

# Webinar

## ULI British Columbia: Coffee & Conversations with Mackenzie Biggar, VP of Development at QuadReal

Date: July 28, 2021

00:00:00 --> 00:00:04: There we go close please. Thank you thanks OK thanks.

00:00:33 --> 00:00:34: Yeah alright, let's

00:00:34 --> 00:00:37: get started. Thank you all for joining us in another

00:00:37 --> 00:00:41: edition of coffee or conversations hosted by the Urban Land

00:00:41 --> 00:00:43: Institute and generously sponsored by Onnit.

00:00:43 --> 00:00:47: My name is Randolph Lee with you libz young leaders

00:00:47 --> 00:00:50: group and I'm joined by my team members Oliver Tenant

00:00:50 --> 00:00:51: and Chris Cuno.

00:00:51 --> 00:00:54: I would like to give a special thanks to Shannon

00:00:54 --> 00:00:57: Patterson and UL IBX Young Leaders Group for their

00:00:57 --> 00:00:58: continued

00:00:58 --> 00:01:01: support and guidance.

00:01:01 --> 00:01:05: Now for newcomers to the event,

00:01:05 --> 00:01:09: coffee and conversation is ULI BC monthly early morning

00:01:09 --> 00:01:12: networking

00:01:12 --> 00:01:13: events were all real estate professionals can drop in like.

00:01:13 --> 00:01:16: Can meet can drop in to meet other like minded

00:01:16 --> 00:01:19: colleagues.

00:01:19 --> 00:01:22: Further contact base and share thoughts and ideas about

00:01:22 --> 00:01:26: industry

00:01:26 --> 00:01:29: issues that we are also passionate about.

00:01:29 --> 00:01:33: We will continue to be putting out these monthly events

00:01:33 --> 00:01:38: online until in person events are fully permitted.

00:01:38 --> 00:01:38: Some upcoming events to keep in mind.

00:01:38 --> 00:01:38: WL IBD Innovation Podcast Episode 3 is launching this

00:01:38 --> 00:01:38: Friday.

00:01:38 --> 00:01:38: ULI will have its annual Wilg Cascadia regional Conference

00:01:38 --> 00:01:38: in

00:01:38 --> 00:01:38: Portland,

00:01:38 --> 00:01:42: OR on August 19th and August 20th.

00:01:42 --> 00:01:46: Lastly, there will be a collaboration event with crew for shock.

00:01:46 --> 00:01:46: shock.

00:01:46 --> 00:01:51: The block presented by Grovenor on August 27.

00:01:51 --> 00:01:54: Some housekeeping items please keep your microphones muted.

00:01:54 --> 00:01:58: Use of your web camera is optional or we encourage you to turn it on.

00:01:58 --> 00:01:59: you to turn it on.

00:01:59 --> 00:02:02: There will be a Q&A session towards the end of the talk,

00:02:02 --> 00:02:02: the talk,

00:02:02 --> 00:02:05: so please feel free to send a message to Chris Cuno.

00:02:05 --> 00:02:05: Cuno.

00:02:08 --> 00:02:10: With any questions that you may have for our speaker today. We

00:02:10 --> 00:02:12: today. We

00:02:12 --> 00:02:15: will select them in the order that they are received.

00:02:15 --> 00:02:18: And I mute you so you can ask her directly around 8:40.

00:02:18 --> 00:02:19: around 8:40.

00:02:19 --> 00:02:23: Now, for our speaker today we are fortunate to have Mackenzie bigger.

00:02:23 --> 00:02:24: Mackenzie bigger.

00:02:24 --> 00:02:28: Join us. Mackenzie is a vice president of development at Quad Real Property Group A real estate company with over \$61 billion in assets under management globally with their partner

00:02:28 --> 00:02:31: Quad Real Property Group A real estate company with over

00:02:31 --> 00:02:36: \$61 billion in assets under management globally with their partner

00:02:36 --> 00:02:39: BC IMC. Prior to her role at Quadrille,

00:02:39 --> 00:02:42: McKenzie has spent over 15 years in the development industry

00:02:43 --> 00:02:47: with some of Vancouver's most prolific and successful developers working

00:02:47 --> 00:02:50: on design and approval projects in nearly.

00:02:50 --> 00:02:53: Every municipality across Greater Vancouver.

00:02:53 --> 00:02:56: Interviewing Mackenzie today will be my colleague Oliver Tenants.

00:02:56 --> 00:03:00: He is currently an assistant development manager at St Side Developments and with that Mackenzie and Oliver,

00:03:00 --> 00:03:03: Developments and with that Mackenzie and Oliver,

00:03:03 --> 00:03:04: the floor is yours.

00:03:06 --> 00:03:08: Thank you, Randolph. Really appreciate that.

00:03:08 --> 00:03:09: As always and welcome Mackenzie,

00:03:09 --> 00:03:12: really appreciate you taking the time out of your busy day to to speak to us all this morning.

00:03:12 --> 00:03:14: day to to speak to us all this morning.

00:03:15 --> 00:03:17: Thanks very much for having me.

00:03:17 --> 00:03:18: Thanks Oliver. Of course. So

00:03:18 --> 00:03:21: just to start it off for everyone here,

00:03:21 --> 00:03:23: can you tell everyone a little bit about kind of

00:03:23 --> 00:03:26: how you got into development and your career path from  
00:03:26 --> 00:03:28: the Genesis to maybe the present day?  
00:03:29 --> 00:03:31: Sure, yeah, I think it's.  
00:03:31 --> 00:03:33: I think it's around 18 years or or so,  
00:03:33 --> 00:03:36: so it's gone by in the blink of an eye.  
00:03:36 --> 00:03:39: I would say and you did ask me this question.  
00:03:39 --> 00:03:41: Part of me in advance.  
00:03:41 --> 00:03:43: So I was thinking back on to where things started  
00:03:44 --> 00:03:46: and I guess I sort of grew up around real  
00:03:46 --> 00:03:48: estate when I really think about it.  
00:03:48 --> 00:03:50: I come from a family of Realtors,  
00:03:50 --> 00:03:52: my father and my brother are Realtors.  
00:03:52 --> 00:03:55: My father was uhm. A developer as well.  
00:03:55 --> 00:03:58: When I was young, so he developed the first commercial  
00:03:58 --> 00:04:00: waterfront development in Easton,  
00:04:00 --> 00:04:03: which is where I grew up and that was a  
00:04:03 --> 00:04:05: really big deal at the time.  
00:04:05 --> 00:04:07: Was back in 1988, so I think it was seven  
00:04:07 --> 00:04:10: and I wish I'd pay more attention at the time  
00:04:10 --> 00:04:14: because it was a really controversial and difficult public  
approval  
00:04:14 --> 00:04:16: process and our family also built houses,  
00:04:16 --> 00:04:19: so I guess you could say I grew up around  
00:04:19 --> 00:04:22: real estate and then in 2002 so you know,  
00:04:22 --> 00:04:24: dating myself here, I came out of university.  
00:04:24 --> 00:04:27: With a Bachelor of Arts degree in history,  
00:04:27 --> 00:04:29: wondering what I was going to do with my life  
00:04:29 --> 00:04:32: and I really thought I was going to be a  
00:04:32 --> 00:04:32: lawyer.  
00:04:32 --> 00:04:34: Because you know what else do you do with a  
00:04:34 --> 00:04:36: beloved history degree?  
00:04:36 --> 00:04:37: UM, don't get me wrong,  
00:04:37 --> 00:04:39: I love a good disclosure statement.  
00:04:39 --> 00:04:42: And then airspace parcel. But it happened to be helping  
00:04:42 --> 00:04:44: out friends Mom at a sale Center for Park Lane  
00:04:44 --> 00:04:47: Homes which was a sister company to West Group at  
00:04:47 --> 00:04:49: the time. So it was a company is a pretty  
00:04:49 --> 00:04:50: big deal.  
00:04:50 --> 00:04:53: It had been around for 25 years and they focused  
00:04:53 --> 00:04:55: on master plan wood frame.  
00:04:55 --> 00:04:57: Mostly Heritage Mountain in Port Moody bed for landing in  
00:04:57 --> 00:04:58: Fort Langley.

00:04:58 --> 00:05:01: Those larger, larger projects and I was told there was  
00:05:01 --> 00:05:03: a position on the development team at head office called  
00:05:03 --> 00:05:04: Development Assistant.  
00:05:04 --> 00:05:07: And honestly I really didn't have a great idea about  
00:05:07 --> 00:05:09: what this was all about,  
00:05:09 --> 00:05:12: but I asked some questions and I thought you know  
00:05:12 --> 00:05:14: this sounds pretty exciting and I was looking for a  
00:05:14 --> 00:05:15: career,  
00:05:15 --> 00:05:17: not just a job. And so I applied and I  
00:05:17 --> 00:05:21: interviewed with Ben today who is over at Conwest now  
00:05:21 --> 00:05:24: and if you know Ben he's a good friend and  
00:05:24 --> 00:05:27: mentor to this day. He's a pretty intimidating person if  
00:05:27 --> 00:05:30: you're a young person looking for their first job in  
00:05:30 --> 00:05:32: real estate and and I think he basically gave me  
00:05:32 --> 00:05:35: a shot, we made a deal that I would take  
00:05:35 --> 00:05:38: a necessary list of courses to kind of get me  
00:05:38 --> 00:05:41: up to speed on what I didn't have with with  
00:05:41 --> 00:05:43: my education to date, and that I would commit to  
00:05:43 --> 00:05:46: being in that position in order to learn what I  
00:05:46 --> 00:05:47: didn't know,  
00:05:47 --> 00:05:49: so I don't know if that same opportunity would exist  
00:05:49 --> 00:05:50: today,  
00:05:50 --> 00:05:52: but I'm very grateful for it and it really was  
00:05:52 --> 00:05:55: my foot into the door of this very dynamic industry  
00:05:55 --> 00:05:56: and.  
00:05:56 --> 00:05:57: I've loved it ever since.  
00:05:57 --> 00:05:59: UM, I'll never forget my first day on the job.  
00:05:59 --> 00:06:02: I went for lunch with the team and I was  
00:06:02 --> 00:06:05: so nervous that I couldn't eat anything on my plate  
00:06:05 --> 00:06:07: and they were all asking if I was OK.  
00:06:07 --> 00:06:09: I remember that to this day I was very nervous.  
00:06:09 --> 00:06:12: And yeah, that's kind of where the start happened.  
00:06:12 --> 00:06:15: Oliver, did you want me to touch on any?  
00:06:15 --> 00:06:16: Like I I  
00:06:16 --> 00:06:18: know you, I know you've worked in a few other  
00:06:18 --> 00:06:21: different development firms in town on a handful of different  
00:06:21 --> 00:06:24: projects and different asset classes and locations and stuff.  
00:06:24 --> 00:06:27: And I know for attendees in the office attendees here  
00:06:27 --> 00:06:28: at the event,  
00:06:28 --> 00:06:30: we have quite a few young professionals that are kind  
00:06:30 --> 00:06:34: of mid career making jumps between companies and and  
transitions

00:06:34 --> 00:06:35: and stuff like that.

00:06:35 --> 00:06:37: And maybe you can speak a little bit about that

00:06:37 --> 00:06:40: transitional period and pros and cons of different companies and

00:06:40 --> 00:06:41: stuff.

00:06:41 --> 00:06:44: Sure, yeah, so I've. I've been in a number of

00:06:44 --> 00:06:46: firms in the local industry here.

00:06:46 --> 00:06:48: When I start at Park Lane.

00:06:48 --> 00:06:50: So I was a development assistant and then I moved

00:06:50 --> 00:06:54: through Development Coordinator project manager and gained a lot of

00:06:54 --> 00:06:54: experience.

00:06:54 --> 00:06:57: Through that. I would say one thing that sticks out

00:06:57 --> 00:07:00: of my mind when I was at Park Lane.

00:07:00 --> 00:07:01: So I got, you know,

00:07:01 --> 00:07:04: for young people. One thing I say is every opportunity

00:07:04 --> 00:07:07: is an opportunity even when you think it's not so.

00:07:07 --> 00:07:10: I remember when I got shifted over from Park Lane

00:07:10 --> 00:07:12: to West Group and I was.

00:07:12 --> 00:07:14: Working with I was going to going to work with

00:07:14 --> 00:07:17: Norm Shearing as his development coordinator on East Fraser Lands,

00:07:17 --> 00:07:19: which is now River District,

00:07:19 --> 00:07:22: and that's when we were going through the official development

00:07:22 --> 00:07:24: plan for that project and I was very upset because

00:07:25 --> 00:07:27: I loved our team on the Park Lane side and

00:07:27 --> 00:07:29: it was like I don't know if you've seen a

00:07:29 --> 00:07:30: league of their own,

00:07:30 --> 00:07:33: but I felt like I was getting traded from the

00:07:33 --> 00:07:35: Rockford Peaches to the Racing belt.

00:07:35 --> 00:07:37: I remember I was pretty upset about it and I

00:07:37 --> 00:07:40: didn't realize at the time what an amazing opportunity that

00:07:40 --> 00:07:42: was because look at River District now.

00:07:42 --> 00:07:45: And I learned such an incredible amount from Norm and

00:07:45 --> 00:07:47: I got to attend as a junior person.

00:07:47 --> 00:07:50: Every single city of Vancouver meeting with senior people.

00:07:50 --> 00:07:52: And, you know, Andres Duany flew in.

00:07:52 --> 00:07:54: He's the father of new urban urbanism,

00:07:54 --> 00:07:57: and I was able to meet him and I look

00:07:57 --> 00:07:58: back at that.

00:07:58 --> 00:08:00: And and what I would say to young people is

00:08:00 --> 00:08:01: really,

00:08:01 --> 00:08:04: you know, every opportunity you will learn something and sort

00:08:04 --> 00:08:06: of appreciate it for what it is,

00:08:06 --> 00:08:10: even though you may not think it's right for you

00:08:10 --> 00:08:11: at the time.

00:08:11 --> 00:08:13: When I was about about 28,

00:08:13 --> 00:08:15: I had a bit of a quarter life crisis and

00:08:15 --> 00:08:18: I thought I wanted to explore my entrepreneurial side and

00:08:18 --> 00:08:20: so I left the industry for a minute.

00:08:20 --> 00:08:22: You know about 8 months I think,

00:08:22 --> 00:08:25: and I quickly realized how much I love development.

00:08:25 --> 00:08:27: So I came back to it and I was really

00:08:27 --> 00:08:30: fortunate to work at Anthem Properties as a development manager

00:08:30 --> 00:08:33: and that really gave me experience on on concrete high-rise

00:08:33 --> 00:08:34: which I hadn't had before.

00:08:34 --> 00:08:36: So I was put on a project with Palffy Bush

00:08:36 --> 00:08:40: called Station Square and the whole team at Station Square

00:08:40 --> 00:08:41: and and that really stands out.

00:08:41 --> 00:08:45: Is a very huge learning experience and also great opportunity

00:08:45 --> 00:08:48: to work on such a world class project in five

00:08:48 --> 00:08:51: towers on an infill site in the middle of next

00:08:51 --> 00:08:54: to the biggest shopping center in the Lower mainland.

00:08:54 --> 00:08:57: It was pretty incredible and then following that I moved

00:08:57 --> 00:09:00: to Buffalo Properties as director of Development.

00:09:00 --> 00:09:03: Working for Flavian Daniel Boffo and you know also huge

00:09:03 --> 00:09:05: learnings from that smaller company,

00:09:05 --> 00:09:09: right? So family owned and there's definite benefits to a

00:09:09 --> 00:09:12: large company as well as a small company.

00:09:12 --> 00:09:14: You can touch some more boutique companies.

00:09:14 --> 00:09:16: You can touch a lot more things.

00:09:16 --> 00:09:19: You're involved in everything and so that was pretty deep

00:09:19 --> 00:09:20: learning there too.

00:09:20 --> 00:09:23: And then I was introduced to quadrille.

00:09:23 --> 00:09:25: And here I am. So we're an institutional organization.

00:09:25 --> 00:09:28: The the the model here is different for me.

00:09:28 --> 00:09:31: We focus on long term hold rental product and new

00:09:31 --> 00:09:35: development is a really entrepreneurial node of this large organization.

00:09:35 --> 00:09:38: So so they've all been quite different and there's been

00:09:38 --> 00:09:39: learning from each,

00:09:39 --> 00:09:42: so that's kind of the path that I followed.

00:09:42 --> 00:09:44: And where I am today,

00:09:44 --> 00:09:44: I think  
00:09:44 --> 00:09:47: that's really awesome to have such a varied experience and  
00:09:47 --> 00:09:51: wide ranging experience of different company sizes and  
projects and  
00:09:51 --> 00:09:52: all that sort of stuff.  
00:09:52 --> 00:09:55: Uhm, I know one of the things we were talking  
00:09:55 --> 00:09:58: offline about was outside of the office inspiration.  
00:09:58 --> 00:10:01: So where do you kind of find your inspiration outside  
00:10:01 --> 00:10:02: of the office?  
00:10:02 --> 00:10:05: And what would you recommend for young professionals in  
terms  
00:10:05 --> 00:10:06: of inspiration?  
00:10:07 --> 00:10:09: Yeah, so given our current climate of things that are  
00:10:10 --> 00:10:11: happening in the world,  
00:10:11 --> 00:10:13: I have it like two periods of or two answers  
00:10:13 --> 00:10:14: to that.  
00:10:14 --> 00:10:17: So bucket one was the before COVID time in life.  
00:10:17 --> 00:10:19: And and I love to travel and travel gives you  
00:10:19 --> 00:10:21: a lot of perspective on many things,  
00:10:21 --> 00:10:24: but certainly the work that we do and development and  
00:10:24 --> 00:10:27: just seeing what other cities are doing and learning from  
00:10:27 --> 00:10:30: that and and I would say one thing I learn  
00:10:30 --> 00:10:32: when I go to cities like I go to,  
00:10:32 --> 00:10:35: you know, an American city and I think I'm going  
00:10:35 --> 00:10:37: to go there and find the next greatest.  
00:10:37 --> 00:10:40: Idea for development or design or unit plans or whatever.  
00:10:40 --> 00:10:43: And and often I come back and I realize that  
00:10:43 --> 00:10:47: Vancouver is such a leader and sometimes that's the  
takeaway  
00:10:47 --> 00:10:50: that we are doing amazing things here and that we  
00:10:50 --> 00:10:53: should look within our own city because of the expertise  
00:10:53 --> 00:10:55: that we have here.  
00:10:55 --> 00:10:57: Other times we go to places like I was in  
00:10:57 --> 00:11:01: Japan right before the pandemic hit and just the speed  
00:11:01 --> 00:11:03: at which they build buildings towers.  
00:11:03 --> 00:11:06: You know two cranes on a single tower site operating  
00:11:06 --> 00:11:07: with prefabricated materials.  
00:11:07 --> 00:11:10: Like you've never seen before and just speaking with us  
00:11:10 --> 00:11:13: or chat to speak with one group there about the  
00:11:13 --> 00:11:16: timelines to build a tower and it it blew my  
00:11:16 --> 00:11:18: mind. So so those are kind of the things you  
00:11:18 --> 00:11:21: do when you travel and then the current period of  
00:11:21 --> 00:11:21: time.

00:11:21 --> 00:11:24: I don't think I've ever spent as much time in  
00:11:24 --> 00:11:26: my own home in my entire life collectively,  
00:11:26 --> 00:11:30: because I'm usually out and about doing other things and  
00:11:30 --> 00:11:32: it really caused me to take a look at how  
00:11:32 --> 00:11:34: we operate in our own spaces.  
00:11:34 --> 00:11:35: So instead of going everywhere else,  
00:11:35 --> 00:11:38: it was K. Let's look at home.  
00:11:38 --> 00:11:41: And how we design units for our residents?  
00:11:41 --> 00:11:44: I have two homes because I am married to an  
00:11:44 --> 00:11:45: American,  
00:11:45 --> 00:11:48: so we have a single family home in the States  
00:11:48 --> 00:11:50: and we have a condo up here and the contrast  
00:11:50 --> 00:11:53: between the two has been very insightful.  
00:11:53 --> 00:11:55: Our condo here you know it's now our gym,  
00:11:55 --> 00:11:58: our work from Home Office or entertaining space and our  
00:11:58 --> 00:11:59: kitchen.  
00:11:59 --> 00:12:01: So so really looking hard at unit plans.  
00:12:01 --> 00:12:04: And you know when you say flex place on a  
00:12:04 --> 00:12:05: unit plan,  
00:12:05 --> 00:12:06: what does that actually mean?  
00:12:06 --> 00:12:08: And is it really functional?  
00:12:08 --> 00:12:10: Those are some of the insights I've taken from or  
00:12:10 --> 00:12:12: inspiration that I've taken from.  
00:12:12 --> 00:12:14: The last you know, 18 months or so.  
00:12:15 --> 00:12:18: Totally, totally, and to unpack that a little bit.  
00:12:18 --> 00:12:21: How has that changed? Maybe the work culture and the  
00:12:21 --> 00:12:24: work dynamic at QUADRELLE specifically.  
00:12:25 --> 00:12:28: Yeah, it's been an interesting time and I think I  
00:12:28 --> 00:12:31: think most people would say that the shift to to  
00:12:31 --> 00:12:33: work from home was fairly quick.  
00:12:33 --> 00:12:36: I have to say like our teams here and we  
00:12:36 --> 00:12:39: deal with global offices as well so we have to  
00:12:39 --> 00:12:43: consider that in our operations and how we how we  
00:12:43 --> 00:12:46: reacted to the pandemic. And it was pretty incredible so  
00:12:46 --> 00:12:49: the shift to Home Office was very quick and I  
00:12:49 --> 00:12:50: know that you know,  
00:12:50 --> 00:12:53: as a manager and other teams developing that immediate  
trust  
00:12:54 --> 00:12:55: for people and productivity was.  
00:12:55 --> 00:12:58: New for everybody and and I found that it was,  
00:12:58 --> 00:13:00: you know people were even more productive.  
00:13:00 --> 00:13:02: In some cases. The part that we're missing is the



00:13:03 --> 00:13:05: collaboration of being back in the office.  
00:13:05 --> 00:13:06: So I think that's really important,  
00:13:06 --> 00:13:08: and especially for young people.  
00:13:08 --> 00:13:10: I know that I just threw us mocs of being  
00:13:10 --> 00:13:12: around people and overhearing conversations.  
00:13:12 --> 00:13:14: That's a big piece that we're missing,  
00:13:14 --> 00:13:17: so we're looking forward to being back in the office,  
00:13:17 --> 00:13:19: but it's definitely shift and a good I know for  
00:13:20 --> 00:13:20: me,  
00:13:20 --> 00:13:22: it was a good exercise and resilience and how to  
00:13:22 --> 00:13:24: adapt to a very different.  
00:13:24 --> 00:13:25: I've never worked from home.  
00:13:25 --> 00:13:28: So, uhm, you know. Looking forward to seeing people back  
00:13:28 --> 00:13:29: in the office,  
00:13:29 --> 00:13:31: but definitely an exercise and resilience for people.  
00:13:32 --> 00:13:35: Definitely, definitely UM, and maybe we can kind of shift  
00:13:35 --> 00:13:36: the conversation.  
00:13:36 --> 00:13:41: Maybe more to quadrille specifically a matter obviously  
speaking about  
00:13:41 --> 00:13:45: working Quad rail right now and how that's done in  
00:13:45 --> 00:13:46: the current climate.  
00:13:46 --> 00:13:50: Something. I find personally fascinating about quadrille is you  
guys  
00:13:50 --> 00:13:53: have these huge partnerships with some of Vancouver's  
most against  
00:13:53 --> 00:13:55: successful and prolific developers?  
00:13:55 --> 00:13:58: But you also do your own private soul developments,  
00:13:58 --> 00:14:00: so how do those come about?  
00:14:00 --> 00:14:02: Whether it's a soul development or a partnership,  
00:14:02 --> 00:14:05: maybe you can tell us a little bit about that.  
00:14:06 --> 00:14:08: Sure, yeah, do you want me to start with them  
00:14:08 --> 00:14:09: a bit about how we were formed?  
00:14:09 --> 00:14:11: Or do you want me to jump into?  
00:14:11 --> 00:14:13: Yeah, of course. Just 'cause I think that's something I  
00:14:13 --> 00:14:13: mean.  
00:14:13 --> 00:14:15: I didn't know that before.  
00:14:15 --> 00:14:18: I started becoming engaged with quadrille,  
00:14:18 --> 00:14:21: but uhm so. I've heard people say this many times  
00:14:22 --> 00:14:25: that were were Vancouver's biggest startup right?  
00:14:25 --> 00:14:29: And it's it's true? I think in many ways.  
00:14:29 --> 00:14:32: So quadrille was formed in 2017 and the to manage  
00:14:32 --> 00:14:35: their entire real estate portfolio for BCI,  
00:14:35 --> 00:14:39: which is the BC Investment Management Corporation and

BC.

00:14:39 --> 00:14:43: I invest provides investment management services for over I think

00:14:43 --> 00:14:46: 570,000 pension plan members around that and mostly in the

00:14:46 --> 00:14:48: came public sector.

00:14:48 --> 00:14:50: So includes BC Hydro Worksafe BC.

00:14:50 --> 00:14:54: Municipal educational sectors and, prior to that,

00:14:54 --> 00:14:59: the pension fund real estate portfolio was managed by third

00:14:59 --> 00:15:04: party managers like groups like GWL Realstar and Bently Kennedy.

00:15:04 --> 00:15:08: So in 2017. BC I said let's form our own

00:15:08 --> 00:15:10: company to do that,

00:15:10 --> 00:15:13: so that's what happened. Basically and now we have.

00:15:13 --> 00:15:15: We have offices across Canada,

00:15:15 --> 00:15:18: so we've got and speaking to development we have development

00:15:18 --> 00:15:20: groups in Vancouver,

00:15:20 --> 00:15:23: Calgary and Toronto and then we have global offices in

00:15:23 --> 00:15:24: Hong Kong,

00:15:24 --> 00:15:27: London and they cover all all asset classes.

00:15:27 --> 00:15:30: But our global headquarters is here in Vancouver at Park

00:15:30 --> 00:15:34: Place and people always think it's Toronto and my Toronto

00:15:34 --> 00:15:35: colleagues are on today.

00:15:35 --> 00:15:37: But like global offices. Technically,

00:15:37 --> 00:15:41: here in Vancouver we have about 1200 employees and just

00:15:41 --> 00:15:44: to give you like an order of magnitude on our

00:15:44 --> 00:15:45: portfolio in Canada.

00:15:45 --> 00:15:48: So we we own and operate about 9500 residential units.

00:15:48 --> 00:15:50: Residential rental units in Canada.

00:15:50 --> 00:15:53: We've got about 18 million square feet of office retail,

00:15:53 --> 00:15:56: about 4.3 million, so we're pretty big organization,

00:15:56 --> 00:15:59: but I do. We have this entrepreneurial spirit in our

00:16:00 --> 00:16:03: development team and I can only speak to that,

00:16:03 --> 00:16:05: and I'm sure it runs through other departments,

00:16:05 --> 00:16:09: but it's pretty exciting. So that's a bit on how

00:16:09 --> 00:16:10: how we were formed.

00:16:10 --> 00:16:13: Uhm? And then your next question was,

00:16:13 --> 00:16:15: I think, about partnerships and.

00:16:15 --> 00:16:17: And development is alright? Yeah,

00:16:17 --> 00:16:19: totally like when there's a site that comes up.

00:16:19 --> 00:16:22: Do you go to the partner and partner with them

00:16:22 --> 00:16:24: but they bring it to you?

00:16:24 --> 00:16:26: Or do you bring those partners

00:16:26 --> 00:16:28: on? How did the projects come to be?  
00:16:28 --> 00:16:31: OK so were five years old so pretty new right?  
00:16:31 --> 00:16:34: So I had to actually go back to colleagues and  
00:16:34 --> 00:16:36: and sort of find out a bit more about this  
00:16:36 --> 00:16:39: because the projects I'm on have been inherited.  
00:16:39 --> 00:16:42: They've already been in place but.  
00:16:42 --> 00:16:44: Two parts of that so quadrille is does two types  
00:16:45 --> 00:16:45: of work,  
00:16:45 --> 00:16:48: so the first part is the partnerships which you've touched  
00:16:48 --> 00:16:50: on and we can touch on that.  
00:16:50 --> 00:16:52: And the second part is we actually do our own  
00:16:52 --> 00:16:53: development,  
00:16:53 --> 00:16:55: which I don't think a lot of people necessarily know  
00:16:55 --> 00:16:57: unless you work with us.  
00:16:57 --> 00:16:58: So we have a 100%  
00:16:58 --> 00:17:02: quadrel owned projects. So back to number one part of  
00:17:02 --> 00:17:03: me the partnerships.  
00:17:03 --> 00:17:06: We so we work with top tier local developers in  
00:17:06 --> 00:17:07: the Vancouver market.  
00:17:07 --> 00:17:10: I'm going to name some of them 'cause they're they.  
00:17:10 --> 00:17:12: Everybody knows them, you know,  
00:17:12 --> 00:17:13: Mark on town line, reliance,  
00:17:13 --> 00:17:15: and Darwin to name a few.  
00:17:15 --> 00:17:18: And and we usually look at opportunities that have an  
00:17:18 --> 00:17:19: income producing components.  
00:17:19 --> 00:17:22: So we want residential rental to long term holds.  
00:17:22 --> 00:17:25: And there's also usually a static component which.  
00:17:25 --> 00:17:28: Which is where we rely on the partners expertise.  
00:17:28 --> 00:17:31: Usually because we focus on the income producing stuff and  
00:17:31 --> 00:17:33: honestly each partnership is very different.  
00:17:33 --> 00:17:36: I think I'm on three of them now and they're  
00:17:36 --> 00:17:37: very different,  
00:17:37 --> 00:17:40: so sometimes it's 5050 on the development management of  
00:17:40 --> 00:17:43: a  
00:17:40 --> 00:17:43: project and sometimes on other project partners.  
00:17:43 --> 00:17:46: Take the lead and we give our input along the  
00:17:46 --> 00:17:46: way,  
00:17:46 --> 00:17:49: but I think we're very different from what I know  
00:17:49 --> 00:17:51: from other institutional firms,  
00:17:51 --> 00:17:54: and that we're really involved in the development so.  
00:17:54 --> 00:17:58: Were involved in the design were involved in the approvals,  
00:17:58 --> 00:18:02: and that's largely because we're that income producing part

of  
00:18:02 --> 00:18:05: the project is going to be ours at the end  
00:18:05 --> 00:18:08: of the day and we want to make sure that  
00:18:08 --> 00:18:10: it is able to operate in the way that we  
00:18:10 --> 00:18:13: want in terms of where do we look for the  
00:18:13 --> 00:18:14: opportunities.  
00:18:14 --> 00:18:17: I would say they have come to us historically so  
00:18:17 --> 00:18:21: they have to align with our specific investment objectives.  
00:18:21 --> 00:18:24: We're not just putting in capital like I said and  
00:18:24 --> 00:18:25: and partners.  
00:18:25 --> 00:18:28: I would say we don't join with a partner and  
00:18:28 --> 00:18:31: go hunting after a piece of land and say more  
00:18:31 --> 00:18:32: often than not,  
00:18:32 --> 00:18:35: the partner has the land and comes to us and  
00:18:35 --> 00:18:36: says you know,  
00:18:36 --> 00:18:38: would you like to partner on this and it gives  
00:18:38 --> 00:18:41: us access to opportunities we wouldn't necessarily otherwise  
see.  
00:18:41 --> 00:18:43: I'll give you an example.  
00:18:43 --> 00:18:46: Tri City in Coquitlam which is going to be a  
00:18:46 --> 00:18:48: huge huge new line.  
00:18:48 --> 00:18:51: Master plan for that city with Mark on I believe  
00:18:51 --> 00:18:53: in like Nick can correct this later,  
00:18:53 --> 00:18:56: but I believe they own the land for two years  
00:18:56 --> 00:18:57: before we became involved,  
00:18:57 --> 00:19:00: so that's kind of like a typical partnership.  
00:19:00 --> 00:19:02: I would say Oak Ridge for example.  
00:19:02 --> 00:19:03: Oak Ridge with West Bank.  
00:19:03 --> 00:19:06: The income producing components were were a real draw for  
00:19:06 --> 00:19:09: us and and and not that we're against STRATA,  
00:19:09 --> 00:19:12: but the IP helps supplement returns while we build out  
00:19:12 --> 00:19:14: the rest of the investment part of the project.  
00:19:14 --> 00:19:17: An yeah, I think that's is that kind of ask  
00:19:17 --> 00:19:18: the question about.  
00:19:18 --> 00:19:20: Partnerships, yeah definitely big time.  
00:19:20 --> 00:19:22: Yeah I think what about yours,  
00:19:22 --> 00:19:24: yeah? Well I. I think groups come to us.  
00:19:24 --> 00:19:27: You know this is Me 2 1/2 years in we  
00:19:27 --> 00:19:28: have brand power.  
00:19:28 --> 00:19:30: We have stable capital and we're a local institution or  
00:19:30 --> 00:19:31: institutional player.  
00:19:31 --> 00:19:34: So I think that's part of the draw for people

00:19:34 --> 00:19:36: wanting to work with us.

00:19:37 --> 00:19:40: Very cool and now what about the soul development?

00:19:40 --> 00:19:42: So how do those come to be and what kind

00:19:42 --> 00:19:45: of risks do you look at in terms of the

00:19:45 --> 00:19:49: acquisitions and are there any asset classes that you're specifically

00:19:49 --> 00:19:50: focused on? Obviously

00:19:50 --> 00:19:52: you mentioned rental, but any other yeah?

00:19:52 --> 00:19:54: So we do our own development.

00:19:54 --> 00:19:57: I feel like this is surprising often to people and

00:19:57 --> 00:19:59: it's a big part of our business,

00:19:59 --> 00:20:01: so we usually don't. To date,

00:20:01 --> 00:20:02: we usually don't go door knocking,

00:20:02 --> 00:20:04: you know, kind of doing assemblies,

00:20:04 --> 00:20:07: but some of the acquisitions have come.

00:20:07 --> 00:20:09: As part of a competitive process,

00:20:09 --> 00:20:11: so we own two sites on Kingsway and 12th,

00:20:11 --> 00:20:13: one of them being the.

00:20:13 --> 00:20:15: It's a parking lot right in front of Mount Saint

00:20:15 --> 00:20:18: Joseph Hospital and that was through a competitive process and

00:20:19 --> 00:20:21: that one we were drawn to that because of its

00:20:21 --> 00:20:25: synergies with 398 Kingsway, which is right next door which

00:20:25 --> 00:20:27: we owned and the scale of it is what we're

00:20:27 --> 00:20:28: looking for so.

00:20:28 --> 00:20:31: In terms of scale, what do we look for?

00:20:31 --> 00:20:33: Insights to answer your question.

00:20:33 --> 00:20:36: We usually look for a completed value of north of

00:20:36 --> 00:20:36: 100 million,

00:20:36 --> 00:20:40: so you know, in a rental project residential that's about

00:20:40 --> 00:20:41: 200 plus units.

00:20:41 --> 00:20:43: We might go smaller, but you know,

00:20:43 --> 00:20:46: we look at everything, but that's usually kind of the

00:20:46 --> 00:20:49: the metric that we're aiming for and transit oriented is

00:20:49 --> 00:20:50: a huge factor,

00:20:50 --> 00:20:52: so location is hugely important for us.

00:20:52 --> 00:20:55: Some of the risks that we're dealing with,

00:20:55 --> 00:20:57: I think, are really common to our colleagues in the

00:20:58 --> 00:20:58: industry,

00:20:58 --> 00:21:02: obviously. Municipal entitlements and what that means for timelines on

00:21:02 --> 00:21:04: a project and then and construction cost escalation.

00:21:04 --> 00:21:08: I think everyone would agree that that is something.

00:21:08 --> 00:21:10: I mean, in my career,  
00:21:10 --> 00:21:13: I've never faced that risk in the same way as  
00:21:13 --> 00:21:14: we are now.  
00:21:14 --> 00:21:17: So just escalating costs over the period of COVID labor  
00:21:17 --> 00:21:18: shortages.  
00:21:18 --> 00:21:21: Not being able to get your full order of materials  
00:21:21 --> 00:21:22: on a project,  
00:21:22 --> 00:21:24: those are some of the big risks we're facing right  
00:21:24 --> 00:21:25: now.  
00:21:25 --> 00:21:27: And and how does that relate to the site that  
00:21:27 --> 00:21:29: we might be looking at,  
00:21:29 --> 00:21:31: yeah? Totally so  
00:21:31 --> 00:21:35: when it comes to maybe these sold developments,  
00:21:35 --> 00:21:39: uhm? Maybe we can speak a little bit about to  
00:21:39 --> 00:21:42: the sustainability side of them.  
00:21:42 --> 00:21:45: I know Quadrelle has like a sustainability report card and  
00:21:45 --> 00:21:47: there's a large focus on that.  
00:21:47 --> 00:21:48: So what's that look like?  
00:21:48 --> 00:21:52: These developments from a sustainability lens and how  
that's involved  
00:21:52 --> 00:21:54: in the corporate process?  
00:21:54 --> 00:21:54: Yeah  
00:21:54 --> 00:21:56: for sure. So I would say if you were to  
00:21:56 --> 00:22:00: ask me about things I was excited about about quadrille.  
00:22:00 --> 00:22:04: Obviously the projects, but sustainability and smart buildings  
and how  
00:22:04 --> 00:22:06: we tie that in or super exciting to me.  
00:22:06 --> 00:22:07: Let's talk about sustainability first,  
00:22:07 --> 00:22:10: so this is really fundamental for our business.  
00:22:10 --> 00:22:13: It's I would say it's no longer a choice.  
00:22:13 --> 00:22:15: It's an expectation, especially for our organization,  
00:22:15 --> 00:22:18: and it's really different from when I started in the  
00:22:18 --> 00:22:18: industry.  
00:22:18 --> 00:22:21: I think you know, like going way back when I  
00:22:21 --> 00:22:22: started,  
00:22:22 --> 00:22:23: you had to sort of check.  
00:22:23 --> 00:22:28: Boxes and you know, do something green and it was  
00:22:28 --> 00:22:29: really kind of.  
00:22:29 --> 00:22:33: To get through municipal requirements because people  
thought it was  
00:22:33 --> 00:22:36: a good idea and I don't think the market really  
00:22:36 --> 00:22:38: paid you a premium for it and it wasn't.

00:22:38 --> 00:22:40: It just didn't seem that important.

00:22:40 --> 00:22:44: I'm oversimplifying, but now we're in a clearly in a

00:22:44 --> 00:22:46: state where this is a priority.

00:22:46 --> 00:22:48: One for, you know, the world,

00:22:48 --> 00:22:50: and we have an incredible team at Quad Rail that

00:22:50 --> 00:22:54: focuses solely on driving towards our own sustainability goals

00:22:54 --> 00:22:55: and

00:22:54 --> 00:22:55: super exciting.

00:22:55 --> 00:22:58: And it's some. You know on every project we have

00:22:58 --> 00:23:01: to sit down and check in as we go through

00:23:02 --> 00:23:06: the development process on how we're meeting those goals

00:23:06 --> 00:23:08: or

00:23:06 --> 00:23:08: how we're going to meet those.

00:23:08 --> 00:23:10: So the goal for our Canadian portfolio,

00:23:10 --> 00:23:14: let's say, is to reduce annual carbon emissions by 80%

00:23:14 --> 00:23:15: by 2050. So lofty goal,

00:23:15 --> 00:23:18: and there's a whole team driving towards that,

00:23:18 --> 00:23:22: and I would say our Canadian office portfolio is currently

00:23:22 --> 00:23:22: net zero.

00:23:22 --> 00:23:26: If you count the purchase of of renewable energy credits

00:23:26 --> 00:23:27: and carbon offsets.

00:23:27 --> 00:23:30: So we're. Making huge strides here and 99%

00:23:30 --> 00:23:34: of arcane portfolio is currently certified in some way across

00:23:34 --> 00:23:35: all asset types,

00:23:35 --> 00:23:39: so sometimes some type of green certification like Boamah

00:23:39 --> 00:23:40: Best

00:23:39 --> 00:23:40: Orleans so.

00:23:40 --> 00:23:42: We really walk, walk the talk,

00:23:42 --> 00:23:44: walk the walk and what we're trying to do and

00:23:45 --> 00:23:47: how that looks with new developments,

00:23:47 --> 00:23:49: which is what I work on.

00:23:49 --> 00:23:52: Mixed use stuff. We looked to make sure starting from

00:23:52 --> 00:23:54: stage one and design OK.

00:23:54 --> 00:23:57: What does that look like now and in the future?

00:23:57 --> 00:24:00: So how will these design decisions make sense in the

00:24:00 --> 00:24:03: future and help us meet those goals you touched on

00:24:03 --> 00:24:05: the sustainability checklist.

00:24:05 --> 00:24:08: And basically that is each project gets internally scored

00:24:08 --> 00:24:10: against

00:24:08 --> 00:24:10: Industrie norm and the categories are baseline.

00:24:10 --> 00:24:14: Better best and we have to meet those and and

00:24:14 --> 00:24:15: so on a project.

00:24:15 --> 00:24:17: What does that translate to you?

00:24:17 --> 00:24:19: Like? What's the benefit of doing that?  
00:24:19 --> 00:24:22: Besides meeting our energy goals and doing good things?  
00:24:22 --> 00:24:25: Uhm, it allows us to pull levers in some ways.  
00:24:25 --> 00:24:28: If we go beyond the baseline to bring in more  
00:24:28 --> 00:24:29: rent,  
00:24:29 --> 00:24:33: obviously to avoid. Future capital upgrades that would be  
required  
00:24:33 --> 00:24:36: anyways in the future as part of how sustainability is  
00:24:36 --> 00:24:37: advancing.  
00:24:37 --> 00:24:39: But also it helps us with approvals.  
00:24:39 --> 00:24:42: We have to go to investment committee and to get  
00:24:42 --> 00:24:46: approval to proceed on a project and that definitely helps  
00:24:46 --> 00:24:50: helps because it's an important mandate of our company.  
00:24:50 --> 00:24:52: Yeah, does that answer your question?  
00:24:52 --> 00:24:55: Get excited about it. I never you know what if  
00:24:55 --> 00:24:58: I look back when I was 21 eventually.  
00:24:58 --> 00:25:00: Honest sustainability where it was and.  
00:25:00 --> 00:25:03: At that time I wouldn't have said I was would  
00:25:03 --> 00:25:06: be this excited and it's pretty incredible what we're trying  
00:25:06 --> 00:25:07: to do.  
00:25:07 --> 00:25:11: So yeah, yeah, it's very very forward thinking and and  
00:25:11 --> 00:25:11: very.  
00:25:11 --> 00:25:14: Very needed for sure, and now how does that tie  
00:25:14 --> 00:25:17: into the technology side of things specifically?  
00:25:17 --> 00:25:20: Maybe the prop tech and the building technology side of  
00:25:20 --> 00:25:20: things.  
00:25:20 --> 00:25:21: Yeah,  
00:25:21 --> 00:25:24: so also really exciting is the smart building side of  
00:25:24 --> 00:25:25: our business.  
00:25:25 --> 00:25:28: This one is also particularly exciting for me because it's  
00:25:29 --> 00:25:32: new territory for me on projects and it's a it's  
00:25:32 --> 00:25:35: a whole new layer and fascinating to be honest.  
00:25:35 --> 00:25:37: So I'm by no means the experts,  
00:25:37 --> 00:25:40: but it's an integral part of how we look at  
00:25:40 --> 00:25:41: new developments.  
00:25:41 --> 00:25:45: And also existing assets that we operate and I largely  
00:25:45 --> 00:25:47: speak to to the residential mixed use.  
00:25:47 --> 00:25:50: 'cause that's what I work on.  
00:25:50 --> 00:25:53: So you know, smart buildings or building automation  
systems.  
00:25:53 --> 00:25:56: It's basically a way to control the operations of the  
00:25:56 --> 00:25:57: building.  
00:25:57 --> 00:26:00: And by that I mean things like HVAC,



00:26:00 --> 00:26:04: security, life safety, energy efficiency and you basically connect all

00:26:04 --> 00:26:07: those opponent components so they speak to one another and

00:26:07 --> 00:26:10: produce data that we can take back,

00:26:10 --> 00:26:11: analyze and use that too.

00:26:11 --> 00:26:13: Forecast and operate buildings more efficiently.

00:26:13 --> 00:26:16: I'm totally oversimplifying. Sano, who leads our smart buildings group.

00:26:16 --> 00:26:19: I apologize, I'm oversimplifying. This 'cause it's quite complicated.

00:26:19 --> 00:26:21: There's actually have a smart buildings

00:26:21 --> 00:26:23: group right that we do.

00:26:23 --> 00:26:24: Yeah, no stuff. Yeah, we do.

00:26:25 --> 00:26:25: So we

00:26:25 --> 00:26:28: have a smart building playbook that was developed that basically

00:26:28 --> 00:26:29: says you know,

00:26:29 --> 00:26:32: it's similar to an outline spec that we give to

00:26:32 --> 00:26:35: our consultants for any building it says here.

00:26:35 --> 00:26:37: These are the requirements for this building.

00:26:37 --> 00:26:39: So when we start a new project upfront,

00:26:39 --> 00:26:42: everyone understands expectations and it's like it's.

00:26:42 --> 00:26:46: Healthy healthy playbook requirements that need to happen in a

00:26:46 --> 00:26:47: quadrel building.

00:26:47 --> 00:26:51: Yeah, I mean and and so the goal of that

00:26:52 --> 00:26:54: is obviously to help.

00:26:54 --> 00:26:57: Run better energy efficient buildings but also to to deliver

00:26:57 --> 00:27:00: a better user experience so quadrille managed buildings.

00:27:00 --> 00:27:04: We believe there's a premium for those and this is

00:27:04 --> 00:27:07: part of that and and the goal is to aim

00:27:07 --> 00:27:08: for a 30%

00:27:08 --> 00:27:11: better resident experience because things are automated,

00:27:11 --> 00:27:15: right? So if you live in our homes.

00:27:15 --> 00:27:17: You have service apps at your fingertips.

00:27:17 --> 00:27:19: You have better indoor air quality.

00:27:19 --> 00:27:20: If you have an issue.

00:27:20 --> 00:27:23: The problem solving around it is very quick and we

00:27:23 --> 00:27:25: can deploy resources to solve that quickly.

00:27:25 --> 00:27:28: For us it means lower management costs over the long

00:27:28 --> 00:27:29: term,

00:27:29 --> 00:27:32: so less capital replacement because we're pulling all this

data

00:27:32 --> 00:27:34: all the time to help forecast problems.

00:27:34 --> 00:27:36: Or we have a leak detection system.

00:27:36 --> 00:27:39: Now that tells us there's a problem in the building

00:27:39 --> 00:27:39: and it doesn't.

00:27:39 --> 00:27:42: You know, run for two days over the weekend without

00:27:42 --> 00:27:43: anyone knowing,

00:27:43 --> 00:27:46: so those are kind of the benefits of.

00:27:46 --> 00:27:48: Of what that looks like for us,

00:27:48 --> 00:27:48: yeah.

00:27:49 --> 00:27:53: So taking that building technology side and the coordination of

00:27:53 --> 00:27:55: all that may be more of a macro lens,

00:27:55 --> 00:27:58: so something that's really fascinated about quadrille that we were

00:27:58 --> 00:27:59: chatting about at the beginning.

00:27:59 --> 00:28:02: Was you guys have offices all over the world,

00:28:02 --> 00:28:05: right? And assets all over the world so the impact

00:28:05 --> 00:28:08: of stuff like this can be instrumental and just from

00:28:08 --> 00:28:09: a corporate side,

00:28:09 --> 00:28:12: how does that coordination work with all these global offices

00:28:12 --> 00:28:12: and

00:28:12 --> 00:28:14: global assets and stuff? Yeah,

00:28:14 --> 00:28:16: so that's a big question,

00:28:16 --> 00:28:20: but I have to say I'm pretty locally focused,

00:28:20 --> 00:28:24: but what I will say is my experience here has

00:28:24 --> 00:28:27: been that we do a lot of cross pollination of

00:28:28 --> 00:28:28: ideas.

00:28:28 --> 00:28:32: Certainly at quadrille. So speaking for the Canadian portfolio,

00:28:32 --> 00:28:35: so the groups here we are very integrated into development

00:28:36 --> 00:28:37: of new products,

00:28:37 --> 00:28:40: actually doing ourselves 100% stuff or with partners.

00:28:40 --> 00:28:43: The global offices are, I would say they have more

00:28:43 --> 00:28:44: reliance.

00:28:44 --> 00:28:46: Partners so it's about the investment management.

00:28:46 --> 00:28:49: Where are we going to place funds and and?

00:28:49 --> 00:28:52: I'm I'm hoping I'm correct on this,

00:28:52 --> 00:28:55: but my from what I understand is less like direct

00:28:55 --> 00:28:59: hands on involvement in in constructing and developing that

00:28:59 --> 00:29:01: stuff.

00:28:59 --> 00:29:01: But in terms of the global operation,

00:29:01 --> 00:29:04: we have an incredible amount of resources,

00:29:04 --> 00:29:07: which is I have to keep reminding myself of all

00:29:07 --> 00:29:10: the groups that we have internally to go to for  
00:29:10 --> 00:29:14: things like the Smart building group or the sustainability  
group.  
00:29:14 --> 00:29:16: We have a research division,  
00:29:16 --> 00:29:18: you know, global research division,  
00:29:18 --> 00:29:20: incredibly smart people and we will.  
00:29:20 --> 00:29:24: Our corporate communications group does a great job of  
having  
00:29:24 --> 00:29:27: sessions where they share all the learnings from the global  
00:29:27 --> 00:29:28: portfolio,  
00:29:28 --> 00:29:32: right? Or I'll be an investment committee meeting and I'll  
00:29:32 --> 00:29:34: be hearing about.  
00:29:34 --> 00:29:35: Acquisitions in Germany for example,  
00:29:35 --> 00:29:37: and so there are many,  
00:29:37 --> 00:29:40: many opportunities to sort of cross pollinate and share that  
00:29:40 --> 00:29:41: information.  
00:29:41 --> 00:29:44: Even though we don't necessarily work on projects outside of  
00:29:44 --> 00:29:45: our region.  
00:29:45 --> 00:29:46: That's that's kind of how,  
00:29:46 --> 00:29:49: again, an oversimplification of how it works.  
00:29:49 --> 00:29:50: Yeah,  
00:29:50 --> 00:29:52: it's a nice collaboration with travel in real estate,  
00:29:52 --> 00:29:54: like your attack, chatting about  
00:29:54 --> 00:29:57: early. Yeah, yes, I can't wait to do more of  
00:29:57 --> 00:29:57: that.  
00:29:57 --> 00:29:59: Yeah, I've been to Calgary,  
00:29:59 --> 00:30:01: Edmonton, Calgary and it snowed in September.  
00:30:01 --> 00:30:02: But we love our Calgary colleagues.  
00:30:02 --> 00:30:03: Funny how  
00:30:03 --> 00:30:06: that happens and so bringing it back to locally.  
00:30:06 --> 00:30:09: Are there any specific local projects you want to touch  
00:30:09 --> 00:30:10: on that you're excited about,  
00:30:10 --> 00:30:13: whether it be from the partnership side or the Soul  
00:30:13 --> 00:30:14: development side?  
00:30:15 --> 00:30:17: Yeah, definitely come OK. Spoiler alert.  
00:30:17 --> 00:30:21: I don't work on. I don't work directly on Oak  
00:30:21 --> 00:30:22: Ridge or the post,  
00:30:22 --> 00:30:26: so I work on a bunch of other great projects  
00:30:26 --> 00:30:28: so I would say Hazel,  
00:30:28 --> 00:30:31: which is our tower. Our rental tower in Burnaby and  
00:30:31 --> 00:30:35: match town is really exciting because it's quadrille first  
residential  
00:30:35 --> 00:30:37: rental tower in Greater Vancouver,

00:30:37 --> 00:30:41: so our first asset that we've built from the ground  
00:30:41 --> 00:30:44: up and that's the 31 Storey tower purely residential.  
00:30:44 --> 00:30:48: It's 238. Units, and that includes six ground level townhomes.  
00:30:48 --> 00:30:52: Just a block away from Metrotown.  
00:30:52 --> 00:30:55: We have beautiful amenities. I think the towers I just  
00:30:55 --> 00:30:56: architecturally think it's beautiful.  
00:30:56 --> 00:30:59: Walter Frankel designed the building and I had her did  
00:30:59 --> 00:31:00: this one,  
00:31:00 --> 00:31:03: but I'm really excited to take it across the line.  
00:31:03 --> 00:31:05: I sort of came in midway.  
00:31:05 --> 00:31:07: I'm super excited about it because it's our first product  
00:31:07 --> 00:31:08: here in Vancouver.  
00:31:08 --> 00:31:11: So yeah, Stan stand by for more on that one  
00:31:11 --> 00:31:14: because you'll see it kind of hitting social or it  
00:31:14 --> 00:31:17: is on social media and advertising an another one I'm  
00:31:17 --> 00:31:20: excited about which is a quadrille one of our own  
00:31:20 --> 00:31:23: developments is our main and first project which is also.  
00:31:23 --> 00:31:26: Branded archetype so located right at Mana first suit,  
00:31:26 --> 00:31:30: the former Ralphs radio site and this is a mixed  
00:31:30 --> 00:31:34: use building in an interesting zoning on the false Creek  
00:31:34 --> 00:31:34: flats.  
00:31:34 --> 00:31:38: I would say so. The components of the building are  
00:31:38 --> 00:31:40: 213 market residential rental units,  
00:31:40 --> 00:31:44: about 83,000 square feet of office and about 40,000 square  
00:31:44 --> 00:31:45: feet of industrial retail.  
00:31:45 --> 00:31:49: It's a landmark project for quadrille in a landmark location  
00:31:49 --> 00:31:53: and it's currently on its way to getting its development  
00:31:53 --> 00:31:53: permit.  
00:31:53 --> 00:31:58: Completed with hopefully a construction start later this year,  
00:31:58 --> 00:32:01: so uhm. And we and Hungerford is managing.  
00:32:01 --> 00:32:03: I think I referred to this earlier.  
00:32:03 --> 00:32:06: We focus on the income producing part of the project,  
00:32:06 --> 00:32:09: and Hungerford is helping us do the sales and marketing  
00:32:09 --> 00:32:11: activities for the strata for sale product.  
00:32:11 --> 00:32:16: So I'm pretty excited about that one to you.  
00:32:16 --> 00:32:18: Another one which is you have time for another one.  
00:32:18 --> 00:32:21: There's a lot. There's a long list.  
00:32:21 --> 00:32:25: Pipeline over here. So soft and green is,  
00:32:25 --> 00:32:27: I think it's you know it's more under the radar  
00:32:28 --> 00:32:30: and it's so this is a 38 acre master planned  
00:32:30 --> 00:32:33: community or sites that we have in New Westminster just  
00:32:33 --> 00:32:36: off of Braden Brunette. So the the braid skystream Sky

00:32:36 --> 00:32:38: train station is right there and and what you would  
00:32:39 --> 00:32:41: see like you may not even notice it come off  
00:32:41 --> 00:32:44: the highway. It's on the right hand side and right  
00:32:44 --> 00:32:47: now its warehouses so it's currently occupied by Amazon for  
00:32:47 --> 00:32:50: their part of their last mile operations.  
00:32:50 --> 00:32:53: And this is like building a new city in New  
00:32:53 --> 00:32:54: S.  
00:32:54 --> 00:32:55: So so like I said,  
00:32:55 --> 00:32:58: 38 acres, it'll eventually be home to vote.  
00:32:58 --> 00:33:02: I think 9500 residents, and probably about 5000 units.  
00:33:02 --> 00:33:06: 750 square feet of office and then like 150 square  
00:33:06 --> 00:33:06: feet.  
00:33:06 --> 00:33:08: Arrieta yeah retail, it'll have everything.  
00:33:08 --> 00:33:12: So it's a complete community and this is really execution  
00:33:12 --> 00:33:15: of our mandate which I talked about before which is  
00:33:15 --> 00:33:18: transit oriented large scale product or project.  
00:33:18 --> 00:33:21: And really true placemaking. So how often do you get  
00:33:21 --> 00:33:22: to do that?  
00:33:22 --> 00:33:26: I mean there are examples.  
00:33:26 --> 00:33:27: You know Fraser Mills River district.  
00:33:27 --> 00:33:30: There's only a few I would say in our Lower  
00:33:30 --> 00:33:32: mainland and this is one of them.  
00:33:32 --> 00:33:34: And that's going to be coming up,  
00:33:34 --> 00:33:37: so it's it's heading into the rezoning process,  
00:33:37 --> 00:33:40: but it's going to have district Energy Community Center Child  
00:33:40 --> 00:33:43: care has like 8 acres of parks and open space  
00:33:43 --> 00:33:45: so that one I think people may not know a  
00:33:45 --> 00:33:47: lot about it, but it's pretty exciting.  
00:33:47 --> 00:33:50: It's a pretty pretty big one for us that's flying  
00:33:50 --> 00:33:51: under the radar.  
00:33:52 --> 00:33:54: It's not only a career defining project,  
00:33:54 --> 00:33:57: but it's obviously a region defining project,  
00:33:57 --> 00:34:00: right? Yeah, think about how many people will be living  
00:34:00 --> 00:34:02: on a on a parcel  
00:34:02 --> 00:34:03: of land in the future.  
00:34:03 --> 00:34:06: Yeah, absolutely yeah. I can share on these things.  
00:34:06 --> 00:34:09: I find that kind of nerd out on about Oak  
00:34:09 --> 00:34:13: Ridge of course, and high level nerd nerd away.  
00:34:13 --> 00:34:15: Uh, more than we're more than open  
00:34:15 --> 00:34:18: path. OK, so you know Oak Ridge slides this obviously  
00:34:18 --> 00:34:21: incredible vision of unique architecture and like very dynamic  
open

00:34:21 --> 00:34:21: space,  
00:34:21 --> 00:34:25: there are like two key things that I love to  
00:34:26 --> 00:34:27: talk about so.  
00:34:27 --> 00:34:30: As a I love construction as well so concrete you  
00:34:30 --> 00:34:32: know if you drove by the site and say December  
00:34:32 --> 00:34:35: and thank you in advance for all the patients you  
00:34:35 --> 00:34:38: would have had driving through a construction zone  
anywhere near  
00:34:38 --> 00:34:38: Oakridge.  
00:34:38 --> 00:34:40: You would have seen like probably one of the biggest  
00:34:40 --> 00:34:41: excavations.  
00:34:41 --> 00:34:44: The biggest holes you ever seen on a site and  
00:34:44 --> 00:34:45: in May of this year.  
00:34:45 --> 00:34:49: That part of the site which is I think it's  
00:34:49 --> 00:34:50: phase one.  
00:34:50 --> 00:34:53: Was the largest concrete pour in BC construction history  
which  
00:34:53 --> 00:34:56: is like amazing it was 500 or sorry 5000 cubic  
00:34:56 --> 00:34:57: meters of concrete,  
00:34:57 --> 00:35:00: so that's that. Was 600 trucks running all day and  
00:35:00 --> 00:35:02: it's two Olympic size swimming pools.  
00:35:02 --> 00:35:05: So just to give you like rough order of magnitude  
00:35:05 --> 00:35:07: of the size of that project,  
00:35:07 --> 00:35:11: it's incredible. The other thing that I find super interesting  
00:35:11 --> 00:35:14: and I don't know all of the details,  
00:35:14 --> 00:35:17: but we have and so stand by because I'm sure  
00:35:17 --> 00:35:19: you'll hear more about them.  
00:35:19 --> 00:35:22: But we have this automated bike parking silo system that  
00:35:22 --> 00:35:25: is being designed by a group out of Japan.  
00:35:25 --> 00:35:28: They're called Deacon, and so it's a proprietary system that  
00:35:28 --> 00:35:29: they're the.  
00:35:29 --> 00:35:32: These towers bike silos that go into the ground and  
00:35:32 --> 00:35:34: basically you take your bike.  
00:35:34 --> 00:35:37: It snaps it up for you.  
00:35:37 --> 00:35:39: Pulls it into the the bike.  
00:35:39 --> 00:35:40: The bike elevator storage system,  
00:35:40 --> 00:35:43: parks it, and then when you need it you want  
00:35:43 --> 00:35:44: to recall your bike.  
00:35:44 --> 00:35:46: It takes 8 to 13 seconds to like pull the  
00:35:46 --> 00:35:48: bike back out for you and so I find those  
00:35:48 --> 00:35:52: kind of things pretty pretty interesting about projects beyond  
the  
00:35:52 --> 00:35:54: obvious, like huge scale of it,

00:35:54 --> 00:35:58: UM. The post you probably drive by this every time  
00:35:58 --> 00:35:59: you come downtown.  
00:35:59 --> 00:36:03: At some point I also don't work on this project  
00:36:03 --> 00:36:03: directly,  
00:36:03 --> 00:36:07: but my colleague Graham Scott does and and I definitely  
00:36:07 --> 00:36:09: hear about what's happening.  
00:36:09 --> 00:36:12: And it's, you know, it's a it's a complex project.  
00:36:12 --> 00:36:16: It's really exciting, landmark location and we're taking this  
historic  
00:36:17 --> 00:36:18: block of the city,  
00:36:18 --> 00:36:20: which was pretty institutional and.  
00:36:20 --> 00:36:23: Activating the ground space is going to be incredible.  
00:36:23 --> 00:36:25: I have, you know I have to show you images  
00:36:25 --> 00:36:26: to really,  
00:36:26 --> 00:36:28: truly articulate how exciting it is.  
00:36:28 --> 00:36:30: It's going to have this incredible curated food hall experience.  
00:36:30 --> 00:36:33: The ground plane is going to be activated,  
00:36:33 --> 00:36:35: and if you remember the posts like you kind of  
00:36:35 --> 00:36:38: walk by its queenie to go to the theater and  
00:36:38 --> 00:36:40: don't really remember it in its original form,  
00:36:40 --> 00:36:42: right? And that's all about to change.  
00:36:42 --> 00:36:45: So in terms of reshaping landscape of the city,  
00:36:45 --> 00:36:48: that's a huge one. Is 8000 Amazon employees coming and  
00:36:48 --> 00:36:50: you know you'll start to see that workable office.  
00:36:50 --> 00:36:54: Starting in about 2023 and then the majority of that  
00:36:54 --> 00:36:58: asset will largely be functioning in 2024 and and notice  
00:36:58 --> 00:37:02: I did not tell you when in those years because.  
00:37:02 --> 00:37:04: That's not up to me to share,  
00:37:04 --> 00:37:06: of course. Yeah, that's like kind of snapshot.  
00:37:06 --> 00:37:09: Yeah, we have a lot of things going on and  
00:37:09 --> 00:37:10: so those  
00:37:10 --> 00:37:12: are few them. Yeah, yeah,  
00:37:12 --> 00:37:14: a lot going on in the team is growing and  
00:37:14 --> 00:37:15: yeah,  
00:37:15 --> 00:37:17: and obviously a bright future ahead.  
00:37:17 --> 00:37:20: And so before we move on to questions from the  
00:37:20 --> 00:37:20: audience,  
00:37:20 --> 00:37:23: is there anything that you want to touch on that  
00:37:23 --> 00:37:25: we haven't chatted about yet?  
00:37:25 --> 00:37:25: Mackenzie, I  
00:37:25 --> 00:37:29: know you had asked me and I really like this  
00:37:29 --> 00:37:32: question because you mentioned there there may be.

00:37:32 --> 00:37:34: A lot of people early on in their career on  
00:37:34 --> 00:37:36: the call with the Young Leaders Group and so,  
00:37:36 --> 00:37:39: uhm. You ask me, you know,  
00:37:39 --> 00:37:41: advice that you tell yourself back in the back of  
00:37:41 --> 00:37:42: the day,  
00:37:42 --> 00:37:45: UM, which means I'm old because you're asking me to  
00:37:45 --> 00:37:47: look back when I was younger.  
00:37:47 --> 00:37:50: I have some key things that I really like keeping  
00:37:50 --> 00:37:53: my tools out to remind myself as I move through  
00:37:53 --> 00:37:54: my career.  
00:37:54 --> 00:37:56: So one of the big ones for me is focus  
00:37:56 --> 00:37:58: on your your body of work,  
00:37:58 --> 00:38:02: not on titles, and that's something I've told myself through  
00:38:02 --> 00:38:03: my career because.  
00:38:03 --> 00:38:06: I think most development people are engineered to be  
impatient,  
00:38:06 --> 00:38:07: hard, driving forward, and want more.  
00:38:07 --> 00:38:10: A lot more responsibility and want to do great things.  
00:38:10 --> 00:38:12: UM, focus on developing your body of work so the  
00:38:13 --> 00:38:14: projects that you're doing.  
00:38:14 --> 00:38:16: I think in the motorcycle world,  
00:38:16 --> 00:38:18: remember, I was taught this when I was doing my  
00:38:18 --> 00:38:19: my license for motorcycling.  
00:38:19 --> 00:38:22: We were taught don't ask what kind of bike you  
00:38:22 --> 00:38:22: have,  
00:38:22 --> 00:38:24: but what are the miles you've written?  
00:38:24 --> 00:38:26: And I feel the same applies to careers.  
00:38:26 --> 00:38:28: So just do do good work.  
00:38:28 --> 00:38:30: I mean, I wish my title.  
00:38:30 --> 00:38:31: I wish my business card,  
00:38:31 --> 00:38:34: said Mackenzie Baker does a great job because?  
00:38:34 --> 00:38:37: It's all about what you've done and what you're working  
00:38:37 --> 00:38:37: on.  
00:38:37 --> 00:38:39: And are you excited about it right?  
00:38:39 --> 00:38:41: And are you delivering great things to reshaping cities?  
00:38:41 --> 00:38:43: So that's number one, the other one I tell myself  
00:38:43 --> 00:38:45: is take a walk in Paris.  
00:38:45 --> 00:38:46: OK, this is what I remember,  
00:38:46 --> 00:38:48: because if you ever been to Paris,  
00:38:48 --> 00:38:50: you keep one eye on what's in front of you  
00:38:51 --> 00:38:52: and one eye on what's up ahead.  
00:38:52 --> 00:38:54: And that's the you know.



00:38:54 --> 00:38:56: If you, you'll know what I'm talking about because it  
00:38:56 --> 00:38:57: wasn't awful analogy.  
00:38:59 --> 00:39:01: I hope there's no reasons on this call,  
00:39:01 --> 00:39:04: but uhm. There tend to be things that you need  
00:39:04 --> 00:39:06: to walk around on the sidewalk you know,  
00:39:06 --> 00:39:09: left by animals, and the same applies to your career.  
00:39:09 --> 00:39:11: So so keep in mind the short game,  
00:39:11 --> 00:39:13: right? Like look at what you're doing now and do  
00:39:13 --> 00:39:14: great work,  
00:39:14 --> 00:39:17: but always have one eye on looking forward and making  
00:39:17 --> 00:39:17: a plan.  
00:39:17 --> 00:39:19: It doesn't mean like a five year plan,  
00:39:19 --> 00:39:22: but but set objectives and goals so that you're striving  
00:39:22 --> 00:39:25: towards something and so you're not just one foot in  
00:39:25 --> 00:39:26: front of the other all the time.  
00:39:26 --> 00:39:30: So kind of do this and the other one is.  
00:39:30 --> 00:39:32: Open the door and then walk through it and and  
00:39:32 --> 00:39:34: I'm going to say that Eric Carlson told me this  
00:39:34 --> 00:39:36: and it stuck with me ever since.  
00:39:36 --> 00:39:38: So find a mentor and be a mentor,  
00:39:38 --> 00:39:41: but. It's not just about saying my door is open.  
00:39:41 --> 00:39:43: Come in, you know whenever you need something,  
00:39:43 --> 00:39:45: come and chat and I'm here to help.  
00:39:45 --> 00:39:48: It's about actually walking through the door and being an  
00:39:48 --> 00:39:49: active mentor to that person.  
00:39:49 --> 00:39:50: He probably doesn't remember that,  
00:39:50 --> 00:39:53: but I do come and and no matter where you  
00:39:53 --> 00:39:54: are in your career,  
00:39:54 --> 00:39:57: someone's probably looking up to you so it's always think  
00:39:57 --> 00:39:59: about how you can help others and and how you  
00:39:59 --> 00:40:00: can help them succeed.  
00:40:00 --> 00:40:03: 'cause I think that's really a big like.  
00:40:03 --> 00:40:05: You know the second part of our job here delivering  
00:40:05 --> 00:40:06: great projects,  
00:40:06 --> 00:40:07: but also helping people succeed.  
00:40:07 --> 00:40:09: Yeah, yeah. I think  
00:40:09 --> 00:40:12: that's that's fantastic advice. Really appreciate you.  
00:40:12 --> 00:40:14: Sharing that with everybody on the call.  
00:40:14 --> 00:40:16: UM, yeah, supporting the community.  
00:40:16 --> 00:40:20: Uhm, I think is something goes a very long way  
00:40:20 --> 00:40:21: for sure.  
00:40:21 --> 00:40:24: And uh, yeah, trading your career like you're riding a

00:40:24 --> 00:40:25: motorbike.

00:40:25 --> 00:40:26: I can remember that. Yeah,

00:40:26 --> 00:40:30: yeah, yeah. Well, thank you so much,

00:40:30 --> 00:40:34: Mackenzie. Really appreciate all that you've touched on today in

00:40:34 --> 00:40:35: regards to projects,

00:40:35 --> 00:40:37: the careers, the nitty gritty stuff,

00:40:37 --> 00:40:39: and obviously obviously the advice which is huge.

00:40:39 --> 00:40:42: I'm going to pass the floor after my colleague Chris

00:40:42 --> 00:40:43: Cuno,

00:40:43 --> 00:40:46: who's going to unmute those who have questions and will

00:40:46 --> 00:40:48: stick around for a handful of questions.

00:40:48 --> 00:40:50: Obviously people have a 9:00 AM meeting.

00:40:50 --> 00:40:52: I'm sure coming up, but,

00:40:52 --> 00:40:55: uh, but crystal unmute other guests with those questions.

00:40:56 --> 00:40:57: OK, the first question is from

00:40:57 --> 00:40:59: Victoria Walton. I'd meet you right now so you can

00:40:59 --> 00:41:00: ask this yourself.

00:41:03 --> 00:41:04: Unmute found the button awesome.

00:41:04 --> 00:41:07: First of all Mackenzie. I totally agree with you that

00:41:07 --> 00:41:12: the next generation's next generation relationship with buildings is going

00:41:12 --> 00:41:16: to be completely different from ours and that integrated intelligent

00:41:16 --> 00:41:20: smart building technology is going to be really important and

00:41:20 --> 00:41:23: I promise not to tell fennel that you simplified it.

00:41:26 --> 00:41:28: But my question was, of all the projects that you've

00:41:28 --> 00:41:29: worked on,

00:41:29 --> 00:41:30: which one was the favorite?

00:41:30 --> 00:41:33: It doesn't. You know, it doesn't have to be a

00:41:33 --> 00:41:34: quadrille project.

00:41:34 --> 00:41:37: And and what were those aspects about it that that

00:41:37 --> 00:41:39: made it your favorite?

00:41:39 --> 00:41:41: OK, and you still gonna ask this.

00:41:41 --> 00:41:43: UM, they're all my babies like.

00:41:43 --> 00:41:44: I don't actually have actual children,

00:41:44 --> 00:41:47: but I feel like when it hits my plate it's

00:41:47 --> 00:41:50: like now mine and I have a lot of attachment

00:41:50 --> 00:41:51: to projects.

00:41:51 --> 00:41:53: OK, let me think about it for one minute.

00:41:56 --> 00:41:58: I have to say OK so.

00:41:58 --> 00:42:01: There are so many like I would say,

00:42:01 --> 00:42:03: Station Square was pretty landmark in my career and I

00:42:03 --> 00:42:06: didn't realize the opportunity until I was on it and  
00:42:06 --> 00:42:08: and I'm gonna give you 2 answers.  
00:42:08 --> 00:42:12: So Station Square because. It was five towers on infill  
00:42:12 --> 00:42:15: site and I was able to experience every part of  
00:42:15 --> 00:42:18: the development process so when I started we were  
occupying  
00:42:18 --> 00:42:21: the first tower. I wasn't there for that,  
00:42:21 --> 00:42:24: but I helped with the occupancy and then we were  
00:42:24 --> 00:42:27: we were in the middle of finalizing design development and  
00:42:27 --> 00:42:29: permitting on the next two towers.  
00:42:29 --> 00:42:32: And then I was part of the design of like  
00:42:32 --> 00:42:34: the inception of towers five and six,  
00:42:34 --> 00:42:37: which were the last two so that one really gave  
00:42:37 --> 00:42:40: me like the entire development process in one.  
00:42:40 --> 00:42:42: Project which is really unique I think,  
00:42:42 --> 00:42:45: so I really like that project and I had a  
00:42:45 --> 00:42:47: lot of fun on it and we got to work  
00:42:47 --> 00:42:51: with like fantastic consultants from locally and around the  
world.  
00:42:51 --> 00:42:55: Another project which I really love and I really had  
00:42:55 --> 00:42:57: nothing to do with it except at the end was  
00:42:57 --> 00:42:59: with the Boffa family.  
00:42:59 --> 00:43:02: It's called East Park on main and 35th 33rd and  
00:43:03 --> 00:43:05: I really just love the design and.  
00:43:05 --> 00:43:08: I really I love design and that one is so  
00:43:09 --> 00:43:12: beautiful and I wasn't there at the time to design  
00:43:12 --> 00:43:13: it,  
00:43:13 --> 00:43:15: but I helped to complete the project.  
00:43:15 --> 00:43:19: And yeah, I would say just from a pure architectural  
00:43:19 --> 00:43:22: and you know how it fit with the site,  
00:43:22 --> 00:43:26: the unit thoughtfulness around the units and the amount of.  
00:43:26 --> 00:43:30: Attention put to quality on that project was really important  
00:43:30 --> 00:43:32: to that team and I it taught me a lot  
00:43:32 --> 00:43:33: about details,  
00:43:33 --> 00:43:35: the importance of detail in project.  
00:43:35 --> 00:43:37: Yeah, thanks for question. Yeah thank you.  
00:43:39 --> 00:43:41: OK, there's a question from Manuel Gomez.  
00:43:41 --> 00:43:45: We're gonna ask on their behalf because they're driving what  
00:43:45 --> 00:43:48: challenges to be faced as a woman in the development  
00:43:48 --> 00:43:48: field.  
00:43:48 --> 00:43:50: On the flip side, what are some  
00:43:50 --> 00:43:53: advantages you do? You feel that there are?

00:43:53 --> 00:43:56: OK, thanks for question and drive safe.

00:43:56 --> 00:43:59: So. I have definitely one of the great things I

00:43:59 --> 00:44:02: see in the industry is that when I started out,

00:44:02 --> 00:44:05: there definitely weren't a lot of women around the boardroom

00:44:05 --> 00:44:05: table.

00:44:05 --> 00:44:07: There was some right, but it was definitely a lot

00:44:07 --> 00:44:08: smaller.

00:44:08 --> 00:44:10: Even when you went into like an industry event and

00:44:10 --> 00:44:11: now I just,

00:44:11 --> 00:44:13: you know, on our Hazel Tower when I go to

00:44:13 --> 00:44:14: do walkthroughs,

00:44:14 --> 00:44:16: it's. A largely female lead,

00:44:16 --> 00:44:20: you know, the construction team has a lot of females.

00:44:20 --> 00:44:22: The consultants, our project, our owners wrap myself,

00:44:22 --> 00:44:25: so I definitely see so many more women visible in

00:44:25 --> 00:44:26: the industry,

00:44:26 --> 00:44:30: which is super exciting to me and obviously didn't think

00:44:30 --> 00:44:33: about that until the last few years of my career

00:44:33 --> 00:44:36: as you kind of move up in your career and

00:44:36 --> 00:44:39: you kind of look back like this is pretty amazing

00:44:39 --> 00:44:40: and super exciting.

00:44:40 --> 00:44:44: You know, engineers around the boardroom table would be

00:44:44 --> 00:44:45: largely

00:44:45 --> 00:44:47: men and now.

00:44:47 --> 00:44:49: You know our engineers consultants.

00:44:49 --> 00:44:51: I just see a lot more presence,

00:44:51 --> 00:44:56: which is super exciting. Yeah,

00:44:56 --> 00:44:59: yeah, I'll say that. But that's the question,

00:44:59 --> 00:45:01: yeah? Oh yeah, the the next question is from Jeremiah,

00:45:02 --> 00:45:04: who's also, I believe driving what factors have played a

00:45:04 --> 00:45:06: major role in his success over the years.

00:45:06 --> 00:45:08: Since you've got into the real estate industry,

00:45:08 --> 00:45:10: sorry can you repeat that really quickly?

00:45:10 --> 00:45:12: What factors have played a major role in your

00:45:12 --> 00:45:17: success over the years since you entered the

00:45:17 --> 00:45:20: industry? Yeah, so I would say uhm.

00:45:20 --> 00:45:22: Work really hard. My dad always tells me this.

00:45:22 --> 00:45:25: He's like keep your head down and work hard.

00:45:25 --> 00:45:26: Well, you gotta look up 'cause I just told you

00:45:26 --> 00:45:29: to do that to come,

00:45:29 --> 00:45:29: but it's a it's a tough industry and I love

00:45:29 --> 00:45:29: it.

00:45:29 --> 00:45:32: I always say this is offline again troubles but we  
00:45:32 --> 00:45:34: see like we love the pain like you I've taught  
00:45:34 --> 00:45:37: myself too because it's so challenging and that's what's  
exciting  
00:45:37 --> 00:45:40: young people ask you what's a typical day in your  
00:45:40 --> 00:45:42: life as a developer and there is not like there  
00:45:42 --> 00:45:43: really isn't.  
00:45:43 --> 00:45:44: And that's what I love.  
00:45:44 --> 00:45:47: I love dealing with all types of people who have  
00:45:47 --> 00:45:48: different perspectives and different,  
00:45:48 --> 00:45:52: you know. Needs and wants for a project and I've  
00:45:52 --> 00:45:57: taught myself very recently with the help of a wonderful  
00:45:57 --> 00:46:00: woman named Sue Matheson too.  
00:46:00 --> 00:46:02: So that's my advice, I think for that question is  
00:46:02 --> 00:46:03: to Sprint and recover,  
00:46:03 --> 00:46:06: not do a marathon, 'cause you'll burnout this for young  
00:46:06 --> 00:46:06: people.  
00:46:06 --> 00:46:07: So work really hard. But Sprint,  
00:46:07 --> 00:46:10: say, I gotta do this in this period of time,  
00:46:10 --> 00:46:12: it's going to be to be rough going to work  
00:46:12 --> 00:46:15: a lot and then you pick two days to recover  
00:46:15 --> 00:46:17: and then go into the next Sprint.  
00:46:17 --> 00:46:19: But make sure you do that recovery because when you  
00:46:19 --> 00:46:21: marathon you'll burnout and I you know,  
00:46:21 --> 00:46:22: yeah, I hope that's helpful.  
00:46:25 --> 00:46:28: Very much so. Uhm, I haven't anonymous question from the  
00:46:28 --> 00:46:30: audience it was.  
00:46:30 --> 00:46:34: Will there be a focus on creative adaptive reuse in  
00:46:34 --> 00:46:37: the future for new development projects?  
00:46:37 --> 00:46:41: Creative adaptive thinking of, say the Amazon Post building  
re  
00:46:41 --> 00:46:42: utilizing an old  
00:46:42 --> 00:46:44: building. OK yeah, I think it  
00:46:44 --> 00:46:47: really depends on the opportunities that come to us.  
00:46:47 --> 00:46:49: The post is pretty unique,  
00:46:49 --> 00:46:52: but there's definitely. There's definitely a lot of that out  
00:46:52 --> 00:46:52: there,  
00:46:52 --> 00:46:55: right? And so I'm just trying to think.  
00:46:58 --> 00:47:01: I think most of the projects on in My Portfolio  
00:47:01 --> 00:47:03: are either straight in Phillaur or land,  
00:47:03 --> 00:47:05: so I can't think of any right now,  
00:47:05 --> 00:47:08: but I I would say that it's not.  
00:47:08 --> 00:47:11: It's definitely an option, but I can't think of anything

00:47:11 --> 00:47:13: right now unless I'm missing something.  
00:47:13 --> 00:47:16: I think our Toronto folks have some as well,  
00:47:16 --> 00:47:19: but I can't. I can't really speak to those in  
00:47:20 --> 00:47:20: any.  
00:47:20 --> 00:47:21: Degree of expertise yeah.  
00:47:23 --> 00:47:25: I believe the next one is from Randolph,  
00:47:25 --> 00:47:27: actually round up if you wanna meet  
00:47:27 --> 00:47:29: yourself and ask this one.  
00:47:29 --> 00:47:30: OK,  
00:47:30 --> 00:47:33: uh, sure have Mackenzie. Thanks again for the talk.  
00:47:33 --> 00:47:35: It's it was. It was fantastic.  
00:47:35 --> 00:47:39: My my question is, given the scale of quadrille in  
00:47:39 --> 00:47:40: real estate and beyond,  
00:47:40 --> 00:47:42: given their relationship with DCI MC,  
00:47:42 --> 00:47:46: is there any particular experience a quadrille that stands out  
00:47:46 --> 00:47:48: and made you realize,  
00:47:48 --> 00:47:51: wow, you know, working here is something is something  
different.  
00:47:52 --> 00:47:55: Huh? That's a great question and there are many answers  
00:47:56 --> 00:47:56: to that.  
00:48:01 --> 00:48:03: I'm going to speak to you.  
00:48:03 --> 00:48:06: All of the resources that we have internally in terms  
00:48:06 --> 00:48:06: of people.  
00:48:06 --> 00:48:10: It's like collaboration. You know it shows up on my  
00:48:10 --> 00:48:10: screen.  
00:48:10 --> 00:48:12: When I log in because and it's true like we  
00:48:12 --> 00:48:16: actually we truly live by that collaboration sort of value  
00:48:16 --> 00:48:17: of our company.  
00:48:17 --> 00:48:19: And like I said, that's what we're missing.  
00:48:19 --> 00:48:22: Is that in person collaboration in the office right now?  
00:48:22 --> 00:48:24: But there are so many experts in this company and  
00:48:24 --> 00:48:27: you can call anyone at anytime across the world or  
00:48:27 --> 00:48:30: in the country and bounce something off of them.  
00:48:30 --> 00:48:32: So I have to remember that I don't always have  
00:48:32 --> 00:48:34: to look for someone outside.  
00:48:34 --> 00:48:35: I'm like, oh, hang on,  
00:48:35 --> 00:48:37: you know, global research is down the hall,  
00:48:37 --> 00:48:41: or. You know we have senior releasing people who've been  
00:48:41 --> 00:48:44: in this industry forever that I can go and have  
00:48:44 --> 00:48:46: a brainstorm session with,  
00:48:46 --> 00:48:48: and that's where I'm like.  
00:48:48 --> 00:48:51: OK, well, this is a pretty incredible organization with people

00:48:51 --> 00:48:53: that are very open to collaboration.

00:48:53 --> 00:48:55: And UM, but still astonishes me.

00:48:55 --> 00:48:58: To be honest, I have to remember.

00:48:58 --> 00:49:00: Who is out there who have to contact on a

00:49:00 --> 00:49:02: project to make sure everyone is involved and giving us

00:49:02 --> 00:49:03: their perspective?

00:49:03 --> 00:49:06: Because just so many resources here in terms of people

00:49:06 --> 00:49:06: expertise,

00:49:06 --> 00:49:10: yeah. Yep. Got it, thanks.

00:49:10 --> 00:49:13: Well, we have one final question from David Kupperman so

00:49:13 --> 00:49:14: I'm gonna unmute

00:49:14 --> 00:49:16: you. You can access your cell.

00:49:18 --> 00:49:19: Hi

00:49:19 --> 00:49:22: thanks yeah David Cooperman with HDR based in Toronto,

00:49:22 --> 00:49:24: Ohio. McKenzie. Very interesting talk,

00:49:24 --> 00:49:28: thank you. You mentioned transit oriented development a

00:49:28 --> 00:49:29: couple of

00:49:28 --> 00:49:29: times.

00:49:29 --> 00:49:34: I'm just wondering do you have any particular examples you

00:49:34 --> 00:49:37: could share of cases where you've actually?

00:49:37 --> 00:49:39: Improved connections to transit stations,

00:49:39 --> 00:49:42: so not just being next to them,

00:49:42 --> 00:49:45: but actually improving the connection to the transit station

00:49:45 --> 00:49:49: and

00:49:45 --> 00:49:49: things that support the Community in terms of making it

00:49:49 --> 00:49:50: more walkable,

00:49:50 --> 00:49:53: encouraging people to actually get out and use active

00:49:53 --> 00:49:54: transportation

00:49:53 --> 00:49:54: and transit.

00:49:56 --> 00:50:00: Yes, I think so. I'm going to speak to staff

00:50:00 --> 00:50:01: rich in green,

00:50:01 --> 00:50:04: which hasn't happened yet, but what it's going to be?

00:50:04 --> 00:50:08: Because Parkview was our first project here in Vancouver in

00:50:08 --> 00:50:10: Oak Ridge is obviously.

00:50:10 --> 00:50:13: Transit oriented by US Peter Green 'cause it's what I

00:50:13 --> 00:50:15: am more familiar with.

00:50:15 --> 00:50:18: So Braid Sky train station that that station is is

00:50:18 --> 00:50:22: located there and it's next to an industrial 38 acres,

00:50:22 --> 00:50:25: right? So very underutilized station and I don't even know

00:50:25 --> 00:50:27: the history that that particular station.

00:50:27 --> 00:50:31: But again, oversimplifying, but. When it was being developed

00:50:27 --> 00:50:31: it

00:50:31 --> 00:50:33: it was supposed to be in the city of Coquitlam,

00:50:33 --> 00:50:37: I believed. And then. They didn't want it for some  
00:50:37 --> 00:50:38: reason.  
00:50:38 --> 00:50:40: He told him that there's more to that,  
00:50:40 --> 00:50:43: so it landed where it is in US,  
00:50:43 --> 00:50:46: right? And that is just an opportunity where that we  
00:50:46 --> 00:50:49: were going to vastly improve the connectivity and usership of  
00:50:49 --> 00:50:50: that station.  
00:50:50 --> 00:50:53: And that's super exciting and the community of separating  
00:50:53 --> 00:50:56: green  
00:50:53 --> 00:50:56: is is is designed with pedestrians and cyclists as the  
00:50:56 --> 00:50:57: top priority.  
00:50:57 --> 00:51:00: So at the forefront. So that's one where it's going  
00:51:00 --> 00:51:03: to be very exciting to see how we create this  
00:51:03 --> 00:51:04: walkable community,  
00:51:04 --> 00:51:06: the connections, the connectivity from existing  
00:51:06 --> 00:51:09: neighborhoods.  
00:51:06 --> 00:51:09: To that Sky train station or going to be vastly  
00:51:10 --> 00:51:14: improved an and I'm just thinking through that because  
00:51:14 --> 00:51:18: there's  
00:51:14 --> 00:51:18: been so much conversation with the city around the  
00:51:18 --> 00:51:21: importance  
00:51:18 --> 00:51:21: of walkability and cyclists, and sort of minimizing.  
00:51:21 --> 00:51:24: Vehicles on that project in a in a really impactful,  
00:51:24 --> 00:51:27: meaningful way. So I hope that answers your question.  
00:51:27 --> 00:51:29: I would say you know stand by.  
00:51:29 --> 00:51:32: For more on that project as it comes out and  
00:51:32 --> 00:51:34: and send me a note if you want.  
00:51:34 --> 00:51:37: I think with David and I can send you some  
00:51:37 --> 00:51:39: more information on that project too.  
00:51:39 --> 00:51:40: 'cause it's pretty exciting.  
00:51:40 --> 00:51:41: Yeah, OK, yeah that's great.  
00:51:41 --> 00:51:42: Thank you. It's  
00:51:42 --> 00:51:45: also next to the highway and all these other like  
00:51:45 --> 00:51:48: the interchange and so the amount of transportation.  
00:51:48 --> 00:51:50: Around that is pretty fascinating,  
00:51:50 --> 00:51:53: yeah? It's like a whole other session,  
00:51:53 --> 00:51:56: I think. Many of these are,  
00:51:56 --> 00:51:57: yeah. 2022  
00:51:57 --> 00:52:03: will have you back. Are we have one last question.  
00:52:03 --> 00:52:06: I think it'll it'll frame up the entire talk quite  
00:52:06 --> 00:52:06: nicely,  
00:52:06 --> 00:52:07: so I'm gonna I'm Eve.  
00:52:10 --> 00:52:11: Hi Mackenzie, I just wanted to know,



00:52:11 --> 00:52:14: you know, given that college is only about five years  
00:52:14 --> 00:52:16: old and that you guys have already done so much  
00:52:17 --> 00:52:19: throughout the lower Mainland in such a short amount of  
00:52:19 --> 00:52:22: time. What is something like maybe can be specific or  
00:52:22 --> 00:52:25: just in general that you want to see quadrille do  
00:52:25 --> 00:52:27: the most and say like the next 10 years?  
00:52:30 --> 00:52:34: That's a big question 10 years.  
00:52:34 --> 00:52:37: Oh yeah, that's what this is for.  
00:52:37 --> 00:52:39: Uhm, OK. OK, so I'll recap a little bit so  
00:52:39 --> 00:52:43: I'm really looking forward to implementing smart building  
technology in  
00:52:43 --> 00:52:47: our buildings and seeing how that actually executes and  
operates  
00:52:47 --> 00:52:50: because I haven't, and I think we're at absolute leader  
00:52:50 --> 00:52:52: in that so very excited about that.  
00:52:52 --> 00:52:55: I'm I'm also this is sort of very local.  
00:52:55 --> 00:52:58: Is our development team. We are expanding our team to,  
00:52:58 --> 00:53:01: you know, help complete all this great work we have  
00:53:01 --> 00:53:02: in the pipeline.  
00:53:02 --> 00:53:05: And with that like we are five years old and  
00:53:05 --> 00:53:08: most companies go through when you hit five years any  
00:53:08 --> 00:53:10: company it's like.  
00:53:10 --> 00:53:13: You go through growth right and and changes and that's  
00:53:13 --> 00:53:16: where I feel our development team is out right now  
00:53:16 --> 00:53:18: and it's super exciting.  
00:53:18 --> 00:53:20: So I look forward to you know,  
00:53:20 --> 00:53:23: expanding our team, having us really get into a rhythm  
00:53:23 --> 00:53:26: of how we do development consistently and setting up that  
00:53:26 --> 00:53:27: structure.  
00:53:27 --> 00:53:30: It's really I really like that kind of stuff,  
00:53:30 --> 00:53:33: so it's I don't see it in the exciting answer  
00:53:33 --> 00:53:34: to your question,  
00:53:34 --> 00:53:37: but but I really love that part of of growing  
00:53:38 --> 00:53:38: the business,  
00:53:38 --> 00:53:41: and it's also in tandem with.  
00:53:41 --> 00:53:42: Other groups across the country,  
00:53:42 --> 00:53:44: so we talk all the time with Calgary and with  
00:53:44 --> 00:53:47: Toronto and our colleagues there and the amount of I  
00:53:47 --> 00:53:49: love this word synergies.  
00:53:49 --> 00:53:51: 'cause it's, you know, like a word,  
00:53:51 --> 00:53:53: but they used all the time now,  
00:53:53 --> 00:53:55: but it's true. So that part is really exciting to

00:53:55 --> 00:53:56: me.  
00:53:56 --> 00:53:57: Yeah, that's awesome. Thanks yeah,  
00:53:57 --> 00:54:00: thanks for that. Wonderful,  
00:54:00 --> 00:54:02: well thank you so much Mackenzie.  
00:54:02 --> 00:54:04: I know you have a lot going on and it  
00:54:04 --> 00:54:08: is appreciated by everyone here attending you taking your  
time  
00:54:08 --> 00:54:10: out of your busy day to speak to us.  
00:54:10 --> 00:54:12: I'm sure if we were in person you get a  
00:54:12 --> 00:54:14: massive round of applause.  
00:54:14 --> 00:54:18: That's no doubt. I know,  
00:54:18 --> 00:54:20: I know, speaking on behalf of everyone,  
00:54:20 --> 00:54:24: especially at ULI. Thank you so very much and we  
00:54:24 --> 00:54:25: will be ending this.  
00:54:25 --> 00:54:29: But just for some closing notes.  
00:54:29 --> 00:54:32: Everybody keep posted to the Urban Land Institute BC  
website  
00:54:32 --> 00:54:33: for upcoming events podcasts,  
00:54:33 --> 00:54:36: that kind of stuff I know for us specifically with  
00:54:36 --> 00:54:38: coffee and conversations.  
00:54:38 --> 00:54:41: Our next event will be at the end of September,  
00:54:41 --> 00:54:44: specifically September 21st, when we have Anita Lenov.  
00:54:44 --> 00:54:46: She's one of the directors at lbi architecture.  
00:54:46 --> 00:54:50: Come speak to us about all types of all types  
00:54:50 --> 00:54:51: of great things,  
00:54:51 --> 00:54:53: but thank you so very much Mackenzie.  
00:54:53 --> 00:54:55: And now we're all gonna go away.  
00:54:55 --> 00:54:59: Having learned a lot. And how can people find out?  
00:54:59 --> 00:55:01: Or reach out to you or learn about Padre on  
00:55:01 --> 00:55:02: the projects.  
00:55:03 --> 00:55:07: Yeah, uhm. So you can message me on LinkedIn.  
00:55:07 --> 00:55:09: I don't know how many people are on this call,  
00:55:09 --> 00:55:12: but it but always feel free to reach out like  
00:55:12 --> 00:55:13: I'm happy to have a conversation.  
00:55:13 --> 00:55:16: People always have time for me and I always have  
00:55:16 --> 00:55:17: time for people.  
00:55:17 --> 00:55:19: So if you ever want to reach out and talk  
00:55:19 --> 00:55:21: about projects or anything else,  
00:55:21 --> 00:55:23: by all means thanks for having me and to everyone  
00:55:23 --> 00:55:25: who attended for being part of the conversation.  
00:55:25 --> 00:55:26: It's  
00:55:26 --> 00:55:26: really great.  
00:55:26 --> 00:55:29: Beautiful, alright. Well have a good rest of your day.

**00:55:29 --> 00:55:30:** Everyone and thank you for attending.

**00:55:31 --> 00:55:32:** Thank you, take care.

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