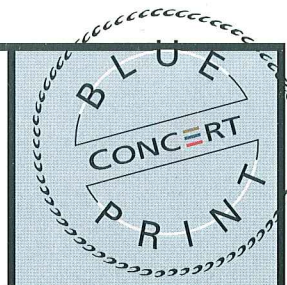


CONCERT

A DEVELOPER WITH A DIFFERENCE



SPRING 2002



Phase 3 of Concert's Creekside development at Silver Star, will include 12 townhouses.

Major resort condominium development planned at Silver Star

Silver Star Ski Resort Ltd. and Concert Properties have signed an agreement in principle for Concert to develop approximately 220 new resort condominiums in the "Village" at Silver Star Ski Resort. Design and construction will be consistent with Silver Star's Victorian Alpine Resort theme and Concert's hugely successful Creekside development, both of which have garnered numerous building and ski industry awards for Concert and the Vernon resort.

The new \$52 million Village North development will include studio, one, two and three bedroom suites featuring ski-to/ski-from access and tremendous views of the Monashee Mountains. Silver Star's Central Reservations Division will provide comprehensive rental accommodation management and services.

In addition to the residential properties, the resort company will operate up to 8,000 square feet of commercial space, set aside as part of the new development to provide more shopping and entertainment features within the resort.

Concert President & CEO David Podmore said, "With the recent acquisition of Silver Star Ski Resort Ltd. by the owners of Big White Ski Resort, and the \$75 million upgrade planned for Silver Star, we see an exceptional opportunity for substantial real estate development on the mountain, enhancing the success of Silver Star as one of British Columbia's premier ski and recreation destinations."

Concert recently completed the successful sell out of Phases 1 and 2 of its Creekside development at Silver Star, which included 104 stylish resort condominiums adjacent to the Silver Queen Chair Lift. The third phase of Creekside will include 12 mid-range townhomes adjacent to the completed buildings. Future plans include the potential for additional townhouses at Creekside.

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Knightsbridge Business Park acquired

Concert Properties has expanded its industrial/commercial portfolio with the acquisition of Knightsbridge Business Park in Richmond's Crestwood Industrial Park. This latest addition to the portfolio includes five warehouses and two office buildings, all of which are fully occupied, with a total of 252,700 square feet of building space on a 15.69 acre site.

Concert has acquired or developed 27 industrial/commercial buildings in the past three years as part of a business strategy to increase the company's income-producing and commercial portfolio. The portfolio now stands at more than 1.5 million square feet of industrial and commercial space valued at approximately \$160 million.



President's Message

Taking Action to Solve Skills Shortage

British Columbia's construction industry is facing a very serious challenge - the looming shortage of skilled construction workers.

"Skills shortage" is a phrase everyone seems to talk about, but too often the solution is that "somebody" has to do "something." So while fingers are pointed in all directions, fewer and fewer young people are training for the trades.

American activist Eldridge Cleaver is credited with saying: "If you're not part of the solution, you're part of the problem. Anyone who doesn't take direct action to make things better is just an obstacle to changing the status quo."

I believe that our industry needs to take that direct action by playing a lead role in solving British Columbia's skills shortage. We need to encourage young people to consider the trades as a career option by opening doors and giving them guidance and meaningful support.

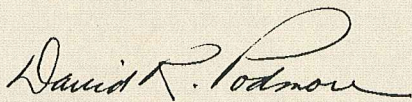
In the next few weeks, Concert Properties will announce a new Trades Discovery Scholarship Program at BCIT, and the industry partners supporting the program.

To help young people decide if they are suited for the trades, and which trade to pursue, BCIT now offers two programs - Trades Discovery General (open to men and women) and Trades Discovery for Women.

Concert and its partners will provide each enrolled student with a \$200 grant towards the \$940 program costs. Those that continue in one of 19 full-time BCIT trades programs may apply for a \$1,000 BCIT Trades Discovery Graduates Entrance Award, also funded by Concert and its partners.

In terms of the financial commitment, Concert will contribute 50 per cent of the cost of the grants and entrance awards, with the balance coming from our industry partners.

Investing in a skilled workforce for the future is more than "doing good" in the community - it's a smart business decision for all of us who have a stake in the future of British Columbia's construction industry.



David Podmore
President & CEO

A tourney for trades education

It's time to start practising for the 6th Annual Concert Properties Golf Tournament, taking place Monday, September 16th.

Last year's tournament held September 17 at the Quilchena Golf and Country Club in Richmond drew 140 golfers.

The golfers helped raise just over \$25,000 for the Concert Properties Ltd. Bursary Fund at BCIT. Established in 1995 with matching funds from the Government of British Columbia, the endowment is now valued at more than \$237,000, with annual interest financing the bursaries.



The winning foursome of 5th Annual Concert Properties' Golf Tournament were: Gary Bond (Ingalls Ltd.), Ken Chow (Pioneer Consultants Ltd.), Terry Thies (Colliers International) and Michael Murison (Vancouver City Savings Credit Union).

Festival of Trees

Workers in plaid shirts and hard hats "hugging" a Christmas tree earned Concert Properties the Best Corporate Expression award at the 2001 Festival of Trees in support of BC's Children's Hospital.

Concert and its employees have been major supporters of the BC Children's Hospital for several years. David Podmore is currently Vice Chair of the Foundation, and chaired the BC Children's Hospital Foundation Telethon in 1999 and 2000.



Roy Patzer retires

He was a young man from Winnipeg who wanted to be a carpenter. Thirty years later he retired as Concert Properties' Vice President of Construction, having built millions of square feet of regional shopping centres, office buildings and residential developments. And he's still working – in a consulting capacity – as the company's Senior Vice President of Special Projects.

Roy Patzer came to Vancouver in 1965 with Barbara – his wife of just one week – signing on with MacMillan Bloedel's Vancouver Plywood division. After six years, two children and a third on the way, it was time to get serious about the future.

"I decided to go into the construction business," said Roy, "and enrolled in the building technology program at Vancouver College. My plan was to apprentice in carpentry."

"I learned just enough to become a Field Engineer, and Jack Poole, who was running Dawson Developments, took a chance with me."

From 1971 to 1989, Roy progressed from Field Engineer to Superintendent to General Manager and eventually Vice President. Over the same period, the company evolved to Daon Development and Bell Canada Enterprises Development (BCED).

"There was a housing crisis in Vancouver in the late 1980s," Roy recalled. "The solution worked

out with then Mayor Gordon Campbell was to lease City land to build affordable rental housing. That's how Concert started."

The new company was headed by Jack as Chairman and David Podmore, who had also been at BCED, as Executive Vice President.

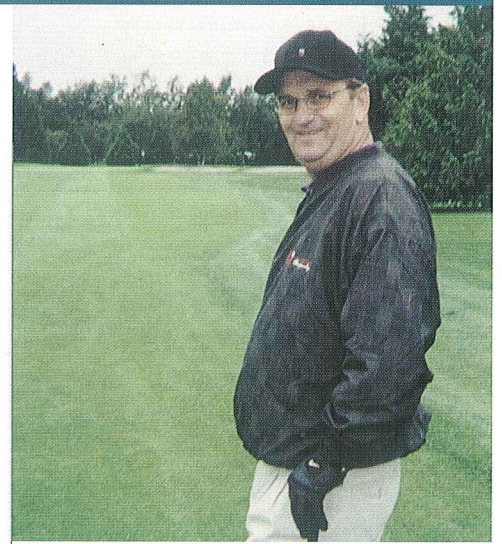
"I feel good about what we've built. We build communities – not projects – and we're answering a real community need."

Asked what he's the most proud of, Roy names two: the first apartment developed by Concert, and SeaStar at the corner of Burrard and Pacific in Vancouver.

"The first project was Parkside, 52 units at Boundary and Williams. It brought us all together. SeaStar is special because I was responsible for both development and construction."

Roy is also proud of his relationship with the building trades. "A Vancouver College instructor taught me the most important lesson I've learned: that everyone on a job site is equally important. He said you should say 'good morning' to the first 10 people you see each day, because you can't build your project without them."

"There's a huge sense of pride and ownership in the building trades," Roy explained. "Where else can you have 300 people on a job and when it's finished, they all drive by with their families and say, 'I built that?'"



Now that he's retired, his new role has Roy working with Brian McCauley, Vice President of Eastern Operations, on Concert's first project with the Ontario Municipal Employees Retirement Service and on the Concert team supporting the Vancouver Whistler 2010 Olympic Bid.

"Now that I'm moving on, I feel really fortunate that David allowed me to select my successor, Arif Rahemtulla. When you spend as many years as I have on a job, it's difficult to just walk away. I feel that I'm handing the reins to Arif, and they're in good hands."

"All my life I've had people who've made me look good. At Concert, I've had all kinds of people making me look good, and I want to say a big thank you to the staff for that. I also want to thank David: in 16 years of working together – here and at BCED – we've never had a major disagreement. That's pretty unique."



Fine maple cabinetry, handset slate tiles, and top-of-the-line KitchenAid and Whirlpool Gold stainless steel appliances define the overall sense of quality at The Tropez.

Concrete becomes Concert's signature

When the new owners began moving into the Tropez in mid-February, they became residents of a unique construction style that will become a signature product for Concert Properties.

The Tropez is a four-storey residential building located in Arbutus Walk, the master-planned community on Vancouver's West Side. What makes it especially appealing is that the majority of exterior walls and those separating suites are constructed with seven-inch thick cast-in-place concrete.

"The Tropez is for those looking for the best in condominium living on Vancouver's West

Side," said Rod Wilburn, Vice President, Sales and Marketing. "They want top-quality details within their home, and the durability and enhanced sound-proofing that comes with concrete construction."

"Tropez is representative of our commitment to providing the highest level of design and construction quality in all of our condominium and resort projects. It's what we'll be offering at the 28-storey tower we're developing at 1005 Beach Avenue in Vancouver's West End, as well as the three 14-storey condominiums we're designing for our upcoming development in West Vancouver."

Redefining senior living

Vancouver's active, independent seniors will be able to choose much more than spacious suites and an ideal location when The O'Keefe opens in January 2003. They will also be choosing a lifestyle that focuses on wellness and healthy living.

The O'Keefe, now under construction at Yew and West 12th one block west of Arbutus Street, is an eight-storey concrete building offering 183 fully equipped suites available for rent or to own. An important part of the Arbutus Walk master-planned community, the O'Keefe retirement community will be owned by Concert Properties, which is developing the project, and managed on a day-to-day basis by Lifestyle Retirement Communities, a subsidiary of London Life/Great West Life and an experienced leader in providing quality accommodation and support for seniors.

Designed to provide owners and renters with a club-style atmosphere, The O'Keefe will feature a casually elegant dining room and bistro café, wellness centre, spa, fitness club, dot.com business centre, video screening room, games room, billiards room, social lounge, library and roof top garden terrace. Additional amenities



Concert's Senior Vice President Bob McKay points out the features of The O'Keefe to Hon. Katherine Whittred, Minister Of State For Intermediate, Long Term And Home Care as David Podmore and guests look on. The event was a cornerstone ceremony celebrating the start of construction held in September 2001.

include 24-hour staffing, flexible meals, emergency call response, housekeeping and laundry.

"We've been meeting with seniors groups to better understand what they would like see," said Karen O'Hare, Marketing Manager for The O'Keefe. "With their help, we're refining and improving The O'Keefe amenities, services and programs, which are still in the developing stages. We are interested in their thoughts on how we can make The O'Keefe the number

one choice in retirement living for active and independent seniors."

The O'Keefe Information Centre
Located at 2723 Arbutus Street
(just north of West 12th Avenue)

Open from 11am - 4pm daily except Friday

Call 604.736.2640 or visit
www.theokeefe.com

Poole heads 2010 Olympic Bid

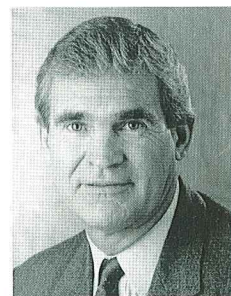
Concert Properties' Chair Jack Poole has been named President and Chief Executive Officer of the Vancouver Whistler 2010 Bid Corporation. He was selected following a nation-wide search that attracted more than 100 candidates.

"I am thrilled to join the team to win the right to host the Olympic Winter Games and Paralympic Games in Vancouver Whistler," said Jack. "Bidding for and hosting the Games provides us with the potential for tremendous economic benefits and gives us a chance to create a number of important sports legacies for Canada."

Concert Properties has joined the effort as a Community Contributor providing its considerable project management expertise.

This includes helping to assess various venue locations and sites, overseeing the development and construction estimates as well as production of conceptual representations and illustrations of all venues, finalizing Memorandums of Understanding to secure venues, and identifying issues to be addressed when full project design is initiated. To ensure there is no potential for a conflict of interest, Concert will not be involved with preliminary planning for the Vancouver Athletes' Village.

"We are pleased to support the Olympic Bid, both professionally and financially," said David Podmore, President & CEO of Concert Properties. "The possibility of hosting the Olympics is exciting for all British Columbians, and we think it's important to support the Bid."



Jack Poole's pulling double-duty as President & CEO of the Olympic Bid and Chair of Concert Properties.

Concert has committed a team to carry out its support, including Senior Vice President of Special Projects Roy Patzer, Senior Vice President Bob McKay, Chief Financial Officer Lionel Wazny, Executive Assistant to the President Virginia Trelenberg, and David as Team Leader and Senior Volunteer.



**2010
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Building assured rental housing in Ontario

Concert Properties has joined forces with one of Canada's largest pension funds to develop more than two thousand units of assured rental housing in Ontario.

Under the exclusive alliance with the Ontario Municipal Employees Retirement Service (OMERS), the two organizations have earmarked more than \$300 million for investment in assured rental housing in the next three years.

"Our company's original mandate was to develop affordable rental and market housing," explained Concert President and CEO David Podmore. "This is a wonderful opportunity to take the expertise we've developed and expand into new markets for the benefit of the BC-based pension funds that established and own Concert."

The first project with OMERS is a 26-storey, 306 unit rental apartment building now under construction at Toronto's North York City Centre. It is expected to be ready for occupancy in the summer of 2003.

"From the perspective of OMERS and its members, this alliance represents a prudent investment opportunity that we're confident will meet our high performance expectations," said Dale Richmond, President and CEO of OMERS.

"At the same time, there's a strong social component to what we're doing, since we'll be helping meet the huge need in Greater Toronto for affordable rental housing. That's the direction our membership wants us to move in, and Concert is the right partner to help make this happen."

Concert's expansion into Ontario is being managed by Brian McCauley, formerly Development Manager and recently named Concert's Vice President, Eastern Operations. "There is a tremendous need for assured rental housing in Ontario," said Brian.



The first Concert/OMERS project is a 306-unit rental apartment building in Toronto's North York City Centre, expected to be ready for occupancy in the summer of 2003.

"Our company's original mandate was to develop affordable rental and market housing,"

Concert President and CEO
David Podmore

"Although the vacancy rates are comparable to BC's, the rental rates are significantly higher. For example, a one-bedroom apartment that rents for \$900 in Vancouver would rent for approximately \$1,500 in Toronto.

"In addition to acquiring sites on a market basis, we're also working towards developing rental housing under long-term land leases, in a public/private

partnership with Ontario Municipalities" explained Brian.

"If we're successful, we can reduce our costs and, as a result, offer more affordable housing. The long-term land leases we developed more than 10 years ago with the City of Vancouver have allowed us to build assured rental housing with rental increase protection. It's a model that may be appropriate to help address the critical shortage of rental housing in Ontario"

Appointments in Toronto and Vancouver



Allan Gjernes, formerly Vice President, Industrial/Commercial Properties, has been named Senior Vice President. He will be specifically responsible for Concert's industrial and commercial properties, with Senior Vice President Bob McKay being responsible for residential properties.



Roy Patzer, formerly Vice President, Construction, has been named Senior Vice President, Special Projects.

He will guide the company's expansion in the Greater Toronto area, focused on developing assured rental housing in partnership with Borealis Capital and the Ontario Municipal Employment Retirement Service (OMERS).



Brian McCauley, formerly Development Manager, has been named Vice President, Eastern Operations, and will work with Roy Patzer in expanding Concert's presence into Ontario and the company's alliance with Borealis/OMERS.



Arif Rahemtulla replaces Roy Patzer as Vice President, Construction. With more than 20 years of experience in the construction industry, Arif has worked in Africa and the Middle East, and since 1997 has played an instrumental role in managing the design and construction processes of Concert's residential development projects.



Lionel Wazny, Vice President, Finance and Corporate Secretary since 1989, has been named Chief Financial Officer, reflecting his additional responsibilities as the company expands its operations to other regions of Canada.

Three-phase project for Victoria

Plans are underway that will bring new life to a two-acre site in downtown Victoria known as "the Y lot." The \$80 million development project will begin with construction of the city's first Marriott International Hotel, located at the corner of Humboldt and Penwell Streets.

Building a four diamond property

The \$34 million, 236-room Victoria Marriott Hotel will be built under an agreement between Concert Properties and Ocean Properties Ltd., one of the largest privately held hotel management companies in North America. Scheduled to open in the spring of 2004, the Victoria Marriott Hotel will be co-owned by Concert and Ocean Properties, and managed by Ocean under a Marriott International franchise agreement.



Representing the principals in the Victoria Marriott Hotel project at the November 28 reception were: (l-r) David Podmore, Allan Gjernes and Bob McKay of Concert Properties; Rich Ade and Billy Walsh of Ocean Properties; and Scott Allison of Marriott Hotels of Canada.

"This is our company's first hotel development," said Concert President and CEO David Podmore, "and we're starting out with two of the best. Ocean Properties has been in the business for over 40 years, and owns or operates about 90 hotels and resorts. Marriott's an internationally respected company that operates or franchises more than 2,200 hotels and resorts worldwide. With these partners, and a great location in an outstanding tourist destination, we have every confidence in the success of this project."

Designed by Lawrence Doyle Architect Inc. of Vancouver, the hotel will be a four-diamond property featuring luxurious accommodation, fitness facilities, a business centre, a selection of fine and casual dining options, and more than 470 square metres (5,000 square feet) of meeting and conference facilities.

Three projects on one site

The balance of the Y lot site is planned to include an office building and a mixed-use residential/commercial building. The complexity of the three-phase development project requires the involvement of both Senior Vice President, Residential Properties, Bob McKay and Senior Vice President, Industrial/Commercial Properties, Allan Gjernes. Bob is handling the design and community/city council consultation aspects of the project, while Allan is responsible for the technical and zoning amendment considerations as well as the business aspects of the project.



Deputy Premier Christy Clark and Victoria Mayor Allan Lowe were guest speakers at a reception held November 28 at the Royal British Columbia Museum celebrating the development of the new \$34 million Victoria Marriott Hotel.

"Y Lot was originally scheduled for development by the provincial government, and zoned for high-density government offices," explained Allan. "Last year we acquired the portion of the property where the hotel will be built, with an option to acquire the balance. We're working with the City to amend the zoning to create three separate zones and reduce the overall density. Construction is expected to start in the fall of this year, but that's dependent on our zoning amendment application and market conditions."

Speaking to community reaction to Concert's development plans, Bob McKay said, "We're pleased with the meetings we've held with community representatives. They've been very positive, with some excellent suggestions, and with their input we've done things like lower the density on the site and improve view corridors."

Waterfront business park surpassing expectations

Office workers, car shoppers, high school students and a public park and walkway are all finding a home at the 68-acre Harbourside Business Park in North Vancouver.

"In April, we will complete the first of five office buildings planned for the waterfront sites," said Harbourside Project Manager Peter Martin.

"It's a three-storey, 78,000 square foot building with office space for lease featuring unobstructed views across the harbour of the Vancouver skyline. The five buildings we're planning are in

addition to the seven buildings constructed or under construction by clients who have purchased sites from us."

The Northshore Auto Mall, an anchor tenant, now has 10 auto dealerships in place, with the remaining three sites already spoken for.

Now in the approval process stage are plans for Bodwell High School, a private school catering to international students. The proposal is for a 60,000 square foot facility with computer labs,

multimedia and music rooms, library, cafeteria, swimming pool and gymnasium, as well as dormitory for 94 students and eight staff.

The business park development has also increased the City of North Vancouver's park system. The new Kingsmill Walk is a fully landscaped park with viewing platforms and 1.5 kilometres of walkway. Situated on a 6.5 acres site, it is the largest stretch of waterfront park in the city.