

Lectures

- 1 Real Estate Development: a few costly mistakes to avoid
- 2 Municipal Taxes: major developments in diversification of revenue sources for municipalities
- 3 Recent Developments in Environmental Law: what are the impacts for real estate projects?



- 4 Off-Title Searches: no longer a luxury but a necessity
- 5 Communication: an essential tool for the success of a development project



URBAN DEVELOPMENT
INSTITUTE OF QUÉBEC

Real Estate Development

How to maximize success

November 10, 2009

Mount Stephen Club
Elizabeth Room
1440 Drummond Street



Heenan Blaikie

OGILVY
RENAULT

3rd Annual Conference

Real Estate Development How to maximize success

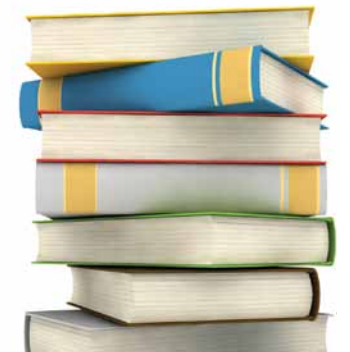
Jointly chaired by M^{tre} **Michel Poirier** (Heenan Blaikie) and M^{tre} **Mario M. Caron** (Ogilvy Renault), this one-day conference is intended for real estate developers, people who assist them professionally and people who are involved in project financing.

The purpose of the lectures is to describe the aspects of the legal framework that require special attention when planning and implementing projects to maximize their chance of success.

Our guests of honour, **Mr. Serge Paquette** and **Ms Nicole Delorme** of the **NATIONAL** Public Relations practice will share with us their views on communications, so crucial to the success of real estate projects.

The objectives of this conference are :

- Identification of the decision centres;
- The emergence of new concerns which have an impact on project planning;
- The importance of knowing the rules of the game;
- How to avoid paying substantial unnecessary costs?



1 Real Estate Development: a few costly mistakes to avoid

Speaker: M^{re} Michel Poirier
Heenan Blaikie

Time: 8:15 a.m.

A regular consultant to real estate developers, M^{re} Poirier will describe a few costly mistakes that could be made in the framework of a real estate project, in matters of municipal law, territory development law and municipal tax law.

2 Municipal Taxes: major developments in diversification of revenue sources for municipalities

Speaker: M^{re} Mario M. Caron
Ogilvy Renault

Time: 9:00 a.m.

M^{re} Caron will discuss two recently adopted laws which give the City of Montréal taxation powers in addition to the power to impose realty tax and will examine the impact of these new provisions on commercial property owners.

3 Recent Developments in Environmental Law: what are the impacts for real estate projects?

Speaker: M^{re} Marie-Claude Bellemare
Heenan Blaikie

Time: 10:00 a.m.

A specialist in matters of public, environmental and energy law, M^{re} Bellemare will present a summary of the recent developments in environmental law (legislation and case law) susceptible of having an impact on the undertaking of real estate projects in Québec (contaminated land, wetlands, etc.)

4 Off-Title Searches: no longer a luxury but a necessity

Speaker: M^{re} Miguel F. Manzano
Ogilvy Renault

Time: 10:45 a.m.

M^{re} Manzano will discuss the significant advantages of off-title searches and will explain how the information obtained from such searches is often more useful and pertinent for buyers than that obtained from more traditional searches.

Guest Speakers

5 Communication: an essential tool for the success of a development project

Speakers: Serge Paquette, *Managing Partner – NATIONAL Public Affairs*
Nicole Delorme, *Marketing Communications - NATIONAL*

Time: 11:30 a.m.

Major development projects are increasingly in the news. Whether well received or highly contested, such projects always produce a reaction from local communities. Mr. Paquette and Ms. Delorme will explain how communication can be a powerful tool in the success of development projects.



Company to bill:

Billing address:

Number of participants: _____

Name: _____

Title: _____

Tel.: _____

Fax: _____

Email: _____

COST — UDI Members: ____ X 237,04 \$ (taxes included) = \$ _____
Non-members: ____ X 321,69 \$ (taxes included) = \$ _____
The price includes the teaching material (speaker biographies and presentation notes), breakfast and lunch.

UDI Member: Payable to: **Urban Development Institute of Quebec**
or Credit card

Non member: Payment accepted by credit card **only**.

Mastercard Visa

Card No.:

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