

Acquisitions in a Competitive Market

Despite significant competition in the real estate investment markets, Concert continues to be very active in acquiring well-positioned property to diversify and build its already extensive income-producing portfolio. "This has been a very busy year for the team," says Andrew Tong, Vice President, Acquisitions. "We have recently completed our fifth acquisition, our first office building in Victoria, on Vancouver Island. Further expanding our asset and location mix, other recent acquisitions include industrial, office, retail and development properties in BC's Okanagan region, Greater Vancouver and Greater Toronto."

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2005 ACQUISITIONS TO DATE INCLUDE:

IN BRITISH COLUMBIA

Burnaby – 4242 Phillips Avenue

Concert has acquired a 149,000 square foot warehouse/office building on an 8.2-acre site in Burnaby within the Winston Industrial District. The property is 100 per cent leased and is immediately west of 4201 Lozells Avenue, a 6.0-acre property acquired by Concert in 2000.

The acquisition includes a 10-year leaseback with the vendor, Trans Canada Glass International, currently occupying 94,000 square feet.



Victoria – 712 Yates Street

Located in Victoria's business district at the busy intersection of Douglas and Yates, this 79,000 square foot six-storey office building is 100 per cent occupied. It is Concert's first office building in Victoria, which is leased to Canada Post and provincial government agencies.

Westbank – Westbank Shopping Centre

As Concert's first retail acquisition, Westbank Shopping Centre consists of seven retail buildings. Situated on approximately 8.6 acres at the junction of Highway 97 and the Old Okanagan Highway, the Centre has a total leaseable area of 74,000 square feet.

Shadow-anchored by Zellers and Extra Foods and 100 per cent leased to local and national businesses, the shopping centre houses Mark's Work Wearhouse, The Source, Tim Hortons, Wendy's, Blockbuster and Starbucks.

IN ONTARIO

Brampton – 201 County Court



Featuring a two-storey lobby atrium, this 71,000 square foot office building is located in Brampton in close proximity to the Provincial Court House, Land Titles Office and Peel Regional Police Headquarters. The building is currently 95 per cent leased to a broad range of tenants that serve the surrounding residential community and provincial government departments.

Brantford – Adams Boulevard

Located in northeast Brantford, the 16.5-acre property is adjacent to 156 Adams Boulevard, an industrial warehouse acquired by Concert in the summer of 2004, and is in close proximity to Highways 401 and 403. Roughly rectangular in shape, the property is one of the last remaining highway frontage industrial development sites in Brantford.

CONTINUING CONCERT'S STRATEGY

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 British Columbia, Alberta and Ontario, continuing the company's strategy of expanding its income-producing portfolio.

In the Spotlight

ACCOUNTING

Congratulations go to Angela Aron who has accepted the full-time Property Management Accountant position and to Christine Wu who has been promoted to Junior Corporate Accountant.

CONSTRUCTION

Hearty congratulations go to Lee McGuire who has been promoted to Senior Project Manager; to Paul McGuire, promoted to Senior Project Manager; and to David Kent, promoted to Vice President, Construction, Eastern Operations.

DEVELOPMENT

Congratulations also go to Ken Bogress who has been promoted to Senior Development Manager; to Lisa Lock who has been promoted to Senior Development Manager; and to Curtis Neeser who has accepted the full-time Development Assistant position.

PROPERTY MANAGEMENT

This team has expanded with the addition of: Flora Yung, Leasing Assistant, Head Office; Peter Buck, Resident Maintenance Person, Collingwood Village Rentals; Marg Harris,

Office Rental Assistant, Collingwood Village Rentals; Joe Jewhurst, Relief On-Call Person for Rental Properties in Vancouver; Jason Isbister, Assistant Building Manager, 1190 Hornby St.

Prelude, in Toronto, welcomes Brian Elliott, Resident Maintenance Person and Brent Randell, Resident Superintendent.

SALES & MARKETING

Congratulations to Rod Wilburn, who has been promoted to Senior Vice President, Sales & Marketing.

President's Message – *Commitment to Skills Training*

Founded on the principle of building high-quality affordable rental and for-sale homes, Concert Properties continues to play a key role as community builder and to see that role as extremely important.

One way that Concert fulfills this commitment is to the development industry itself, believing that a strong industry hinges on the availability of skilled, well-trained trades people. This is especially important in today's competitive market, and Concert prides itself in taking an active part in finding ways to provide opportunities and money for education and training.

In 1995, Concert established the Concert Properties Endowment Fund for British Columbia Institute of Technology (BCIT) students enrolled in eligible trades and technology programs related to the construction industry. As a Diamond Leader for the BCIT Foundation, Concert's endowment now exceeds \$379,000, and to date, some 97 students have received bursaries, totalling more than \$82,000.

In addition in 2002, building upon the success of this fund, Concert inspired numerous industry partners to join in establishing the Trades Discovery Sponsorship Program to help young people explore careers in approximately 20 different construction trades. Growing this fund to ensure that young people can

pursue their chosen trade is important to Concert.

Another way that Concert continues to add further funds to this endowment is by hosting its annual golf tournament. Concert Properties' ninth Annual Golf Classic in early September raised \$39,000 for BCIT trades and technology students. As a result of the support the tournament received this year from its many sponsors, additional bursary support will be available to students in financial need who are enrolled in an eligible trades training or technology program.

Our thanks go out to all who participated in this year's tournament and who supported Concert's goal of continuing to make training and education available to those who might otherwise be unable to afford the opportunity.

We look forward to the developments that lie ahead in our flourishing industry with its rapid growth and increasing demand for trained trades people. The young people developing in their chosen trades today will play an integral role in BC's vital construction industry in the years leading up to 2010 and beyond.



David Podmore
President & CEO

News Bites

COQUITLAM – FIRST TOWER DEVELOPMENT

Concert's first residential tower development in Coquitlam will be located on a three-acre site on the corner of Glen Drive and The High Street. The site is adjacent to Coquitlam Shopping Centre and various community amenities and parks. Work is underway to obtain a development permit for three towers, ranging in height from 26 - 32 storeys, and encompassing 556,000 square feet of residential and 11,000 square feet of ground-floor retail. The property is easily accessible to downtown Vancouver via the West Coast Express and the approved Coquitlam light rapid rail, which will be located at the adjacent shopping centre.

RICHMOND – PRELOAD COMMENCES

A development permit was received in July for a 16-storey condominium tower with 64 apartment homes and eight three-storey townhouses. The property is located in the heart of downtown Richmond, on a quiet residential street, one block from Richmond Centre and a future RAV line station. Design for preloading the site and completing working drawings is proceeding and presales are scheduled to start in February 2006. The project is scheduled to start construction in March 2006. Occupancy is anticipated in November 2007.

YMCA – NEXT STEPS

After undertaking a public hearing on the project, the redevelopment of Vancouver's Downtown YMCA received unanimous approval from Vancouver City Council. The next steps include satisfying all zoning conditions and submitting the development permit application by the end of the year.

Campbell Construction – *Building the Future*

Quality construction is a trademark characteristic of any Concert development, and to ensure this standard the company has forged trusted partnerships with proven contractors, such as the longstanding relationship developed with Victoria-based Campbell Construction.



Three phases - Marriott Hotel complete, Astoria under construction and Belvedere breaking ground

Acting as General Contractors, this family-based outfit has performed excavation work, concrete framing, rough and finish carpentry and millwork for celebrated Concert projects such as Nanaimo's Port Theatre and the Victoria Marriott Inner Harbour. Completed in April 2004, the latter is the first of a three-part project for the Campbell crew, with work now underway to complete the Astoria and Belvedere residential towers for 2006.

Campbell Construction began in 1964 as W. Campbell Ltd., formed by the late William (Bill) Campbell, Ken Farey and Bill's son Archie. Each started as a journeyman carpenter, with solid craftsmanship serving as the foundation for the firm's success.

Bill retired in 1976, before passing away in 2003 at the age of 92, while Archie retired in 2000, but remains active in the community as president of the Victoria Civic Heritage Trust. Ken Farey became the company's new president under the banner of Campbell Construction Ltd., and helped cement the

company's reputation as one of the premier general contractors in BC.

Now "semi-retired," Ken remains a valuable resource to the company, possessing a wealth of construction knowledge from his more than 50 years in the industry, and is the current Chair of COCA (Council of Construction Associations), which acts on behalf of the construction industry in WCB matters. He is also active as a director in the CLRA (Construction Labour Relations Association of BC) and is former president of the Victoria Construction Association.

These days, the success of Campbell Construction continues under the direction of Ken's son, Wayne Farey, as Operations Manager. In true Campbell tradition, Wayne also earned his qualifications as a journeyman carpenter, and quickly rose to the challenges of estimating and supervising major projects. Wayne now oversees all of Campbell's projects, a direct workforce of 150 employees and teams of subcontractors, with the assistance of three project managers/estimators, several project superintendents and an efficient team of administrative support staff.



Russ Curry, Site Superintendent, Campbell Construction; Lee McGuire, Concert's Senior Project Manager; Wayne Farey, Operations Manager, Campbell Construction; George Zeeman, Project Manager, Campbell Construction

"We are proud of our company's success and traditions, and take pride in our work," says Farey. "We particularly enjoy our fine relationship with Concert Properties, whose team approach to turning ideas into reality by partnering with proven architects and contractors dovetails nicely with the services we are able to provide."

"As is the case with all projects undertaken

Past the Halfway Mark

Nestled on a two-acre site in the heart of Victoria, the three-phased development is past the halfway mark for completion.

The first was the Victoria Marriott Inner Harbour, a 236-room hotel located at 728 Humboldt Street co-developed/co-owned with Ocean Properties Ltd., which opened in May 2004. This project marked Concert's first hotel development.

Phase two is the 20-storey Astoria, Concert's first residential building in Victoria and the first residential development of its size and nature to be built in Victoria in some years. Anticipated to be complete in spring 2006, the building was sold out in less than seven weeks.

Also sold out is Belvedere, Concert's second residential tower and final phase of the site. This 16-storey tower consists of 77 suites and ground level retail space. The building is scheduled for completion in fall 2006.

at Campbell Construction, the Astoria and Belvedere projects are sure to reflect the high standards first established by William Campbell himself," says Concert President & CEO David Podmore.

"Concert is proud of its long-time association with Campbell Construction, and is indebted to this company for its fine work, expertise and professionalism. We look forward to more shared success on Vancouver Island."

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



Concrete work on the Astoria is now complete; thanks to all involved

Building on a Reputation

With a reputation built on superior quality, customer service and community values in western Canada, Concert Properties is now building that same reputation in eastern Canada.

“To address a shortage of rental housing in Ontario, Concert joined forces with Ontario Municipal Employees Retirement System (OMERS) to develop Prelude,” says Brian McCauley, Senior Vice President, Eastern Operations. “Prelude commenced the start of a long-term relationship with an excellent partner sharing similar values and principles.”

ALL THAT JAZZ!

Concert’s second partnership with OMERS is Jazz, a new development currently under construction in downtown Toronto on Church Street. Jazz, which reached full height on September 26, will offer 388 suites of new assured



Concert hits high note with Jazz

rental living with high-style finishes. This 28-storey heritage-inspired building will also offer landscaped courtyards and ground floor retail, and is set for occupancy in spring 2006.

With the financial district just steps away and in keeping with Concert’s community-based focus, Jazz is surrounded by shops, restaurants, parks and nightlife, offering a lifestyle of ultimate livability and convenience.

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

VILLAGE GATE WEST

Formally known as 5145 Dundas Street, near the intersection of Dundas and Bloor in Etobicoke, Concert, OMERS and Sun Life are redeveloping this 3.7 acre site in three phases.

Village Gate West will be a unique development with Concert creating a desirable, new neighbourhood in Etobicoke – an urban oasis expected to include new rental living, stylish condominium residences and carefree retirement living. The development is conveniently situated close to a variety of shopping locations with subway access in an area currently undergoing a revitalization.

Construction of Village Gate West commenced on September 26, 2005 with a ground breaking ceremony for Phase I. This first phase of new rental living is anticipated to be complete in 2007. Design is proceeding on Phase II – the



Village Gate West site plan – A three phase development in Greater Toronto

seniors’ housing. A site plan application has been made to the City of Toronto and construction is scheduled to commence in spring 2006.

Together with OMERS, Concert will be investing more than \$300 million to develop more than 2,000 units of new assured rental and seniors housing over the next few years in the Toronto area.

Guided by an investment philosophy that emphasizes building value over the long run, Concert continues in Eastern Canada to bring a long-term commitment to each and every community it builds.

VILLAGE GATE WEST OVERVIEW

Phase I – \$48 million 21-storey, 278-unit assured rental building

Phase II – planned \$40 million, 170-unit seniors’ independent and assisted living building

Phase III – potential 20 and 25-storey condominium towers

Concert Receives Prestigious Industry Award

Concert has added another accolade to its growing list of awards for excellence in real estate development. In June 2005, the Urban Development Institute (UDI) bestowed Concert with an Award for Excellence for Seniors Housing.

The UDI’s Awards for Excellence honour projects representing superior forms of development by members of the Institute. Concert was recognized for its The O’Keefe seniors housing development in the Arbutus Walk area of Vancouver.

“We are particularly proud to accept this honour from such a prestigious group of industry peers,” says Bob McKay, Senior

Vice President, New Business Initiatives. “In developing The O’Keefe, Concert remained committed to upholding UDI’s standards of superior development, heritage preservation and sustaining the human environment.”

The O’Keefe celebrates the vigour of today’s seniors by providing an option to continue to stay in and be significant contributors to the community in a less institutional environment that supports individual choice through services and options delivered with dignity.

THE O’KEEFE WEBSITE SPORTS A NEW LOOK

Visit www.theokeefe.com to see our new look and check out all the services and amenities we have to offer.

UDI is a national non-profit association (with international affiliations) of the development industry and its related professions. This year’s awards recognize and celebrate the

partnerships in community building forged between members of the Institute and governments at all levels.



The O’Keefe at Arbutus Walk is designed to emulate the original brewery built in the early 1900s

First-Ever Greater Vancouver Lighthouse Awards Honour Seniors

Five inspirational seniors who made a difference in their communities were recognized by Premier Gordon Campbell at the first-ever Greater Vancouver Lighthouse Awards last March.

“Seniors today in BC are the healthiest, longest living, most active seniors ever in our province’s history, and they make an enormous contribution to our communities and the quality of life we share,” says Premier Campbell. “These awards recognize that seniors contribute to the well-being of our province long into retirement age and celebrate their position as role models for all of us.”

The Lighthouse Awards were started several years ago in the US by Leisure Care Retirement Communities. They recognize adults 62 and over who have made a difference in their communities through volunteer service or by serving as an inspiration and role model for others.

The Vancouver awards are a partnership between the Province of British Columbia (through BC Housing and Vancouver Coastal Health) and Concert Properties, The O’Keefe Retirement

Community, The Vancouver Sun, Neptune Food Service, BC Business Magazine and AM 600 Favourites.

“The calibre of the finalists was outstanding,” says David Podmore, President & CEO of Concert Properties, who chaired the judging panel.



The awards recognized individuals or groups in four categories – the Shining Light Award for outstanding volunteer service to the community and/or advocacy on behalf of seniors, which was won by Burnaby resident Grace Jo, who has been an active volunteer for more than 45 years.

The Wisdom of Age Mentorship Award for an

individual who has demonstrated a commitment to making a difference in the lives of children went to entertainer Leon Bibb for creating an anti-racism and anti-bullying program for high schools called A Step Ahead.

The Picture of Health Award for commitment to good health and fitness was given to Olga Koteiko, who became an international award-winning track and field competitor at age 77.

Hilda and Vic Hollister won the Philanthropic Award, which acknowledges an individual or group that has demonstrated a concern for humanity by providing significant resources and personal time to important community causes.

The finalists attended a luncheon ceremony at The O’Keefe Retirement Community. Dan Madsen, President & CEO of Leisure Care, attended and spoke about why he created the Lighthouse Awards. Global TV personality Wayne Cox gave the keynote speech, remarking on how much better the world is thanks to seniors who care.

If you know a senior who you think is deserving of a Lighthouse Award, consider a nomination for next year’s awards.

For more information, please call The O’Keefe at 604-736-1640 or visit our new website www.theokeefe.com

Visionary Development Built on an Historic Landmark

Following the recent unveiling of its latest development in the heart of Vancouver, Concert Properties is pleased to announce that Tapestry has already captured the attention of discerning West Side buyers.

The stylish urban condominiums went on sale in early August to registered interested members only and by the end of the preview opening period 60 per cent of the homes were sold.

“We knew the level of interest in Tapestry was high, but I don’t think anyone expected such a high volume of units to be sold so quickly,” says David Podmore, President & CEO of Concert Properties.

A visionary development that builds upon an historic landmark, Tapestry weaves together the best of the past and the future on the site of the Vancouver Hospital Nurses’ Residence at 12th and Heather.

“Redeveloping the historic Nurses’ Residence was both an honour and a task we took to heart.

Great care went into assembling our team,” says Ken Bogress, Senior Development Manager. “The challenge was not only to build upon the rich legacy and recreate a sense of place, but also to build homes that blended seamlessly into the neighbourhood.”

The historic Art Moderne architectural façade of the 10-storey 1940s Nurses’ Residence will be retained as a reminder of the importance this building played in the past. A second, more intimate six-storey residence has been designed to complement the existing building’s historic architecture and reflect design elements prevalent throughout the campus-like neighbourhood.

“We are proud to be able to apply our skills in new home development and construction to creating a landmark that is destined to become part of the fabric of life on Vancouver’s West Side,” says Ken Bogress.

The two mid-rise buildings are located in a vibrant west side neighbourhood rich with open green spaces. Concert plans to add an additional quarter city block of open public green space at the corner of Willow Street and 13th Avenue for the enjoyment of the entire neighbourhood. With the addition of the planned Heather Commons, a community courtyard spanning two city blocks north of

12th Avenue and the redesigned Willow Park, an outdoor sanctuary and pedestrian greenway west of Willow Street, Tapestry becomes literally surrounded by parks and green space.

Concert continues to uphold its commitment to building quality homes suited to the needs of its customers and the community. Designed and constructed by our highly-skilled team of professionals and trades people to meet the demands of today’s homeowner, Tapestry will continue this tradition and will embody Concert’s commitment to setting the standard for excellence in design, construction and liveability. With Tapestry, we intend to offer our homeowners the best homes, anywhere. It’s all part of Concert’s commitment to quality, customer service and community values.



Stylish interior of Tapestry
Visit www.DiscoverTapestry.com for more information

CEO Receives Honorary BCIT Degree

On June 23, 2005 the BCIT Board of Governors awarded an Honorary Doctor of Technology degree to Concert Properties President & CEO David Podmore.

“David Podmore has made extraordinary contributions to the well-being of BC residents through his many volunteer activities, including being part of the leadership to secure the 2010 Olympic Winter Games, along with his significant support of Trades Training, both personally and through the building industry,” says Dr. Tony Knowles, BCIT President.

The honorary doctorate is awarded to individuals who are widely recognized for outstanding and sustained achievements in their area of expertise, and was presented during the June 2005 convocation ceremonies in Burnaby.

“David Podmore is an exceptional leader in the Canadian building industry, with his strong commitment to working with community groups, cities and municipalities to provide a win-win situation for the communities in which Concert builds,” says Jack Poole, Chairman of the Concert Board of Directors.

Two other honorary recipients joining David Podmore this year are Stephen Lewis, United Nations Secretary General’s Special Envoy for HIV/AIDS in Africa and Wendy McDonald, Chair & CEO, BC Bearing Engineers Limited.



Lisa Lock – A Passion For Heritage

Congratulations to Lisa Lock, who recently accepted the position of Senior Development Manager at Concert Properties. Lisa joined Concert Properties in November 2001.



Getting ready to move the house to the west of the property

“I was doing some independent development consulting work at the time, and was asked to join the Concert team,” says Lock, whose first assignment for Concert was the rezoning and development approvals for StoneCliff, followed by the fourth and final phase of Collingwood Village.

She has since worked on Victoria’s Astoria and Belvedere, and is currently working on Buswell in Richmond and Glen Drive in Coquitlam.

“My job entails starting up the project – from due diligence to obtaining all the approvals



Renovated kitchen and central gathering place

and permits, and basically getting it ready for marketing and construction,” says Lisa. “I do community consultation where needed and represent the company to the public, and ultimately monitor the project through to its completion to ensure that what was envisioned is delivered.”

Lock’s favourite Concert project is StoneCliff, partly because her kitchen counters are the same granite, as well as for its unique aspects and natural environmental setting.

Lock loves her work and her day doesn’t end when she leaves the office. For four years now, she has been busy working on the renovation of her North Vancouver home. “After so many years, my husband Eric and I are almost finished,” she says with a sense of relief.

“We bought an old house on a double lot, moved it over, then subdivided and sold the adjoining lot. Next, we raised the house up to create additional space and a basement suite, and refinished the kitchen – twice! It was a learning experience that included making some

mistakes along the way,” says Lisa.

During the process of restoration of the old house, they had to strip the 100-year-old floors with gasoline, rework all the electrical and plumbing, complete finishing carpentry, paint and repaint. “It was worth it, though, as we basically modernized the house while trying to retain its original character,” she continues.

Oddly, the renovation may have been Lock’s least difficult task during the past few years. While she completed renovations at home and worked at the office she also attended school, earning her Urban Land Economics degree in 2004, while Eric studied full time to earn his BA from SFU.

In addition to all those endeavours, the renovation project was funded partly by providing housing to international students – at any one time they had 2 - 10 students, ranging from age 11 - 62, living in their home. “It was quite an experience,” says Lisa. Clearly, juggling should also be listed on her resume.



Four years later and almost there