



Pacific  
Business  
& Law  
Institute

Approved by  
the Law Society of BC  
for **6 hours** of  
professional development credits



# THE CURRENT ENVIRONMENT OF COMMERCIAL REAL ESTATE

Chaired by

**Sarah Batut**

Fasken Martineau DuMoulin LLP

New Date: **March 2<sup>nd</sup>, 2022** • Attend via Live Webinar



RETURN POSTAGE GUARANTEED  
PORT DE RETOUR GARANTI

## CHAIR



**Sarah Batut**, Partner, Fasken Martineau DuMoulin LLP, Vancouver, BC. Sarah has comprehensive experience in real estate transactions including acquisitions and sales, subdivisions (including airspace subdivisions), development of mixed-use, commercial and residential projects and commercial leasing. Sarah also has experience in various corporate and commercial practices. She is a member of the CBA's Real Property Section, the International Council of Shopping Centers and the Commercial Real Estate Women's Network. Sarah is a regular presenter for PBLI.

## FACULTY



**Ken Andersen**, Partner, Borden Ladner Gervais LLP, Vancouver, BC. Ken practises in the areas of commercial lending, bankruptcy, insolvency and restructuring, mergers and acquisitions, and commercial transactions. He regularly acts for financial institutions, borrowers and private lenders in a wide variety of matters. Ken also advises clients on a wide range of corporate and commercial matters and has experience with mergers and acquisitions, disposition and acquisition of businesses, and has experience in negotiating and structuring LNG projects and long-term Terminal Services Agreements. He also acts for debtors, creditors, trustees and monitors in a broad range of insolvency, realization and restructuring proceedings.



**Alexander Fane**, Partner, Sampson Davie Fane Volpiana LLP, Vancouver, BC. Alexander Fane works with clients on a variety of legal matters related to complex real estate development projects with specific experience in navigating the requirements of the *Real Estate Development Marketing Act* (British Columbia). He represents a broad range of clients from developers to governmental agencies and health authorities. He has been recommended in the area of Property Development in the *Canadian Legal Expert Directory*.



**Heidi Granger**, City Solicitor, City of North Vancouver, BC. Heidi was called to the bar in 2004 and practised in the area of real estate, commercial and environmental law at Fasken Martineau before joining the City of Vancouver law department in 2008 and then the City of North Vancouver in January 2020 in the role of City Solicitor. Heidi advises staff and Council on a variety of matters at the City, with a focus on municipal law and development & real estate.



**Olga Rivkin**, Solicitor, Lidstone & Company, Vancouver, BC. Olga advises local governments and other public entities on a variety of topics, including land development, subdivision, real estate, highways, remediation, water, infrastructure and general day to day operations. Olga has represented local governments in numerous negotiations, drafted a variety of agreements and assisted with project management. She is licenced in BC and Yukon. Olga publishes and presents extensively on issues of importance to local governments.



**Rachel Schechter**, Associate, Fasken Martineau DuMoulin LLP, Vancouver, BC. Rachel Schechter is a privacy, intellectual property, and cybersecurity dispute resolution lawyer in Fasken's Vancouver office. Rachel has a broad technology-focused practice, with an emphasis on commercial, privacy, trademarks, and cybersecurity matters and related disputes. Rachel was recognized in the 2022 edition of Best Lawyers: Ones to Watch for her work in commercial litigation.



**Shauna Towriss**, Partner, Cassels Brock & Blackwell LLP, Vancouver, BC. Shauna Towriss is a partner in her firm's Real Estate & Development Group. In her practice, Shauna helps clients grow and achieve their business goals by securing the space where they conduct business and doing the legal work related to obtaining the funding that allows them to do so. She offers extensive experience in assisting clients in nearly all facets of commercial real estate including acquisitions, dispositions and financing or re-financing of office, retail, apartment and hotel properties on behalf of a range of owners, from individuals and syndications to institutional investors.

## THE CURRENT ENVIRONMENT OF COMMERCIAL REAL ESTATE

The commercial real estate sector is complex and dynamic. Advisors, developers and other industry participants must keep informed of emerging issues and creative opportunities to weather the current environment.

This one-day program brings together an esteemed group of experts to guide you through the legal and regulatory tangle and offer new strategies to stay competitive. Participants will gain a better understanding of the current climate and learn practical and proactive strategies to successfully navigate their commercial real estate projects.

### KEY AREAS ADDRESSED:

- An update on recent case law and legislative changes
- Strategies for structuring commercial real estate deals
- The changing landscape of financing
- A local case study
- Tips and tricks for navigating municipal permitting
- A look at transit-oriented developments

### WHO SHOULD ATTEND:

- Real estate lawyers and their paralegals
- Commercial real estate developers and their advisors
- Strata owners and operators
- Municipal officials
- Financial advisors

# THE CURRENT ENVIRONMENT OF COMMERCIAL REAL ESTATE

MARCH 2<sup>ND</sup>, 2022

**9:00 Welcome and Introduction by PBLI**

**9:05 Chair's Welcome and Introduction**

**Sarah Batut**

Fasken Martineau DuMoulin LLP

**9:10 Legal Update**

**Sarah Batut**

Fasken Martineau DuMoulin LLP

- Case law and legislative update

**10:00 Questions and Discussion**

**10:10 Morning Break**

**10:25 Structuring Real Estate Deals**

**Shauna Towriss**

Cassels Brock & Blackwell LLP

- Using limited partnerships effectively

**11:15 Questions and Discussion**

**11:25 Financing**

**Ken Andersen**

Borden Ladner Gervais LLP

- The current state of financing
- Dealing with existing deals

**12:15 Questions and Discussion**

**12:25 Lunch Break**

**1:15 Restrictive Covenants**

**Rachel Schechter**

Fasken Martineau DuMoulin LLP

- Restrictive covenants and building schemes: what are they and why they can become an issue
- Discharge options
- Key factors for discharging

**2:00 Questions and Discussion**

**2:10 Afternoon Break**

**2:25 Navigating the Municipal Process**

**Olga Rivkin**

Lidstone & Company

**Heidi Granger**

City of North Vancouver

- Areas where an application can stall
- Common mistakes in the process and how to avoid them
- Best practices for a smooth application process

**3:10 Questions and Discussion**

**3:20 Transit-oriented Developments**

**Alexander Fane**

Sampson Davie Fane Volpiana LLP

- Acquisition/expropriation process
- Translink rights-of-way
- Tips and war stories

**4:05 Questions and Discussion**

**4:15 Chair's Closing Remarks – Program Concludes**

## INFORMATION

### Four Ways to Register:

1. Telephone us: 604-730-2500 or toll free 877-730-2555
2. Fax us: 604-730-5085 or toll free 866-730-5085
3. Mail your registration form with payment
4. Register at [www.pbli.com/redev22](http://www.pbli.com/redev22)

**Registration:** The registration fee is \$695.00 plus GST of \$34.75 totalling **\$729.75** covering your access to the live webinar and electronic materials.

**Group Discounts:** Register four persons from the same organization at the same time and you are entitled to a complimentary fifth registration.

**Payment:** You may pay by VISA, MasterCard or cheque. Cheques should be made payable to the Pacific Business & Law Institute. Registration fees must be paid prior to the program.

**When and Where:** The program starts at **9:00 a.m. (PST)**. Attend via Live Webinar: All you need is a computer with a good internet connection and external plug-in speakers or good headphones for optimal audio and volume.

**Materials:** The faculty will prepare papers and/or other materials explaining many of the points raised during this program. Please contact us at [registrations@pbli.com](mailto:registrations@pbli.com) if you are unable to attend the program and wish to purchase a set of electronic materials.

**Your Privacy:** We will keep all information that you provide to us in strict confidence, other than to prepare a delegate list containing your name, title, firm and city for our faculty and the program delegates. We do not share our mailing lists with any non-affiliated organization.

**Cancellations:** Full refunds will be given for cancellations (less a \$60.00 administration fee) if notice is received in writing five full business days prior to the program (**February 23<sup>rd</sup>, 2022**). After that time we are unable to refund registration fees. Substitutions will be permitted. We reserve the right to cancel, change or revise the date, faculty, content, availability of webinar or venue for this event.

**Course Accreditation:** Attendance at this course can be listed for up to **6 hours** of continuing professional development credits with the Law Society of BC.

## Registration Form

### Pacific Business & Law Institute

Unit 2 - 2246 Spruce Street  
Vancouver, BC Canada V6H 2P3  
Telephone: 604-730-2500; Fax: 604-730-5085  
E-mail: [registrations@pbli.com](mailto:registrations@pbli.com)

## THE CURRENT ENVIRONMENT OF COMMERCIAL REAL ESTATE

March 2<sup>nd</sup>, 2022

Attend via Live Webinar

Salute	First Name	Last Name	Position/Title
Firm/Company			
Address			
City	Province/Territory	Postal Code	
Telephone	Fax	Email	
Paid by:	<input type="checkbox"/> VISA	<input type="checkbox"/> MasterCard	<input type="checkbox"/> Cheque payable to Pacific Business & Law Institute
Card Number / / /			Expiry Date /

### Please indicate your areas of interest for future notifications (select all that apply):

Local government     Commercial leasing     Taxation of real estate     Other \_\_\_\_\_

### How did you hear about this program?

Brochure     Email     Colleague     PBLI Website     Other \_\_\_\_\_

Register today at [www.pbli.com/redev22](http://www.pbli.com/redev22)

Please recycle