



## SPEAKER BIOS- CAREER EVENT 2016



### **DANIEL BYRNE**

#### **VP of Development, Main and Main**

Daniel Byrne brings a decade of industry experience to his role as Vice President of Development at Main and Main. Daniel has worked with dozens of leading private and public sector organizations to design and implement urban, mixed-use real estate projects with a total build out value of several hundred million dollars. His work has focused on achieving high-quality design and development that is practical and value generating. Prior to joining Main and Main, Daniel worked as a management consultant in the real estate sector and as an analyst for a public sector agency.



### **MATHIEU FLEURY**

#### **Director, Urban Development Finance, Dream Unlimited**

Mathieu is the Director, Urban Development Finance at Dream Unlimited in Toronto. He manages a team of analysts responsible for the financial forecasting of all urban development projects for Dream, including residential, commercial, industrial and mixed use developments. Previously, Mathieu was Manager, Finance and Financial Analysis at Great Gulf Homes where he worked on both low rise and high rise projects, including the development of One Bloor which is currently under construction.

Prior to Great Gulf, Mathieu was a Senior Financial Analyst at Loblaw Properties. During his time at Loblaw, Mathieu worked on Maple Leaf Gardens, a complex redevelopment of a historical building into a flagship grocery store and athletic center for Ryerson University. In 2008, he completed his Master of Philosophy in Real Estate Finance at The University of Cambridge, England. While at Cambridge Mathieu's dissertation focused on the creation of the REIT market in France. Mathieu also holds a Bachelor of Business and Administration from l'Université du Québec à Montréal (UQAM).



### **RENEE GOMES**

#### **Director of Development, Waterfront Toronto**

Renée Gomes is the Director of Development at Waterfront Toronto, the agency responsible for one of the world's largest waterfront revitalization projects. Renée oversees a range of development projects in the West Don Lands and East Bayfront communities. She works to attract private-sector investment in the waterfront and to ensure that development advances Waterfront Toronto's objectives for design excellence, sustainability, and the establishment of precedent-setting, mixed-use communities. Her notable project experience includes Athletes' Village for the 2015 Pan/Parapan American Games. She is an enthusiastic champion of creative, multi-sector approaches for achieving public policy objectives.

Prior to joining Waterfront Toronto, Renée was an Associate Planner at Urban Strategies Inc., where she led municipal approvals processes and prepared a range of planning and development strategies for public- and private-sector clients in the GTA and in England. Renée holds a Master of Science in Planning degree from the University of Toronto. She is a Registered Professional Planner and a member of the Canadian Institute of Planners. Renée frequently lectures at the University of Toronto and is a member of the Board of Directors of Evergreen.



### **DANIEL FUSCA**

#### **Stakeholder Engagement Lead, City Planning Division, City of Toronto**

Daniel Fusca is the Stakeholder Engagement Lead for the City of Toronto Planning Division, working out of the Office of the Chief Planner. He is currently managing the Division's Growing Conversations initiative to improve the planning process through better engagement. He is also the staff coordinator and Chair of the new Toronto Planning Review Panel. His other recent projects include the development of the Division's new Youth Engagement Strategy, and advising on the engagement process for TOcore, Toronto's Downtown Planning process. Daniel is a graduate of the University of Toronto's Master of Science in Planning program.



### **JESSE KLINITZ**

#### **Senior Associate of Business Development, Quadrangle Architects Ltd.**

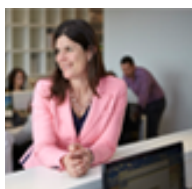
Jesse Klinitz brings his passion and expertise for project management, strategic initiatives and business development to the Quadrangle team while leading an in-house team of graphics, marketing and communications professionals. Jesse is the firm's go-to for business development strategy, assisting senior practice leaders in steering the future growth and direction of the firm. His focus is on fostering relationships with clients old and new, expanding into new markets, coaching staff on business development activities, including partnerships and steering marketing initiatives.

He was promoted to Senior Associate in 2015 after successfully developing the project portfolio and client database of AccessAbility Advantage, a joint venture between Quadrangle and March of Dimes Canada that delivers accessibility consulting, guidelines and design solutions for public and private sector clients. His range of project experience includes residential, mixed-use and accessibility consulting, including the Pan Am and Parapan Am Games sports venues. Jesse is a LEED Green Associate and a registered Architect with the Ontario Associations of Architects.

**MEAGHAN MCDERMID****Associate, Davies Howe Partners LLP**

Meaghan McDermid is an associate at Davies Howe Partners LLP practicing in the areas of land-use planning, municipal and development law. Meaghan assists clients with residential, commercial and industrial projects from the application stage through to final approvals and the negotiation of implementing agreements. In her practice, Meaghan deals with a wide variety of land use and development related matters from minor variance applications to complex urban boundary expansions. She has appeared before the Ontario Municipal Board, the Ontario Divisional Court and various municipal Councils and Committees of Adjustment.

Meaghan joined Davies Howe Partners LLP after being called to the bar in June, 2011. Prior to joining the firm, Meaghan articulated with the Environmental Review Tribunal, Environment and Land Tribunals Ontario. Meaghan holds a Juris Doctor from the University of Toronto, Faculty of Law and a Bachelor of Science (Honours) from Queen's University.

**SUE MACKAY****VP of Marketing, Empire Communities**

Sue MacKay brings over 15 years' experience in Real Estate Sales and Marketing management to her current role as Vice-President, Marketing at Empire Communities, one of Canada's largest homebuilders. Over the years, Ms. MacKay served as the Vice President, Client Services at the renowned marketing and design agency 52 Pick-Up Inc., where she led teams to achieve numerous marketing awards of excellence.

As the former Marketing Director at Intrawest ULC, Ms. MacKay was a key partner in the development and execution of the real estate sales and marketing strategy for Blue Mountain Resort. Sue MacKay is currently on the Board of Directors as Co-Chair, Communications at the Urban Land Institute.

**KATYA SHABANOVA****Office Leasing Team, Cushman & Wakefield**

Katya is currently working as a Junior Partner with Vice Chairman George Tedder in Office Leasing division of Cushman & Wakefield. Katya joined the Toronto Central Office Leasing division at Cushman & Wakefield in September 2012. She started her career as a Financial Analyst in the Research and Finance Group, gaining experience in market research, financial evaluations, and statistical analysis of the Toronto Central market.

In her current role, Katya specializes in tenant representation, lease renewals, office relocations, and strategic acquisitions/dispositions. Her attention to detail, business awareness, and hands-on strategic consulting approach allow her to provide valuable real estate services while building long-term client relationships. Katya is also currently responsible for numerous Lease abstractions with Cushman & Wakefield Corporate Occupier & Investor Services. Major clients include Deloitte, Bank of Montreal, Cassels Brock, Royal Bank of Canada, Aviva, Franklin Templeton Investments, Rogers, Bank of Nova Scotia, Morneau Shepell. Prior to moving to Toronto in 2006, Katya lived and pursued her education in Omsk, Russian Federation. Katya graduated with a Bachelor of Commerce from the University of Western Ontario in 2012, and is currently pursuing her CFA designation.

**YAFIT SHIMONI****Associate Mortgage Underwriting, KingSett Capital**

Yafit Shimoni is an Associate, Mortgage Underwriting at KingSett Capital, Canada's leading private equity real estate investment business co-investing with institutional and high net worth clients. In this role, she is responsible for underwriting commercial, residential and mixed-use mortgage financing opportunities for the Mortgage Investments team. Her expertise includes land development, construction and term lending across Canada. KingSett uses active management to create premium risk weighted returns for its various investment strategies. Founded in 2002, KingSett has raised \$5.5 billion of equity for its growth, income and mortgage strategies. KingSett has completed over \$21 billion of acquisitions, dispositions and mortgage lending and currently owns interests in over \$7.5

billion of assets. In 2016, KingSett continues to seek further opportunities to invest in a wide range of real estate properties, developments, joint ventures and mortgage lending.

**VINCENT TONG****Development Director (Interim), Toronto Community Housing**

Vincent Tong is a Development Director at Toronto Community Housing Corporation, the largest social housing provider in Canada, and one of the largest real estate developers in Toronto. Over the last 6 years, Vincent has been overseeing the revitalization of several 1960's era social housing developments in the City of Toronto. Currently, Vincent is responsible for 3 of Toronto Community Housing's revitalization projects which will see the replacement of 581 social housing units, the refurbishment of 473 rental units, and the construction of over 3,000 condominium units over the next 12-15 years.

Prior to joining Toronto Community Housing Corporation, Vincent was a planning and urban design consultant working on a broad spectrum of projects ranging from site specific planning analyses to large scale, multi-disciplinary studies in Ontario, Alberta, Saskatchewan, Nova Scotia and New Brunswick. Vincent has a bachelor's degree from Ryerson University in Urban and Regional Planning, is a Registered Professional Planner with the Ontario Professional Planner's Institute and a full member of the Urban Land Institute.