
From: John Pearson <JPearson@Shindico.com>
Sent: Wednesday, February 27, 2019 12:10 PM
To: Michael Cotcher
Cc: Ben Mario; Fred Searle; Diana Hawryluk; Shanie Leugner; Lauren Miller; Justin Zarnowski; Brennan Pearson; Kelly Smith; Mike Hogan
Subject: RE: Office Development Policies Review Stakeholder Meeting
Attachments: Response to City of Regina Office Development Policies Review - 2019 Feb 27.pdf

In preparation for the Office Development Policies Review Stakeholder Meeting tomorrow and in response to your letter dated January 31, 2019, we provide you with our responses to your questions contained therein in our Response to City of Regina Office Development Policies Review.

We look forward to attending the meeting tomorrow and further discussion in this regard.

From: Michael Cotcher <MCOTCHER@regina.ca>
Sent: Tuesday, February 26, 2019 4:54 PM
To: Leasa Gibbons <lgibbons@warehousedistrict.ca>; Judith Veresuk <JVeresuk@reginadowntown.ca>; Dale Griesser (Avison Young) <dale.griesser@avisonyoung.com>; Carmen Lien <carmen@linkdev.ca>; Dan Torrie <dtorrie@nicorgroup.ca>; events@bomaregina.ca; EHunchak@dream.ca; Jason Carlston <jcarlston@dream.ca>; Aaron McDougall <amcdougall@harvard.ca>; Kelsey, Michael <Michael.Kelsey@colliers.com>; Mike Hogan <mike.hogan@cwregina.com>; Sandra Lok <iamsam@samagent.net>; John Pearson <JPearson@Shindico.com>; Kelly Clifton <Kelly.Clifton@brandt.ca>; gmscraper@capitalcrossing.ca; Kyle Addison <Kylea@mdlsk.com>; Nick Kazilis <NKAZILIS@regina.ca>; Rick Krieger <rick@revivalmusicroom.com>; Robert Goldman <robert.goldman7@gmail.com>; Anna G <agardis92@gmail.com>; linely.schaefer@icrcommercial.com; scottyp@accesscomm.ca; jaston@yqr.ca
Subject: Office Development Policies Review Stakeholder Meeting

Thank you for responding to our invite indicating you will be attending the stakeholder session this Thursday. The meeting agenda is attached.

Coffee and snacks will be provided.

Michael Cotcher, MCIP, RPP
Senior City Planner
Urban Planning Branch
Planning & Development Services Department

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RESPONSE TO CITY OF REGINA OFFICE DEVELOPMENT POLICIES REVIEW

FEBRUARY 27, 2019

WHO WE ARE AND WHAT WE DO

Since 1975, Shindico has been a market leader in commercial real estate and investment management in Canada, providing full service to owners and occupiers of retail, office, industrial and multi-residential property. We are proud of our asset management top performance and industry-leading brokerage, development, property management and tenant representation teams. Our in-house capabilities allow us to draw upon the diversity of skills and talents needed to excel at managing your assets.

RESPONSE

What issues, if any, do you have with the existing policies?

There are a number of office users, or users with an office component that are not served by the current prohibition against suburban office. Where there is a warehouse, manufacturing, retail or other component that is ancillary to the office use, or even where a substantial office (in excess of 10,000 sq. ft.) is ancillary to those uses, they often cannot be accommodated. Regina is risking missing out on office users who just do not fit in the districts to which they are currently directed. Often those uses have the option of relocating outside of the city, or even outside of the province. More flexibility in accommodating new office users is needed to ensure the competitiveness of Regina in the marketplace.

How has the existing office policies affected your operations or objectives?

Where an office user requires a component that is not able to be accommodated in the current districts (such as a contiguous warehouse, a manufacturing operation or a retail store) either the user must compromise and locate those uses separately or try and find an existing office building. Either way, it is fitting a square peg in a round hole. We should be able to provide the office product desired by the end users.

How do you regard the current state of the Regina office market?

The office market is strong, with significant demand. The over-supply that drove the current office policy is no longer the pressing issue that it was seen as at the time, and a return to a free competitive office marketplace will be good for the office market, and Regina's economy in the long run.

What, if any, other feedback you may have on this subject that you would like to share?

Although Shindico has only one property in Regina (137,700 sq. ft. building on 13 acres), we have significant contacts throughout the commercial real estate community in North America. When office users are proceeding with a site selection process, restrictions such as the new office restriction in Regina can often result in the municipality not being considered at all. "Unusual" restrictions are a severe competitive disadvantage, and as the world is becoming more connected, office users have more geographic flexibility. Having an office policy that's consistent with those of other western cities is an important part of attracting and retaining office users in the Regina market.

OUR TEAM



John Pearson, B.Sc., M.N.R.M.

President, ICI Properties

John Pearson is a graduate (B.Sc.) from the U of W and a Masters Degree, MNRM (Land Development) from the U of M. John became a real estate agent in 1985 and a Real Estate Broker in 1991. John has concluded sales in excess of \$200 Million, leased 5.3 Million Sq. Ft. of lease area and coordinated the development of over 3 Million Sq. Ft. of building area in retail, restaurant, industrial and office: primarily located Manitoba, Saskatchewan, Alberta and Ontario.

John has relationships/mandates with prominent national/international clients in the office, industrial, retail and restaurant sectors.

The Winnipeg Realtors Commercial Division presented John with:

- “Highest Dollar Value Award”
- “Largest Industrial Lease” (193,000 sq. ft. distribution centre)

Throughout his career, John has sold/leased, developed and coordinated the construction of many prominent mixed-use properties, totaling approximately 5 Million square feet, including: 221 Winnipeg Street North, Regina; Corral Centre, Brandon; Crossroads Station, Winnipeg; St. James Station, Winnipeg; Selkirk Crossing, Selkirk; Winkler Crossing, Winkler; Sault Centre, Sault Ste. Marie; Clearspring Centre, Steinbach; Harbour Crossing, Thunder Bay; Grant Park Pavilions, Winnipeg; St. Vital Festival, Winnipeg; and Westport Festival, Winnipeg.



Sandy G. Shindleman CCIM, SIOR, CRE, FRICS, CIPS

President and CEO, Shindico

Sandy’s designations include CCIM (Certified Commercial Investment Member), SIOR (Society of Industrial and Office Realtors), CRE (Counselor of Real Estate), FRICS (Royal Institution of Chartered Surveyors Fellow) and CIPS (Certified International Property Specialist). As a CCIM senior instructor (since 1980) Sandy has taught worldwide, served on the Board of Directors and served as President of the CCIM Foundation.

A Manitoba “Entrepreneur of the Year”, Sandy has presented worldwide for organizations including Urban Land Institute’s Barcelona Meeting Point, IREM, BOMA and ICSC. Sandy is proud to have received the B’nai Brith Canada Award of Merit and The Queen’s Diamond Jubilee Medal, as well as the Susan J. Groeneveld, CCIM, Visionary Award and CCIM People’s Choice Award for Instructor of the Year.

Sandy is an advisor and asset manager for several Canadian Pension Funds and family offices. Shindico’s head office is a sustainable, energy efficient environment, as is StorageVille Inc., where he is the founder.

Sandy is proud to have been able to contribute to The Shindleman Aquatic Centre in his home city of Portage la Prairie, Manitoba.

The mission statement of “Succeeding by Helping Others Succeed” is the cornerstone of his family’s success.

OUR TEAM



Robert W. Shindleman
Executive Vice President/COO

Robert is the Executive Vice-President of the Shindico Group of Companies.

Robert's focus is property development, operations and management. Robert's expertise includes identifying property opportunities, acquisition, overseeing construction and asset management activities.

Robert is recognized as an expert in identifying great commercial real estate and business opportunities and making them better. He is passionately dedicated to the success of his clients and amongst his colleagues, he is known to have a "cheerful open-door policy".

Robert has been instrumental in the establishment of the group's high standards and he is well versed with the varied requirements of owners, investors and tenants. Robert has a track-record of delivering exceptional results and creating the excellent relationships Shindico enjoys with clients.

In 2011, Robert received the B'nai Brith Canada Award of Merit recognizing significant contributions of exceptional Canadians to their local communities.

On a personal level, Robert's interests include world and local affairs, family and friends, travel and enjoying the outdoors.



Brennan Pearson, B. Comm. (Hons.)
Vice-President, ICI Properties

Brennan graduated from the University of Manitoba achieving a Bachelor of Commerce (Honours) degree from the Asper School of Business. He successfully won the Manitoba Wes Nicole Entrepreneurial Award and advanced as a Canadian finalist. He is currently working towards his Certified Commercial Investment Member (CCIM) designation.

Brennan commenced his commercial real estate career in 2010 and is actively involved in office, retail and industrial sales and leasing, as well as investment sales. He has several national tenant representation mandates in Manitoba, Saskatchewan and Ontario. In addition, Brennan has played an active role in the development process for various mixed-use developments

OUR TEAM



Kelly Smith, B.Sc., B.Comm. (Hons)

Senior Vice President, Property Management

Kelly Smith is a Senior Property Manager with over 19 years of experience in the management and leasing of commercial and multi-residential properties. Kelly has achievements across several leadership roles in real estate, marketing and sales industries. He is a friendly, motivated, organized team player with a dedication toward determining innovative solutions to maintain and maximize asset values and thrives in a changing environment with creativity and a focus on highest level of service. Kelly currently manages a mixed portfolio with an emphasis on retail shopping centres. He also oversees the Property Administration department consisting of an experienced team providing crucial support to ensure the effectiveness of property management.

Kelly has earned both a Bachelor of Science (B.Sc.) and a Bachelor of Commerce (Honours) (B.Comm.(Hons)) degrees from the University of Manitoba, where he was a founding board member of the Young Associates. Kelly has received the Certified Property Manager (CPM) designation from the Real Estate Institute of Canada (REIC) and has been licensed by the Winnipeg Real Estate Board.

Kelly currently serves on the Board of the Ashdown Condominium Corporation and served for 6 years on the Board of Directors for the Professional Property Managers Association (PPMA).



Justin Zarnowski LL.B.

Vice President, Legal Affairs

Justin Zarnowski obtained his Bachelor of Laws degree from the University of Manitoba in 2008. He completed his articling in 2009 at Aikins, MacAulay and Thorvaldson LLP. He practiced in the area of corporate/commercial, securities and commercial real estate law. Justin joined Shindico in May 2011, assuming the role of Legal Affairs Manager.

Justin has experience negotiating and interpreting lease documents including retail, office and industrial leases and residential leasing, as well as international tenant's lease forms.

Justin has represented parties on the acquisition and disposition of real estate assets, ranging from small transactions to acquisitions of significant value.

Shindico

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40+

years
in business

\$1.2b

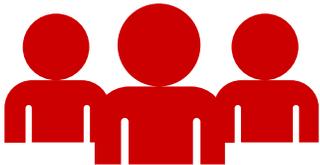
total
economic impact

\$870m

in assets under
management



100 properties



1,000+ tenants



certified head office



Office, Industrial,
Retail Development

6 million square foot pipeline

8 million square feet developed

5 million square feet managed

2017 STATISTICS

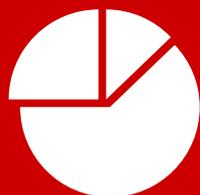


160

total transactions

\$3.5m

in new acquisitions

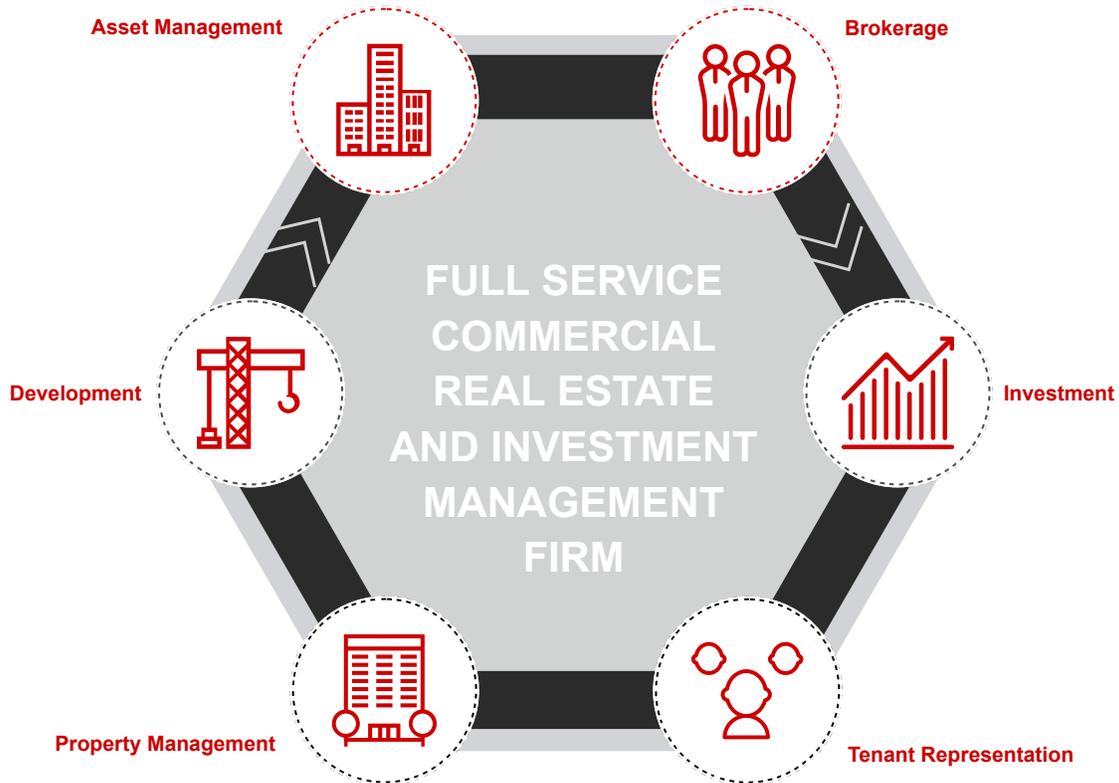


1,192,830

square feet leased

Shindico

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Asset Management

With Shindico's experience our clients' assets will be taken care of with the professionalism and expertise that Shindico is known for.

Brokerage

Whether our clients are buying, selling, or leasing real estate, we have the track record and expertise to help them succeed.

Development

We are involved in all phases of development, managing each project carefully to ensure the completion is on schedule and under budget.

Investment

We are actively involved in the acquisition and sale of investment properties, working with investors locally, nationally, and internationally.

Property Management

Dedicated professionals, employing industry leading technology preserve and enhance the value of every real estate investment.

Tenant Representation

We take the time to understand our clients' needs, help determine space requirements, and identify the best locations with a market gap for success.