

NAIOP Developing Leaders/University of Alberta Commercial Real Estate Mentorship Program (2018/19)

NAIOP Edmonton is proud to introduce round two of the inaugural Developing Leader/University of Alberta Mentorship Program, providing University of Alberta students with a valuable opportunity for personal and professional growth. Through focused, one-on-one networking sessions with a NAIOP Developing Leader (commercial real estate professionals under 35), students will forge valuable new industry connections and learn about the various career paths available to them in the commercial real estate industry.

How it works:

- Each of the Mentors listed below have committed to separately meet with two unique University of Alberta students (Mentees) during the Winter semester for up to two meetings each.
- Students should have completed basic business courses and have a strong interest in learning more about working in the broader Commercial Real Estate industry.
- A maximum of fourteen University students (2 per Mentor) will be granted access to the program as a Mentee for the Winter Semester (Jan – Apr). **Please only sign up once.**
- Students can sign up for this program on a First-come, First-served basis. Registration will go live on January 17th at 10:00AM via an Eventbrite link that will be provided to students prior to.
- Upon acceptance into the program, each Mentee will be able to select one Mentor, subject to availability. Mentees must then schedule a date within four weeks to have an initial meeting with their chosen Mentor.
- Come prepared with questions and use this opportunity to forge new relationships in the industry as well as learn about various career paths that are available within commercial real estate.

2019 Participating Mentors:

We are honoured to have had the following industry leaders participating in the inaugural intake of the Mentorship Program (bios following):

1. Bronwyn Scrivens, Associate, Industrial Sales & Leasing, **Cushman & Wakefield**
2. Anand Pye, Executive Director, **NAIOP Edmonton**
3. Alex Shaw, Analyst, Real Estate, **Alberta Investment Management Corp. (AIMCo)**
4. Curtis Friesen, Director of Sales, **Synergy Group**
5. Hillary Smith, Associate, Office Leasing, **Avison Young**
6. Brandon Hughes, Associate, **RE/MAX Commercial Capital**
7. Paige Rutherford, Associate, Real Estate, **CIBC Commercial Banking**
8. Isaac Achen, Analyst, Investments, **Cameron Development Corporation**



NAIOP Developing Leader Mentor Bios



Bronwyn Scrivens

ASSOCIATE | INDUSTRIAL SALES & LEASING

Cushman & Wakefield Edmonton

2700 TD Tower, 10088 102 Avenue, Edmonton

Bronwyn.Scrivens@cwedm.com

780.429.9389

Bronwyn Scrivens joined the Edmonton Cushman & Wakefield Industrial team after working in Commercial Real Estate lending. She gained a broad knowledge of the various aspects of commercial real estate in Alberta and has continued this specialization in industrial sales and leasing. Bronwyn's experience includes being appointed by national, international and local Tenants/Purchasers and Landlords/Vendors as an exclusive agent to locate properties, complete lease and sale transactions and market vacancies.

She began her education at the University of Alberta School of Business where she studied for two years before transferring to Cornell University. While at Cornell, she studied Hospitality and Facilities Management, Majoring in Commercial Real Estate studies. Bronwyn also began obtaining her Certificate in Real Estate Development through New York University. In 2018, Bronwyn was awarded the Prologis and NAIOP Inclusion in Commercial Real Estate Award, chosen from 75 applicants across North America. Through this, she also obtained her Certificate of Advanced Study in Commercial Real Estate Development through NAIOP. This education combined with her experience and relationships in Alberta have allowed her to provide value to a diversity of transactions and better provide for her clients' needs.



Anand Pye

EXECUTIVE DIRECTOR

NAIOP Edmonton

anandpye@gmail.com

780.993.4781

Anand is the Executive Director of NAIOP Edmonton an international association for commercial and industrial developers. There, he leads the organization’s advocacy agenda, connecting developers with political and administrative leaders in the Edmonton Region. He also leads the creation of education programs in commercial real estate, membership, sponsorship and over 20 large networking and other events a year.

Anand is proud of the work NAIOP does to advance and support the development industry in Edmonton. His favorite NAIOP event is the “Developing Leaders’ 20 Questions” events, which are intimate opportunities for 20-30 young professionals to interview a Commercial Real Estate industry leader.

Anand is also actively involved in the arts. He is the President of Grindstone Theatre, Edmonton’s fastest growing indie theatre company which just opened a new comedy bar off Whyte Avenue. He is also part of the team bringing Nuit Blanche Back to Edmonton in 2018. He is the past vice-chair of the Edmonton Transit Service Advisory board and recently spoke at Pecha Kucha 29 about the benefits of Bus Rapid Transit to supplement existing bus routes. Through these roles Anand has gained the connections to thought leaders in Edmonton and a deep understanding of the connection between real estate and city building.



Alex Shaw

ANALYST, REAL ESTATE

Alberta Investment Management Corp.
1100 - 10830 Jasper Avenue, Edmonton
alex.shaw@aimco.alberta.ca
780.392.3971

Alex is part of AIMCo's Real Estate team where he is involved in new acquisitions, developments and the daily management of AIMCo's \$13.6 billion real estate portfolio. On behalf of its clients, AIMCo's Real Estate portfolio holds a diversified mix of assets including long term, direct investments in quality office, retail, industrial and multi-unit residential properties located in Canada's major cities, and non-Canadian properties in markets with long term growth characteristics.

Alex holds a Bachelor of Commerce in Finance from the University of Alberta and is a 2019 CFA Level III Candidate.



Curtis Friesen

DIRECTOR OF SALES

Synergy Group of Companies

110 Carleton Drive, St. Albert

cfriesen@synerogroup.com

780.458.4095

Curtis Friesen is the Director of Sales for Synergy Group of Companies; a group of companies capable of providing complete building solutions including: commercial construction through Synergy Projects Ltd., facilities maintenance services with Synero Inc., and commercial furnishings and prefabricated interior wall solutions Innerspaces Business Furnishings Inc. Curtis has been in the commercial real estate industry since 2011, spending 5 years in Retail leasing and sales with Avison Young and transitioning from brokerage to commercial construction in 2016.

Curtis spread his B Comm over 6 years and four universities before settling into Edmonton as home; starting at the University of Regina, and making rounds through the University of Saskatchewan, Simon Fraser, King's University College here in Edmonton. During that time, he benefited from the technical knowledge and teaching style each school had to offer, while learning the interpersonal skills required to succeed in a sales and leadership role within an organization.



Hillary Smith

ASSOCIATE | OFFICE LEASING

Avison Young

Suite 2800, Bell Tower, 10104-103 Ave, Edmonton

Hillary.Smith@avisonyoung.com

780.429.7564

Hillary Smith joins Avison Young as an Associate with the Edmonton Office Team. Prior to joining Avison Young, Hillary worked as an Associate with another international brokerage, where she focused on office leasing and sales. Hillary focuses on both Landlord and Tenant representation and has successfully completed numerous transactions in both downtown and suburban Edmonton.

Prior to her career in commercial real estate, Hillary spent 11 years in the recruitment industry. In this role, she worked with both local and national businesses to fill key vacancies and ensure they had the foundation and strength in their human capital to achieve their organizational goals. Hillary's experience in understanding client needs and putting together creative solutions attributed to her achieving the top producer award for her area of business for 3 consecutive years as well as the President's Club award for superior achievement for 2 consecutive years.

Hillary was born and raised in Edmonton and is enthusiastic about being a part of the growth and change within the community. She sits on the NAIOP Developing Leaders Committee where she is passionate about creating programs and initiatives to engage, support and develop the next generation of leaders in the industry.

Education

Bachelor of Commerce (Management Major) – MacEwan University



Brandon Hughes

ASSOCIATE

RE/MAX Commercial Capital

Ritchie Mill, #302 10171 Saskatchewan Dr., Edmonton

brandon@rcedm.ca

780.966.0699

Brandon is in his 3rd year with RE/MAX Commercial Capital, a family run commercial real estate brokerage and property management firm. He is a licensed commercial agent and property manager with RECA; as well Scott Hughes (Brandon's Dad) is Broker/Owner of the firm. RE/MAX Commercial Capital Property Management oversees 280 residential doors spread over 70 properties throughout Edmonton as well as the following commercial buildings: *Northwood Plaza*, a 22,000 SF retail centre anchored by TD Bank; *Sheffield Industrial*, a multi-tenant 21,500 SF industrial building and *The Ritchie Mill*, a historic landmark in Old Strathcona consisting of 22,200 SF of office space spread over 4 floors. Brandon has played a key role in securing qualified Tenants to fill vacancies quickly and efficiently within the above portfolio. He's well versed in sourcing leads, conducting tours, preparing and executing lease documents and handling Tenant move-ins and stabilizing income-producing properties for their respective owners.

Brandon has been immersed in commercial real estate throughout his entire life; his Dad Scott is in his 28th year as a commercial real estate broker and has vast knowledge and experience in joint ventures, development and asset management. He's transacted an aggregate value in excess of \$1 billion throughout his career and has consistently won national brokerage awards for production achievements serving both private and public sectors. Brandon works closely with his Dad in securing deals, listings and mandates as well as representing Tenant's, Landlord, Buyers and Sellers, both locally and internationally.

When he's not at work Brandon enjoys playing hockey, basketball, staying fit, riding motorcycles and is passionate about almost all sports. In 2014 Brandon was involved in Youth With a Mission (YWAM) where he spent 3 months overseas in Switzerland followed by a 4-month outreach in South Africa.

Professional Affiliations

Urban Development Institute (UDI)

Commercial Real Estate Development Association (NAIOP)

Commercial Real Estate Women (CREW) Network





Paige Rutherford

ASSOCIATE, REAL ESTATE FINANCE DIVISION
CIBC Commercial Banking
10102 Jasper Ave – 2nd Floor, Edmonton
paige.rutherford@cibc.com
780.969.3436

Paige Rutherford is a Manager with CIBC's Real Estate Finance Division where she focuses exclusively on providing financing to real estate companies on both an interim/construction and term basis. Paige holds a Bachelor of Commerce in Finance and Marketing from the University of Alberta. Outside of work she enjoys the outdoors, is an avid equestrian and aspiring mountaineer.



Isaac Achen

ANALYST, INVESTMENTS
Cameron Development Corporation
10180 – 111 Street, Edmonton
iachen@cameron-corporation.com
587.756.6441

Since 2010, Isaac Achen has been an active member in the real estate industry with experience in Real Estate Appraisal, Investments, Asset Management, and Development. Upon graduating from the University of Alberta in June 2010, he spent approximately 5 years in the real estate appraisal industry before moving over to the ‘Buy-Side’ of the business where he continues to work as a professional focused on maximizing real estate portfolio performance and investment decisions through strong financial analysis and valuation skills.

Currently, Isaac Achen is a member of the Investments team at Cameron Development Corporation. The core responsibilities of the Investments team include sourcing, underwriting, and acquiring income-producing properties within Western Canada, oversight and successful completion of Cameron’s non-retail development projects, and the implementation of financial performance measures for new acquisitions, development projects, and existing assets.

As mentioned above, Isaac holds a Bachelor of Commerce from the University of Alberta in Accounting and Finance. Furthermore, he is a CFA charterholder and holds the AACI, P.App designation from the Appraisal Institute of Canada.