



Real Estate Development From Beginning to End in Manitoba

This one-day seminar is designed for lawyers, presidents, vice presidents, owners, lending professionals, project managers, real estate agents and brokers, business owners and managers, zoning board members, surveyors, architects, engineers, developers, planners, controllers, CFOs and accountants.

Winnipeg, MB November 14, 2007

Moderator:

John D. Stefaniuk

Thompson Dorfman Sweatman LLP

Richard H.G. Adams

Douglas J. Forbes

Antoine F. Hacault

Leilani J. Kagan

James A. Ripley

Thompson Dorfman Sweatman LLP

Jacqueline East

City of Winnipeg

Continuing education credit:

- CSC
- MB CLE 6.5
- MB CMA 6.5
- IACET 0.65
- MB Chartered Accountants 6.5

See inside for details.

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Critical Issues on the Agenda

8:30 AM – 8:40 AM

Overview

— Jacqueline East and John D. Stefaniuk

8:40 AM – 9:50 AM

Planning for Development – Planning and Profitability

— Jacqueline East

- Looking for a Future Winnipeg: A Discussion of New Growth Projections
- Plan Winnipeg: A Key to Unleashing Future Opportunities for Success
- Maximizing Private Investments Through Strategic Public Investment – The Role of Secondary Plans

9:50 AM – 10:00 AM

Break

10:00 AM – 11:00 AM

Navigating the Municipal Approvals Process

— John D. Stefaniuk

- Timing Is Everything – Setting Your Agenda
- Laying the Groundwork – Public Consultations and Preparation
- The Hearing Process: Preparing for a Good Hearing and What Might Go Awry
- Appeals and Challenges: Options and What to Expect

11:00 AM – 12:00 PM

Taxation Basics for Real Estate Developments

— Leilani J. Kagan

- Important Points on Income Tax Treatment
- GST and PST: When Do They Apply?
- Some Basic Structures for Share Developments, Nominees and Joint Ventures

12:00 PM – 1:00 PM

Lunch (On Your Own)

1:00 PM – 2:00 PM

Leasing for Proposed Developments

— James A. Ripley

- The Basics of Leases and Offers to Lease
- Special Considerations for Pre-Development Leasing

2:00 PM – 2:55 PM

Condominiumization

— Douglas J. Forbes

- The Basics of Condominiums
- Conventional and Bare Land Condominiums
- A Road Map to Condominium Development

2:55 PM – 3:05 PM

Break

3:05 PM – 4:00 PM

Development Financing

— Richard H.G. Adams

- Sources of Development Financing
- Phases of Project Financing
- Preparing Your Project for Financing
- Common Issues in Financing of New Developments

4:00 PM – 4:30 PM

Assessment and Taxation of Real Property Developments

— Antoine F. Hacault

- Basics of Assessment Taxation in Manitoba
- Methods of Assessment
- Common Issues in New Developments
- Assessment Appeal and Retroactive Assessments

Lorman Education Services reserves the right to modify the agenda and the faculty when circumstances are beyond our control.

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The Benefits for You

This highly information seminar will provide valuable practical insight into the process and legal issues and requirements that relate to real estate development in Manitoba. The full-day seminar will provide valuable insight on the city of Winnipeg's planning and development process. You'll receive an overview of the various considerations you must plan for in the course of any real estate development. You will gain a clear understanding of the tools a city uses to plan and manage land and infrastructure investment to anticipate future opportunities for development. Walk away with knowledge of your city's development plan and how it impacts your business. Don't miss this opportunity to hear practical insights from practitioners with many years experience in the field.

In One Day, You'll Learn To:

- Properly prepare for planning approvals
- Handle income tax and GST considerations associated with structuring investments
- Plan for and successfully obtain financing
- Deal with considerations and issues specific to condominium development
- Experience greater certainty for your property investments

Learning Objectives:

- The attendee will be able to analyze the development approval process.
- The attendee will be able to identify municipal assessment and taxation considerations.
- The attendee will be able to explain how to handle legal issues ordinarily encountered in the land development process.
- The attendee will be able to discuss tax and development structure considerations.

Professional Manual:

You will receive a professionally prepared manual compiled by the faculty specifically for this seminar. The seminar will be recorded. Your registration constitutes your consent to such recording. If you cannot attend, you may order a set of CDs and the accompanying manual from this program by using the registration form on the back panel.

Continuing Education Credit

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This seminar may qualify for 6.5 hours of CPD through the Institute of Chartered Accountants of Manitoba.

This seminar may qualify for 6.5 hours of CLE credit toward the minimum expectations for professional development.

This seminar may qualify for 6.5 hours of MPD through the Certified Management Accountants of Manitoba.

This workshop qualifies for Continuing Professional Development and Education points for members of Construction Specifications Canada who are certified CCCA, CTR and RSW members. One hour of instruction is equal to one hour credit. A maximum of 10 hours per year is allowed for industry seminars.



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Our Distinguished Faculty

Richard H.G. Adams is a partner at Thompson Dorfman Sweatman LLP. He practises in the areas of real estate law, corporate and commercial law, and wills and estates. He has particular expertise in commercial and industrial real estate transactions. Mr. Adams has contributed to various seminars and programs offered by both the Law Society of Manitoba and Manitoba Bar Association, and was the lecturer for four years in the third-year real estate law course at the University of Manitoba Law School. He currently serves on three committees of the Law Society of Manitoba, Discipline, Claims Reimbursement, and Practice and Ethics. Mr. Adams earned his B.A. and LL.B. degrees from the University of Manitoba. Mr. Adams can be reached at 204-934-2439 or at rhga@tdslaw.com.

Jacqueline East is the manager of the Planning and Land Use Division at the City of Winnipeg with 15 years of experience in urban planning and economic and community development. She oversees a division devoted to urban planning, design and development that sets the tone for land development in Winnipeg. Ms. East was most recently involved in bringing the Waverley West lands on stream for development. She received her B.A. degree, with honours, and M.C.P. degree at the University of Manitoba. Ms. East can be reached at 204-986-6684 or at jeast@winnipeg.ca.

Douglas J. Forbes is a partner at Thompson Dorfman Sweatman LLP. He practises in the areas of corporate, commercial and securities law with an emphasis on transactions and financing; in real estate law with an emphasis on transactions, financing and commercial leasing; and in condominium law in the areas of development and governance. Mr. Forbes also assists many organizations with governance issues. He is chair of the property tax committee of the Canadian Condominium Institute (Manitoba Chapter) and a frequent lecturer on condominium law. He is also a sessional lecturer for the University of Manitoba Faculty of Law. Mr. Forbes earned his LL.B. degree from Osgoode Hall Law School. Mr. Forbes can be reached at 204-934-2426 or at djf@tdslaw.com.

Antoine F. Hacault is a partner with Thompson Dorfman Sweatman LLP. His practice areas include litigation, expropriation law, municipal law, administrative law and aboriginal law. Mr. Hacault has experience at all court levels. He is a member of Canadian Property Tax Association Inc. He was elected to the Manitoba Bar Association Council executive in 2003 and is now its president. He has presented seminars and lectured on various issues included in his practice areas. Mr. Hacault earned his B.S. degree from Collège Universitaire de Saint-Boniface and his LL.B. degree from Université de Moncton. Mr. Hacault can be reached at 204-934-2513 or at afh@tdslaw.com.

Leilani J. Kagan is a partner at Thompson Dorfman Sweatman LLP. Her practice focuses primarily on the areas of corporate and commercial transactions, taxation issues, estate planning and securities matters. Ms. Kagan is a member of the Canadian and Manitoba Bar Associations. She is a member, past chair and secretary of the Tax Section of the Manitoba Bar Association. Ms. Kagan has authored and presented papers on various tax and estate planning topics and is also an instructor for the University of Manitoba's Law School. She earned her B.A. degree in economics with a gold medal as well as her LL.B. degree from the University of Manitoba. Ms. Kagan can be reached at 204-934-2363 or at ljkg@tdslaw.com.

James A. Ripley is a partner with Thompson Dorfman Sweatman LLP. Mr. Ripley has often acted for landlords and tenants in leasing transactions and, in particular, for landlords in the leasing of new developments. He is listed in the *Lexpert Directory* under the banking and project finance sections and in the 2008 edition of *The Best Lawyers in Canada* under the specialty of banking law. Mr. Ripley is honorary counsel to The Manitoba Museum and to The Fort Whyte Foundation Inc. He has lectured on the subject of commercial lending, commercial tenancies and contract drafting. Mr. Ripley is a member of the Council of St. John's College, a constituent college of the University of Manitoba, and is a director of the Manitoba/Nunavut division of The Arthritis Society and of the St. John's-Ravenscourt School Foundation Inc. Mr. Ripley can be reached at 204-934-2430 or at jar@tdslaw.com.

John D. Stefaniuk is a partner at Thompson Dorfman Sweatman LLP. Mr. Stefaniuk engages in a broad practice with emphasis on environmental, real property, commercial and municipal law matters. He is listed in the 2005 Canadian legal *LEXPert Directory*, *The International Who's Who of Business Lawyers* and *Euromoney's Guide to the World's Leading Environmental Lawyers*. Mr. Stefaniuk is past president of the Manitoba Bar Association and a member of the Manitoba Bar Association's Real Property, Business and Municipal Law Sections. He is a contributing editor of the *Environmental Law Journal* and a regular presenter and author of articles relating to real property, municipal and environmental legal issues. Mr. Stefaniuk can be reached at 204-934-2597 or at jds@tdslaw.com.

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General Information

Winnipeg, MB • November 14, 2007

Holiday Inn Airport West • 2520 Portage Avenue

Registration: 8:00 am – 8:30 am • Session: 8:30 am – 4:30 pm

Lunch Break: 12:00 pm – 1:00 pm (On Your Own)

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Faculty: George J. Orle, Q.C., Daryl Chicoine, Orle Davidson Giesbrecht Bergen LLP. ©2007. 90 pages.

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