

*The Eighth Annual*

GREAT CANADIAN HOUSING & REAL ESTATE CONFERENCE 2019

Wednesday, October 2<sup>nd</sup> | 9am - 4pm | The National Club | Toronto, ON

**FINDING A NEW BALANCE?**



Our annual conference brings together leading thinkers on Housing and Real Estate in Canada – where we've been and where we are going. It's the Bulls against the Bears.

**GUEST SPEAKERS**



**ANNA-MARIA KANEFF**  
*Kaneff Group of Companies*



**JANET McFARLAND**  
*The Globe & Mail*

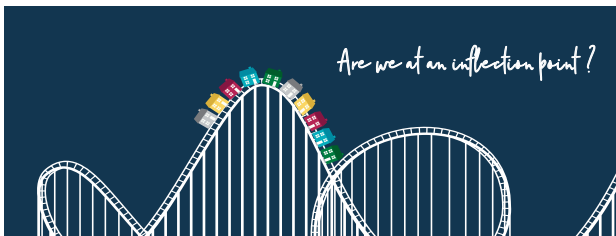


**MARC RICKS**  
*Sidewalk Labs*



**SCOTT TERRIO**  
*Hoyes, Michalos & Associates*

**MORE SPEAKERS TO BE ANNOUNCED**



**2018 CONFERENCE HIGHLIGHTS - VIDEO**

THE 7th ANNUAL GREAT CANADIAN HOUSING & REAL ESTATE CONFERENCE

**ARE WE AT AN INFLECTION POINT?**

*Summary Recap & Key Points*

**2018 CONFERENCE REPORT**

Exclusive Client Only Event



VERITAS  
INVESTMENT  
RESEARCH

## ANNA-MARIA KANEFF

Executive Vice President | Kaneff Group of Companies



Anna-Maria Kaneff is the Executive Vice President with the Kaneff Group of Companies, a private Peel-based real estate company that acquires, develops, builds and manages retail commercial, office, residential and golf properties in Southern Ontario. She is responsible for acquisitions and business development.

Prior to joining the Kaneff Group, she invested for Moore Capital and a Toronto-based hedge fund, focusing on opportunistic private and public investments in the energy and industrials sectors. Anna-Maria also worked at the World Bank's private investment arm, the IFC, in their Oil & Gas Group. She began her career with Morgan Stanley's investment banking division in New York with the Latin America and Financials Sponsors Groups.

Ms. Kaneff holds degrees from Georgetown University (with honours) and Harvard Business School. She is the CFO for a non-profit operating in Uganda, the GRG.



VERITAS  
INVESTMENT  
RESEARCH

## JANET McFARLAND

Real Estate Reporter | The Globe and Mail



Janet McFarland is the real estate reporter for The Globe and Mail's Report on Business, with a particular focus on residential real estate trends.

She joined Report on Business in 1995, and has specialized in reporting on corporate governance, executive compensation, pension policy, business law and securities regulation. Janet has overseen the Globe's Board Games project since its launch in 2002, steering an annual review of corporate governance practices at Canada's largest companies.

Janet has been nominated six times for National Newspaper Awards and has won twice. She has also received three nominations for Michener Awards, which are granted annually by Canada's Governor General to recognize excellence in investigative journalism that serves the public interest. In 2014, she was the inaugural winner of the Landsberg Award, presented by the Canadian Journalism Foundation and the Canadian Women's Foundation to recognize a journalist giving greater profile to women's equality issues.

Janet is a graduate of the London School of Economics and Carleton University. Before joining the Globe, Janet was a reporter at The Financial Post and The Winnipeg Free Press.



VERITAS  
INVESTMENT  
RESEARCH

## MARC RICKS

Head of Corporate Development | Sidewalk Labs



Marc Ricks is Head of Corporate Development at Sidewalk Labs, where his primary role is to help define and execute on the commercial strategy that will enable the company's innovation agenda to achieve the greatest possible impact on urban life around the world. Marc's career spans the public and private sectors. He served as senior policy advisor and chief of staff to New York City's Deputy Mayor for Economic Development and Rebuilding, where he played an active role in major projects such as the rebirth of the High Line and the transformation of the Far West Side of Manhattan into a modern commercial district known as Hudson Yards. In the aftermath of Superstorm Sandy, he returned temporarily to government service to help create a landmark plan to protect New York City from the impacts of extreme weather events and climate change.

In the private sector, Marc has advanced major public-private real estate and infrastructure projects. This includes the expansion of New York Penn Station into the former Farley Post Office, as part of the development team at Vornado Realty Trust, one of New York's largest commercial property owners. He also led transportation and energy investments as a member of the Infrastructure Investment Group at Goldman, Sachs. He has worked in commercial strategy for Bloomberg LP's web-based businesses, and as a consultant at McKinsey & Company.

Marc is active in the civic life of New York, most notably as Chair of the Friends of Governors Island. He lives with his wife and three children in Larchmont, New York, where he often can be found equivocating on the trade-offs between urban and suburban life.



VERITAS  
INVESTMENT  
RESEARCH

## SCOTT TERRIO

Manager, Consumer Insolvency | Hoyes, Michalos & Associates, Inc.



In his decade in the insolvency industry, Scott has met with and filed well over 4,000, primarily consumers. He brings his previous background in sales, marketing and business development to making clients feel as comfortable as possible in guidance through various options and tactics, and in trusting advice and solutions under difficult circumstances.

Scott is a regular author at Macleans and Canadian Business magazines and a listed columnist for Moneysense, focusing on consumer debt issues. He is a frequent media commentator, appearing regularly on BNN Bloomberg TV, CBC and various radio broadcasts. He has contributed to such publications as The Globe and Mail, The Toronto Star, The National Post and The Walrus, among others. He has been a guest on popular personal finance podcasts and is a regular on the Hoyes Michalos Debt Free in 30 podcast. He has been a frequent guest speaker for a number of groups, associations and businesses.

### Designations

- BA, University of Waterloo, 1993
- QIC (BIA Qualified Insolvency Counsellor), 2010
- Commissioner for Taking Affidavits, 2012-Present
- Certified BIA Estate Administrator, 2013
- CPCA, 2016

### Professional Experience

- Ontario Ministry of Ag, Food & Rural Affairs, 1993-1996
- John Deere Canada, 1996-2010
- Cooper & Co. Ltd. Licensed Insolvency Trustee, 2010-2018
- Hoyes, Michalos & Associates, 2018-Present



VERITAS  
INVESTMENT  
RESEARCH