



URBAN DEVELOPMENT INSTITUTE—PACIFIC REGION  
Professional Development Event

**Thursday  
November 26,  
2009**

## **BREAKFAST SEMINAR**

# **CONSTRUCTION FINANCING: Where Do We Stand Today?**

### **BREAKFAST**

7:30 am  
Registration/  
Breakfast

8:00—10:00 am  
Presentations and  
Q & A

**Fairmont  
Waterfront Hotel**  
Junior Ballroom  
900 Canada Place  
Vancouver

Please fax this form or  
mail it with cheque to:

**Urban Development  
Institute  
-Pacific Region**  
Suite 200  
602 West Hastings St.  
Vancouver, BC V6B 1P2  
T. 604-669-9585

**F. 604-689-8691**

It's been a year since the unprecedented global economic downturn. What has changed in the way insurers, brokers, lenders and developers see the world? Join our panel of experts to learn:

- What are the current sources and availability of financing?
- What pre-funding conditions are lenders looking for to better mitigate risk for new construction projects?
- What changes have been made relating to loan to cost, loan to value and covenant requirements?
- What weight do lenders place on the track record and experience of the developer?
- What changes have taken place with the availability and pricing of mezzanine financing?

*Panelists:*

Moderator: **John Lynch**, CMHC

Broker: **Jim McPherson**, Realtech Capital

Lender: **Brian Kennedy**, Peoples Trust

Lender: **Marc Drysdale**, MCAP

Developer: **Ward McAllister**, Ledingham McAllister

**Proudly sponsored by:**



HOME TO CANADIANS

[www.udi.bc.ca](http://www.udi.bc.ca)



URBAN DEVELOPMENT INSTITUTE—PACIFIC REGION  
Professional Development Event

**BREAKFAST SEMINAR**

**REGISTRATION PAGE**

**Thursday  
Nov 26, 2009  
BREAKFAST**

7:30 am  
Registration/Breakfast

8:00—10:00 am  
Presentations/Q & A

**Fairmont  
Waterfront Hotel**  
Junior Ballroom  
900 Canada Place

**Please fax this form  
or mail it with cheque  
to:**

**Urban Development  
Institute  
-Pacific Region**  
200-602 W. Hastings St.  
Vancouver, BC V6B 1P2

T. 604-669-9585  
F. 604-689-8691

*All prices include GST*  
\$60 UDI Members      \$100 Non-Members

**BILLING INFORMATION**

MEMBER COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

PAYMENT (Pls. circle)    CHEQUE    VISA /MC    INVOICE \_\_\_\_\_

VISA/MC# \_\_\_\_\_

EXP.DATE \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

**Cancellations must be received in writing 48 HOURS IN ADVANCE  
or payment will be required. Substitutions are allowed.**

**NAMES OF ATTENDEES**

*Please print below*

1	2
3	4
5	6
7	8
9	10
Non-member guests: Company:	Non-member guests: Company: