How skilled are you at Giant Jenga?
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# Friday, May 11

7:30 – 9:00 AM	<b>REGISTRATION</b> <b>Grand Foyer</b>	
8:00 – 9:00 AM	<b>BREAKFAST &amp; OPENING REMARKS</b> <b>Shuswap/Pennask/Skeena/S.Hallway</b> <i>Colin Basran, Mayor, City of Kelowna</i>	
9:00 – 10:00 AM	<b>KEYNOTE ADDRESS</b> <b>Shuswap/Pennask/Skeena/S.Hallway</b> <i>Linda Edgecombe “Holy Crap Am I Busy”</i>  Join Linda for a hands-on, highly humorous ride that will re-focus, re-energize, and re-invent how you see your life and your work. Her straight-shooting approach is packed with relevant, easy solutions that will enable you to take back your work day and personal life.	
10:00 – 10:30 AM	<b>NETWORKING BREAK</b>	
10:30 – 12:00 PM	<b>KELOWNA – FROM PEACHES &amp; BEACHES TO TECH &amp; TOWERS</b> <b>Cascade/Cassier</b> <i>Doug Gilchrist, Danielle Noble-Brandt, and Robert Fine</i>  Come listen to Danielle, Doug, and Robert tell the story of Kelowna’s evolution to a modern mid-size city. They will share the opportunities and challenges associated with being center-stage in the fastest growing region in Canada. You’ll hear about the how the city has: revitalized the downtown, been leaders in creating a smart city, embraced diversity, and how they are preparing for a future city of nearly twice its current population. From bold new land use policy to reimagining the economy, reclaiming the waterfront, to disruptive transportation – everything is on the table.	<b>FIRST NATIONS ASSESSMENT, TAXATION, &amp; VALUATION CHALLENGES</b> <b>Mount Boucherie</b> <i>John Shevchuk, Bill Dawson, Ken Scopick, and Trenton Paul</i>  This session includes an introduction to BC Assessment (BCA), the five Frameworks in which BCA assesses First Nations Land, BCA’s First Nations Customer Profile, Assessment Challenges, the Appeal Process, and an introduction to First Nations Case Law, as well as valuation and assessment of First Nations lands including assumptions and implications. The First Nations Tax Commission will provide a brief history of First Nation taxation, its regulatory role in the context of the two federal legislative frameworks, valuation of First Nation lands, and current legislative initiatives.
12:00 – 1:00 PM	<b>LUNCH</b>	
1:00 – 3:00 PM	<b>IMPACT OF RULE CHANGES</b> <b>Cascade/Cassier</b> <i>Tsur Somerville, Samantha Gale, and Scott Russell</i>  This session will look at the recent changes in the real estate industry and what that means to those who work and live in it. How do the rule changes affect the professional, as well as the consumer?	<b>THE EFFECTS OF NATURAL DISASTERS ON REAL ESTATE MARKETS</b> <b>Mount Boucherie</b> <i>Tyler Beatty</i>  Natural disasters are an integral part of Mother Nature’s life-cycle and with them often comes growth and the rejuvenation of affected areas. This session will discuss the effect of disasters on real estate markets from macro and micro economic levels, lessons learned through international case studies in New Orleans, US and Christchurch, NZ, as well the Western Canadian experience through case studies in BC and Alberta. In addition, this

		session will include a brief discussion about the role of appraisers prior to a disaster and during the post-disaster recovery period.
3:00 – 3:30 PM	<b>NETWORKING BREAK</b>	
3:15 PM	<b>SMILE CYCLE DISCOVER KELOWNA BIKE TOUR</b> (separate payment/registration required)	
3:30 – 5:00 PM	<p><b>REAL ESTATE FRAUD</b>  <b>Cascade/Cassier</b>  <i>Brett Horton</i></p> <p>Frauds involving real estate are not new, but year after year people continue to be victims to these – often clever—schemes. Brett Horton, a lawyer with Stewart Title, will discuss the various types of real estate frauds and the flags that will help you identify and hopefully avoid them.</p>	<p><b>REVIEWING DISCOUNTED CASH FLOW ANALYSES: WHERE DO WE STAND TODAY?</b>  <b>Mount Boucherie</b>  <i>Joseph Gombas</i></p> <p>While the DCF analysis is by no means the only valuation technique available and should typically be used in conjunction with direct capitalization, it is considered to be an effective tool in appraisal and investment analysis including valuing leased fee interests created by long-term leases particularly when the leases are based on a payment rate that changes over the life of the lease. If the benefits and limitations are understood, and where support is provided for the key input assumptions, the technique can be among the most important methodologies for a range of valuation problems. This session will involve a brief overview of the process, a review of areas in need of support, and some techniques for testing the reasonableness of results through a case study involving an income-producing property.</p>
6:00 – 7:00 PM	<b>RECEPTION</b> Grand Foyer	
7:00 – 9:00 PM	<b>DINNER &amp; ENTERTAINMENT</b> Okanagan Room	

## Saturday, May 12

8:30 – 9:30 AM	<b>BREAKFAST</b> Shuswap/Pennask/Skeena/S.Hallway	
9:00 AM	<b>MISSION HILL FAMILY ESTATE TOUR</b> (separate payment/registration required)	
9:30 – 11:30 AM	<p><b>DATA – WHAT DOES IT MEAN TO YOU?</b>  <b>Cascade/Cassier</b>  <i>John McLachlan, Mandy Hansen, and Brian Greening</i></p> <p>Land use decisions – good ones at least – are data-driven decisions. Where does the data come from, what tools are there for use, and are there any legal issues if you give the wrong data? All these questions and more will be discussed in this session.</p>	<p><b>GOOGLE EARTH</b>  <b>Mount Boucherie</b>  <i>Jeff Godfrey</i></p> <p>Land use decisions – good ones at least – are data-driven. This demonstration session will show you desk and field work examples in an appraisal context and how to integrate Google Earth Pro into your practice with:</p> <ol style="list-style-type: none"> <li>1. A general overview of Google Earth Pro.</li> <li>2. How to overlay a subdivision or survey plan in Google Earth Pro.</li> <li>3. How to load multiple property polygons (i.e. the “subject” and several comparables) from content created within Google Earth and imported into Google Earth from the DataBC Online Cadastre.</li> <li>4. How to upload these polygons to your smart phone and use them in the field.</li> <li>5. How to geo-reference photos you have taken in the field and display them in Google Earth.</li> </ol>
11:30 – 1:00 PM	<b>LUNCH, DOOR PRIZES, &amp; CLOSING REMARKS</b> Shuswap/Pennask/Skeena/S.Hallway	

## SPEAKER BIOGRAPHIES



### **TYLER BEATTY, AACI, P.App, RI**

Tyler Beatty currently works as an Assessment and Property Tax Policy Advisor for the Assessment Services Branch (ASB) of Alberta Municipal Affairs; he has been with the Alberta government for over four years. In his current role, Tyler provides advice to internal and external stakeholders on matters relating to property assessment and taxation in Alberta, the Municipal Government Act (MGA) of Alberta and associated regulations, performs cross-jurisdictional research on assessment and property tax policies and practices across North America, and is the coordinator and drafter of the Property Assessment in Alberta Handbook (PAAH) for assessors. Prior to joining ASB, Tyler worked in the Okanagan office of BC Assessment as an IC&I Appraiser for seven years. In 2017, Tyler was awarded the prestigious designation of AIC Top Male Appraiser Under 40.



### **BILL DAWSON, AACI, P.App**

Bill Dawson has worked at BC Assessment since 1991; for the most part, assessing properties located throughout Vancouver Island. In 2007, he became a Deputy Assessor in the Nanaimo Assessment Office and held that position until September 2017 when he became the Manager of First Nation Customer. In his current position, Bill is responsible for the initial onboarding of new First Nation Customers and their continued customer relationship management. This includes First Nations who have acquired independent taxation authority either through the Indian Act or First Nation Fiscal Management Act, Treaty First Nations, Nisga'a Nation, and the Sechelt Indian Self-Government District. Bill received his AIC designation in 2005 and participates in the tutoring of CRA and AIC Candidates who are enrolled in both BUSI 398 and 499 at UBC's Sauder's School of Business.



### **LINDA EDGECOMBE, CSP, Hall of Fame Speaker, Award Winning Philanthropist**

As an award-winning Celebrity Humorist Speaker, Trainer, and Consultant for the past 25 years, Linda's footprint is seen and experienced around the world. Her mission is to get people Fired up and Ready to Shift or Get off the Pot! Linda's latest book and Ted Talk, "Breaking Busy – Finding Peace in the Chaos," is a game changer for those who want to step off the treadmill. Change has never been this painless! Linda has been featured in the Wall Street Journal as an expert in "Shifting Perspectives." Her messages are as welcome as a deep belly laugh and as profound as an honest look in the mirror.



### **ROBERT FINE**

Robert Fine has been with the City of Kelowna since March of 2015 in the capacity of Director of Business and Entrepreneurial Development. Prior to joining the City, Robert served as Director of Economic Development for the Regional District of the Central Okanagan for almost 17 years and previously with the Sea to Sky Economic Development Corporation for seven years. His many accomplishments include being named the "Economic Developer of the Year," being acknowledged as an honorary fellow by Okanagan College, and being awarded the Kelowna Chamber of Commerce's Business Leader Award. He is Past President of the Economic Developers Association of Canada and recently completed three terms on the Board of the International Economic Development Council. He is a past board member of the Provincial Small Business Roundtable, the John Howard Society, the Canadian Cancer Society BC Yukon, and currently sits on the Board of the Kelowna Innovation Society.



### **SAMANTHA GALE**

Samantha Gale is the CEO of the Canadian Mortgage Brokers Association – British Columbia and serves as one of the Executive Directors of its umbrella organization, CMBA. Samantha obtained her law degree from UBC in 1991, and practiced real estate law prior to a 15-year stint at FICOM where she regulated real estate development marketing, unlicensed real estate activity, certain strata property matters, and mortgage broker licensing.



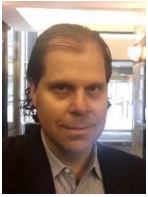
### **DOUG GILCHRIST, RI**

Doug Gilchrist has been with the City of Kelowna for 14 years and has been on the Senior Leadership Team since 2008. He is currently the Divisional Director of Community Planning & Strategic Investment and is responsible for short and long-term planning, development approvals, the building department, real estate, parking and business development. Doug has a diverse real estate background having worked in the valuation environment with Provincial Government and in development with the Federal Government prior to joining the City. He currently sits on the Board of Governors with the Real Estate Institute of BC, is a board member for the Pleasantvale Homes Society, represents the City on the Regional Advisory Committee for Okanagan College, and is a member of the Project Management Institute. He has a passion for breaking new ground in government work and has a genuine belief that government's role is to lead and not follow the private sector. He attributes his success to the strong teams he's had the pleasure to work with and adhering to key project management principles.



### **JEFF GODFREY, AACI, P.App**

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 of the AIC-BC provincial board, a member of the AIC Peer Review Committee, and a past member of the Admissions and Accreditation Committee. Jeff currently mentors three candidates.



### **JOSEPH GOMBAS, CRE, MAI, AACI, P.App, MRICS, AI-GRS**

Joseph L. Gombas has been a Senior Director with Altus Expert Services at Altus Group Limited since 2011. He was located in the Toronto office from 2011 to 2017. He joined the Vancouver office in January 2018. Mr. Gombas develops and oversees the preparation of appraisals for complex properties, as well as provides appraisal review and expert testimony services to Altus Group clients. Previously, he participated with speaking engagements at the Canadian Property Tax Association National Valuation and Legal Symposium and the Ontario Bar Association. Joseph is a member of The Counselors of Real Estate (“CRE”) which is headquartered in Chicago and holds the CRE designation. He is a member of The Appraisal Institute of Canada and holds the Accredited Appraiser Canadian Institute (“AACI”) designation. Joseph is also a member of The Appraisal Institute (U.S.) and holds the MAI designation, as well as the AI-GRS designation which is a review designation. He is a member of the Royal Institution of Chartered Surveys (“RICS”) and holds the Professional Member (“MRICS”) designation.



### **BRIAN GREENING**

Brian Greening is Director of ParcelMap BC Operations for the Land Title and Survey Authority of British Columbia (LTSA). Brian brings over 20 years experience in the geospatial industry, spanning GIS and survey technologies and encompassing both vendor and client side technical, consulting, and business roles. Brian leads a team of parcel fabric technicians and software development partners who completed the initial build of ParcelMap BC, and is now focused on maintaining and refining it for local governments and other land professionals.



### **MANDY HANSEN, RI**

Mandy Hansen is the Principal at Insight Specialty Consulting, a boutique consulting firm specializing in real estate strategy and project management. In a career spanning almost 20 years, she has worked with governments, private sector, and non-profit enterprises to structure and manage large scale transformations and real estate projects. She proudly carries her RI designation, as well as her PMP. She has earned her DULE, a Bachelor of Business in Real Estate, and a MSc in Public Administration and Development. She is currently pursuing a Doctorate in Social Sciences, studying public economics.



### **BRETT HORTON**

Brett Horton is Stewart Title’s Counsel, Commercial Business Development for Western Canada. At Stewart Title his role includes helping clients understand how title insurance can be used in commercial transactions as well as identifying new market opportunities. Brett completed his undergrad in philosophy at McGill University and obtained his law degree from UBC. He was called to the bar in 2004. Prior to joining Stewart Title in 2013, Brett operated his own law firm providing commercial and real estate services. Brett is currently the Secretary of the Canadian Bar Association National Real Estate Section and also holds other volunteer positions with the Canadian Bar Association, International Blockchain Real Estate Association, and Canadian Commercial Real Estate Lenders Association. In his free time, Brett enjoys outdoor activities with his three young children.



### **SEAN HUGHES, AACI, P.App., RI**

Sean Hughes is a commercial appraiser and Partner at Kent-Macpherson in Kelowna. He has an undergraduate degree in Economics from Simon Fraser University, a Diploma in Urban Land Economics from UBC, holds the AACI, P. App. designation from the Appraisal Institute of Canada, and the RI designation from the Real Estate Institute of BC. Although Sean started his appraisal career in the Lower Mainland and Sea to Sky Corridor, he has resided in his hometown of Kelowna for the past 14 years. Sean has a broad range of appraisal and consulting experience throughout the Province, including development and resort properties, commercial, industrial, and agricultural properties such as ranches and wineries, and also waterfront and high-value estates. In addition to appraisals, Sean advises clients in highest and best use analysis, feasibility studies, property tax management and appeal, asset management, and strategic acquisitions. In addition to experience in a range of property types, Sean is actively involved in consulting and appraisal on Expropriation files for both property owners and Expropriating Authorities. Sean is director on the Okanagan Board of the Urban Development Institute and is also a director on the BC Expropriation Board.



### **JOHN MCLACHLAN, RI, BA, LLB**

John McLachlan is a lawyer at Lex Pacifica Law Corporation in Vancouver. 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.



### **DANIELLE NOBLE-BRANDT**

Danielle Noble-Brandt is currently the Policy and Planning Department Manager for the City of Kelowna. The Department’s portfolio includes policy and plan development for the environment, heritage, climate action, and the City’s 2030 Official Community Plan. Danielle is also responsible for a Healthy City Strategy, urban center revitalization, neighborhood plan development, urban design guidelines, and other special planning initiatives. The Policy team is tasked with taking a long-term and holistic view to achieve the community’s vision and to balance the economic, social, cultural and environmental pillars of the City through innovative and progressive policy direction. Previously, Danielle was the Current Planning Manager for the City, responsible for executing all of the

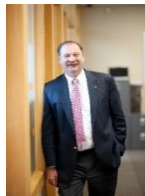


development approvals within the City. Danielle has a Master of Environmental Studies, with specialization in resource management and policy development in addition to 13 years of local government planning experience.



#### TRENTON PAUL

Trenton Paul is the Director of Policy and Law Review for the First Nations Tax Commission (The FNTC is a shared governance First Nation public institution that provides regulatory support to over 160 First Nations that have established property taxation through the *First Nations Fiscal Management Act* or section 83 of the *Indian Act*). Mr. Paul is a member of the Maliseet Nation at Tobique in New Brunswick, and a graduate from the University of Toronto's Faculty of Law. Joining the FNTC in 2003, Mr. Paul is responsible for carrying out the Commission's policy initiatives concerning the regulation and support of First Nation property taxation, as well as the Commission's law development and technical review functions related to First Nation law-making under the *First Nations Fiscal Management Act*. This involves managing policy research and legal analysis, and working directly with First Nation governments, other governments, and other stakeholders in First Nation property taxation. Before joining the FNTC, Mr. Paul spent several years working with the Assembly of First Nations in support of the AFN-Canada National Table on Fiscal Relations, and held several positions in the federal government dealing with national and regional First Nation fiscal governance matters.



#### SCOTT RUSSELL, RI

Scott Russell is a Past President of the British Columbia Real Estate Association 2015-2016 and also served as the President of the Real Estate Board of Greater Vancouver in 2009-2010. Russell has been active in the real estate profession since 1980. He obtained his agent 9:15 license in 1982 and his diploma in Urban Land Economics in 1993. Scott is the broker/owner of Sutton Group – Seafair Realty with offices in Richmond, Ladner, and Tsawwassen. He shares his passion for classic cars with his family and also enjoys boating and fishing.



#### KEN SCOPICK

Ken Scopick is the Chief Operating Officer of the First Nations Tax Commission. Ken's involvement with First Nation taxation started with Bill C-115 and he played a lead role in the development of the *First Nations Fiscal Management Act* (FMA), the creation of the fiscal institutions and the implementation of First Nations tax systems under the FMA. He is responsible for the operations of the FNTC Secretariat and leads interest based negotiations facilitating dispute resolution and agreements between First Nations and their taxpayers, and First Nations and local governments. Mr. Scopick has an extensive background in the planning, financing and project management of capital infrastructure, land leasing and the creation of major developments on First Nation lands. He has worked with the Chief Commissioner of the FNTC as a senior policy advisor and executive officer since the inception of the Indian Taxation Advisory Board.



#### JOHN SHEVCHUK, C.Arb., AACI (Hon), RI

John H. Shevchuk Barrister & Solicitor is the principal of Lex Pacifica Law Corporation where he provides services as litigation counsel and as a Chartered Arbitrator. John practices extensively in the areas of real property valuation disputes, assessment, expropriation, and construction litigation since his call to the British Columbia bar in 1984. He is a member of the Appraisal Institute of Canada Appeal Committee. John is a frequent lecturer for Continuing Legal Education and Appraisal Institute of Canada programs and a regular contributor to AIC publication Canadian Property Valuation.



#### TSUR SOMERVILLE

Dr. Tsur Somerville is an Associate Professor and holder of the Real Estate Foundation Professorship in Real Estate Finance at the Sauder School of Business at UBC where he has been a professor since 1993. He is currently a Senior Fellow with the UBC Centre for Urban Economics and Real Estate where he previously served as Director from 2001-16. His research on real estate development, mortgage and real estate finance, and housing markets has been published in the leading academic journals in urban housing and real estate markets. In addition to his academic research, Dr. Somerville is a frequent commentator in the local and national media on Canadian real estate markets. Dr. Somerville sits on the editorial boards of the leading journals in real estate and has served as an officer of several academic organizations in the field. He is currently a NAIOP Distinguished Fellow. Dr. Somerville received his Ph.D. in Economics from Harvard University and his BA in Economics and East Asian Studies from Hebrew University (Jerusalem).

## SPONSORS

We wish to recognize the following sponsors who have generously contributed to this conference.

