

A Village within a Village – Phase I Breaks Ground

Construction on the first phase of Village Gate West – a unique new multi-phase, mixed-use residential community located at 5145 Dundas Street West in Toronto – got underway in late September 2005.

Village Gate West promises to be a groundbreaking development in more ways than one, as Concert Properties partners with Ontario Municipal Employees Retirement System (OMERS) and Sun Life Financial to design a new urban community and create a focus for the western part of the city. Together the companies will take 3.7 acres of land and transform them into a vibrant new community.

“Strategically located just minutes from the downtown core of Toronto, Village Gate West will transform the current site into a landscaped oasis that is an affordable, comfortable, safe and convenient place to live at the western end of the historic Village of Islington,” says Concert Properties President & CEO, David Podmore.

“This new pedestrian-friendly neighbourhood will feel a world apart, with street-related buildings and open green spaces encouraging a new sense of community for apartment renters, seniors and condo buyers alike. Concert is proud to be part of the opportunity to redevelop an important part of the city,” said Brian McCauley, Senior Vice President, Eastern Operations.

Built with the superior craftsmanship, quality and refinement that Concert Properties is known for, Village Gate West will be affordable, enjoyable and conveniently located near a subway/transit line. The interiors will embody the superior quality and design integrity customers have come to expect from Concert, with open floorplans, balconies and quality finishes.



David Podmore, President & CEO, Concert Properties at the groundbreaking of Village Gate West – Sept. 26/05

VILLAGE GATE WEST OVERVIEW

Phase I

- \$48 million, 21-storey, 278-unit assured rental building on the northwest corner of the site
- Construction commenced September 2005
- Occupancy scheduled for summer 2007

Phase II

- \$40 million, 11-storey, 168-unit senior lifestyle and independent living rental building on the northeast corner of site
- Currently in for site plan approval
- Construction anticipated to commence late spring 2006
- Completion scheduled for fall 2007

Phase III

- \$90 million, two high-rise condominium towers of 20 to 25-storeys with up to 500 units located on the southern portion of the site
- Scheduled to start design development in the coming months

With the commitment to build Phases I and II of Village Gate West, Concert and OMERS will have approximately 1,150 new assured rental living units in the Toronto area that are either completed, under construction or will soon commence construction.



Breaking ground on the 3.7 acre site of Village Gate West – Sept. 26/05

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For more information visit
www.VillageGateWest.com

President's Message

As another exciting year comes to a close, I would like to take this opportunity to thank everyone involved in the success of Concert Properties in 2005. And the successes have been many.

Over the course of the year, Concert garnered more than one industry accolade. In March, Concert was awarded the prestigious National Grand SAM Award for the second year in a row, followed by a Gold Georgie for Best Residential Development in British Columbia (StoneCliff in West Vancouver) and the Urban Development Institute's (UDI) Award for Excellence for Seniors Housing (The O'Keefe in Vancouver).

The O'Keefe hosted the first-ever Greater Vancouver Lighthouse Awards to honour seniors who made a difference in their communities. Premier Gordon Campbell was on hand to congratulate the five inspirational seniors for their enormous contributions to our communities and the quality of life we share.

Some 160 golfers participated in this year's 9th Annual Golf Classic Tournament in September, adding a further \$39,000 to Concert Properties Endowment Fund for BCIT students who enroll in eligible trades and technology programs related to the construction industry.

Despite significant competition in the real estate investment markets, Concert continued to be very active in acquiring well-positioned property to diversify and build its already extensive portfolio in both western and eastern Canada.

Commercial acquisitions in 2005 included a 149,000 square foot warehouse/office building on an 8.2-acre site in Burnaby within the Winston Industrial District,

a 79,000 square foot six-storey office building in Victoria and our first retail acquisition – the Westbank Shopping Centre situated on approximately 8.6 acres at the junction of Highway 97 and the Old Okanagan Highway.

In Ontario, Concert acquired a 71,000 square foot office building in Brampton and a 16.5-acre property in northeast Brantford on one of the last remaining highway frontage development sites.

The total purchase price of these acquisitions was more than \$47 million. And these latest acquisitions bring Concert's total industrial and commercial portfolio to almost 3.6 million square feet of property in BC, Alberta and Ontario, continuing the company's strategy of expanding its income-producing portfolio.

And that's just a starting point. Over the coming few years, I see Concert developing a much larger presence in Alberta, both residentially and industrially, as well as in Ontario. We are also cautiously investigating new market opportunities in Oregon, Washington, California, Quebec and Northern Canada.

Looking to the future, I am enthusiastic about the many diversification options open to Concert. We plan to focus on more resort and industrial properties over the next year. We will also continue to push the limits of affordability in residential housing while building innovative, attractive neighbourhoods where people can rediscover the joys of community.



David Podmore
President & CEO

In the Spotlight

ACCOUNTING

Concert welcomes to the Vancouver office: Rachele Cheung, Property Management Accountant and Ashika Narain, Junior Accounts Payable Clerk.

ACQUISITIONS & DEVELOPMENT

Congratulations go to Adrian Kozak, hired as Manager, Acquisitions and Development in the Toronto office.

CONSTRUCTION

New to the Vancouver team is Jeff Duncan, Customer Service Co-ordinator and Sergio Perut is the new Project Manager, Construction in the Toronto office.

PROPERTY MANAGEMENT

The Ontario team has expanded with the addition of: Anjela Kalendjian, Site Administrator, Jazz; and Leo Kalendjian, Resident Superintendent, Jazz. Assuming the role of Building Manager, Prelude is Gina Mastroianni; and Andrea Meloche, Building Manager, Jazz has transferred from Prelude.

In Vancouver, Vince Prasad is the new Relief On-Call for rental properties; and a hearty congratulations goes to Mark Reyes who has been promoted to Building Operator, Surrey Central Business Park.



Pacific Group – *Taking It Down or Ensuring It Stays*

From its humble beginnings in a Burnaby house as a family-run business in 1954, to a multi-million dollar company, the Pacific Group has always been in the business of making things move for its customers.

Collectively, the Pacific Group is made up of four complementary companies – Pacific Blasting & Demolition, BelPacific Shoring & Foundations, Bel Contracting and Apex Industrial Movers. Its client roster ranges from Cuba to Kitsilano, from home-owners needing an abode underpinned, to open-pit mining giants with slope stabilization/remediation problems and beyond. There is no job too small or too big.



Approximately 95% of the material from the demolition of the old Vancouver Hospital Nurses' Residence is being recycled

The company has been involved in a variety of Concert Properties' projects across the Lower Mainland. From the site servicing work at StoneCliff, Concert's award-winning project in West Vancouver, to numerous excavation and shoring projects including Nexus and Latitude at Collingwood Village, and Alvar and Oscar in Vancouver.

"Concert appreciates the company's strong reputation and values its long-standing relationship with the Pacific Group," says Arif Rahemtulla, Senior Vice President, Construction at Concert Properties.

So, with Concert eager to begin construction on its visionary Tapestry development, PB&D were awarded the contract to help set the stage at the site of the old Vancouver Hospital Nurses' Residence.

"We were thrilled to be awarded the contract," says Demolition Division Manager, Wayne Rawluk. "We like working with our friends at Concert because they're straightforward and tell you what they want. In this case, we were fortunate to be awarded two of the contracts – the demolition and excavation of the site."

As far as it goes, this company knows demo. "Certainly we understand that sometimes you have to take down the old in order to build the new," says Rawluk. "That's where we excel."

Ironically, due to the very nature of their work, crews engaged in the demo process are often offered unique reminders from the past. "It is not uncommon to find interesting objects hidden within the walls of old buildings. Sometimes, it was the original builders themselves who would put stuff inside the walls, only to be discovered by us years later. We have found everything from old cigarettes and milk cartons to a postcard from Las Vegas. Of course, there's no value to these things, but it is fun to uncover them." Fun artifacts aside, the walls of the average building slated for demolition can contain value if one knows precisely where to look.

"When we bid for a project, we not only look at what we can add, but at what we can take away," explains Dale Bekar, President, Pacific Group.

"If the take away has a salvage value, we can recover more of our costs. Things like wood, concrete and steel can often be recycled. When any structure is obliterated, everything can be recycled, right down to the wiring, wallboard, concrete, rebar and of course kitchen sinks. On the Tapestry job, for example, as much as 95 per cent of the material is being recycled in some way, which is not only good from an economic perspective, but from an environmental perspective as well."



Pac Man's jaw: the Genesis Demo Pro attachment is capable of taking bites out of concrete and steel

These sustainable initiatives are very important to Concert Properties as it continues to work to ensure all its projects include sustainable design solutions.

Whatever the challenge, the companies of the Pacific Group can get it out of the way or make sure it is here to stay.

"Pac Man" Reaches New Heights

In the early eighties, teenagers across the country could often be found in their local arcades, spending quarter after quarter to achieve a high score on their favourite video game and earn local bragging rights. Back then, the undisputed king of games was Pac Man, with its insatiable gulping yellow ball eventually eating its way into the all-time video game hall of fame.

These days, there is a new yellow fellow on the block, one that devours concrete and steel in the real world, rather than video game power pellets. It's called the Komatsu - PC450LCD-6 UHD, and while it isn't quite as likely to become a household name, it is nonetheless an impressive piece of equipment when it comes to select demolition.

Weighing in at a whopping 135,000 pounds with attachments, this high-reach excavator boasts a three-piece boom capable of reaching a working height of 85 feet, with a Genesis GDP450 "Demo Pro" attachment whose jaw opens 26 inches wide and 25 inches deep, and is capable of taking giant yet precise bites out of concrete and steel structures (Let's see Pac Man do that!).

This unique demo machine can be seen in Vancouver, where its owner, Pacific Blasting & Demolition, is using the modern behemoth in site preparation for Concert's Tapestry project.

It's the first time the machine has been used in Vancouver, according to Pacific's Wayne Rawluk, who believes it's the largest of its type in the province.

"We purchased it specifically for the Tapestry site demolition," he says. "Because of its huge reach advantage, we felt it would be a much better option for the hospital and surrounding areas. It allows us to take taller structures down safely, floor by floor with less noise, less dust and more control."

Alternatives to this method, explains Rawluk, include blasting or using a ball and chain.

"But swinging an iron ball at a concrete structure tends to send debris flying, and that would have posed obvious safety concerns, especially in such a high-traffic pedestrian area. So we're fortunate to have the Komatsu."

**For more information visit
www.PacificBlasting.com**

Deep Trenches – Saddleback Hills Development

Concert Properties is well known for its award-winning multi-family residential buildings and as an owner of income-producing properties. Concert is also recognized for its experience as a master planner of new suburban residential communities.

One such project is the Saddleback Hills subdivision in Kamloops, BC, an exciting new residential community located just minutes from the heart of downtown Kamloops. The first phase of Saddleback Hills has just completed servicing and the lots are now ready for building to begin.

Concert Properties, a co-owner with the Operating Engineers Pension Plan (OEPP), and the development manager for the project, is



Extensive earthwork undertaken by Concert Properties, development manager for Saddleback Hills

proud to be working with the City of Kamloops, general contractor BA Dawson Blacktop and a team of highly-skilled engineers and suppliers in the creation of Saddleback Hills.

Concert assessed the undeveloped hillside land, then confirmed the market demand, and re-designed the land accordingly. From the design phase, Concert took the property through the approval process and into the construction of all the roads, utilities and green spaces for Phases I and II.



Rod Wilburn, Senior Vice President, Sales & Marketing

A comprehensively planned phased community, Saddleback Hills is designed and engineered to meet the City's stringent environmental standards as well as Concert's building design guidelines.

Ultimately, Saddleback Hills will include 196 single-family lots, 32 townhome units and 48 bare land strata units in an enclosed enclave.



Street paving at Saddleback Hills – Phase I

The initial phase, now in the marketing stage, includes 45 single-family lots, the 32-unit townhouse parcel and the 48-unit bare land strata lot site.

Saddleback offers ample living space, with lot sizes that allow for generous front and rear yards. Two parks, one with a playing field and the other with a walking area, as well as several acres of open space have been included in the design and construction.

The property encompasses approximately 71 acres located on two upland benches overlooking the North Thompson Valley. Phase I is now for sale to home building contractors and those wishing to have their own custom home built. Phase II is anticipated to be released for sale in mid 2006.

For more information visit www.SaddlebackHills.com

News Bites

JAZZ HITS THE HIGH NOTE

Concert Properties celebrated the completion of all structural work on "Jazz" this past fall. Concert wishes to thank all those involved to date for their continued hard work. Jazz is the second project to benefit from an exclusive alliance between Concert Properties and OMERS.

A \$69 million 28-storey heritage inspired high-rise, Jazz is located at Church and Shuter Streets in downtown Toronto and is set for occupancy in spring 2006.

For more information visit www.JazzByConcert.com

EMPORIO IN RICHMOND

Construction of the Emporio sales centre in Richmond has commenced and presales are scheduled to start in early 2006. Look for more information in future issues of the Blueprint.

CENSUS 2006

Concert Properties is proud to be a part of Census 2006 which will be conducted on May 16. Information about the Census will be available on the company website and in the next issue of the Blueprint (Spring 2006).



CONCERT JOINS IN THE HOLIDAY SPIRIT

With the holiday season upon us once again, Concert's Christmas tree decorating team joined in the holiday spirit at the 19th Annual Festival of Trees at the Four Seasons Hotel. Along with the other corporate sponsors, Concert lit up its festive tree on Wednesday, November 16, 2005.

Fittingly, Concert's theme this year is "building dreams." The tree is decorated with baubles and toy tools in the company colours of gold, blue and red. In place of a star, the treetop boasts a gold hard hat while toolboxes beneath the tree overflow with gifts wrapped in those same company colours.

The bejewelled trees were judged in six categories – Most Creative Tree, Most Traditional Tree, Best Team Spirit, Most Child-Like Tree, Best Corporate Expression and Best First-Year Entry.

This is Concert's fourth year participating in the Festival of Trees, which benefits the BC Children's Hospital Foundation. The trees will be on display in the Four Season's lobby until January 4, 2006.

Preserving the Past for the Future

As an innovative developer of new residential properties, Concert Properties understands the importance of preserving the historical richness of the communities in which it builds. Blending the past with the present, Concert celebrates bygone eras while creating interesting new developments in established neighbourhoods.

Concert's current project at the site of the historic Vancouver General Hospital Nurses' Residence is just one such example. A condominium development that includes both a 10-storey and a six-storey residence,



Historic Nurses' Residence at Vancouver General Hospital – façade and eastern structure integrated into Tapestry, located at 12th and Heather

Tapestry weaves together the best of the past and the future. Built in 1948 in the heart of Vancouver, the Art Moderne architectural façade and eastern structure of the existing 10-storey residence will be integrated into the new 10-storey development as a reminder of the importance this building played in the past. Concert is proud to be able to maintain and enhance this landmark – part of the fabric of life on Vancouver's West Side.

For more information visit
www.DiscoverTapestry.com



The original Carling O'Keefe Brewery, early 1900s – the tower was incorporated into the award-winning O'Keefe Retirement Community in Vancouver

Another West Side residence steeped in history is one of Concert's award-winning properties, The O'Keefe. Located on the site of the former Carling O'Keefe brewery, The O'Keefe at Arbutus Walk is designed to emulate the original brewery built in the early 1900s. The O'Keefe's central architectural feature is an exact replica of the original "Brewer's Tower," built as a tribute to Kitsilano and the early years of the Arbutus Walk site. The tower stands as a lasting legacy of the early brewery and the site's rich history.

For more information visit
www.TheOKeefe.com

In Toronto, Concert is currently under construction with the 28-storey Jazz assured rental residential building. Jazz integrates the retained heritage façade of 167 Church Street, along with the replication of both 163 and 157 Church Street, into the base of the new building. 167 Church Street was built in 1891, originally to house the Athenaeum Club. In 1906, the building changed hands and became the home of the Labour Temple. The original façade complete with stone base and elaborate brickwork above is being carefully restored by Clifford Masonry and will become the new entry for Jazz. Clifford Masonry is also rebuilding both 163 and 157 Church Street façades in their original character and detail.



The heritage façade retained and integrated into Jazz on Church Street in Toronto

For more information visit
www.JazzByConcert.com

Concert is also in the rezoning stage for its Five Corner's mixed-use development in

the St. Lawrence Market neighbourhood of downtown Toronto. This project will preserve the existing four-storey office building at 70 The Esplanade in its entirety and rebuild the four-storey façade of 6 Church Street. These buildings were originally built between 1885 and 1903 and housed the W.G. Greey Furnishings Work Factory. The development will also include a courtyard and water feature just south of Front Street. The water feature will mark the location of the former shoreline of Lake Ontario, providing an opportunity for heritage interpretation and adding to the character of this well-established neighbourhood.



Five Corners, Toronto – preserving the existing building on The Esplanade and rebuilding the façade on Church Street

Also in the works is a partnership between the Vancouver YMCA and the First Baptist Church (FBC), with the help of Concert Properties, to redevelop both heritage facilities. The YMCA and FBC have been providing vital programs and services to the downtown Vancouver community for more than 60 years, and are valued landmarks for area residents.

The heritage value of the YMCA building is derived from its prominence along the Burrard Street corridor, along with the adjacent First Baptist Church. Designed in the late Art Moderne style popular in Vancouver in the decade leading up to the YMCA's construction in 1940, it is expressive of that period of Vancouver's history. The revitalization of these buildings will provide an exciting and innovative redevelopment option that retains two important heritage buildings and creates an essential modern resource for this growing urban community.

Concert's mandate to be a developer with a difference is reflected in the value it places on preserving the past while planning for future generations. In retaining the history of the neighbourhoods in which it builds, Concert respects what has come before while setting the stage for modern urban livability.

Habitat for Humanity - Toronto – Adopt a Day Challenge

Kudos go to the Concert Team in Toronto who donned their hard hats and work boots for the second year in a row to help build homes for Habitat for Humanity in October.



L to R (back row): David Kent, Brian McCauley, Kelly Wilson, George Espinola

L to R (front row): Carol Hrabi, Julie Paterson, Andrea Meloche, Leora Kokotsis, Guiomar Andrade

The nine-member team spent a day on the work site of a new housing development in Scarborough, in the northeast part of Toronto, where they dry walled, sanded, swept, painted and installed windows, while proudly wearing their Concert sweatshirts and hard hats.

By all accounts, the work day was as rewarding as it was challenging. “As new kids on the block here in Toronto, I felt it was important that we find a way for Concert to contribute to worthy causes,” said Brian McCauley, Senior Vice President, Eastern Operations. “It was also important to identify with a cause close to our hearts and business.”

“It was most important that we find something that all members of our staff could participate in,” said Kelly Wilson, Development Manager.

“I think it is a great way of team building with our co-workers.”

The Concert team worked on the Breakthrough Build – the largest built in the history of Canadian Habitat – which will provide housing to 40 deserving families currently living in substandard housing. The homes are built with 100 per cent donated funds.

Habitat for Humanity helps eliminate poverty housing through home ownership. By bringing communities together – volunteers, donors, sponsors and homeowners – it creates a win-win outcome for everyone involved. And that is a perfect fit with Concert’s mandate to contribute to the communities in which it builds.

Julie Paterson – From Small Things Come Great Accomplishments

It is with a sense of pride that Julie reflects upon her four years as Executive Assistant to Brian McCauley, Concert’s Senior Vice President, Eastern Operations. When Julie joined Concert in 2001, the office had just one employee – Brian. Now there are ten and the team continues to grow.

After working in a variety of settings, Julie is happy to have landed at Concert Properties where she enjoys coming to work each day. “We all have a great working relationship – we are like a little family,” says Julie.

The youngest of nine children, Julie was born in Karachi, Pakistan and arrived in Canada at the age of 18. Her mother had passed away when she was 11 and one of her brothers immigrated to Canada in 1973. Over the years the rest of the family moved to Canada – Julie, her youngest brother and her father arriving last. Prior to moving to Canada, Julie worked for her former high school principal (attending college in the evenings) and the American consulate.

Nonetheless, finding a job in Canada proved to be tough at first, especially since her father passed away within 11 months of arriving. But Julie never lost hope and eventually a small business person gave her a chance to learn the ropes of running an office in a store on Yonge Street.

Since that time Julie has grown her skills in companies such as Great West Life, Trizec and



Julie and her daughter Katrina

O&Y Enterprise, where she worked for the director of construction for seven years. When he retired it was time to move on to the next opportunity. As the mother of 13-year old daughter Katrina, it was important to find a good position that was the right fit.

While exploring her opportunities and determining the “right fit,” Julie worked for an employment agency. One contract found her working in the highest contaminated area of the Pickering nuclear plant wearing hard hat and steel-toed boots to work each day – perhaps not the perfect fit. Finally, a call from the agency came about a position at Concert Properties. Julie made it through the interview hoops with flying colours and she started as Brian’s executive assistant on September 5, 2001.

During her first week, Julie was on her own with Brian away on business – though she

fondly recalls receiving a welcoming flower arrangement from David Podmore, Roy Patzer and Brian.

Also during that first week were the unforgettable events of September 11, 2001. “I didn’t want to go home when the terrible events happened – I ended up organizing David and Roy’s travel and accommodation – so despite the sadness of the day, it was very memorable and I had a chance to get to know the team.”

Julie says she has learned a lot from working with Brian, who continually challenges her to take initiative in an environment of respect and recognition. As Brian can attest, Julie has a seriously hard-working side but is also known for her equally fun-loving nature – the team gets the job done and then relaxes and has fun.

“It is an exciting time – we are growing and I feel honoured and privileged to have been here from the beginning and to be a part of that growth,” says Julie. “At Concert you are acknowledged for who you are and what you have become. It is an amazing family-oriented company that makes you want to strive to do your best.”

And, from all accounts this enthusiastic executive assistant is a great example of Concert’s commitment to superior standards, quality and hard work.